



Press Release
July 12, 2016

NextHome continues California expansion with NextHome Bella Properties

The brokerage represents the franchisee's 21st location in the state

Pleasanton, CA— July 12, 2015 —NextHome is proud to announce our newest addition to the franchise, **NextHome Bella Properties**.

Owned and operated by real estate veteran, Sacha Garnicki, this Carlsbad-based brokerage will provide residential real estate services to the areas of Carlsbad, Encinitas, San Marcos, Escondido, and the rest of San Diego County.

With a population of just over 110,000 residents, the city of Carlsbad is known as “The Village By The Sea.” The city sits approximately 35 miles north of Downtown San Diego.

As the day-to-day operations owner, Garnicki will be assisted by friend and broker of record, Richard Kuan. With nearly 30 years of real estate experience, Kuan has been a mentor for Garnicki over the years and will serve as the legal advisor for the firm.

Born in Paris, France, Garnicki immigrated with his family to the United States in 1992 at the age of 11. At the age of 14, his parents separated and his father went back to France while he stayed in the US with his mother.

“It was definitely a difficult time for my mother and I,” recalls Garnicki. “She provided as much as she could, but we lived paycheck to paycheck. I will always be indebted to my mother for instilling hard work and showing me what perseverance was all about.”

After college, Garnicki was at a time in his life where he had to choose a career path.

“In 2003, I knew nothing about real estate, but I did know that hard work would always be rewarded,” said Garnicki. “I took a chance on getting into real estate and put a lot of hard work into it.”

Getting into the mortgage side of the business, Garnicki started his career the way most new sales people do – by cold calling.

“I had no fear in cold calling for business,” said Garnicki. “I didn’t know any different, so I never had the stigma that so many real estate professionals do.”

That tenacity paid off in a big way.

In his first year in the mortgage industry, Garnicki closed in excess of \$25 million in closed loans in the San Diego region. It began a steady increase in annual business sales over the next few years.

With the success in mortgage, Garnicki expanded his reach by opening *Ocean Avenue Real Estate & Mortgage*. With the addition of real estate sales, Garnicki grew the brokerage to 35 loan



officers, five REALTORS®, and one very special home purchase.

“After a lot of years of my mother not being able to afford anything for herself as she was providing for our family, I was so happy to have been able to buy her a home,” said Garnicki. “It will be one of the most cherished moments of my life.”

In 2008, Garnicki was pulled away from the business. His father was diagnosed with Parkinson’s disease and Garnicki relocated to Paris for two years to care for his father until his passing.

Returning back to the United States in 2010, the real estate market was completely different than when he left. Sales were down. The market values had plunged. Garnicki had to reconfigure his business to adapt to the new norm.

Changing his business model to direct lending, Garnicki successfully adapted to the Carlsbad market and brought on Kuan to help run the real estate division of his brokerage.

In late 2015, Garnicki and Kuan discussed creating more focus on the real estate sales portion of the business. Kuan suggested they check out a new real estate franchise out of California to see if it could help the brokerage increase business.

“With our focus of creating heavy lead generation for our agents, we wanted to affiliate with a brand that would help our agents really deliver world-class service to their clients,” said Garnicki. “NextHome did exactly that. We knew it was the right fit for our company.”

When not selling real estate, Garnicki loves spending time with his wife of eight years, Jeanine, and their three children – daughter Isabella (5), and sons Alexandre (2) and Nicolas (9 months). Isabella inspired Garnicki to name NextHome Bella Properties.

We are incredibly proud to have Sacha, Richard, and the rest of the team at NextHome Bella Properties as part of the NextHome family!

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 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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