



Press Release
January 1, 2018

NextHome kicks off the New Year with new office in California
NextHome Real Estate Rockstars opens in Valencia, CA

Pleasanton, CA — January 1, 2018 — NextHome is proud to announce our newest addition to the franchise, **NextHome Real Estate Rockstars**. The brokerage represents the 51st location opened in California for the NextHome franchise.

Based in Valencia-Santa Clarita, the company will be owned and operated by the high-powered real estate team of Cherrie Brown and Zach McReynolds. They will be joined on the leadership team by Office Manager and Broker of Record, RoxAnne Webber.

NextHome Real Estate Rockstars will provide real estate services such as single family residential sales, first-time home buyers, multi-family properties, probate sales, distressed and short sale properties, move-up buyers and downsizing sellers, and investment sales to the communities of Valencia, Santa Clarita, Newhall, Saugus, Canyon Country, Stevenson Ranch, Castaic, and the remainder of Ventura County.

With a population of 60,000 residents, the city of Valencia-Santa Clarita is located about one hour north of Downtown Los Angeles. Valencia-Santa Clarita is home to the famous Six Flags Magic Mountain amusement park, which sees more than 3.3 million visitors annually.

Brown and McReynolds each started their real estate careers under very different circumstances.

Brown began her career at 18 years old. When she started in 2004, she didn't even have a car for transportation.

"I was known as the REALTOR® who rode her bike," said Brown with a laugh. "I actually got my California Driver's License *after* I got my real estate license."

Even at a young age, Brown worked hard and sold an amazing 15 homes in her first year. She credits her success to holding a lot of open houses and investing her real estate profits back into her business.

Steadily building her business, Brown's sales grew to average more than \$10 million in volume annually.

In 2011, Brown needed help with developing her online presence and online lead generation. After moving her license to *Keller Williams Realty*, she met McReynolds who was just starting with the company.



McReynolds came from a background of computer programming and retail. As a successful online clothing retailer, his knowledge of technology and sales were a huge advantage coming into real estate.

Seeing the benefit of hiring McReynolds to help her with technology, the pair not only found working together to be enjoyable, but very productive. They formalized their business partnership in 2013 and then moved to work at *HomeSmart NRG*.

Taking the moniker Real Estate Rockstars, Brown and McReynolds got their team name by a very innocent observation from their friends and clients.

“We both work a lot and tend to drink a lot of energy drinks,” said McReynolds. “With all the *Rockstar* energy drink cans laying around the office, our friends started calling us the Real Estate Rockstars. The name stuck and here we are.”

In their first year working together, they sold 26 homes. In 2014, they doubled their business by selling 52 homes. In 2017, Brown and McReynolds sold exactly 100 homes.

Running their real estate team like a brokerage, Brown and McReynolds thought 2018 to be the perfect time to open their own company. They were looking to pair with a franchise and after finding NextHome, they knew it was the right fit.

“We Googled and looked for a tech-savvy franchise that would work well with our style,” said McReynolds. “No one stood out except NextHome. After seeing what the company could do for us, it was a no-brainer.”

When not selling real estate, both Brown and McReynolds focus on being great parents. Brown has two children – daughter Charlotte (age 9) and son Stevie (age 5). McReynolds has two boys – Kaden (age 16) and Karson (age 4).

Please join us in congratulating Cherrie, Zach, RoxAnne and the rest of the team at NextHome Real Estate Rockstars on the opening of their brand new NextHome office in Valencia-Santa Clarita, CA!

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 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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