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Realtor Matt Wyble Named to Champion's Hall of Fame

Severna Park, MD: Matt Wyble, a realtor with Champion Realty since 2010, has been named to the Champion Hall of Fame for achieving \$50 million in settled Champion sales.

Wyble, who entered real estate at age 25, joined Champion Realty on the recommendation of his grandfather, a retired real estate broker. In his first two years at Champion, Wyble sold more than \$14 million in real estate, qualifying him for the Anne Arundel County Association of Realtors Distinguished Sales Achievement Club.

"A lot of work hours go into reaching the Hall of Fame," Wyble said. "It takes real dedication. So many times I've walked down the corridor where the members' portraits are, and I've thought, 'Wow, that's so impressive.' And now I'm thrilled to be one of them."

Named Maryland's "Young Entrepreneur of the Year" in 2014, Wyble prides himself on his business acumen. From the start he studied common approaches of successful realtors, developed a business plan and set challenging goals. Today he leads a high-producing team of 10 agents.

"It may sound corny, but handing the keys to a first-time home buyer, or transferring the keys from someone who's moving on after many years—that's powerful stuff," Wyble said. "And the repeat business is such a joy. People come back to me, I see them get married and have kids. They start thinking of me as their 'family realtor.'"

A firm believer in community service, Wyble recently completed four years on the board of the Greater Severna Park and Arnold Chamber of Commerce, the last two as vice president.

"I've been working with Matt for about six years and I've never seen someone get into this business and take off like he has," said George Savani, manager of the Champion Realty Severna Park office. "He came in with a marketing background and quickly applied that background to the real estate business. He works hard and is a staunch advocate of the people he represents."

"He's a millennial who built and leads a powerful multigenerational team," said Jon Coile, president and CEO of Champion Realty. "Matt is living proof that millennials have

a great future in real estate. The industry needs more young people as hardworking, professional and smart as Matt Wyble. We are very proud of him and his accomplishments.”

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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