



**Press Release**

**January 25th, 2024**

**NextHome LowCountry Opens in Charleston, South Carolina**

*Jim and Kelly accelerate the NextHome buying and selling difference in South Carolina's Low Country*

**Pleasanton, CA — January 25, 2024** — NextHome is proud to announce our newest addition to the franchise, **NextHome LowCountry**, located in Charleston, South Carolina. The brokerage joins the growing NextHome franchise that currently has 618 active office locations across the country.

Specializing in both commercial and residential real estate, NextHome LowCountry serves clients throughout Charleston, Summerville, Mt. Pleasant, James, and Johns Island.

NextHome LowCountry is owned by Kelly Wilburn and Jim Hart, a duo of high-performing real estate professionals with more than 27 years of combined area expertise.

“As full-time real estate professionals, we are always available for our clients, ready with exceptional support, technology, experience, and education,” Jim said.

Jim, a U.S. Marine Corps veteran, embarked on his real estate career in 2003. His real estate classes were a gift to himself for his birthday.

“I’ve always had a passion for both houses and helping people,” Jim said. “Real estate offered an opportunity to combine my talents in a really rewarding way. There’s nothing like getting people to the closing table and seeing their joy.”

Throughout his career, Jim has worked with both nationally franchised firms and local independents. His talent for real estate has helped hundreds of clients achieve their home buying dreams.

In 2018, Jim and Kelly crossed paths working for a Charleston-area franchise.

“Kelly is a remarkably talented real estate associate who is authoritative, driven, and creative,” Jim said. “She pulls in these amazing ideas that we can run with and is exceptional at marketing.”

After earning her bachelor’s degree in public relations and building a successful sales career, Kelly decided to combine her skills into a thriving real estate business.

Kelly launched her real estate sales career in 2017 and developed a passion for providing exceptional buying and selling experiences.

“Like Jim, I am a people person and enjoy connecting with others,” Kelly said. “Through real estate, I got to use my talents to help people achieve their dreams. Handing the keys to a first time homebuyer is one of the most magnificent feelings you can have.”

After connecting, Kelly and Jim both partnered with NextHome Specialists and their careers continued to expand. In 2018, Kelly and Jim built Team HartBurn and, throughout the years, achieved more than \$100 million in sales volume - with \$27 million last year alone.



“What sets us apart is our drive,” Jim said. “To us, this is more than just a business. It is an opportunity to help people and make a positive difference in their lives.”

As their clientele grew, opening their own franchised office became the natural next step for Jim and Kelly.

“NextHome provides a feeling of family, all with the tools and technology of a bigger firm,” Jim said. “We have a remarkable referral network throughout the country of people who we feel absolutely comfortable with. With NextHome, you are surrounded by great people.”

Today, NextHome LowCountry is growing with friendly associates who are driven to go above and beyond for their clients.

“We are dedicated to providing the best experiences for our clients,” Kelly said. “There will always be someone at the ready to guide you every step of the way. It is important to have someone who is dedicated to your needs.”

Family and community play a vital role in both Jim and Kelly’s lives. They understand the importance of family and prioritize a work-life balance. Jim, married for 23 years, relishes the tranquility of Johns Island, where he lives with his wife and two children.

Kelly just celebrated her 10-year wedding anniversary with her husband Shane. With a 23-year-old stepson, 16-year-old stepdaughter, and four-year-old daughter, Kelly loves the joy her blended family brings, cherishing their shared moments during dinners, movie nights, and outdoor adventures.

Jim and Kelly’s hobbies, like swimming, beach visits, hiking, and appreciating good food and wine, help them stay grounded and connect with their clients on a personal level.

Around the community, Jim and Kelly work tirelessly to give back. Each year, they host a client appreciation night at the local ballpark that attracts more than 200 people.

“We don’t want to be just transaction facilitators, but true partners in our clients’ home buying journey,” Kelly said. “Success is all about the people we help and the community we serve.”

Please join us in congratulating Jim and Kelly on the opening of NextHome LowCountry in Charleston, South Carolina!

***Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at [Charis@NextHome.com](mailto: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. Recently ranked as the No. 1 real estate franchise in the country in owner satisfaction, the NextHome franchise has 610 offices and 5,600+ members across 48 states. The company closed over 29,000 transactions in 2023 worth over \$10B in volume.

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