



Press Release
July 6, 2018

NextHome In The Triangle opens in Cary, North Carolina

The office represents the 14th NextHome location in the state of North Carolina

Pleasanton, CA — July 6, 2018 — NextHome is proud to announce our newest addition to the franchise, **NextHome In The Triangle**. The brokerage represents the 14th location opened in the state of North Carolina for the NextHome franchise.

The office will be owned and operated by top-producing REALTOR® Mary Ann Wilson.

NextHome In The Triangle will provide real estate services such as single-family residential sales, first-time home buyers, investment, luxury, short sales, and land deals for the areas of Cary, Apex, Fuquay Varina, Wake Forest, Durham, and the remainder of Wake, Orange and Johnston counties.

As a designated Luxury Home Marketing Specialist, Mary Ann has a passion for working with higher end properties.

Located 20 minutes west of Raleigh, The Research Triangle region refers to the communities of Raleigh, Durham and Chapel Hill. Home to approximately two million residents, The Triangle is the second largest metropolitan area in the state of North Carolina.

Mary Ann started her real estate career in 2014, but has been around real estate as an investor for more than a decade.

Originally from Kansas, Mary Ann has a background in business and technology. As a graduate of Kansas State University, she received her degree in Finance. She moved to New York and was the lead recruiter for a technology consulting firm. During her two years in that leadership role, she grew the division from nine employees to more than 200 individuals.

Mary Ann met her husband, Reid, while working in New York when she interviewed him for a position at her firm.

After relocating to North Carolina, the Wilsons and several business partners formed a real estate investment LLC in 2006.

They purchased three investment properties in North Carolina which worked out very well for their portfolio. Mary Ann has been able to provide expertise to other potential investors about buying cash flow properties.

In 2014, Mary Ann made the choice to get her real estate license and jump into the sales side of the business.



“It was the perfect time for me to become a REALTOR®,” said Mary Ann. “My youngest daughter was old enough for me to put in the time to start my real estate sales career.”

She started at RE/MAX as a key member of a high-producing established real estate team. As someone who lived in a development of 600 homes, Mary Ann tapped into a builder’s purchase of 10 acres to jump start her sales career.

“A national builder, *K Hovnanian*, purchased this large parcel of land near my home,” said Mary Ann. “I reached out to the regional President of the company and scheduled an appointment to present what we could do to help sell these properties.”

“The company had us be a part of the sales process and we sold two-thirds of the entire development,” she added.

In 2017, Mary Ann left the team to start her own business and it took off, selling more than \$7 million in volume in her first year as an individual agent.

Her 2018 is going even better. She is currently on pace to exceed over \$10 million in sales volume.

Mary Ann found herself in a position to go out on her own and open her own brokerage. With her business experience and a booming real estate sales business, it made a lot of sense to take this next step.

She found NextHome online in an Inman News article. After speaking with NextHome’s Vice President of Sales, Charis Moreno, Mary Ann knew the franchise was the right fit for her new brokerage.

“With NextHome’s tech platform and tools, it was a perfect addition to my focus of high-level, full-service marketing for each of our listings,” said Mary Ann. “I feel great about what NextHome In The Triangle will be able to offer sellers in our market.”

The Wilsons have been married for 22 years and have two daughters – Rosie (age 20), a junior at the University of Maryland, College Park, and Kerry (age 18) a Communications major at the University of North Carolina, Asheville.

Please join us in congratulating Mary Ann and the rest of the team at NextHome In The Triangle on the opening of their new NextHome office in Cary, NC!

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. It owns the NextHome and Realty World Northern California & Northern Nevada franchise networks with over 400 offices and more than 3,000 agents. The company closes over 14,000 transactions annually worth over \$4.6B in volume.

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