



Press Release

January 23rd, 2020

NextHome announces new Ocala office

Real estate coach Tim Collins builds new brokerage with highly-trained agents

Pleasanton, CA — January 23, 2020 — NextHome is proud to announce our newest addition to the franchise, **NextHome Vision Realty**, based in Ocala, Florida. The brokerage represents the 65th office location opened in Florida for the NextHome franchise.

The brokerage is owned by Tim Collins, a real estate coach, residential builder and developer, and sales professional. NextHome Vision Realty is also pleased to welcome Paola Alarcon to the office's leadership team as its marketing and training manager. Paola will also continue to sell real estate alongside Ocala experts Josh Gahr and Olga Cepeda.

The brokerage provides knowledgeable service for farm and land purchases, ranches, luxury homes, senior communities, and all types of residential buyers and sellers.

Tim and his team of highly-trained agents are looking forward to serving clients across Ocala, Summerfield, Dunnellon, and cities south of the Gainesville, Florida area.

Located just 30 minutes south of Gainesville, Ocala is known for its stunning ranch land and its surrounding farms are famous for their thoroughbred horses. Tim was attracted to the area after a long career in real estate development and entrepreneurship.

He began his real estate career in 2003 in Columbus, Ohio where he was born and raised. At that time, Tim was interested in commercial real estate and began taking classes. His thirst for knowledge prompted him to contact the area's leaders in the industry for insights and advice. After reaching out to a top-producing friend in residential real estate, Tim was recruited to help launch her new franchised brokerage and team.

Tim spent the next three years selling residential real estate in Columbus. Then, he moved to South Carolina where he was the developer and residential builder of a 170 homesites community in the Myrtle Beach area.

In the following years, Tim's career flourished. Notable achievements include working as a Sales and Marketing Representative for the developer of The Villages in Florida. Currently, Tim is completing the construction, sales, and marketing of 60 homes at the Cottages at Pryse Farms in Farragut, Tennessee.

However, Tim really began to hit his stride as a real estate coach. In 2016 he had the opportunity to train 45 real estate professionals for a nationally franchised brokerage in Ocala.

"I did it for fun," Tim recalled. "I really liked helping people who were willing to do the work - agents who had this desire and a big 'why' for what they were pursuing. It was incredibly gratifying watching them grow, sharing my knowledge, and watching people change their lives."

That real estate training course and coaching program introduced Tim to Paola, Josh, and Olga. Together, the group recognized that they had a drive and camaraderie that would build a successful business.



“We wanted to find a way to work together and we came around to a conversation about how we can do things on our own,” Tim recalled. “We wanted to increase our level of service and give agents at our office a little more control over the day-to-day. We were also interested in creating a great workplace culture.”

Tim began the process of building his own independent brokerage from the ground up, but then he saw an article in Realtor Magazine about NextHome and his business trajectory shifted.

“I started reading and thought ‘My goodness, this is what we are trying to create!’,” Tim said. “I wanted to run a real estate business that was more concerned with the quality of service over quantity of agents. NextHome also embraced the mindset that the customer experience is paramount. I picked up the phone and called Charis Moreno (NextHome VP of Sales), and the rest was history.”

Today, Tim is setting NextHome Vision Realty apart through superior agent training and a focus on customer service.

“With NextHome Vision you are going to get extremely well-trained and experienced agents who act with a client-first mentality,” Tim said. “Our agents are also proactive, giving homebuyers and sellers the knowledge and foresight to avoid common pitfalls. We will acknowledge and take care of any hiccups before they become an issue, giving clients a Grade-A experience.”

Please join us in congratulating Tim and his entire team on the opening of NextHome Vision Realty in Ocala, Florida!

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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