



Press Release
July 10, 2018

NextHome opens new office in San Antonio, Texas

NextHome Leading Edge will be owned and operated by Tomas Landin

Pleasanton, CA — July 10, 2018 — NextHome is proud to announce our newest addition to the franchise, **NextHome Leading Edge Realty**. The brokerage represents the 19th location opened in the state of Texas for the NextHome franchise.

The office will be owned and operated by top-producing broker Tomas (Tom) Landin.

NextHome Leading Edge Realty will provide real estate services to buyers and sellers such as single-family residential sales, first-time home buyers, investment, luxury, leases, and land deals for areas of Bulverde, Boerne, Universal City, Live Oak, New Braunfels, Canyon Lake, Lockhart, San Marcos, and the remainder of the San Antonio-New Braunfels metropolitan area. Additionally, the company will provide services in both English and Spanish.

Located in the central part of Texas, San Antonio is the second most populated city in the state with more than 2.4 million residents within the metropolitan area. From 2000-2010, San Antonio was one of the ten fastest growing cities in the United States.

Before real estate, Tom lived with his wife, Lourdes Aguilar, in California during the 1990's. It was during his time in California when the couple bought their first home. It was the purchasing experience that had Tom frustrated by the process and he knew there should have been a better way.

“When we bought our house, we thought we would be represented much better than we were by our real estate professional,” said Tom. “When we relocated to Texas in 1994, not having proper representation when we bought it posed some challenges for us during the resale.”

“I’m originally from Aguascalientes, Mexico and the way we sell homes there is very different from the United States, so I really researched the U.S. way of selling homes,” he added.

In 1998, Tom started his real estate career part time with a local independent brokerage, while helping his parents’ advertising company. Assisting in the sales and graphic design with the company, he picked up a lot of experience with marketing and consumer relations.

In 2008, Tom decided to pursue real estate full time with a focus on commercial real estate. He connected with a 35-year veteran in commercial real estate who became his mentor. She encouraged Tom to receive his *Certified Commercial Investment Member (CCIM)* designation from the *National Association of REALTORS® (NAR)*.



“As a *CCIM*, I really gained a lot of knowledge in the field which, in turn, allowed me to serve my clients at a high level,” said Tom. “I enjoyed learning more about my industry, so I continued with my designations.”

In addition to the *CCIM*, Tom also attained his *Accredited Buyers Representation (ABR)* and *Broker Price Opinion Resource (BPOR)* designations.

Thinking back to his poor experience as a home buyer in California, Tom decided to add residential sales to his suite of services provided for his clients. He wanted to provide proper representation to buyers and sellers.

In 2012, he opened *Landin Realtors*, which was a full-service residential brokerage. One year later, he brought on his first agent – a 20-year real estate veteran.

In 2017, Tom looked to add more real estate services to provide to his clientele. As a detailed researcher, Tom found NextHome to be the company that would allow his business to flourish.

“I was strictly a referral-based business, so I was looking for a solution to help me gain new market share,” said Tom. “NextHome’s platform was exactly what I needed to gain new clients.”

On a personal note, Tom and Lourdes have been married for 31 years and have two daughters – Natalia (age 20), a college student, and Madeleine (age 14) who will be starting her first year of high school in the fall.

Please join us in congratulating Tom and the rest of the team at NextHome Leading Edge Realty on the opening of their new NextHome office in San Antonio, TX!

Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at Charis@NextHome.com.

Each office is an independently owned and operated business.

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About NextHome, Inc.

NextHome, Inc. is an independently owned national franchisor with a focus on changing the way consumers work with local agents and shop for real estate online. It owns the NextHome and Realty World Northern California & Northern Nevada franchise networks with over 400 offices and more than 3,000 agents. The company closes over 14,000 transactions annually worth over \$4.6B in volume.



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