



Press Release
October 11, 2016

NextHome Fredricksen Real Estate is the newest NextHome brokerage
The Williston-based brokerage is the 3rd franchise location in North Dakota

Pleasanton, CA— October 11, 2016 — NextHome is proud to announce our newest addition to the franchise, **NextHome Fredricksen Real Estate**. The brokerage will represent the 3rd NextHome franchise location in the state of North Dakota.

The brokerage is owned and operated by 38-year real estate veteran, Craig McIvor. The leadership team will also include his daughter, Heather Kitzman, who will serve as the broker of record and office manager. The Williston-based brokerage will provide residential real estate services to the cities of Williston, Watford City, Tioga, Ray, Grenora, Alexander, Crosby, Stanley and other surrounding areas.

Licensed in 1978, McIvor began his storied career as an appraiser when he opened *Dakota Realty & Leasing Appraisal* – a company that still is in operation today.

In 1981, McIvor was offered the opportunity to purchase an independent brokerage and followed through with his purchase of *Fredricksen Real Estate*. Under his guidance, he took the company to new heights.

For over 25 years, *Fredricksen Real Estate* has been a local powerhouse closing nearly 250 transactions annually. McIvor was able to see the company's market share skyrocket to the tune of nearly 60% market share in the Williston real estate community.

In 2006, Kitzman joined her father as a member of the brokerage and in 2010, she attained her broker's license. She was promoted to office manager in 2015, right as McIvor was considering making a significant change in the company's brand affiliation.

The leadership team was looking for a significant edge to help compete with newly emerging brokerages in their area. It was a familiar face that provided an introduction to a real estate franchise who was just getting started in the North Dakota market.

“Scott Louser is a very respected name in North Dakota real estate,” said Kitzman. “So when I heard he aligned himself with a new real estate franchise called NextHome, we researched the company to find out more about it. The more we researched, the more we saw how NextHome could help *Fredricksen Real Estate*.”

NextHome Fredricksen Real Estate features a number of talented agents who are some of the most productive in the state. The brokerage currently has 12 associates who collectively sell over 250 homes annually. Productivity is key considering every REALTOR® in their office sells at least 15 houses a year.

When not selling real estate, the family dedicates their time to spending it with one another. Kitzman and her husband of 15 years, John, have two children – Braylen (13 years-old) and



Misrach (7). McIvor loves spending time with his grandchildren while taking in the natural settings that make up North Dakota.

Please join us in welcoming Craig, Heather, and their team at NextHome Fredricksen Real Estate to 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. It owns the NextHome and Realty World Northern California & Northern Nevada franchise networks with over 260 offices and more than 1600 agents. The company closes over 7000 transactions annually worth over \$2.5B in volume.

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