



Press Release
July 19, 2018

NextHome City Realty opens second location in Michigan
Paul Mychalowych launches his new office in Detroit, MI

Pleasanton, CA — July 19, 2016 — NextHome is proud to announce our newest addition to the franchise, **NextHome City Realty – Detroit Branch**. This is the second location for owner, Paul Mychalowych. The brokerage represents the tenth office location opened in the state of Michigan for the NextHome franchise.

As a 14-year real estate veteran, Mychalowych is one of the top-producing REALTORS® in the area. He will also serve as the broker-of-record for the company.

NextHome City Realty – Detroit Branch will provide real estate services such as single-family residential sales, first-time home buyers, investment, luxury, short sales, probate sales, and land deals for the areas of Dearborn, Grosse Pointe, and the remainder of Wayne County.

With a population of just over 4.3 million residents, the city of Detroit is the largest in the state of Michigan. In 2018, Detroit's economy has seen a huge boost as many of the neighborhoods affected by the 2008 recession are now beginning to stabilize. With a 30% increase in average sales price in the past 12 months, and a successful launch in March 2018 of his first location in Birmingham, MI, Mychalowych felt it was the right time to expand his business into a second location.

“In the last five years, we have seen an influx of Millennial buyers coming into the downtown Detroit area,” said Mychalowych. “There has been a significant boost in housing developments and investments coming from all over the world.”

“With our unique collaborative work environment, we want to be a part of this community as the real estate resource as it continues its growth as one of the fastest growing cities in the nation,” he added.

Before Mychalowych began his real estate career, he spent years as an electrical engineer. As the owner of *Advanced Systems & Designs Inc.*, Mychalowych led a large staff of software and hardware engineers, and a nationwide sales organization including a global network of distributors. He sold the business in 2012.

In 2009, after years as a top-producing REALTOR®, Mychalowych decided to open his own brokerage, *Birmingham Realty LLC*, in downtown Birmingham. As the broker of a successful office, Mychalowych did not rest on his laurels.

In 2017, in addition to running a brokerage of associates, Mychalowych closed 64 transactions in excess of \$18 million and the brokerage had \$26 million in sales volume.

Mychalowych had many reasons behind his decision to partner with NextHome.



“I wanted to provide more value to our agents with better branding, additional technology, technology leveraged training, and tools that would help them save time and make more money,” said Mychalowych.

In addition, “it just made good business sense to not reinvent the wheel and create all this stuff on my own.”

As he was researching franchise options, he was specifically looking for a company that provided a plug and play option that was affordable, yet provided a lot of value.

“NextHome City Realty will bring the features of an office of tomorrow to today’s buyers and sellers,” said Mychalowych. “We have a consumer-centric brand and I value a commitment to education for both our clients and our agents.”

Mychalowych said NextHome City Realty is just the beginning of the expansion of his office footprint. “I see us growing throughout the Detroit area very soon,” added Mychalowych.

When not selling real estate, Mychalowych focuses on family. The Mychalowych’s have been married for 27 years and have two children – daughters Madison (age 18) and Brooklyn (15). The family enjoys spending time relaxing at their lakefront home and in Northern Michigan.

Please join us in congratulating Paul and the rest of the team at NextHome City Realty on the opening of their second new NextHome office in Downtown Detroit, 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 national franchisor 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 400 offices and more than 3,000 agents. The company closes over 14,000 transactions annually worth over \$4.6B in volume.



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