



Press Release

May 28th, 2020

NextHome Reach opens in Northern Virginia

Rob Wittman brings intimate area knowledge and dedicated customer service to new brokerage

Pleasanton, CA — May 28, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Reach**, based in Reston, Virginia. The brokerage represents the 12th office location opened in Virginia for the NextHome franchise and the 477th NextHome office opened nationally.

The brokerage will serve clients across Northern Virginia, including Fairfax, Loudoun, Arlington, and Alexandria counties. NextHome Reach is also licensed in Maryland and can serve clients in Montgomery and Prince George counties.

NextHome Reach is owned by DC-native Rob Wittman. His industry expertise has helped hundreds of clients throughout his 16-year career, all with a record of superb customer service. Rob's expertise includes military relocations, first-time home buying, corporate relocations, and small business partnerships. He is especially happy when he can serve clients who believe homeownership might be out of their reach.

Rob began his career in 2003 in Fairfax, working with a small independent brokerage that was pioneering new technology in online real estate.

After two years, Rob joined the Fairfax Long & Foster offices. He spent the next six years on their high-producing teams. In 2010, Rob joined Redfin where he again excelled as a top producer. Most recently, Rob worked with a local Keller Williams brokerage.

Throughout his career, Rob has consistently achieved remarkable sales success. While at Redfin, Rob was the No. 1 salesperson for the entire company. While at Long & Foster, he was the second-highest producer on his team. While working with Keller Williams, Rob managed to sell 15 houses all while directing a team. Throughout his career, he has brokered more than 8,000 transactions with \$3.2 billion in volume.

"While I am proud of the sales numbers, what I am most proud of is the fact that I was able to achieve such a high volume with a spotless customer service record," Rob said. "The great customer service ratings that I consistently get are my proudest achievement."

In 2019, his drive to continue delivering excellence to his clients caused Rob to think about opening his own brokerage.

While mulling over his options, Rob attended an industry conference where he chatted with Karen Parnes, owner of NextHome Your Way in Maryland.

"We went to lunch and I was grumbling about some of my frustrations with traditional real estate," Rob recalled. "After listening, she said that I absolutely needed to look at NextHome."

NextHome seemed to have an answer for all of Rob's most pressing industry concerns.



“I had finally found a solution that took care of the parts of the business that would needlessly distract me while enabling me to creatively and innovatively do business the way I think is correct,” Rob said.

Rob was also attracted to NextHome’s growth philosophy.

“I love the idea of partnering with a company that says, if you want to run a 500-person brokerage, we are all for that, and if you want to run a one-person brokerage, we are all for that too,” Rob said. “It was the perfect blend of having tools available for me to use and allowing me to have the flexibility I need.”

Today, Rob is using NextHome’s tools to deliver added value to his clients.

“When buyers and sellers work with me, they are getting the advantage of someone who is very well informed on the technology side of the market as well as someone who understands all the hidden factors clients can’t generally see online,” Rob said.

Rob is an active leader in the Northern Virginia real estate industry including a term on the Board of Directors for the Northern Virginia Association of REALTORS®. The association is the 13th largest in the United States.

“I love being in the room with some of the smartest people in the industry,” Rob said. “We take the time to understand new issues, the law, and we work to see issues before they catch us off guard. I really enjoy volunteering and sharing knowledge with the best practitioners in the business.”

Rob is also an accomplished beer league hockey player, who learned the sport as an adult that didn’t know how to skate.

“It took a lot of grit and determination,” Rob said. “But that is who I am and that drive to learn and excel at things is pretty representative of how I operate as a REALTOR® and business owner.”

Rob has been married to his wife Shansel for seven years and together they have two sons, Alton (4) and Shaun (2). Rob and Shansel were both raised in the DC-Metro area and they enjoy making memories in their hometown with their extensive extended family.

Please join us in congratulating Rob on the opening of NextHome Reach in Reston, Virginia!

Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at Charis@NextHome.com.

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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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