



**Press Release**  
**September 27, 2017**

**NextHome Specialists expands growth in South Carolina**  
*The NextHome franchisee opens second office location*

**Pleasanton, CA— September 27, 2017** — NextHome is proud to announce our latest addition to the franchise, **NextHome Specialists (Lexington Branch)**. The brokerage represents the sixth NextHome franchise location in the state of South Carolina.

Owned and operated by local top-producing REALTOR®, Thomas Shumpert. Joining Shumpert on the leadership team of the brokerage will be Office Manager, Christy Stone.

A year ago, Shumpert opened his first NextHome-franchised brokerage in Columbia, SC. After a year of growth in the Columbia location, he felt it was time to expand his territory to include his hometown of Lexington and surrounding area.

With the NextHome Specialists brand increasing both visibility and market share locally, Shumpert is currently in the process of expanding into even more territories in the near future.

The Lexington-based brokerage will provide residential real estate services to the areas of Columbia, Lexington, Blythewood, Oak Grove and the remainder of the greater Columbia area.

Located 15 miles west of the state capitol of Columbia, Lexington is home to just over 20,000 residents.

While working with FedEx as an evening shift operator, Shumpert invested wisely in rehabbing and reselling homes. After his success as a house-flipper, Shumpert found himself interested in acquiring the properties as well. He made the jump into real estate in 2004 and began his career with Coldwell Banker Residential Brokers in Columbia.

Over the next ten years, Shumpert averaged 50 transactions annually by focusing on high level lead generation and taking care of the client through world-class service.

“I operate with the intention of building a long-term relationship with my clients,” said Shumpert. “I want them to know that I will be there to help them in any way possible through the sales or buying process and beyond.”

In 2015, Shumpert found himself wanting to invest more of his own resources in generating more leads and advancing his client-based technology. At the same time, he was offered the opportunity to be the broker in charge of an expansion effort by a local real estate company.

“I really appreciated the opportunity to be put into leadership,” recalls Shumpert. “But I thought to myself, ‘If I were to be responsible for agents under a brokerage, why wouldn’t I just open my



own company?”

It was the perfect time for him to explore going out on his own and opening his own brokerage.

Shumpert found NextHome the way many NextHome franchisees have in the past – through a report in Realtor Magazine.

“After spending time exploring the company, I absolutely loved the forward-thinking tech, the exceptional branding, and the demand of consistency,” said Shumpert. “So many companies are not about enforcing consistency. It was a big attractor for me.”

When not selling real estate, Shumpert focuses on family.

He and his wife of 17 years, Mary Beth, have three boys – Brayden (12), Spencer (11) and Tyler (7). The family takes several vacations a year and love spending time in Destin, Florida as one of their getaways.

Please join us in congratulating Thomas, Christy, and the team at NextHome Specialists for their second NextHome office location!

***Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at [Charis@NextHome.com](mailto: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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