



Press Release
January 10, 2018

NextHome In The Triad opens in Greensboro, North Carolina
Paul Milam is the newest owner of a NextHome franchise

Pleasanton, CA — January 10, 2018 — NextHome is proud to announce our newest addition to the franchise, **NextHome In The Triad**. The brokerage represents the 10th location opened in North Carolina for the NextHome franchise.

Based in Greensboro, the company will be owned and operated by husband and wife team, Paul and Virginia Milam. NextHome In The Triad will provide real estate services such as single family residential sales, first-time home buyers, rehab and resale property listings, and investment sales to the areas of Greensboro, Burlington, Winston-Salem, Summerfield, Oak Ridge, High Point, and all other communities in Guilford, Alamance and Forsyth Counties.

With more than 40 years in the real estate industry, Paul brings tremendous experience and a second-to-none track record to the NextHome franchise.

Starting his career in 1978 in Charleston, West Virginia, he sold homes with a local franchised real estate office before taking over as the Assistant Director of Sales for *Smith Mountain Realty* in Moneta, Virginia in 1981.

Leading an entire sales division over the next five years, Paul was involved in the selling of 12 lakefront resort communities in Moneta.

In 1986, Paul moved to Wilmington, North Carolina and began working with mentor and friend, Don Gilstrap. As a broker in Wrightsville Beach, Paul opened his own real estate brokerage, *Milam Williams & Associates*, and sold more than \$600 million in real estate volume over the next five years.

In 1993, Paul franchised his brokerage with Coldwell Banker. Starting with just two agents, Paul organically grew his company, Coldwell Banker SeaCoast, to more than 125 agents five years later at the time of the sale of his company.

From 1997 on, Paul has focused on new home developments and new builder inventory at Lake Hogan Farms in Chapel Hill and then Henson Farms, Henson Forest, Autumn Lake, Riverside, and various active adult communities in the Triad. His wife, Virginia, joined to work alongside him to help maintain stellar new home marketing services while keeping up with the sales growth.

In 2016, Paul saw an *Inman News* article about a fast-growing real estate franchise.



“In the past, my leadership team and I were able to grow our brokerage under a franchise model,” recalled Paul. “After reading more about NextHome, I wanted to re-open a brokerage and build a tech-based company and grow with smart, talented and forward-thinking agents. I think this is the perfect time to bring a fresh new brokerage to the market.”

“We are excited to launch NextHome In The Triad and see nothing but great things in the future for our company,” added Paul.

In addition to Paul and Virginia, the initial leadership team will feature a Marketing Coordinator, Sadie Jones.

When not selling real estate, the Milams focus on spending time with their family. The couple have been married for 22 years and have three children.

Please join us in congratulating Paul, Virginia, and the rest of the team at NextHome In The Triad on the opening of their brand new NextHome office on Lawndale Drive across from Target in Greensboro, NC!

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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