



Press Release

March 22nd, 2024

NextHome Beltway Realty Opens in D.C. Metro Area

Tri-lingual brokerage offers a service-centered approach to real estate for buyers and sellers in the DMV (D.C./Maryland/Virginia) region

Pleasanton, CA — March 22, 2024 — NextHome is proud to announce our newest addition to the franchise, **NextHome Beltway Realty**, located in Occoquan, Virginia. The brokerage joins the growing NextHome franchise which currently has over 600 active office locations across the country.

Conveniently located in the D.C. Metro area, NextHome Beltway Realty serves clients throughout Prince William, Fairfax, Loudoun, Arlington, Alexandria, Stafford, Fredericksburg, Spotsylvania, Fauquier, Falls Church, Manassas, and Fairfax City.

The brokerage is licensed in both Maryland and Virginia, and offers unique expertise in military relocations, investments, rentals, and first-time home buying in addition to all other types of residential real estate. Clients can also expect quality service in three languages: Portuguese, Spanish, and English.

NextHome Beltway Realty is owned by the husband and wife team of Mark and Andreia Williams. Together, Mark and Andreia offer a service-centered approach to real estate with an unshakable commitment to operating with integrity.

“We treat each transaction as if it were on behalf of our own family,” Mark said. “That commitment to serving people with honesty and integrity is what we are all about.”

“I want every family to have a great experience and leave their home buying experience more knowledgeable about real estate,” Andreia added.

Both Mark and Andreia have been licensed since 2016 when they joined Berkshire Hathaway. Mark is a Certified Military Relocation Specialist and Certified Negotiation Expert.

Prior to real estate, Mark spent 22 years in the U.S. Army. His drive to serve those around him also led Mark to serve as a Fairfax County Firefighter.

In both his military and firefighting service, Mark embraced leadership opportunities. After several years as an Army combat engineer, Mark managed recruitment efforts at several offices.

Mark eventually retired as a Master Sergeant and transitioned full-time into real estate. The career shift was seamless, as Mark used many of the same skills in real estate that he built through years of public service.

“As a recruiter overseeing several offices, I had the opportunity to talk with many diverse people,” Mark said. “I know how to listen in a way to really understand people's needs and goals.”



Those skills I built in recruiting help me as a real estate agent to quickly identify how I can get my clients into a home that fits what they want.”

Andreia also began her real estate career in 2016, building a loyal clientele through her patient and compassionate approach to sales.

“We take the time to listen because we want every client to be happy about what they bought or sold,” Andreia said. “While the sale itself is great, providing quality service and creating a bond with the client is my highest priority. It’s a privilege when clients come back to us again because we know that we helped them feel comfortable and earned their trust.”

Owning their own brokerage was always the eventual goal for Mark and Andreia. NextHome made the decision easy.

“I looked at a lot of different franchises, but NextHome was really supportive of my goals,” Mark said. “They made it easy for me to transition through high, efficient communication. That was a big factor in deciding that NextHome was right for me.”

Today, NextHome Beltway Realty is a trusted resource for clients who want knowledgeable, steady, and service-minded representation.

“My entire career has been about helping people through hard times,” Mark said. “Buying or selling real estate can be a stressful process, and I am here to help each client navigate that process feeling safe, calm, and confident.”

“We help each other and have each other's backs,” Andreia added. “At NextHome Beltway Realty, the quality of service speaks volumes and referrals will always be our measure of success.”

“Build it right, and people will gravitate toward that,” Mark added. “That’s our philosophy as we continue to grow NextHome Beltway Realty.”

Mark and Andreia are proud financial supporters of the Firefighters Fund, a non-profit that helps first responders in financial need. The couple also supports local homeless shelters.

Mark and Andreia have been married for 15 years and they are the parents of four children. Together, the family enjoys boating and traveling.

Please join us in congratulating Mark and Andreia on the opening of NextHome Beltway Realty in Occoquan, Virginia!

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. Recently ranked as the No. 1 real estate franchise in the country in owner satisfaction, the NextHome franchise has 615 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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For more information, press:

Petya Manning
925.344.6479
petya@nexthome.com

For more information, sales:

Charis Moreno
925.271.9102
charis@nexthome.com

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