



Press Release
February 9, 2018

NextHome City To City is the newest NextHome franchisee
The company opens location in Scottsdale, Arizona

Pleasanton, CA — February 9, 2018— NextHome is proud to announce our newest addition to the franchise, **NextHome City To City**. The brokerage represents the seventh location opened in the state of Arizona for the NextHome franchise.

Based in Scottsdale, the company will be owned and operated by long time real estate veteran Gary May. NextHome City To City will provide real estate services such as single family residential sales, first-time home buyers, multi-family properties, investment sales, land sales, and second home and vacation properties to the areas of Scottsdale, Rio Verde, Mesa, Chandler, Apache Junction, Fountain Hills, and the remainder of Maricopa County.

Originally from Chicago, May moved to the Scottsdale area in 1977. Leaving a successful career in financial services with Merrill Lynch, he moved to the real estate side after five years at the company.

Getting his real estate license over 30 years ago, he started building his business in the traditional fashion – via door knocking. He established a niche in a local neighborhood in Scottsdale, selling nearly 50 houses in a 200-unit subdivision over the course of four years.

May has been in all facets of real estate including contractor work with new home builders, investment and rehabbing flip properties.

In 2008, he built a brokerage under the *Real Living* franchise brand with 20 agents. Unfortunately, the market turned due to the recession shortly after. While the real estate market may have hit a difficult time, May looked at it being a time of opportunity.

May pivoted and changed his business strategy. Working with banks in selling foreclosed properties, May sold in excess of 100 transactions annually while many agents were getting out the business due to their inability to sell homes.

Running a successful brokerage as a *Real Living* franchisee for ten years, May was looking for a new franchise to affiliate with. As the last *Real Living* franchise in the state of Arizona, he was looking for a company that had a great technology platform and flexible compensation model for his agents.

May found the NextHome brand through a former *Real Living* franchisee who made the move to NextHome. Ann Banos joined the NextHome franchise in 2016 when she



opened NextHome ATX Realty in Austin, Texas. She had kept in touch with May and shared how happy she was about making her move to NextHome.

After researching the company, May loved the franchise concept and signed with NextHome in November of 2017.

May has been married to his wife Cindy for 34 years and the couple have a son, Grant (21 years old), who is a junior at University of Arizona. The couple like to travel to snow destinations such as Park City, Utah to ski and enjoy the outdoors.

Please join us in congratulating Gary and the rest of the team at NextHome City To City on the opening of their brand new NextHome office in Scottsdale, AZ!

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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