



**Press Release**  
**September 19, 2017**

**The NextHome franchise opens 46<sup>th</sup> office in California**  
*NextHome First Choice Realty opens in Woodland Hills, CA*

**Pleasanton, CA— September 19, 2017** — NextHome is proud to announce our newest addition to the franchise, **NextHome First Choice Realty**. The brokerage is the 46<sup>th</sup> NextHome franchised location in the state of California. The company will be owned and operated by broker and 30-year real estate veteran, Dong Nguyen.

Based in Woodland Hills, NextHome First Choice Realty will provide real estate services such as single family residential sales, investment properties, and property management to all cities in the San Fernando Valley. The brokerage specializes in working with Vietnamese and Spanish speaking clients.

The city of Woodland Hills is a Los Angeles suburb approximately 25 miles west of Downtown LA. Located in the southwestern-most part of San Fernando Valley, Woodland Hills is home to just over 65,000 residents.

Nguyen started his real estate career in 1987, as a mortgage lender who specialized in working with the Vietnamese community. He focused on helping those in that community qualify for home loans. He opened his first real estate mortgage company in 1987, *Royal Home Realty & Loan* which later was renamed to *Realty & More*.

By 1990, Nguyen grew the mortgage brokerage to more than 150 loan agents and took pride in being the first brokerage in the San Fernando Valley to focus on working with the Vietnamese community. Soon after, he added real estate sales agents to assist with servicing these loan-approved clients.

In 1994, the real estate market changed after the Northridge earthquake. The 6.7 magnitude earthquake left many homes and buildings damaged and for nearly a year after the quake, little to no real estate sales happened. Over the course of the next two years, Nguyen saw his brokerage shrink in size to less than 20 loan/real estate agents.

This adjustment caused Nguyen to rethink his strategy and he focused on having a smaller brokerage with more transactions per agent. This change in business model allowed him to spend more time working with individual loan/real estate agents.

With the mortgage side of the company taking more time, effort and resources, Nguyen chose to temporarily close the real estate side of his brokerage. To complete the changeover, he changed the name of the company to *Bankers Xpress*.



After four years of only doing loans, Nguyen felt 2017 was the right time to re-open the real estate side of his company. He wanted to partner with a real estate franchise that would best support his vision of agents with a high level of both service and technology.

“I felt now would be a perfect time to expand,” said Nguyen. “After doing research about NextHome and all the company has to offer, I knew this would be a great fit for me and my agents.”

NextHome First Choice Realty will operate as the stand alone real estate company, while Bankers Xpress will continue to operate as a mortgage company.

Known locally as “The Loan Doctor”, Nguyen has participated and brokered thousands of loans in his career. With all his experience, he is ready for not only opening a successful NextHome brokerage, but several more in the future.

“We want to provide Woodland Hills with first-class service in both loans and real estate,” said Nguyen. “The growth of our company will happen when the time is right. As a NextHome brokerage, we are excited about the possibilities.”

When Nguyen isn’t working, he is all about family. His wife, Chi, is a Certified Professional Accountant for more than 20 years. The couple has three children and two grandchildren.

Please join us in congratulating Dong and the rest of the team at NextHome First Choice Realty on the opening of 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](mailto: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 300 offices and more than 2,000 agents. The company closes over 7000 transactions annually worth over \$2.5B in volume.

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