

Taking the Mystery Out of Housing Cooperatives

A Seminar Presented by the DC Cooperative Housing Coalition in partnership with the Greater Capital Area Association of REALTORS May 20, 2025 - 6:30pm to 8pm

Handouts from the webinar are included in this file. You can access the recording on this presentation on YouTube here:

[Taking the Mystery Out of Housing Cooperatives 05.20.2025](#)

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Greater Capital Area Association of REALTORS**

May 20, 2025 - 6:30pm to 8pm

DC Cooperative
Housing Coalition

Helping Co-ops Flourish



Taking the Mystery Out of Housing Cooperatives

WELCOME

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AGENDA

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Taking the Mystery Out of Housing Cooperatives

PANEL I: DC REALTORS

Evelyn Lugo, Compass Real Estate

Jason Skipworth, RLAH Properties

Marin Hagen, Coldwell Banker Realty

Sammy Dweck, TTR Sotheby's International Realty

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PANEL II: DC TITLE COMPANY REPRESENTATIVES

Joyce Rhodes, Edmund J. Flynn Company

Claudia Roca, Monarch Title, Inc.

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Q&A PERIOD

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FOR MORE INFORMATION

Evelyn Lugo, evelyn@lugoparkerteam.com

Jason Skipworth, jason.skipworth@rlahre.com

Marin Hagen, mhagen@cbmove.com

Sammy Dweck, sammy@sammydweck.com

Joyce Rhodes, joyce@flynncoops.com

Claudia Roca, croca@monarchtitle.net

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CLOSING

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THANK YOU!

<http://www.CoopsDC.org>

events@gcaar.com

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COOPERATIVE LENDER LIST

NOTE: This list is comprised of lenders that have handled cooperative share loans in DC and MD but is not a guarantee that they work with a specific cooperative association, you must call to confirm this information with the lender directly.

ATLANTIC COAST MORTGAGE

Eric Boutcher

eboutcher@acmllc.com

202-870-6343

Rachel Needle

rneedle@acmllc.com

301-653-2323

BURKE & HERBERT BANK

Ahmed Hachim

703-549-2315

ahachim@burkeandherbertbank.com

CMG HOME LOANS

Andrea Wine

571-244-3377

awine@cmgfi.com

DRAPER & KRAMER

Ian Ford

ian.ford@dkmortgage.com

301-928-1507

Van Papadopoulos

Van@dkmortgage.com

301-956-9760

FAIRWAY MORTGAGE

Geteesh Kapoor

gkapoor@fairwaymc.com

301-606-7599

Tom Elwood

Tom.elwood@fairwaymc.com

202-746-9145

FIRST HOME MORTGAGE

Alex Jaffe

ajaffe@firsthome.com

240-479-7658

Alex Waters

awaters@firsthome.com

202-916-8854

Ingrid Rapavy

irapavy@firsthome.com

703-938-2115

Jake Ryon

jryon@firsthome.com

202-448-0873

Matthew Borgerson

mborgerson@firsthome.com

610-324-5488

Scott Story

sstory@firsthome.com

301-275-8660

FIRST SAVINGS MORTGAGE

Matthew Palmer

mpalmer@firstsavings.com

202-302-9692

LOANSTEADY

Charlie Latimer

charlie@loansteady.com

703-745-5793

M&T BANK

Stephen O'Connor

Soconnor3@mtb.com

301-535-1799

Pankaj Malhotra

pmalhotra@mtb.com

301-370-7528

MORTGAGESTAR

Kevin Raimond

301-346-4342

kraimond@mortgagestar.com

NATIONAL CAPITAL BANK

Manjour Ahmed

mahmed@nationalcapitalbank.bank

202-876-6337

NATIONAL COOPERATIVE BANK

Ryan Greer

rgreer@ncb.coop

202-202-349-7455

PNC BANK

Paul Maysak

Paul.maysak@pnc.com

202-835-5194

Jennifer Landgraff

202-368-9499

Jennifer.landgraff@pnc.com

PROSPERITY HOME MORTGAGE

Kim Cox

Kim.cox@phmloans.com

240-447-9289

Ryan Dailey

Ryan.dailey@phmloans.com

301-580-8236

Hunter Church

571-359-3949

Hunter.church@phmloans.com

TD BANK

Michael Devlin

Michael.devlin@td.com

301-67-4942

Eddie Willis

Eddie.willis@td.com

856-979-5943

Rick Eul
Rick.eul@td.com
703-967-8845

UNITED NATIONS FEDERAL CREDIT UNION
Arnold Flores
arflores@unfcu..com
202-463-1446

