



Press Release

November 7, 2019

NextHome expands in the Houston area

Former city planner brings a wealth of knowledge to Houston homeowners

Pleasanton, CA — November 7th, 2019 — NextHome is proud to announce our newest addition to the franchise, **NextHome Realty Executives**. The brokerage represents the 26th office location opened in Texas for the NextHome franchise and the eighth office location in the greater Houston area.

NextHome Realty Executives is led by former City Planner Chantell Hypolite and her partner Kenneth Gabriel. Together with her team of top-notch agents, Chantell serves residential buyers and sellers across Houston. Her areas of expertise also extend to the suburbs, serving clients in Richmond, Sugar Land, Katy, and Spring.

Chantell began her career as a City Planner in Hattiesburg, Mississippi, after obtaining her Master's Degree in Urban Development and Environmental Policy with a Specialization in Housing & Community Development. Chantell has also been a City Planner in League City, Texas. For four years, Chantell specialized in housing and community development. Her days were filled with writing ordinances, considering zoning regulations, and mulling over the best way to use League City land resources.

"I just naturally fell into the real estate side of things," Chantell said.

Her evolution to real estate began with a job performing site acquisitions for cell phone towers.

"The site acquisition agent I was working with said he was really impressed with my knowledge and how easy I was to work with," Chantell recalled. "He recruited me and soon I was finding properties to build cell towers on all across Houston, as well as into the valley, all the way to Mexico border towns."

Chantell began negotiating land leases for the cell towers, resulting in the company paying for her to get her real estate license. In a matter of weeks, the sharp city planner had her license and a new career path.

In 2018, after two years of negotiating land leases, Chantell dove into real estate sales full-time. She was recruited through mutual friends to the RE/MAX Allstars brokerage based out of Cypress. Chantell worked with the brokerage for two and a half years where her resourcefulness and drive helped her build a successful career in real estate. Chantell then began working for a small boutique brokerage, Sky Real Estate Professionals, where she remained for another two years.

Eventually, Chantell's drive for constant improvement and innovation sparked her interest in opening her own brokerage.

One evening, she was at a continuing education class and began picking the brain of a well-established broker in the area.



“This woman had owned her own brokerage for 10-15 years and I really respected her,” Chantell recalled. “She said, ‘You know, I think you might want to look at NextHome. If I had to do it again, I would open a NextHome franchise.’ I reached out to NextHome and the rest is history.”

Chantell was impressed with the members and leadership team she met at NextHome and how friendly everyone was.

“My first thought was, ‘Are these people real?’ It was just a different environment,” Chantell said. “People were so nice. Kindness and treating people with respect is a differentiating factor in business and NextHome does it so well.”

Today, Chantell is blending her real estate expertise with NextHome’s suite of top-level tools to bring quality service to Houston homebuyers.

“They can expect to have their needs put before our commissions,” Chantell said about what NextHome Realty Executives clients can expect. “We give world-class service. We are going to answer the phone, be available, and communicate often. If you have a property under contract, we will send daily updates as needed. You are never going to wonder where you are or what is going on in the process.”

Chantell is very active in her community, especially in serving Houston’s homeless and needy. NextHome Realty Executives is sponsoring a garden bed at the Blodgett Community Garden. Sponsors grow, tend, and cultivate the food grown there and then the fresh fruits and vegetables are available to residents across Houston’s Third Ward.

In addition, Chantell volunteers with The Bag Ladies Organization. The group gathers feminine hygiene supplies and distributes kits to local homeless women. Chantell continues to put her city planning skills to great use with the area’s homeless coalition.

“We identified through GIS mapping where resources were available for the homeless,” Chantell said. “Then we look for duplications or areas where resources are lacking and make suggestions.”

She is also an active member of the Wheeler Avenue Baptist Church where she serves on the Courtesy Corp leadership team.

Chantell is the proud mother of Carter (7) and the family recently welcomed Lilly (16) into their home. She is also the proud dog mom of a Yorkie Jase and a Lab mix rescue Cooper.

When Chantell isn’t helping clients and her community, she enjoys riding bikes, DIY projects, and visiting the zoo with her family.

Please join us in congratulating Chantell and her team on the opening of NextHome Realty Executives in Houston, Texas!

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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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 500 offices and more than 4,200 agents. The company closes over 20,000 transactions annually worth over \$6.4B in volume.

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