



**Harry Yazbek**  
**Branch Vice President**  
**Coldwell Banker Residential Brokerage**

Harry Yazbek, a leader in the real estate industry for over three decades, is very passionate about being Branch Vice President and Managing Broker of Coldwell Banker's Vienna, Virginia office. Leading 120 agents in all aspects of their transactions, he wears many hats as a recruiter, coach, mentor, teacher and motivator. Harry is very involved in finding talent and launching new careers, as well as taking existing agents to the next level. He is hands on in guiding agents and helping them navigating their transactions to a successful closing, as well as ensuring compliance in all regulatory components, advising on technical and contractual issues, and assisting agents with resolutions.

Proud to manage a great office full of amazing talent, Harry is equally rewarded by the caring, supportive and fun environment he has fostered. "Few words can describe our office culture. We are simply nice people." As impressive is his performance, as the #1 recruiter in the Washington Metro area the last two years, winning multiple contracts with national REO lenders and servicers, and increasing his office's annual profit from new agents by 51%!

A Licensed Broker in Virginia, Maryland, DC and West Virginia, Harry started his career in 1983 as a title insurance clerk and became a Realtor in 1984. He has extensive real estate coaching, teaching, training and sales management experience, and has been a Certified Real Estate Instructor since 1985 in various states. Harry has trained thousands of agents over the years and continues to be an influential servant of the industry. He was a leader in the National Default industry, managing REO and foreclosure divisions for Fortune 500 companies, including national lenders and mortgage servicers.

"My management style is based on relationships I build with the team. It's important to me that I know my agents personally and encourage them individually. My vision is to continue to maintain and enhance our infrastructure, and always find ways to help agents focus on what they're good at, lead generation."

An active member of many real estate organizations, Harry often volunteers on various committees and provides training, coaching and public speaking. He hails from Los Angeles, and moved to the Mid-Atlantic area in 2002. He and his wife share four children and two grandchildren. Very well-traveled, Harry speaks fluent English, Arabic and semi-fluent French. He is also an avid animal lover and advocate for homeless and abused animals.

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