



**Press Release**

**September 24, 2019**

**Southern hospitality thrives at newest NextHome franchise**

*Todd and Martha are offering the best of Louisiana culture at NextHome BayouSide*

**Pleasanton, CA — September 24, 2019** — NextHome is happy to announce the latest addition to the franchise in Louisiana, **NextHome BayouSide**. Led by business partners Martha LeBlanc and Todd LeBlanc, the company represents NextHome's sixth office opened in the Pelican State. The team officially opened NextHome BayouSide's doors in Schriever, Louisiana on June 1st, 2019.

Martha and Todd, who despite sharing a last name are not related, hope their brick and mortar location will become an inviting meeting place for locals across their service area. The city of Schriever is located about 55 miles south of New Orleans. The NextHome BayouSide team is happy to help clients across Terrebonne, Lafourche, St. Mary, and Assumption parishes including the towns of Houma, Thibodaux, Morgan City, and the remainder of the Southern Louisiana area.

At NextHome BayouSide's grand opening on September 9th, more than 50 people gathered in celebration as the Terrebonne Parish president officially cut an orange ribbon at the front door.

The NextHome BayouSide team offers a combined three decades of experience to serve first-time homebuyers and those looking to buy or sell investment properties, mobile homes, commercial properties, and camps.

Real estate became Martha's second career after 22 years as a high school home economics teacher, and 10 years a Diagnostician. The Schriever native got her real estate license in March 2008.

"Real estate is so fun and exciting," Martha said. "It makes people very happy and I love that I get to be a part of that."

Martha began her career with Patterson Real Estate where she remained for five years. In her first week, she remembered feeling that she would be successful in a job she loved.

"In my first week there, I got my first listing just taking desk duty, which I then sold," Martha said.

That first year, Martha discovered great personal and financial success in real estate - the former teacher was hooked.

Martha eventually moved to a boutique company called Propriete Shoppe and remained with them for almost six years. Martha then started working with Pogo Realty LLC and that is where she met Todd.

Also a Schriever local, Todd LeBlanc enjoyed a career in human resources and property management. However, during a downturn, he lost his human resources job.

"It was exactly what I needed to start pursuing my real passion - real estate," Todd said.



A self-described real estate nerd, Todd has been interested in the local housing market as a hobby for many years. In 2015, he got his real estate license and began working for Pogo Realty LLC, which is where he met Martha.

“My first year of real estate my broker and I joked that I seemed to attract the most difficult deals,” Todd recalled. “It was just how things coincidentally shook out, but it taught me a lot. It ended up that my first year I did very well, and things have been progressing ever since.”

In 2019, Martha and Todd talked about opening their own brokerage because they wanted to provide one-of-a-kind support and service for both agents and clients in their family-oriented town.

“I remember telling Martha, ‘Let’s see what we can do to not recreate the wheel,’” Todd said.

Through mutual friends in real estate, Martha and Todd found NextHome.

“Humans over houses is a mantra that NextHome uses and it was something that caught our eye,” Martha said. “It’s something we and our agents truly believe in and practice.”

In an effort to make Southern hospitality the core of their business, Martha and Todd plan to host an old fashioned veillié once a week at their Schriever offices.

“When we were growing up, on a Sunday afternoon, we were told by our parents that we were going to make a veillié which means we are going to visit friends and family and sit and enjoy a cup of coffee or have a small snack,” Martha said. “Once a week we are going to have a veillié at our office. On Thursday mornings, we are going to put on a pot of coffee and welcome folks to come and visit from 7:30 am to 9 am.”

In addition to making their office a friendly gathering place, Martha and Todd are active in various community service organizations. Martha is an active member of Rotary and instituted the Angel Gown Project.

“I take wedding gowns and sew them into baptismal gowns for babies who pass away in the hospital,” Martha said. “Every one of these dresses are unique - one of a kind, filled with lace and details.”

Martha has been honored with the Bayou Board of Realtors Community Service Award two years in a row for her efforts.

Todd is the incoming president of the Bayou Board of REALTORS® and has been active with the board since 2016. NextHome Bayouside is also proud to support the Thibodaux Recreation Department as a sponsor of their flag football team.

Martha has been married for nine years to Don Barré, also an agent with NextHome Bayouside. When she is not helping agents and clients, Martha enjoys being with family, traveling, and honing her hobby as a gourmet cook.

Todd was married in early September to his sweetheart Bryan Scott. When he is not working, Todd enjoys spending time with family, traveling, and good food. He is a self-proclaimed gourmet eater. Martha proudly made the cake for Todd and Bryan’s wedding.



“We are excited to see the impact Martha and Todd will have on their community and those they serve,” said Imran Poladi, NextHome’s Vice President. “We wish them all the best success.”

Please join us in congratulating the NextHome Bayouside team in southern Louisiana!

***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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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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