



Press Release
June 10, 2016

NextHome expands into Maryland with NextHome Premier Real Estate
The brokerage represents the third NextHome franchisee in the state

Pleasanton, CA— June 10, 2016 — [NextHome](#) is proud to announce our latest addition to the franchise, **NextHome Premier Real Estate**. The brokerage represents the first NextHome franchise in the state of Maryland.

Owned and operated by local real estate broker David Stratmann, the Howard County-based brokerage will provide residential real estate services to the areas of Ellicott City, Columbia, Clarksville, Fulton, Marriottsville, and Woodstock.

David started his real estate career in 1994 when he served as bookkeeper for PCF Management – a local property management company. In the course of four short years and dedication to the company, David was promoted to President in 1998.

In July of 2000, David acquired the company and the business rental portfolio of approximately 200 properties.

With the real estate market gaining traction and seeing a huge increase in not only rental properties, but in purchase and resale, David brought on his wife, Shawn Stratmann, as the Business Development Manager for their new real estate brokerage, Main Street Realty.

With her previous experience as a Communications Manager for T Rowe Price and an owner of her own marketing company, Shawn's strong business background proved to be the perfect addition to the brokerage helping leading them to success.

By focusing on a flexible business model for the sellers, they attracted a tremendous amount of listing opportunities in their market.

Along with an additional business partner, the Stratmanns built their brokerage to over \$125 million in annual sales in less than 18 months after starting their company.

In 2007, the national housing market took a well-documented turn for the worse and the state of Maryland was one of the hardest hit areas on the East Coast.

While the market turned and many real estate brokerages had to close shop, the Stratmanns survived due to their growing portfolio of rental properties through PCF Management.

“As the housing sales slowed, we saw a huge increase in the number of rental properties under our management,” recalls David. “We kept Main Street Realty as a functioning brokerage, while growing our management portfolio in excess of 850 properties with PCF Management.”



In mid-2015, David attended a real estate continuing education course where he ran into a former agent from Main Street Realty, Matt Zielinski.

As they talked about the real estate industry, David told Zielinski about his desire to re-brand and re-engage Main Street Realty now that the sales market was improving. Zielinski recommended he check out some franchises to help with the re-brand.

“Matt suggested that I research potential companies and what they could offer to a brokerage,” said David. “NextHome was the first franchise that popped up during my Google search and as I researched the company further, I knew that affiliating with the franchise could be the perfect re-brand for our brokerage. Our team is excited to bring NextHome to Maryland and be the first in the state.”

Along with Zielinski joining the company’s leadership team, NextHome Premier Real Estate is primed to become a major force in the Howard County market.

The Stratmanns are a married couple of 20 years and have two daughters – Gaby (16) and Julianna (13).

Outside of real estate, Shawn is a competitive dance teacher at the world-renowned Teelin School of Irish Dance in Columbia, MD. Under her guidance, Gaby ranks as a top 10 Irish dancer in the world in her age group. Julianna is a horseback rider, musician and talented theater actress.

David is an avid outdoorsman with sailing and hiking being two of his favorite activities.

Please join us in welcoming David, Shawn, Matt and the rest of the team at NextHome Premier Real Estate to the NextHome family!

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 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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