



Press Release
December 13, 2016

NextHome opens NextHome Millennium in Citrus Heights, California
The Sacramento County brokerage represents the 29th location in the state

Pleasanton, CA— December 13, 2016 — NextHome is proud to announce our newest location for the franchise, **NextHome Millennium**. The firm will represent the 29th location in the state of California.

The brokerage will be owned and operated by business partners, Cara Richey and Brian Kirk. Richey will be the broker and manager of the company, while Kirk will handle the operations.

The Citrus Heights brokerage will provide residential real estate services to the areas of Citrus Heights, Orangevale, Fair Oaks, Antelope and the remainder of Placer and Sacramento counties.

Citrus Heights is a suburb located 20 minutes northeast of Sacramento and is home to just over 80,000 residents.

Richey came from over a decade of experience in the field of promotions and sales. In the early 2010's, Richey had an interest in additional income through real estate and began investing in properties for rehab and resale. Seeing the opportunities in real estate sales, Richey attained her real estate license and began her career with a local independent brokerage in 2013.

Specializing in working with first time home buyers and move up buyers, Richey built a successful business through strong relationships with her clients. In just three years, Richey has sold nearly 80 homes – a testament to her commitment to world-class service.

“So many times, home buyers and sellers need the extra attention to answer all their questions and make them feel comfortable,” said Richey. “I am so passionate to see my clients buy or sell a home and know they feel good about the entire experience.”

With nearly 40 homes sold in 2016, Richey began exploring the option of opening her own company. Finding a great real estate business partner was critical in launching the brokerage.

In representing buyers, she was tasked with finding the right home inspector to provide great service and insight with their purchase. Kirk and his 30 years of home inspection service was a natural fit.

“Brian has been such a great resource in working with my clients,” said Richey. “The way he is thorough, yet personable, created even more trust with my clients. When I heard Brian was looking for a change, it made a lot of sense for us to partner together in opening a brokerage. He’s so much more than a home inspector, and now he will be able to provide his same great client service on the transactional side of the business.”

As they looked at their options, the business partners found franchising with NextHome made the most sense for their new brokerage.



“From the agent platform, to the single sign on capability of the intranet, the NextHome system creates a one-stop place for an agent to be efficient,” said Richey. “This will allow our agents to be streamlined and provide more service to their clients.”

Richey and Kirk want NextHome Millennium to be the resource for agents who are looking for guidance and help in being better agents. Richey recalls the frustration of being new in real estate and not getting the guidance she was looking for.

“NextHome Millennium is going to be a company where agents will feel respected and valued,” added Richey. “Our brokerage will provide agents the ability to succeed in a nurturing environment.”

When not selling real estate, Richey spends time with her husband of seven years, Brian (yes, she is surrounding herself with Brians), and their three children – Gage (five years old), Hope (2), and Slade (8 months old). She enjoys snowboarding in the winter, waterskiing in the summer. She is also very active in her local Neighborhood Watch.

Kirk is a father of two adult children, Casey and Justin, and is an avid water sports enthusiast. He enjoys surfing, barefoot waterskiing, golf and traveling all over the world.

Please join us in congratulating Cara, Brian, and the rest of the team at NextHome Millennium on their brand new NextHome office!

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. 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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