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## **Down Payment Resource Expands Leadership Team with Real Estate Industry Veterans**

*Atlanta-based company successfully grows year-over-year*

**Atlanta, GA, April 9, 2013** – Atlanta-based Down Payment Resource announced today its new leadership team along with the addition of new staff to serve its growing market. In 2008, the entrepreneurial company developed the first web-based tool to connect eligible homebuyers and eligible for-sale properties with down payment assistance programs. Down Payment Resource provides information about down payment assistance, affordable mortgages, and rehab loans during the home search process, helping uncover options that may make buying a home more affordable.

Down Payment Resource is the nation's only web-based aggregator of homebuyer programs and is now accessible to more than 300,000 licensed REALTORS<sup>®</sup>, approximately 30 percent of all National Association of REALTOR<sup>®</sup> members. The company is quickly gaining traction in markets across the country as the purchase market recovers and more first-time homebuyers enter the market.

"We're pleased to see the growing interest among real estate professionals and consumers in fully understanding available home financing options. The direction of today's housing market is fueling growth and demand for the unique service our company provides," said Rob Chrane, president of Down Payment Resource. "I'm extremely proud of the work we've done to help empower more consumers with hard-to-find information. Our experienced leadership team and new staff will be key to helping us best serve our growing client base and homebuyers in communities across the country."



With 30 years experience in the real estate technology industry, **Beverly Faull** is appointed Vice President, Director of Business Development for Down Payment Resource, leading business outreach and managing customer relationships. Faull brings her experience in business consulting as well as management roles at Multiple Listing Services and real estate technology businesses.

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**Larry Lokker** joins Down Payment Resource as an independent contractor focused on serving the broker channel. Lokker has more than 30 years of experience in sales leadership roles, working with real estate technology and software organizations.



With 27 years experience in business development, consulting and sales, **Warren Andrich** will continue to serve in his role at Down Payment Resource as an independent consultant managing customers and supporting business development activities. Andrich's deep experience includes leading sales and marketing at Discover MLS and in computer software organizations.



**Sean Moss** is named Vice President, Director of Operations and Customer Support, directing operations, implementation and support of Down Payment Resource tools and customers. Moss has more than 10 years of experience in the real estate and finance industry, where his leadership roles ranged from loan operations to corporate-level technology projects and process improvement for small and large mortgage companies.



With 15 years experience in communications and public relations counsel and strategy, **Tracey Shell** is appointed Vice President, Director of Marketing Communications for Down Payment Resource. Shell formerly directed customer communications at Fannie Mae where her experience included communicating affordable housing investments and directing industry event strategy.

Other new hires at Down Payment Resource include:

- Melinda Harris, Marketing and Housing Program Specialist
- Jeanne Giles, Housing Program Specialist
- Kris Case, Housing Partner Relations Manager

#### **About Down Payment Resource**

Down Payment Resource (DPR) is developed by Atlanta-based Workforce Resource®, a web-based software company with a mission to connect people with hard-to-find financial resources for better living. DPR helps potential homebuyers become qualified buyers by connecting them to down payment assistance funds they may not have otherwise known existed. DPR, winner of the 2011 Inman News Innovator "Most Innovative New Technology" award, is available primarily through Multiple Listing Services and Realtor Associations in [select markets](#) across the country. For more information, please visit [www.DownPaymentResource.com](http://www.DownPaymentResource.com).