



Press Release
October 12th, 2017

NextHome Unlimited opens second Kansas office
The NextHome franchisee expands into Abilene, KS

Pleasanton, CA— October 12, 2016 — NextHome is proud to announce our newest addition to the franchise, **NextHome Unlimited – (Abilene Branch)**. This is the second NextHome office location for the brokerage.

Based out of Abilene, the brokerage is owned and operated by third generation REALTOR®, Steven Burch. Joining him on the leadership team will be Becky Schwab, who will serve as the Managing Broker for the office.

NextHome Unlimited is dedicated to serving the needs of clients in Junction City, Chapman, Dwight, White City, Abilene, Milford, Wakefield, Manhattan, and the remainder of the greater Junction City metropolitan area. The company will offer services to handle residential and commercial real estate sales, property management, and land sales.

Abilene is home to nearly 10,000 residents and is known for having a large number of military veteran residents. Fort Riley is home to one of the largest US Army bases in the Midwest and sits equal distance between Junction City and Manhattan, KS.

In August 2016, Burch and his grandmother, Shelia Burdett, converted their independent brokerage - *Sheila Burdett Agency* to their first NextHome office. Since opening the NextHome rebrand, the company has seen significant growth.

The company started with three agents and has since grew to 16 agents between both NextHome Unlimited locations. In addition to agent growth, the sales numbers have been phenomenal. The company has increased its average sales price per home by more than \$30,000 per home sold and have doubled the number of transactions.

With the support and backing of Burdett, Burch took over as 100% owner of the brokerage in early 2017.

Burdett started her real estate career in 1985 when she joined Matlock-Johnson Realtors as an associate broker specializing in new home sales. Over the next 15 years, Burdett sold over 500 homes and built an incredibly strong referral based business.

As her business grew, the entrepreneur was offered the opportunity to take over a national franchised location in Junction City. In 2003, she purchased the brokerage and opened *Century 21 – Sheila Burdett Agency*.

After growing the brokerage to 12 agents in a few years, Burdett decided to remove the franchise affiliation from her firm and continued the company on as an independent under the name



Sheila Burnett Agency. The firm did very well, seeing as many as 125 transaction closings each year.

In 2009, Burch joined the company after getting his license earlier in the year. While officially new to real estate at that time, he was exposed to the real estate industry at an early age. In middle school, Burch would come to the office to help his grandmother with real estate filing, answering phones and doing whatever he could to help around the brokerage.

Burdett had an eye on passing the torch for her brokerage and in 2014, Burch got his broker license and moved into leadership.

In addition to leading the company, their leadership team stays involved in the community.

Burdett has served as the Junction City Association of REALTORS® Board President and as a Director for the Kansas Association of REALTORS®. She is also involved in the local Chamber of Commerce and serves on the Board of Directors for the local Convention and Visitors Bureau.

Burch serves as a member of the Junction City Board of REALTORS®, as well as the local Young Professionals Network.

Congratulations to Steven, Sheila, Becky and rest of the team at NextHome Unlimited for their second office location!

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 300 offices and more than 2,500 agents. The company closes over 6,000 transactions annually worth over \$2.5B in volume.

The names of actual companies and products mentioned herein may be the trademarks of their respective owners. Each office is an independently owned and operated business.

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