



Press Release

January 22, 2020

Top-selling Indiana agent opens NextHome brokerage

Austin and Tera Rich bring cutting-edge marketing and hard-working service to Muncie area

Pleasanton, CA — January 22nd, 2020 — NextHome is thrilled to announce the newest addition to the franchise, **NextHome Elite Real Estate**, based in Muncie, IN. The brokerage represents the fifth office location opened in Indiana for the NextHome franchise.

The brokerage will serve clients throughout Muncie, Selma, Eaton, Dunkirk, Farmland, Parker City, Middletown, Daleville, Yorktown, Gaston, and the remainder of Delaware County. NextHome Elite Real Estate agents are also happy to help clients in nearby towns in surrounding Grant, Madison, Marion, and Randolph counties.

The brokerage is owned by the husband and wife team Austin and Tera Rich. As the broker of record, Austin brings six years of outstanding real estate success to the new venture.

Austin has been selling real estate professionally since 2014, however, he first delved into the industry through rental properties while studying at Ivy Tech Community College.

After finishing school, Austin joined a nationally franchised brokerage and devoted his time and attention to becoming the best real estate agent he could be. Soon after obtaining his license in 2014, he rocketed to the top of his industry as one of Indiana's premier real estate professionals.

During his first year selling, Austin became the top individual producer in his brokerage and one of the top-producing agents in the entire state of Indiana. He has consistently averaged around \$6.5 million in annual sales since that first year - once topping \$7.7 million in a market where the average starter home price hovers around \$75,000.

Austin's self-starter attitude has helped him sell about one home per week in a market where the average sales rate is closer to one home per month.

"I enjoy being modern and fresh," Austin said of his approach to real estate. "It is really a great thing to be able to find an agent who is constantly staying up-to-date and pushing the envelope with the latest technology and tools. Sellers and buyers know that I won't leave any rock unturned when I am marketing their property or searching for their perfect home."

As Austin continued to build his reputation for successful sales around Delaware County, his eventual goal was always to open his own brokerage. He just needed to find the perfect franchise fit.

"I wanted a company that could meet certain criteria and standards for me," Austin said. "My goal was to have the backing of a franchise that has the same philosophy, ethics, morals, and background that I have."

Austin was also searching for a franchise that embraced his inclinations toward being on the cutting edge.



“When I started my research it seemed like I had hundreds of possibilities,” Austin said. “Then I started reaching out to other agencies that had embraced NextHome and my decision became crystal clear.”

For Austin, the decision to join the NextHome family was because of the company’s blend of the personal and professional, as well as its blend of cutting-edge technology and old fashioned values.

“NextHome is on the front lines of real estate innovation and already has a system in place that would take workload and stress off of me,” Austin said. “It was also really impressed that I could pick up the phone and reach one of the top five executives at the company. That is incredibly unique.”

Today, Austin is offering NextHome Elite Real Estate clients the unparalleled support and marketing that comes with the NextHome brand.

“From day one our agents will have top-tier support from office systems that are already in place, as well as access to superior technology and marketing. In addition, the back-end support from NextHome is unmatched by any other franchise. Agents can be more successful here than any other place they go,” said Austin.

Outside of selling real estate, Austin enjoys spending time with Tera and their three children. Lauren (13) plays volleyball and travels across the country with her club team. Baylee (10) runs cross country and is a gymnast. Cameron (7) enjoys playing basketball and golfing with his dad.

Together, the family enjoys traveling, golfing, and exploring the Smoky Mountains.

Please join us in congratulating Austin and Tera on the opening of NextHome Elite Real Estate in Muncie, Indiana!

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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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 500 offices and more than 4,200 agents. The company closes over 25,000 transactions annually worth over \$8B in volume.



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