



Press Release

April 18th, 2020

NextHome opens brokerage in Prince George's County, MD
Donnell Williams, Jr. brings a customer-centric approach to his new venture

Pleasanton, CA — April 18, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Prime Properties** based in Fort Washington, Maryland. The brokerage represents the eighth office location opened in Maryland for the NextHome franchise and the 461st NextHome office opened nationally.

NextHome Prime Properties will serve clients across Prince George's County, Charles County, Saint Mary's County, Calvert County, and Montgomery County. The brokerage is also happy to help buyers and sellers in the Washington, D.C. area.

Located just five miles away from the nation's capital, the community is named for Fort Washington which, upon its completion in 1809, was the only defensive fort protecting Washington, D.C. Centuries later, the area is known for its sweeping park, offering views of the Potomac River and scenic hiking paths. Many enjoy the area for its picnicking, fishing, and outdoor recreation.

NextHome Prime Properties is owned by Donnell Williams, Jr. who was first introduced to real estate in high school as an intern at a local brokerage. After graduating from The University of Maryland Eastern Shore, Donnell obtained his real estate license in 2007. Donnell also holds a Masters of Business Administration from Fitchburg State University.

For the next two years after obtaining his license, Donnell worked with a local independent brokerage then transitioned to Wisdom Realty LLC. In the following years, Donnell became a top-producing agent and was recognized with several sales awards. His success eventually led Donnell to purchase that brokerage. For three years, he steadily grew the business alongside a partner. Eventually, Donnell sold the brokerage and stepped back into a sales-focused role at that same office he previously owned.

"It was then that I really started to focus on the investment side of the real estate business," Donnell said.

In 2019, Donnell began considering opening his own franchise. He started attending broker's school and discovered NextHome while working on a class project.

"NextHome was everything I had dreamed about as an idealistic undergrad," Donnell said. "NextHome is uniquely aware of what the consumer needs, as well as being aware of where the industry is going and how we will navigate those changes. I became intrigued with the whole company."

Donnell jumped on the opportunity to introduce the brand in Prince George's County.

Today, NextHome Prime Properties is working to carve out strategies for the unique needs of each client.

"We are really focused on the consumer experience through providing valuable knowledge so they can better navigate their transaction," Donnell said. "Real estate buying and selling isn't a



one size fit all experience, and that's going to be our approach - discovering what the client wants and then best serving that unique set of needs.”

This year, Donnell will celebrate eight years of marriage to his wife Li Lee. Donnell and Li have two daughters Logan (7) and Dakota (4). Together, the family enjoys cultivating their urban garden and strolling along the walking trails in their neighborhood.

Please join us in congratulating Donnell on the opening of NextHome Prime Properties in Fort Washington, 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. 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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