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Inc. Magazine Names Nest Realty to 2013 Top 5000 List of Fastest-Growing Private American Companies

Virginia-based brokerage combines technology with quality customer service to achieve steady growth despite difficult economic conditions

CHARLOTTESVILLE, Virginia—August 20, 2013—[Nest Realty](#), a full-service, boutique real estate brokerage throughout Virginia, today announced that *Inc. Magazine* has recognized it as #884 on the magazine's annual 500/5000 list of fastest-growing private companies in the country. Nest prides itself on being a “different breed of brokerage,” and the company's investment in quality brokers and innovative practices has set it apart from other firms during its past five years in the often-challenging real estate market.

Key highlights from the 2013 Inc. 5000 list:

- Nest Realty achieved 504% growth during the last three years and \$4.1 million in revenues in 2012 to qualify for the list
- Nest Realty ranks as the #5 fastest-growing real estate brokerage nationwide
- Within Charlottesville, Nest is the second fastest growing company
- Among all Virginia companies, Nest ranks #44 on the overall Inc. 2013 list
- The 2013 list was the most competitive in history, with the median company on the list increasing by 140% since 2010

This distinction now places Nest Realty among a myriad of notable brands including Microsoft, Zappos, and Chobani that *Inc.* has recognized for their passion and commitment to hard work.

This recognition follows Nest's achievement of number one market share in the Virginia market areas of Charlottesville and Albemarle. In addition, this news comes on the heels of a nomination for Nest Realty's “Live Where You Love” video series for Digital Strategy by Inman News, an industry-leading source for all things real estate. The company also recently announced the opening of its fourth Virginia location in Fredericksburg.

Supporting Quotes:

Jonathan Kauffmann, Principal Broker and Founder, Nest Realty

"Here at Nest, we've been working hard the past five years to build a company that redefines the customer experience. We've been fortunate to assemble an incredible team of agents who embrace our vision to reshape the real estate industry in Virginia. We're immensely proud to receive this honor and to be recognized alongside some of the best companies in the country."

Tina Merritt, Managing Broker, Nest Realty New River Valley

"This recognition is the result of a purposeful shift away from the traditional approach to practicing real estate. Buying or selling property, whether as a residence or investment, is one of the most important decisions in life. Nest agents are truly committed to being students of their trade to help educate their clients in making wise financial decisions. As a new company in the NRV, Nest Realty looks forward to building on this success and implementing more innovative ideas in the local real estate arena."

Sarah Stelmok, Principal Broker, Nest Realty Fredericksburg

"It's exciting to be joining a company that is being nationally recognized for its rapid growth and innovative practices. During a period when the real estate industry is contracting, Nest's success is due to its revolutionary approach to conducting business and returning the customer to the focal point of a real estate transaction."

Eric Shurenberg, Editor in chief, *Inc.* Magazine

"As an *Inc.* 5000 honoree, Nest Realty now shares a pedigree with Intuit, Zappos, Under Armour, Microsoft, Jamba Juice, Timberland, Clif Bar, Pandora, Patagonia, Oracle, and dozens of other notable recent alumni. You are in some pretty impressive company-which is exactly where you belong."

Supporting Resources:

- [Read](#) the entire 2013 *Inc.* 5000 list
- [Watch](#) Nest Realty's "Live Where You Love Videos"
- [Meet](#) the Nest Realty team near you!

Methodology

The 2013 Inc. 500|5000 is ranked according to percentage revenue growth when comparing 2009 to 2012. To qualify, companies must have been founded and generating revenue by March 31, 2009. Additionally, they have to be U.S.-based, privately held, for profit, and independent--not subsidiaries or divisions of other companies--as of December 31, 2012. The minimum revenue required for 2009 is \$100,000; the minimum for 2012 is \$2 million. As always, Inc. reserves the right to decline applicants for subjective reasons. Companies on the Inc. 500 are featured

in Inc.'s September issue. They represent the top tier of the Inc. 5000, which can be found at www.inc.com/5000.

About Inc.

Founded in 1979 and acquired in 2005 by Mansueto Ventures, Inc. is the only major brand dedicated exclusively to owners and managers of growing private companies, with the aim to deliver real solutions for today's innovative company builders. Total monthly audience reach for the brand has grown significantly from 2,000,000 in 2010 to over 6,000,000 today. For more information, visit <http://www.inc.com>.

About Nest Realty

Founded in 2008, Nest Realty is a full-service, residential real estate brokerage specializing in residential and commercial properties in four locations throughout Virginia. Through a strong focus on technology, customer commitment, and the region's most innovative and focused marketing strategies, Nest Realty has established itself as a top choice for buyers and sellers of residential and commercial property.

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