

# THE NAHREP 10

The Hispanic Wealth Project®

2

One of the most prominent and successful Latino agents in the country, Leo Pareja is a Broker with Keller Williams Realty where he built and grew the Leo Pareja Team, based in the Metro Washington, DC area. Leo began his career at the ripe age of 19 when he began working with an investor at a real estate office, handling the day-to-day tasks at the startup office. Intent on learning from those around him, Leo picked up the trade early on and began his venture of being an agent in 2002 as the market picked up, allowing him to lead a successful traditional brokerage. Diligent and industrious, he quickly climbed the ranks and became a top producer in his market, growing his business in all areas which presented an opportunity, from rehabilitating homes to ground up development.

In 2006, with four years of experience as a top broker under his belt, Leo was offered the opportunity to grow a real estate division at a large holding company that specialized in accounting, mortgage, and title services. Within six months, Leo had grown the one-person real estate division to multiple service locations throughout the Metro DC area with hundreds of agents.

As the market shifted in 2008, Leo adapted his business and returned to Keller Williams where he began his career and focused on short sales and real estate owned properties as the market was in turmoil. His business savvy quickly earned him the position as one of the largest volume brokers in his market. In 2010, he was ranked the #1 Keller Williams agent in the world and was chosen as one of the 30 Under 30 Class of 2011 by Realtor Magazine. Additionally, he and his team were ranked by the Wall Street Journal as 2011's #5 real estate team in the U.S. Since 2008, Leo and his team have been consistently ranked in the top teams in the country according to Real Trends Top 1000 list. Leo has also regularly been recognized on NAHREP's Top 250 Latino Agent's list as one of the top 10 Latino agents in the country, achieving #1 in 2014 and #2 in 2015.

In 2012, Leo spearheaded the growth of the NAHREP Metro DC Chapter as the founding chapter president. His successful career propelled his achievements at NAHREP, as he was sworn on to the National Board of Directors in 2014 and installed as the President Elect at the 2016 Housing Policy & Hispanic Lending Conference in March 2016. The youngest President Elect to date, Leo's passion and determination have given him a platform through which he is able to grow his business and achieve a position at the top of the real estate industry.

