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HomeServices of America, Inc. acquires Prudential Connecticut Realty - entry into Northeast region

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HomeServices of America, Inc., a Berkshire Hathaway affiliate, has acquired Prudential Connecticut Realty, one of the state's largest and most respected residential real estate brokerage firms.

Headquartered in Wallingford, Prudential Connecticut serves the entire state, with more than 1,400 sales associates in more than 50 offices located in major markets across the state. Prudential Rhode Island Realty, a division of Prudential Connecticut Realty has two offices serving the communities of Westerly and Watch Hill. In 2011, Prudential Connecticut Realty had \$2.5 billion in sales. Under the new structure, Prudential Connecticut Realty retains its name and remains a flagship franchisee of Prudential Real Estate's U.S. network.

Its chairman, Peter Helie, is recognized for his exemplary professional contributions and his extensive philanthropic activities within his community. Helie will continue in his role as chairman and CEO, and Candace Adams will continue as president, running the day-to-day operations along with sales management and executive leadership teams.

HomeServices is the second-largest, full-service independent residential real estate brokerage firm and the largest brokerage-owned settlement services provider in the U.S. The acquisition represents HomeServices' initial entry into Connecticut and the Northeast region, and with this transaction, HomeServices has 26 brands and more than 16,000 real estate professionals operating in 20 states. HomeServices' growth strategy focuses on identifying market-leading companies that have established deep and enduring reputations within their community and long-standing traditions for excellence.

"Prudential Connecticut is among the leading real estate companies in the U.S and closely aligns with our corporate vision, our culture of integrity, and our emphasis on customer value and results," said Ron Peltier, chairman and CEO of HomeServices. "Peter and Candace are highly regarded for their leadership skills, real estate experience and acumen, and unwavering commitment to delivering an exceptional customer experience."

"This transaction makes one of the premier firms in Connecticut an even stronger organization," adds Helie. "By joining forces with HomeServices, we will be unmatched in our ability to serve the real estate and corporate relocation needs of new and existing clients throughout Connecticut and Rhode Island."

"We are proud to be a part of HomeServices of America," noted Adams. "We are joining an organization known for its strength and stability; one that is consistent with our high standards of service and integrity, making this a win/win for our customers and our brokers."

"I am delighted that HomeServices is establishing a presence in Connecticut," Peltier said. "I look forward to having Peter, Candace and their team join the HomeServices network of companies."

About HomeServices of America

HomeServices of America, Inc., based in Minneapolis, Minn., is the second-largest homeownership service provider in the U.S. Owned by MidAmerican Energy Holdings Company, a consolidated subsidiary of Berkshire Hathaway Inc., HomeServices' operating companies offer integrated real estate services, including brokerage services, mortgage originations, title and closing services, property and casualty insurance, home warranties and other homeownership services. HomeServices Relocation, LLC is the full-service relocation arm of HomeServices of America, which provides every aspect of domestic and international relocation to corporations around the world. HomeServices operates under the following residential real estate brands: Carol Jones Realtors; CBSHOME Real Estate; Champion Realty Inc.; Edina Realty; EWM Realtors; Harry Norman, Realtors; HOME Real Estate; Huff Realty; Iowa Realty; Koenig & Strey Real Living; Long Companies; Prudential California Realty; Prudential Carolinas Realty; Prudential Connecticut Realty, Prudential First Realty; Prudential Northwest Realty Associates; Prudential Northwest Properties; Prudential Rhode Island Realty; Prudential York Simpson Underwood Realty; Prudential Yost & Little; RealtySouth; Rector-Hayden Realtors; Reece & Nichols; Roberts Brothers Inc.; Semonin Realtors and Woods Bros. Realty. Information about HomeServices and the locations of its subsidiary companies is available at www.homeservices.com.

About Prudential Connecticut Realty

Prudential Connecticut Realty (www.prudentialct.com) has 1,400 sales associates, throughout 55 offices, serving the state of Connecticut and portions of Rhode Island.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540