



Press Release
October 13, 2015

NextHome continues national expansion with new brokerage in Connecticut

The franchise expands into the state of Connecticut

Pleasanton, CA— October 13, 2015 — NextHome is proud to announce our newest addition to the franchise, **NextHome Real Estate Services**. This is the franchise's first brokerage in the state of Connecticut.

Owned and operated by the husband and wife team of Kurt and Sangeeta Jain, the Westport-based brokerage will provide residential and commercial real estate sales services to the cities of Westport, Stamford, Fairfield, Trumbull, Monroe, Milford, Woodbridge, and the remainder of Fairfield and New Haven Counties. To better assist their clients, their brokerage also has members who speak several different languages including: Urdu, Tamil, Hindi and seven other additional Indian dialects.

Both Kurt and Sangeeta come from a deep accounting based background. Prior to real estate, Kurt served as an accountant at a local firm, while Sangeeta worked in accounting for Pitney Bowes.

They met in 1985 at Kurt's cousin's wedding and got married the following year. As they started their family, they were looking for an opportunity to start a business that they could call their own. Sangeeta saw an ad in the newspaper about real estate salespersons needed and urged Kurt to take a look at the possibility.

In 1987, Kurt made the decision to get his real estate license, while still working at the local accounting firm. While this was supposed to be a part time, extra income opportunity, Kurt's real estate business took off and he began a full time career in real estate later that year.

Kurt built an impressive career when he started with a national franchise brokerage. As a top producer in his area year after year, he was in need of assistance to keep up with the growing demand of his sales business. Sangeeta left her position at Pitney Bowes in 1997 and joined Kurt in assisting him with his real estate sales. Later that year, Sangeeta also attained her real estate license.

Very quickly, they built their business to consistently sell between \$8,000,000 to \$12,000,000 in annual sales and reaching nearly 50 transactions a year. The team won awards yearly by their company to reward them for their hard work and efforts.

In 2011, they added commercial services to their growing list of client services and began listing retail centers, strip malls and even gas stations. This additional branch of business had the Jains thinking it was time to consider opening their own company.



In 2013, The Jains made the decision to open their own brokerage – *Jain Realty*.

“We always felt the need to open our own brokerage and wanted to wait until the time was right,” said Kurt. “As we grew, we realized our current real estate franchise company didn’t provide the value that we needed anymore. Things fell into place and it was the perfect time to open our own brokerage.”

While Jain Realty did well, the couple felt the need to look at systems that would simplify their business model. In 2015, they began looking at franchise possibilities. That’s where they ran into NextHome.

“We saw the NextHome franchise model when we saw the company featured in the RIS Media Magazine,” recalls Sangeeta. “Other franchises required high levels of investment and I really didn’t see a difference between the models. With NextHome, as soon as I saw the website, I knew we had to explore further. When Charis Moreno [NextHome’s Vice President of Sales] sent us the franchise package, we were blown away by the high-end look and feel. There was a definite ‘wow’ factor.”

Knowing that they didn’t need to create their own suite of services, the Jains knew NextHome was the perfect franchise for their brokerage model.

“After getting a chance to spend time with him, there is no doubt about Kurt’s passion and zest for the real estate industry,” says Moreno. “The Jains ability to connect with their community coupled with the technology that NextHome will offer their brokerage is a winning combination. It’s exciting and gratifying to be able to provide the missing piece to an already successful brokerage in a way that will add significant value to their business and ultimately their future success.”

When not selling real estate, the Jains spend time with their son, Nayan (29) and their daughter Nikita (25). They are also very active members of their local Indian community, working with several organizations that celebrate cultural diversity in the Connecticut area.

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 company 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 180 offices and more than 900 agents. The company closes over 5000 transactions annually worth over \$2B in volume.

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