



CONTACT:

Andrea Michalski
410-975-3018

AndreaMichalski@championrealty.com

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Realtor Michelle Resnick Honored by Induction to Champion's Hall of Fame

Annapolis, MD: Michelle Resnick, a realtor with Champion Realty since 2007, was named to the Champion Hall of Fame for reaching \$50 million in settled Champion sales.

Joining the Hall of Fame is a true honor, Resnick said. "It means a great deal to me because it shows that my company appreciates my contributions. I try very hard, but I'm not one to toot my own horn."

When Resnick was widowed at age 34 and needed to support her two young children, she found real estate to be a good fit because it's flexible and "I truly like helping people." And help them she does, particularly with her experience in short sales—homes priced lower than the amount owed on the mortgage. Soon after she joined Champion the housing bubble burst, and Resnick found herself working with clients trying to avoid foreclosure. "I took on true hardship cases, homeowners in a bind, and I did well because I care."

Although Resnick excels in both standard real estate transactions and short sales, she finds great satisfaction in seeing the relieved faces of short-sale clients freed from the pressure of their mortgage. "It's great when they are able to repair their credit and come back to me to buy another home."

Resnick chose to work at Champion Realty because "the managers at Champion are ethical people; I trust them and I know they have my back," she said. Pat Savani, manager of the Champion Realty Annapolis office, described Resnick as having "the patience of a saint."

"Michelle is great at working with people in all price ranges, in all areas, but I especially admire the way she handles people under duress because she has such empathy," Savani said. "When everyone was running away from short sales, she ran toward them, and she's done amazing things."

"In my opinion, real estate is a noble profession," said Jon Coile, president and CEO of Champion Realty. "We help people with the largest financial transaction of their lives, and frequently, it's the most emotionally charged one, too. Michelle is an inspirational example of what real estate professionals do; in her case, aiding sellers in highly challenging circumstances. She earned her way into the Hall of Fame through her sustained professionalism, empathy and outstanding service to her clients. I'm very proud that she is a Champion."

About Champion Realty, Inc.

Champion Realty, Inc., is a Berkshire Hathaway affiliate and a wholly-owned subsidiary of HomeServices of America, Inc., the nation's second-largest residential real estate brokerage company and, through its operating companies, one of the largest providers of integrated real estate services. The Champion family of companies comprises Champion Realty, Inc., HomeServices Lending, LLC, Chancellor Title Services and HomeServices Insurance Maryland, all working together to create a full range of real estate services and products and providing a one-stop shopping solution for buyers and sellers in Maryland. Based in Severna Park, Champion Realty serves the Chesapeake Bay Region with seven branch offices and over 300 sales associates. HomeServices of America's elite network of companies encompasses 30 market-leading residential real estate brands, more than 22,000 agents and 450 offices across 25 states. A strong Champion Realty brand combined with the superior resources of HomeServices enhances our ability to deliver the full suite of integrated homeownership services.

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