



Press Release
February 28, 2019

NextHome All American opens second location
The NextHome franchisee expands into DeLand, Florida

Pleasanton, CA — February 28, 2019 — NextHome is proud to announce our newest addition to the franchise, **NextHome All American – DeLand Branch**. The brokerage represents the 54th location opened in Florida for the NextHome franchise.

The company will be owned and operated by real estate broker and second-generation REALTOR® Teresa Saraco Cole. As the CEO/Owner of the company, Teresa will handle all day-to-day operations, as well as all training for the agents. She will be joined on the leadership team by Codie Tennant who will serve as the Agent Relationship Manager. Codie will be responsible for onboarding all agents and will help them with marketing and business development.

Opening her first location in DeBary in September 2018, Teresa felt it was the right time to expand into DeLand.

“Among our great roster of passionate and committed agents, we have two exceptional DeLand-based agents in Terrie White and Brad Pavsek of the *Terrie and Brad Team*,” said Teresa. “With them coming on board in late 2018 and our need to have an office to serve the residents of DeLand, it was the perfect opportunity to open our second location.”

“Having a powerhouse team in Terrie and Brad doing more than 80 transactions a year has the DeLand location rocking and rolling right from the start,” added Teresa.

NextHome All American – DeLand Branch will provide real estate services such as single-family residential sales, first-time home buyers, multi-family, land, new construction, condos, second homes, vacation homes, retiree services, and veteran relocation services in DeBary, Daytona Beach, New Smyrna Beach, DeLand, Orange City, Deltona, Osteen, Sanford, Lake Mary, Longwood, and the remainder of North Orlando Area.

Teresa started in real estate in 1996 while working for her parents, Joe and Maria Saraco, at their brokerage, Choice Properties Inc. As a 17-year-old, Teresa wrote real estate ads, took photos of properties and delivered MLS books.

Teresa got her real estate license in 2002 and worked as a sales and leasing agent for a local new home builder. As her parents moved the brokerage from an independent to a *Century 21* franchisee, Teresa came back in 2002 to manage the brokerage. At 23, she was one of the youngest real estate managers in the area.

In 2006, she moved to the state of Texas for school. In 2009, Teresa started her own massage therapy business.



Three years later, she returned to Florida and opened her own massage therapy clinic – *Avalon Massage and Body Works*. Running a successful business was very rewarding, but in 2013, she was asked to help the family once again.

“I really enjoyed owning my own company, but the physical demands of massage therapy coupled with the opportunity to keep the family brokerage going meant it was the right time for me to return to real estate,” said Teresa. “My parents have given me so much, I could never repay them. It was important to come back and help them in any way I could.”

Not only did Teresa manage the brokerage, but she sold homes too. Selling more than \$4 million dollars annually (in a market with an average sales price of \$160,000), Teresa practiced what she preached.

While still managing, as well as moving into active sales, Teresa began her involvement with the *Women’s Council of REALTORS®*. She first served as the *Women’s Council of REALTORS® – Volusia Area* President in 2016.

In 2017, she was recognized by the *West Volusia Association of REALTORS®* as REALTOR® of The Year.

She currently is President of the *Women’s Council of REALTORS® – Volusia Area* President (for the second time) and 2018 Director for the *West Volusia Association of REALTORS®*. In 2019, Teresa will serve as the 2019 Treasurer for the Association.

Teresa found NextHome via her connections through Women’s Council of REALTORS®.

“Paige Brewer and Robyn Stahl opened their NextHome office in Daytona Beach and I sat back and watched their progress as a company,” said Teresa. “I saw how they ran their NextHome brokerage and I just couldn’t stop thinking about opening my own NextHome office.”

“I love the fact that at NextHome everything works,” she added. “No broken parts. No empty promises from the franchise. And to have direct access with the corporate team is so unique and different than I had ever experienced in the past. I’m thrilled to be a part of the NextHome family.”

When not selling real estate, Teresa loves spending time with her family. She is married to her husband of three years, Jeremy. Jeremy has two children – his daughter Madison (age 10) and son Carson (age 8).

The family loves kayaking, boating, or any other water activity.

Please join us in congratulating Teresa, Codie, Terrie, Brad and the rest of the team at NextHome All American on the opening of their NextHome office in DeLand, FL!



Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at Charis@NextHome.com.

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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 440 offices and more than 3,400 agents. The company closes over 17,000 transactions annually worth over \$5B in volume.

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For more information, press:

Imran Poladi

209-470-1493

Imran@NextHome.com

For more information, sales:

Charis Moreno

925-271-9102

Charis@NextHome.com

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