



Press Release
July 21, 2015

NextHome expands into Virginia with NextHome Elite Plus

Pleasanton, CA— July 21, 2015 — NextHome is proud to announce our newest addition to the franchise, **NextHome Elite Plus**. The brokerage represents the first NextHome franchise in the state of Virginia.

Owned and operated by Tina Hunt, this Fredericksburg-based brokerage, NextHome Elite Plus, will be providing residential real estate services to the counties of Prince William, Stafford, King George, Caroline, Fredericksburg, Spotsylvania and surrounding areas. In addition to residential real estate services, the brokerage will also provide commercial, property management, land purchase and sale, and new home sales services.

Boasting an impressive 19-year career in real estate, Hunt has built one of the most respected brokerages in her community. She's the first to tell you that she started her career in real estate only by accident.

"In 1996, I worked for a new home developer as the company accountant," recalls Hunt. "While the owner of the company was busy creating new business opportunities, no one was there to sell the homes when potential buyers came to find out more information. Out of necessity, I started helping around the office. I eventually got to know the inventory, about the process of building a home, and all the features we could add or subtract from the process. I had to sell out of necessity for the company."

"I found out then just how much I loved selling homes and working with excited home buyers," adds Hunt.

Over the course of the next five years, Hunt became engrossed in learning the ins and outs of real estate sales. By the time she left in 2000, she was heading up the sales department for the builder. It was then that Hunt realized she had the skills needed to sell not only new homes, but resale properties as well.

Hunt joined a local *Century 21* brokerage and continued where she left off. She earned Rookie of the Year honors and even secured a relationship with Travillian Homes to become the exclusive listing agent for their new home sales.

"I am proud of my ability to walkthrough a new home and provide a true understanding of what it takes during the construction of a new home," said Hunt. "While some agents may talk about the surface of what makes a home great, I can take the description all the way down to the foundation. It is through this, I become a trusted resource for all things about that home."



In 2012, Hunt decided it was time to open her own brokerage. She opened *Elite Realty Plus* later in the year and has been a major player in the real estate community.

Her brokerage has six agents and has developed a strong market share over the past three years. Even with the brokerage's success, Hunt knew that in order to be even more impactful, she would need additional systems and tools for her agents to take their business to the next level.

"I started looking for the right franchise much like any other broker would. I started on Google," said Hunt. "I saw real estate franchises doing the same thing with a different color scheme or logo. Nothing really stood out to me."

"That is, until I saw NextHome," adds Hunt.

When she discovered NextHome's technology and business vision aligned with what she believed in, Hunt made the decision to add the NextHome franchise to her already successful local brokerage.

"In getting to know Tina, I've found her to be exactly the type of business owner that we love being in business with," said Vice President of Business Development Imran Poladi. "Her enthusiasm for helping her agents succeed is second to none. All of us here at NextHome are extremely proud to have Tina as an owner of a NextHome franchise."

In addition to selling real estate and running her own brokerage, Hunt has been heavily involved on the real estate volunteer level as well.

She has served as the local Chair of the Education Committee at her REALTOR® Association, as well as serving on the Ethics Committee, and being elected to the leadership academy. She has also instructed hundreds of agents in various courses – including the Principles of Real Estate.

When she isn't selling real estate, Hunt loves spending time with her three children Dustin, Samantha, and Taylor.

We are proud to have Tina and the rest of the team at NextHome Elite Plus as part of the NextHome family!

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

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About NextHome, Inc.

NextHome, Inc. is an independently owned company 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 180 offices and more than 900 agents. The company closes over 5000 transactions annually worth over \$2B in volume.

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