

Michael Church Is A Rising Star in Fairfield County Real Estate

WPSIR agent and Norwalk native outshines his peers as 2018 Broker of the Year the 2nd time he's been honored with the housing industry's top sales & marketing award

At the 25th annual HOBI Awards Gala in November, the Home Builders & Remodelers Association of Connecticut (HBRAC) presented Michael Church with their top Sales & Marketing award, 2018 Broker of the Year.

Michael was recognized for his outstanding record of \$10+ million in Fairfield County transactions last year, including listing and selling homes, leasing apartments and locating income producing properties for investors. The panel of judges were impressed with the respect and admiration his clients and industry peers have for Michael, as both a real estate agent and a man.

WSPIR brokerage manager, Kevin Hickey, has worked with Michael Church for ten years.

"What I love about Michael is his complete transparency and honesty in everything he does. He has a deep knowledge of the Fairfield County market, and investors seek him out to consult on potential projects, and advise them on how to go about their leasing operation. He understands the rental market better than 99 percent of agents."

– Kevin Hickey WSPIR



According to Hickey, the single family infill market in Norwalk is very strong in the \$400,000-600,000 price range, which is another area in which Michael Church outshines his peers.

A recognized achiever in Fairfield County real estate

In 2013, at 30 years of age, Church was named as one of Fairfield County's best and brightest leaders under the age of 40. Already a multi-year award winning broker with William Pitt Sotheby's International Realty (WPSIR), he managed a multi-million dollar portfolio, and spearheaded his WPSIR office to their #1 status in overall Norwalk market share.

In 2014, Church was honored as *Broker of the Year* for establishing a thriving rental market in what had been an abandoned neighborhood on the north side of Norwalk. He leased up each phase of townhomes at Summerview Square within two weeks of their release, and with his astute marketing, Summerview consistently outperformed high rise rental developments throughout Norwalk.

"Many superlatives can be used to describe Michael Church," said Dr. Gil Harel, who purchased a single family home in Fairfield with Michael last year. "Michael's knowledge of Fairfield County is prodigious. The information he gave us on each neighborhood and its vibe, as well as schools, mill rates and taxes, was invaluable. We found him to be patient, affable and diligent - attributes which are keys to success in his field of work."

Michael's involvement with builders and the housing market led to his appointment as a director of both the Fairfield County and state Home Builders and Remodelers Association, and in 2019, he will serve on the National Association of Home Builders (NAHB) Leadership Council.

"Michael Church has been an asset to our board and to the association," said Anthony DeRosa, a Greenwich builder and President of the Fairfield County Home Builders and Remodelers Association. "He can speak intelligently on every topic, and he always does his due diligence. I value his opinion and thoughtfulness."

Beyond his industry leadership, Michael is a force in the community. He is Vice-President of the Building Hope Foundation and serves as Chairman of the Board of Ethics for the City of Norwalk and on the Board of the Riverbrook Regional YMCA and the School Governance Council for a local elementary school.

The *HOBI Awards* is the largest home building industry awards program in the country, and Connecticut's most prestigious recognition of excellence in home construction and sales & marketing. **n**