



Press Release

June 7, 2019

NextHome HomeFront opens in Mississippi

Crystal Boggs launches the newest NextHome franchised location in Ocean Springs

Pleasanton, CA — June 7, 2019 — NextHome is proud to announce our newest addition to the franchise, **NextHome HomeFront**. The new brokerage is the fourth NextHome franchise location opened in the state of Mississippi.

NextHome HomeFront will be owned and operated by top-producing REALTOR® Crystal Boggs. The brokerage will service the cities of Ocean Springs, Biloxi, Gulfport, D'Iberville, and the remainder of Jackson and Harrison Counties.

The brokerage will provide various real estate services for the local community such as working with first-time homebuyers, investment properties, vacation and second homes, multi-family properties, land and lots, and military family relocation. Crystal says more than half of NextHome HomeFront's business involves military housing.

Crystal will have another top-producing REALTOR® serve as the company's broker of record. Bobby Wantland brings years of experience to NextHome HomeFront and Crystal is happy to be in business with him.

"Bobby brings a lot of experience and I really love how he builds relationships with people," said Crystal. "He's been like a big brother to me and I am so happy to have him be a part of this journey."

"I never thought I would want to work in a partnership format," said Bobby with a laugh. "But I couldn't pass up a chance of working with Crystal. She has a great heart, she is always wanting to grow personally and professionally, she is totally selfless... why wouldn't I want to be in business with her?"

After selling off her very successful party rental business, *Biloxi Bounce House*, which did more than 1,000 rentals annually, Crystal decided to go into real estate. Her interest in becoming a real estate agent sparked from the positive experience that she and her husband, Bryan, had with their REALTOR® - Bobby.

Crystal first became licensed in real estate in 2016 and started with *Keller Williams Realty*.

While she spent most of the first year learning the marketing and prospecting side of real estate, that paid off just a few months into her second year in the business. Within the last three months of 2017, she sold over \$1 million in real estate - an incredible number considering the local average home sales price at that time was just under \$140,000.

Crystal made the move to a local NextHome franchised office where Bobby was working. That move paid off and in 2018, she sold 24 homes with more than \$5 million in total sales volume.

In late 2018, Crystal felt it was the right time to open her own brokerage. As the previous owner of a successful business prior to real estate, her experience and track record gave her the confidence to open NextHome HomeFront.



“NextHome HomeFront will be a boutique brokerage company where the agents will be treated like family,” said Crystal. “That will allow them to connect with the ownership/leadership team and know they will be heard and treated with respect.”

In 2019, Crystal was honored with one of the most esteemed awards a military spouse can receive – *Armed Forces Insurance Keesler Military Spouse of The Year*.

The Boggs’ have been married for 17 years and are the proud parents of Mecquela (age 15) and Bryanna (13). The family enjoys all types of outdoor activities including four-wheeling, fishing, and crabbing. They also love to travel and visited Germany, England, and France last year.

Please join us in congratulating Crystal, Bobby, and the rest of the team at NextHome HomeFront on the opening of their brand new NextHome office in Ocean Springs, MS!

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.

###

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.

The names of actual companies and products mentioned herein may be the trademarks of their respective owners. Each office is an independently owned and operated business.

For more information, press:

Imran Poladi

209-470-1493



Imran@NextHome.com

For more information, sales:

Charis Moreno

925-271-9102

Charis@NextHome.com

**Additional information, announcements and press releases visit:
<http://www.nexthome.com/trending>**