



Press Release
March 15, 2019

NextHome Willamette opens second office location

The NextHome franchisee launches new office in the state of Washington

Pleasanton, CA — March 15, 2019 — NextHome is proud to announce our newest addition to the franchise, **NextHome Willamette – Vancouver, Washington Branch**. This new brokerage represents the seventh office location opened in Washington by the NextHome franchise.

The Vancouver-based brokerage will be owned and operated by 16-year real estate veteran and top producing broker, Ben Andrews. The second-generation REALTOR® will lead the office of 7 agents. NextHome Willamette – Vancouver Branch will provide real estate services such as first-time buyer, investor, multi-family, land, luxury and traditional single-family sales to the areas of Camas, Ridgefield, Hazel Dell, Battle Ground, Brush Prairie, and the remainder of Clark County.

While in the state of Washington, Vancouver is actually a suburb of the Portland Oregon Metro Area. The city is home to nearly 175,000 residents and has been on numerous lists as *One of The Best Places in the Nation To Live*.

In 1999, Ben’s parents and brother started Willamette Realty. As a family owned brokerage, the company grew to over 40+ agents.

As a graduate of University of Oregon, Ben spent six years as a professional track runner specializing in the mile. Once he decided the time was right to retire, he joined his family in the real estate business.

In 2003, Ben and his girlfriend at the time (and wife today) Heidi, started as REALTORS® with Willamette Realty. While they built a solid real estate business, it was when they developed their hyper-local focused website, www.PearlDistrict.com, that the business really started taking off.

“We put a lot of effort into our website to be the community resource for all things Pearl District here in Portland,” said Ben. “We saw the business go from \$3 million in volume annually to nearly \$10 million a year in sales.”

In 2010, the Andrews had their first child, Henry, and that changed a lot for the couple and their business focus.

“Instead of going out and constantly getting new business, we really changed our focus to building our business by referral,” recalled Ben. “2012 was a year that changed everything for us.”



In 2012, the couple sold more than \$18 million in volume.

“We hired a coach, started putting systems in place, and six years later, this process has allowed us to increase our business, yet take more time to be home with our son,” added Ben.

Finding NextHome through a mutual friend and business colleague, Sean Hackney who is the broker/owner of NextHome Northwest Living, Ben knew it was time to start his own brokerage with the franchise.

“The company was everything I was looking for in a real estate brand,” said Ben. “From the marketing, to the look and feel of the branding, to the high-level technology. We couldn’t be happier to be a part of NextHome.”

With the growth of the existing office and the client requests to assist on the other side of the Washington/Oregon border, it was the right time to expand into a new market.

“We focus on having a referral based business and teaching our agents to rely on deep relationships with their clients,” said Ben. “Our agents are in business for themselves, but not by themselves.”

Please join us in congratulating Ben, Heidi and the rest of the team at NextHome Willamette – Vancouver Branch on the opening of their second office location!

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 465 offices and more than 3,800 agents. The company closes over 20,000 transactions annually worth over \$6.4B in volume.



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