



Press Release
February 10, 2017

NextHome Collins Realty joins the NextHome Franchise
The brokerage will be based in Fleming Island, Florida

Pleasanton, CA— February 10, 2017 — NextHome is proud to announce our newest addition to the NextHome franchise – **NextHome Collins Realty**. This represents the 21st office location in the state of Florida.

Based out of Fleming Island, the brokerage will be owned and operated by long time real estate broker, Mike Collins, and his wife, Sandy. Joining them on the leadership team will be managing broker, Charlie Lucroy.

NextHome Collins Realty will serve the needs of residents in the Jacksonville Metropolitan area, including Fleming Island, Orange Park, St. Augustine, Middleburg, Green Cove Springs, and St. Johns.

The company will provide services such as residential sales, luxury home sales, investment property sales, property management, multi-family property sales, short sales, foreclosures, and land deals.

The Jacksonville Metropolitan Area is home to 1.5 million residents, making it the 4th largest city in Florida and the 12th largest city in the country. It is well known for some of the nation's best golf courses.

Getting his real estate license in 2005, Mike came into the industry as an experienced property investor.

In 2003, his first year of investing, he purchased and flipped several rehab properties. Mike also joined the Real Estate Investors of America (REIA) to improve his methods and learn more about creating value in home renovations.

While the experience and profitability of selling investment properties were satisfying, he recognized the sales process could be improved.

“I saw that the real estate agents could have been more proactive about marketing my rehabbed properties,” recalled Mike. “With all that I put into creating a great property for potential buyers, it made so much sense for me to sell the home myself.”

With his experience as an investor, he connected with buyers who relied on his expertise, closing 39 transactions in his very first year of real estate.

Over the next decade, Mike built his business to close over 80 transactions annually. In 2012, Sandy came on board and took over the business finances for the team.



In mid-2015, Mike and Sandy discussed the idea of opening their own brokerage. But it took a friend and business colleague to introduce the couple to NextHome.

“Charlie is a savvy businessman who I have a lot of respect for,” said Mike. “When he showed me NextHome, I took a long look at the company.”

“As I researched the company, I saw so much value provided for the amount charged for the technology and systems that were offered,” he added. “I’ve looked into other franchise models and I’m positive that NextHome is the very best option for a broker like myself.”

When not selling real estate, the married couple of 28 years spend time focusing on family. The Collins’ have three children and two grandchildren – granddaughter Clover (age 8) and grandson Aiden (1).

The Collins’ also enjoy the outdoors and recently purchased a 40-foot Alpha motorhome to travel in style.

Please join us in congratulating Mike, Sandy, Charlie, and the rest of their team at NextHome Collins Realty on the opening of their brand new NextHome brokerage!

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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