



**Press Release**

**September 17, 2019**

**NextHome Thor Realty Group team is set for success**

*Trio of business owners bring knowledge and ethical standards to New Jersey Market*

**Pleasanton, CA — September 17, 2019** — NextHome is thrilled to announce the company's newest brokerage - **NextHome Thor Realty Group** will be opening in Carlstadt, New Jersey. The office represents NextHome's sixth office location in New Jersey, and is owned by Chris Janczak, Irena Percia, and Chris's father Ziggy Janczak. Irena will be the broker of record while Chris and Ziggy will provide first-class support for agents, a focus on client service, as well as running the day-to-day business of the brokerage.

NextHome Thor Realty Group will provide real estate services across Bergen and Passaic Counties, including East Rutherford and the surrounding boroughs.

Nestled in the southern corner of New Jersey, Carlstadt sits just eight miles west of Manhattan. Commercial and industrial buildings dot the landscape while multimillion-dollar homes sit in stately neighborhoods in nearby boroughs. The area attracts sports fans from across New York and New Jersey with Met Life Stadium - home of the Giants and the Jets.

"It's very diverse," Chris said of his love of the area. "The taxes seem great considering where we are, there are good schools, accessibility to major highways - we are literally 10 minutes away from NYC and Manhattan. I just love it here."

The brokerage sets itself apart by providing a specialized division that focuses on large commercial transactions, such as a major hotels or multifamily buildings. In addition, the NextHome Thor Realty team prides itself on helping first-time homebuyers, investors, luxury buyers, as well as helping clients with land acquisitions, multi-family properties and clients looking to buy or sell large or small.

The leadership team brings extensive experience in New Jersey real estate. Chris embarked on his real estate career in 2004. At the time, he balanced real estate with his general construction business, Apex Construction. Chris is also still a part-owner of his father's industrial painting business, Ceilex Painting LLC.

While working for a small boutique real estate brokerage, Chris met Irena. A Carlstadt-native, Irena started her real estate career in 2011 and has held her broker license since 2015. Prior to her career in real estate, Irena worked as a paralegal.

"When I first started working with Chris, he helped push me to achieve more than I thought I could," Irena said.

The pair realized they both held professional strengths that complemented each other.

"Irena is never just a yes-man," Chris said. "She carefully considers the things I bring up and always gives constructive feedback."



As agents, the pair began building an extensive book of business with higher net worth individuals and transactions.

Around 2016, the duo started considering opening their own brokerage.

“I was searching for a way to partner up with a franchise,” Chris recalled about their search for the right brokerage fit. “I reached out to people and did my research online. When I came across NextHome, that’s all she wrote. Everything from A-Z with NextHome was exactly what I wanted.”

As leaders at NextHome Thor Realty Group, Chris and Irena hope to provide a superior level of ethical business leadership for both the agents who work with them and the clients they serve.

The team says they are determined to ensure that “humans come before transactions.” They also would like to provide a place where clients can feel secure knowing they are getting the best knowledge and training available in the New Jersey area.

“We believe that the customer needs to be happy for the agent to be happy,” Chris said. “I also love the fact that all NextHomies are connected - you can always brainstorm with great camaraderie. The technology we have at our fingertips and all the great marketing and branding tools are huge too. I just want the clientele to know that there is someone who is going to be working for them and taking their needs personally.”

NextHome Thor Realty Group already has a list of commercial transactions that they look forward to finalizing and are building a strong portfolio of single-family home sales.

Outside of real estate, Chris and Irena love spending time with their families.

Chris is the proud father of three daughters Ava (10), Alexa (7), and Julianna (4) with his wife of 11 years, Carolyn. Chris also enjoys traveling, golfing, reading motivational books, and hanging out with his kids.

Irena has been married to her husband Stephen for 10 years and is the proud mother of three children: Matthew (25), Jessica (21), and Stephanie (9). She enjoys family barbecues, trips to Atlantic City, and driving around looking at old buildings and dreaming about their potential - she loves real estate that much.

“Chris, Irena and Ziggy will do wonderful things for Bergen County and beyond,” said Imran Poladi, NextHome’s Vice President. “We look forward to seeing their continued success.”

Please join us in congratulating Chris, Irena and Ziggy on the opening of NextHome Thor Realty Group in Carlstadt, New Jersey!

***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).***

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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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