Zoe Omidvar
zomidvar@unfcu.com
571-442-0037

WELLS FARGO BANK
David Latimer
301-442-2704
David.latimer@wellsfargo.com

Joyce Crowe
Joyce.crowe@wellsfargo.com
301-518-6343

Steven Palladino
Steven.palladino@wellsfargo.cm
301-351-6568

Todd Bernold
Todd.bernold@wellsfargo.com
202-558-3831

Source: Claudia Roca, Monarch Title - Updated May 2025

Guest Speakers
DC Cooperative Housing Coalition Seminar
Taking the Mystery Out of Housing Cooperatives
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Panel I - DC Realtors

Evelyn Lugo, evelyn@lugoparkerteam.com

Compass Real Estate

Evelyn Lugo has been a driving force in real estate for over 35 years. Her passion is fueled by her desire to help others achieve their dreams and goals, serving as a trusted advisor in the complex and emotional process of buying and selling real estate. Evelyn partnered with her sister, Connie Lopez-Parker in 2015 and formed the Lugo Parker Team and they are founding members at Compass Real Estate, participating in its growth in becoming the #1 Brokerage in the DC Metro area and now, the #1 Independent Brokerage in the country. A resident in the SW Waterfront neighborhood where coops, condos and HOAs dominate the housing inventory, Evelyn's has become an expert in these types of home ownership and the go-to person in the community. In addition, many of her clients have also benefited from her experience in home renovations, when preparing their homes for sale. Her achievements include numerous top producer awards at Compass, and she's been consistently honored as one of Washingtonian Magazine's "Top Producing Real Estate Agents" in the DMV.

Jason Skipworth, jason.skipworth@rlahre.com

RLAH Properties

Jason Skipworth has over 25 years of experience in the real estate industry. He graduated from the University of Alabama with a Bachelor of Science in Finance with a concentration in Real Estate. After graduating from college, Jason held several positions with some of the nation's leading Real Estate Investment Trust in Birmingham, Alabama, Denver, Colorado, and Washington D.C. Jason's early experience in Financial & Operational Management laid the groundwork to provide his clients with attention to detail in every real estate transaction. His personal and caring approach is evident through his desire to make every real estate transaction smooth and stress-free. Jason thrives on staying current with the latest technology so his clients can be anywhere in the world and know that they can easily accomplish their real estate goals with his help. Jason has lifetime sales of over \$215,000,000 and has repeatedly been named a Top Producer and one of DC's 100 Best Agents by *Washingtonian Magazine*.

Jason's success can be attributed to his integrity, diligence, keen market knowledge, and attention to detail, which produce excellent results for his clients. Jason is a licensed real estate professional in the District of Columbia, Virginia, and Maryland.

Marin Hagen, mhagen@cbmove.com

Coldwell Banker Realty

Marin Hagen joined her mother's successful real estate practice in 2007 (Sylvia Bergstrom has been a top producing agent since starting real estate in 1973). They count among their clients Presidential candidates, Senators, Members of Congress, Cabinet secretaries, governors, Universities, leaders in the arts, medical, business, legal, non-profit worlds and many more. Their business is nearly 100% repeat and referral, a testament to their high ethical standards, strong negotiating skills, energy and discretion. The consistently rank as the #1 team in DC for their company on in the top 2 for the Mid-Atlantic.

