



Press Release

February 7th, 2020

NextHome opens newest office in the Philadelphia area

NextHome Virtue Realty offers a value-based option for residential buyers and sellers

Pleasanton, CA — February 7, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Virtue Realty**, based in Drexel Hill, Pennsylvania. Drexel Hill is a suburb of Philadelphia located in Delaware County. The brokerage represents the 10th office location opened in Pennsylvania for the NextHome franchise.

The brokerage is owned by Constance Johnson, a Pennsylvania native who brings a wealth of expertise in investment real estate to her new brokerage. Constance and her tight-knit team are happy to serve clients across the area, including Philadelphia, Montgomery, Chester, Delaware, Bucks and Berks counties.

Although Constance has expertise in residential investment properties, the brokerage is also well-positioned to help clients with first-time home buying, relocations, multi-family, and commercial real estate.

Constance started her real estate career after almost two decades working as a caseworker for the State of Pennsylvania. Through her work, Constance developed a deep love for the people she served.

“With casework, you spend a lot of time with people and it builds an incredible sense of compassion,” Constance said. “With that foundation, I implement the same compassion for all my real estate clients. I do this because I want to see people be successful. Whether purchasing their first investment property or purchasing the home of their dreams, I truly care that my clients are happy in whatever stage of their lives they are in.”

While working for the state, Constance purchased her first home and then began purchasing investment properties through auctions. The hobby became a passion and in 2014 she obtained her real estate license.

Constance jumped full-time into real estate in early 2015, working for nationally franchised brokerages in both Media and Wayne, Pennsylvania.

For the next five years, Constance built a regional reputation for kindness, honesty, and sales success.

“I was able to work really well with investments and people wanted to know how I did what I did,” Constance said. “That created a buzz for me.”

In her first three years in the industry, Constance sold enough homes and completed enough hours of education to meet Pennsylvania’s high standards for obtaining a broker’s license.

“I am very grateful that so many clients trusted me so that I could get to that point in my career quickly,” Constance said.



As a licensed broker, Constance was able to build a tight-knit and successful team. It was her care and concern for that team and their future success that prompted her to think about opening her own brokerage.

“The team felt more like a family,” Constance said. “So I really wanted to build something where the people who had trusted me to guide them in their careers could thrive and grow in a way that was perfect for them. I care very much about the agents who work for me, I want to be able to teach them in the same fashion that allowed me to become successful.”

Constance knew that in order to do that, she needed to branch out on her own.

In 2019 she began researching and comparing franchise options. Although many claimed to offer the same tools and expertise, NextHome had something that no one else did: the service-minded, family-like culture Constance was looking for.

“Ultimately, what helped me choose was that NextHome got back to me promptly,” Constance said. “Everyone was prompt, professional, and supportive. That’s what I needed to be successful in my business. Suddenly I found a team that was going to support me and be there for me the way I was there for my agents. For me, the NextHome difference is the people.”

Today, NextHome Virtue Realty agents provide clients across the Philadelphia area with kind, compassionate, and ethical service.

“Our business attracts agents that operate with integrity and who put their clients first,” Constance said. “In addition, we expect our agents to be hardworking and knowledgeable. They are always working to increase their understanding of the market and our industry. At NextHome Virtue Realty, our agents are afforded the opportunity to get attentive training from me and I would hope that anyone who wants to join our team would take full advantage of that.”

For clients, NextHome Virtue Realty offers compassionate service that puts the needs of the client front and center.

“We truly offer personable service and have our client’s best interest in mind,” Constance said. “It feels like a family in our company. Relationship building is very important to me so the agents that work with us must have that same approach.”

Constance is the proud mother of two children: Malachi (14) and Atlas (1).

Please join us in congratulating Constance on the opening of NextHome Virtue Realty in Drexel Hill, Pennsylvania!

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. The NextHome franchise network ended 2019 with 400+ offices and over 3,600 members across 46 states. The company closes over 23,000 transactions annually worth over \$6.2B in volume.

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