



Press Release
February 7, 2019

NextHome opens first franchised office in the state of Delaware

NextHome Preferred launches in Dover, DE

Pleasanton, CA — February 7, 2019 — NextHome is proud to announce our newest addition to the franchise, **NextHome Preferred**. The brokerage represents the very first office location opened in the state of Delaware for the NextHome franchise.

The brokerage will be led by broker/owner Bobbi Slagle. She and her administrative team will handle all day-to-day operations for the company.

The team at NextHome Preferred will handle all types of residential property sales such as first-time home buyers, investors, military and veteran services, land, relocation, foreclosures, short sales, and all forms of residential sales of 1-4 units.

Located in central Delaware, the Dover-based NextHome Preferred brokerage is located within a 90-minute drive of most major cities in the region such as Philadelphia, Baltimore and Atlantic City. Dover is the capital of Delaware and is the second largest city in the state, with nearly 40,000 residents.

The brokerage will service various areas throughout Central Delaware including all of Kent County, which encompasses the cities of Dover, Magnolia, Harrington, Milford, Camden, Bowers Beach, Clayton, Farmington, Felton, Smyrna, Hartly, Houston, as well as parts of the bordering counties of New Castle and Sussex.

Dover is home to the Dover International Speedway where various NASCAR events are held yearly. Additionally, the Dover Air Force Base is one of the most heavily used military bases on the Northern East Coast and a large part of the community of Kent County.

A REALTOR® since 2004, Bobbi started her career in Dover with a large nationally franchised office for the first three years. Doing very well, she moved on to the boutique firm, *First Class Properties*, where she used the company's innovation and community commitment to further advance her personal business.

In 2009, Bobbi attained her broker's license and was promoted to be the broker/manager for the 15-agent brokerage from 2011 until 2016. Even though she led the company as the broker and office manager, Bobbi was still able to sell real estate at a high level. From 2007 on, Bobbi has ranked in the top 10% of all REALTORS® in Kent County.

“Leading my colleagues taught me a lot about how to help others achieve their goals by adapting to various personalities and learning how to best communicate with different agents with different needs,” said Bobbi. “I’m most proud of our agents who worked extremely hard and pushed through what was a down market in the early 2010s.”



In January 2016, when the local Brokerage affiliated with a franchise, Bobbi felt the need to make a move to *RE/MAX Horizons* in Dover to free up some time to focus more on her family and lead a small team. In the two years at the company, Bobbi increased her personal sales to more than 30 transactions a year and grew her property management business, 5 Star Property Management, as well.

“Our *5 Star Realty Group* team was doing really well, but I saw an opportunity and a need in our local market for a brokerage that would provide guidance, leadership, accountability and growth for real estate agents.”

After a lot of discussion and research, Bobbi found NextHome by accident.

“I was actually trying to research a different real estate franchise when I stumbled upon NextHome,” she said. “Other companies didn’t make me feel good about what they offered. But after taking some time and looking at NextHome.com, I was very intrigued.”

“Since the moment I was able to speak with the team at NextHome, I’ve been extremely happy with every step along the way. It’s been very exciting to be aligned with a company with the same consumer-focused values at the core of what they do.”

Bobbi loved the clean branding, the standardization of marketing, the high-level technology, and the professionalism the company created and maintained.

Bobbi has spent years perfecting her craft through education and certifications. She has earned accreditations such as Real Estate Negotiation Expert (RENE), the Military Residential Specialist (MilRES), and the Military Relocation Professional Designation to name just a few.

She has also made a commitment to volunteering in her local real estate board as not only a member of the Board of Directors but she’s served on the Kent County Association of REALTORS® (KCAR) Professional Standards Committee, the Education Committee, the TREND MLS Board of Directors and in 2018, Bobbi was awarded the REALTOR® of the Year.

Bobbi and her husband Charles have been married for 15 years. Between the two of them, they have three children – daughters Amber (19 years old) and Madison (15) and son Wesley (18). The family loves to travel and recently took a trip to Costa Rica and Jamaica.

Please join us in congratulating Bobbi and the rest of the team at NextHome Preferred on their new NextHome office in Dover, DE!



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 440 offices and more than 3,400 agents. The company closes over 17,000 transactions annually worth over \$5B in volume.

The names of actual companies and products mentioned herein may be the trademarks of their respective owners. Each office is an independently owned and operated business.

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