



**Press Release**

**May 31st, 2019**

**NextHome Champions opens second office location in Michigan**

*Tom Smolinski opens his new franchised office in the Grand Rapids area*

**Pleasanton, CA — May 31, 2019** — NextHome is proud to announce our newest addition to the franchise, **NextHome Champions – Grand Rapids Branch**. The new brokerage is the 5<sup>th</sup> NextHome franchise location opened in the state of Michigan.

**NextHome Champions – Grand Rapids Branch** will be owned and operated by broker Tom Smolinski. The brokerage will service the cities of Grand Haven, Grand Rapids, East Grand Rapids, Comstock Park, and the entire Grand Rapids metropolitan area.

This will be Tom's second office location. He opened his first NextHome office in May of 2017 and has steadily grown his business to where a secondary office location became necessary. Located 25 miles northeast of his first office, this expansion will allow him to help his growing clientele of the Grand Rapids area.

After many years in engineering, Tom was looking for an opportunity that was a better fit for him. Thanks to the suggestion of his former co-workers, Tom entered the real estate industry in 2005.

"At that time, several of my engineer friends had recently sold their homes," recalled Tom. "They were really unhappy with how they were represented and suggested there was an opportunity for me to come into real estate and provide real estate service that was lacking in our local market."

With his commitment to world-class service and his attention to detail, Tom steadily built his business to the tune of more than 100 transactions annually.

He has been ranked as one of the top-producing agents in his local market for several years. Tom ranks as one of the top 10 REALTORS® out of 3,000+ agents in his local Multiple Listing Service (MLS).

After years of selling real estate under a real estate broker, Tom started his own company, *Epsilon Resources*, which focused on local needs of homeowners who were facing foreclosure.

"Our community was one of the hardest hit in the entire nation when the recession happened," said Tom. "I wanted to provide a service to help homeowners facing foreclosure. By providing options including short sales and relocation assistance, our company became known for reaching out and helping our neighbors."

In early 2017, Tom wanted to add a higher level of technology to his brokerage business services.

"I found NextHome through a simple Google search," said Tom. "The three things that stood out to me were the commitment to technology, the ability to allow me to run my brokerage in a formatted, yet flexible way, and the tools provided to my agents."



Tom added that since being with NextHome, his clients have loved the added technology, the professional photography, and the 3D tours.

“I am proud to say that our agents are all about growing our business through great relationships with our clients,” he added. “I want them to know they will be treated like we would treat our own family.”

In addition to his commitment to the real estate industry, Tom dedicates time to volunteering for the less fortunate.

He is actively involved with his local Board of REALTORS®. Tom is also involved in the Leadership Academy for the Greater Regional Alliance of REALTORS® (GRAR), and will be the Chair for GRAR’s West Chapter, which provides a voice for the Lakeshore agents for the large Association.

He has served on the Board of Directors for *Pathways* – a human services organization which provides services such as counseling for those with addictions and adoption services.

Tom also volunteers time as a member of the Executive Board at the association for Zeeland Quest – a school where his ten-year-old daughter Abby is a student.

Outside of selling real estate, Tom spends time with family. He says his “number one priority is being the best husband to his wife of 18 years, Lori, and the very best father he can be to his daughter Abby.

Please join us in congratulating Tom and the rest of his team at NextHome Champions on the opening of their second NextHome office!

***Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at [Charis@NextHome.com](mailto: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 465 offices and more than 3,800 agents. The company closes over 20,000 transactions annually worth over \$6.4B in volume.



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