



Press Release

March 3rd, 2020

NextHome Beach Time Realty expands in St. Pete Beach, FL

Annie Fleeting and her team add licensed Community Association Management to their suite of superior real estate offerings

Pleasanton, CA — March 3, 2020 — NextHome is thrilled to announce the further expansion of **NextHome Beach Time Realty** in St. Pete Beach, Florida. The new brokerage offers resort property owners a fresh option for licensed Community Association Management. In addition, NextHome Beach Time Realty will continue to provide friendly and professional residential real estate sales and vacation rental property management services to the Pinellas County area, including the cities of St. Pete Beach, Treasure Island, Madeira Beach, Redington Beach, North Redington Beach, Redington Shores, St. Petersburg and Tierra Verde.

The brokerage builds on the success of NextHome Beach Time Realty's two other offices. This continuing success is guided by owner Annie Fleeting. Annie opened her first NextHome office in December 2015 in St. Pete Beach and expanded by opening another branch office in Redington Beach in November 2018. The latest addition is their second St. Pete Beach location, in the vacation rental community of Sunrise Resort. Number Three officially opened in November 2019. The new office aims to provide superior resort management service and compliments the brokerage's recent management agreement with Sunrise Resort. NextHome Beach Time Realty is now managing Sunrise Resort's 58-units of family-friendly condominium rentals.

"St Pete Beach was just named the #2 beach in the United States and #16 in the world by Trip Advisor for 2020! We have hundreds of thousands of visitors who come here from all over the world," Annie said. "We are excited about this new facet of our business and are thrilled to provide property owners a management resource that is engaged, connected, and cares."

Annie is using NextHome's suite of tools and support to continue to serve clients across the stunning St. Pete Beach and surrounding areas.

"It is so exciting to be part of something bigger," Annie said. "We tell people that NextHome is the 'Google' of real estate. There is no question the NextHome brand is getting noticed in our county with three of the offices in the Top 100 out of 799 offices being NextHome locations!"

Annie met her future and charming husband, Robert Fleeting in 1982 when he was importing two of Britain's largest-selling beers into Tampa, FL for a test market. The couple moved to Robert's home country of Scotland in 1986 and built a successful property development company. Their developments included nightclubs, hotels, and shopping centers. In 1996, the Fletings sold all of their existing enterprises in Scotland and moved back to the United States.

In truth, real estate has always been a family affair for Annie, who began her career working in her father's property management company at the age of eleven! (That same company is currently owned and operated by Annie's brother, Jim, and responsible for managing more than 4,000 units). In 1997, the Fletings returned to the property development business – this time making a mark in the Florida market. Along with other partners, the couple formed Coral Point Homes – a development group that built more than \$150 million in multi-family housing primarily in Pinellas County.



The Fleetings started a real estate brokerage, Beach Time Realty, in 2010 to service the needs of homeowners who wanted to turn existing housing into vacation rentals. As the market improved, Beach Time Realty helped those same property owners sell and reinvest into new properties. With over 50 properties under property management and sales volume increasing, Annie knew it was time to grow her brokerage and franchising with NextHome made the most sense. Every year under the NextHome flag, Annie’s brokerage has dramatically increased both real estate sales and her property management portfolio. In 2019, they sold over \$30,000,000 in residential real estate, in addition to adding significantly to their property management portfolio.

“NextHome Beach Time Realty has a level of service that is somewhat unique to our market,” Annie said. “We help investors evaluate their investment purchase in both rental income opportunities and negotiating a fair purchase price. We are able to help acquire the property, manage tenant relationships, and help the property owner re-sell and re-invest.”

“I have been fortunate enough to meet Annie in person and she is an exceptional addition to the NextHome franchise,” said NextHome CEO, James Dwiggins. “She has a proven track record of running profitable businesses in the real estate space.”

When not selling real estate, Annie enjoys spending time with Robert and their four children and five grandchildren. Avid soccer fans, the Fleetings were the owners of the Premier League soccer team, Kilmarnock FC, from 1989-1996.

Please join us in congratulating Annie, Bobby, and the rest of their team at NextHome Beach Time Realty on their third NextHome 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. 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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