



Press Release
April 3, 2018

NextHome opens office in Ann Arbor, Michigan
NextHome Victors is the newest office for the NextHome franchise

Pleasanton, CA — April 3, 2018 — NextHome is proud to announce our newest addition to the franchise, **NextHome Victors**. The brokerage represents the eighth location opened in the state of Michigan for the NextHome franchise.

Based in Ann Arbor, the company will be owned and operated by business partners Kelly Boyd and DJ Kaufman.

The brokerage will provide real estate services such as single-family residential sales, first-time home buyers, investment, luxury, multi-family properties, and REO/foreclosure services to the communities of Ann Arbor, Saline, Dexter, Chelsea, Ypsilanti, South Lyon, and the remainder of Washtenaw, Livingston, Wayne, and Jackson counties.

Ann Arbor is home to nearly 115,000 residents, making it the sixth-most populated city in the state of Michigan. The city is home to the University of Michigan, which employs approximately 30,000 people.

Originally from Michigan, DJ moved to Fort Lauderdale, Florida in 2006 to explore project management opportunities. His family had always invested in real estate and he wanted to take his experience and see what positions were available in the Florida housing market. It was there that he met his future fiancé, Christina, in 2010.

The couple moved to Christina's hometown of Gainesville, Florida where they relocated for her career at the University of Florida hospital.

Now living in Gainesville, DJ moved away from project development and started his career on the sales side as a REALTOR® in 2012 with Watson Realty.

As a brand-new agent, he sold 11 homes in his first year and grew his business to close over 70 transactions in 2013.

When Christina had an opportunity to work in the pediatric cardiology at the University of Michigan, the couple moved back in 2017 and DJ continued his high level of real estate home sales.

Born in Detroit and a long-time resident of Ann Arbor, Kelly started his real estate career in 2015 after 20+ years in the animal health industry. As one of the top



salespeople for the *Fort Dodge Animal Health* company, he decided to get into real estate and use his exceptional sales skills to help buyers find their dream home.

Loving the idea of being a resource to the community, Kelly always appreciated the small business approach of staying local and providing high-knowledge, high-touch real estate service.

Working for Keller Williams in Ann Arbor, Kelly build a solid real estate sales business in a very short amount of time.

DJ crossed paths with Kelly in 2017 when he moved back to Michigan and began looking for a brokerage to align with.

“From the moment that I met DJ, I found him to be smart, articulate and a well-presented professional,” recalled Kelly.

“I was at ease talking to Kelly,” added DJ. “He was personable, honest and we really clicked.”

When the two began discussing the opportunity of working together and starting their own brokerage, DJ remembered a real estate company that he thought would be a perfect franchise model to affiliate with.

“I happen to be friends with (NextHome’s VP of Business Development) Imran Poladi,” said DJ. “I met him right before the leadership team created the NextHome franchise in 2014. I got to watch first-hand how the company formed and grew to be the exceptional company it is today.”

“I love the way NextHome brings technology to the local market,” said Kelly. “I would describe it as invigorating technology with old school values.”

“It really is the way real ought to be,” he added.

Kelly describes NextHome Victors as a “brokerage that surprises our team members and their families with uncommon levels of service before, during, and after the transaction.”

When not selling real estate, both men love spending time with their families.

DJ and Christina have a seven-year-old son, Treyton, who is involved in all sports – including their favorite, soccer.

Kelly and his wife of 26 years, Lea, have two daughters – Stephanie (age 22) who is a pre-school teacher, and Bridget (20) who is a student at Hillsdale College. The Boyds



love to travel and will be visiting the beautiful state of Wyoming in summer of 2018.

Please join us in congratulating Kelly, DJ and the rest of the team at NextHome Victors on the opening of their brand new NextHome office in Ann Arbor, MI!

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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