Sammy Dweck, sammy@sammydweck.com

Vice President, TTR Sotheby's International Realty

Sammy Dweck inherently understands that the trust each client places in him is a privilege and an honor. Sammy's clients are empowered by his extensive market knowledge gained over more than 15 years of experience and are continually impressed by his high touch and uniquely created approach with his clients. He promises an engaging and unique experience and offers an unparalleled commitment to client service. An award-winning top producer, Sammy has personally brokered the transfer of more than \$200 million in property. His broad portfolio of sales includes condos, co-ops, penthouses, single-family homes, townhomes, and estates. Some of Sammy's favorite sales have been in the beautiful beaux arts co-ops of Kalorama where he lives and specializes. Sammy is an alumnus of New York University, where he earned a degree in Politics. His accolades have included the National Association of Realtors® "30 Under 30", Top Individual Producer in the TTR Sotheby's International Realty Downtown Brokerage, Top Producer by Washingtonian Magazine, and he was noted as one of the "100 Best Real Estate Agents" by the same publication. A longtime resident of The Altamont, he has served as President of the cooperative association in the past, offering him particular insight into the inner workings of cooperative living.

Panel II - Title Company Representatives

Joyce A. Rhodes, Owner, joyce@flynncoops.com

EDMUND J FLYNN COMPANY

5425 Wisconsin Avenue Ste 303, Chevy Chase, MD 20815

The company's origins go back to 1922 when Mr. Flynn pioneered the concept of cooperative ownership in Washington, D.C. Since then, the company has participated in the development of more than 50 co-operative projects. Since February 3, 1922, the owners have been Edmund J. Flynn, Edmund C. Flynn, William Karas - I am the 4th Owner of the Edmund J. Flynn Company. Edmund J. Flynn Company and FACTS LLC continue to render their services for settlements, transfer of ownership & ownership records, and lenders assistance with providing financing for Co-operatives and their Owners/Members.

My first day of employment with Flynn Company was September 4, 1979. I was hired by Eddie Flynn, son of Edmund J. Flynn. I met Mr. Flynn in 1980. Mr. Flynn passed in 1986, and Eddie Flynn decided he was not interested in the business. From 1986 until April 3, 2015, William M. Karas "Bill" was the leader, educator and historian of the Edmund J. Flynn Company.

On April 3, 2015, Joyce Ann Rhodes, an employee over 40 years, purchased the Company from Bill and took over the leadership, educator and historian of the Edmund J. Flynn Company. Since I handled all aspects of the Flynn business on behalf of Bill, from its beginning, the Edmund J. Flynn Company has been true to its heritage by maintaining a close identity with the support of cooperative ownership and housing.

On May 1, 2015, I created a separate entity for the Cooperatives Transfer Agent Services known as FACTS LLC. As Transfer Agent, FACTS LLC provides a vast range of services in addition to maintaining the ownership records on behalf of the cooperative associations providing resale packages and assistance for changes of ownership such as trusts, estates, etc.

The Flynn Company staff and I are total experts in all aspects of Cooperative's sales, settlements, Cooperatives' proprietary documents and transfers, cooperatives' recognition agreements. Flynn Company staff and I provide recommendations, and assistance to all management offices/companies, lenders/mortgage companies, real estate agents, sellers, buyers, attorneys, owners/members and co-operative associations.

I am proud of my longevity with Flynn Company and the Cooperative Associations. All of us at Flynn Company and FACTS LLC are very proud of our tradition of quality service, expertise, and professional integrity which everyone deserves and expects.

Claudia Roca, croca@monarchtitle.net

Claudia Roca serves as the Director of Cooperatives at Monarch Title, Inc., bringing nearly twenty years of industry experience and a strong commitment to promoting cooperative housing as an accessible and affordable homeownership option. She works closely with housing cooperatives, real estate professionals, lenders, and management companies throughout Washington, D.C., and Maryland. Specializing in all facets of cooperative transactions, she focuses on educating real estate agents and lenders on the cooperative process, including board applications, share loans, and jurisdictional practices. Her depth of knowledge, positive attitude, and tireless energy ensure that clients feel supported and informed through every step of the cooperative process.

Having grown up in Montgomery County, Maryland, Claudia has a deep connection to the culture and communities of the DMV region. Outside of work, she enjoys exploring local cuisine, supporting local businesses, and attending various festivals.

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Seminar Participants,

The DC Cooperative Housing Coalition would like to share with you its publication ***Co-ops 101: Cooperative Housing Ownership in Washington, DC***. Please use the link below to access this resource for educating yourself and others about co-ops and for promoting co-ops as a viable homeownership option.

[Co-ops 101: Cooperative Housing Ownership in Washington, DC](#)

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Thank you for attending the seminar and helping co-ops to flourish!