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**For Immediate Release**

### **Hanley Wood Adds to Senior Sales Leadership**

Washington, DC, May 21, 2010—Hanley Wood, the country's largest B-to-B media company in the housing and construction market, has added a new executive to its sales and marketing team. Karen Karmilowicz has joined the company as senior vice president of sales for the Market Intelligence practice. She will be based at Hanley Wood's corporate headquarters in Washington, D.C.

As SVP, Karmilowicz will oversee the real-estate information group's direct-sales efforts while building an inside sales team and expanding channel-sales opportunities. She is an important addition to Hanley Wood, bringing more than 16 years of sales experience and 12 years in commercial real-estate data to the team in the midst of an expansion trajectory that includes the launch of a major new data platform, Housing Intelligence Pro 2.0.

Along with leading the practice's overall sales efforts, Karmilowicz will also focus heavily on building the group's relationships with commercial real-estate brokers, financial institutions, retailers, and investment banks. In her previous role as regional vice president of sales at commercial-real-estate-information firm CoStar, Karmilowicz worked daily with these important audiences, and will bring her extensive knowledge of their needs and purchasing processes to Hanley Wood.

"We are fortunate to have found an employee with a deep knowledge of real-estate information who could complement our existing sales leadership so perfectly," says Shawn Edwards, executive director at Hanley Wood Market Intelligence. "I am extremely excited by the depth and breadth of the sales team we now have."

### **About Hanley Wood**

Hanley Wood, a leading business-to-business media company focused on the residential and commercial construction and design industries, develops magazines, Web sites, e-newsletters, exhibitions, and conferences, and offers custom marketing and data services. Among the company's more than 30 media brands are BUILDER, REMODELING and ARCHITECT magazines, the premiere brands for professionals in residential construction; and World of Concrete, one of the

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largest trade shows in North America. Hanley Wood comprises four practice areas: Market Intelligence, which collects and aggregates proprietary data sets, including profile and material information about housing developments in more than 75 housing markets; Business Media, which publishes more than 30 magazines and related Web sites, e-newsletters, and conferences; Exhibitions, which produces events for residential and commercial construction and other business categories; and Marketing, which plans, creates, and executes marketing-communications programs that integrate print and interactive media for its clients.