



Press Release

December 12, 2019

NextHome introduces its newest Maryland office

Chesapeake Realty brings small-town values and top-tier agent training to Annapolis area

Pleasanton, CA — December 12th, 2019 — NextHome is proud to announce our newest addition to the franchise, **NextHome Chesapeake Realty**. Located in Annapolis, the brokerage represents the 6th office location opened in Maryland for the NextHome franchise.

The brokerage is owned by Maryland-native Phillip Hobby and will bring client-centric customer service to all of Central Maryland. In January, NextHome Chesapeake Realty will also be licensed to help clients in Washington, D.C.

“We are a local, home-grown business where community members know the people who work here,” Phillip said. “As we grow, we are looking for experienced, community-related agents who are invested in our mission to be a hometown brokerage with small-town values.”

In addition to helping people find the perfect home, NextHome Chesapeake Realty can also serve clients who want the perfect investment or multi-family property.

NextHome Chesapeake Realty is committed to serving Maryland-area military families. Each agent is licensed as a military relocation specialist.

“Military families are an important part of the fabric of Annapolis,” Phillip said. “We want to make the process of buying and selling real estate as seamless as possible for military families and all our clients.”

Phillip spent much of his career in publishing as the owner of Exclamation Publishing. As the company produced magazines and hard-bound reference books, Phillip maintained a customer-first philosophy throughout the company. In 2014, Phillip had the opportunity to sell the company. However, not ready for retirement yet, he began a career in real estate and obtained his Maryland license.

Over the past five years, Phillip has already sold over \$56 million in real estate and has over 300 perfect 10 out of 10 customer satisfaction surveys.

Phillip’s search for a company with a truly client-centric philosophy eventually led him to NextHome.

“NextHome is able to help me create something that I’ve always felt passionate about,” Phillip said. “They have the tools and consumer-based marketing I’ve been searching for, allowing me to run my brokerage the way I want and work with people I respect and trust.”

Phillip knows that relocations rank high in life’s most stressful experiences. Today, with NextHome’s suite of tools the brokerage aims to ease that stress.

“Working in real estate is not only about helping clients buy and sell - a big part of it is helping people through a stressful experience,” Phillip said. “With the marketing tools NextHome provides, I can spend my time developing a personal relationship with the client rather than



having to spend hours creating eye-catching marketing and other materials that NextHome's system automatically generates for me."

NextHome Chesapeake Realty's top-tier agents also receive the best training and support in the business.

"We want our agents to be industry leaders, and NextHome helps us achieve that goal by providing industry-leading tools and support," Phillip said.

Each agent at NextHome Chesapeake Realty aims to be a member of the Maryland Master's Club, an elite real estate group that maintains some of the highest standards for entry in the industry.

"You must be accepted into it by your peers and continue to maintain a spotless customer service record, as well as maintain at least \$7.5 million in annual sales," Phillip said. "Every single one of my agents is in that group."

Outside of building his business, Phillip enjoys traveling and coaching elite soccer players. Phillip played professional soccer for the Washington Diplomats after college. He is a U.S. Soccer staff member and a nationally licensed coach with the organization. As an Olympic development coach, Phillip has traveled around the country training soccer coaches and helping players reach the highest echelons of their sport.

Phillip has been married to Roberta for 25 years. The two began dating in the 10th grade and are the proud parents of four children.

Please join us in congratulating Phillip on the opening of NextHome Chesapeake Realty in Annapolis, Maryland!

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 500 offices and more than 4,200 agents. The company closes over 20,000 transactions annually worth over \$6.4B in volume.



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