



Press Release

March 10th, 2020

NextHome announces new Hollister brokerage

With deep roots in the community, Nants Foley and Barbara Douglass-Scherer are injecting a new level of professionalism into local real estate

Pleasanton, CA — March 10, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Four Corners Real Estate Group**, based in Hollister, California. The brokerage represents the 71st office location opened in California for the NextHome franchise and the 443rd NextHome brokerage opened nationally.

NextHome Four Corners Real Estate Group is owned by Barbara Douglass-Scherer and Nants Foley. Together they bring more than 33 years of combined experience to buyers and sellers. Nants has built a reputation of excellence working with residential and ranch/horse property clients. Barbara expertly serves veterans in addition to residential and commercial buyers and Sellers.

Located in the Central Coast of California, NextHome Four Corners Real Estate Group is adjacent to Silicon Valley and actively serves San Benito, Santa Clara, Monterey, and Santa Cruz counties.

Barbara's real estate industry journey began after 25 years in human resources at the executive level. In 2010, she obtained her real estate license and began working with Century 21 M&M in Los Banos. Her years of working with people in human resources, combined with earning her Bachelor of Science in Organizational Management have been instrumental in Barbara's approach to real estate. Over the next several years, Barbara had the opportunity to work with other large and small franchises in San Jose, Gilroy, and Hollister.

In 1996 Nants began in real estate with a small family-owned brokerage. Real estate seemed the right career choice for someone with Master's degrees in both architecture and marketing. She soon obtained her Broker's license. Over the years she also worked with large companies such as Coldwell Banker and Intero Real Estate Service. In 2015 Nants created an indie brokerage - Four Corners Real Estate.

Barbara and Nants met while collaborating on a successful transaction in Hollister. Nants was the listing agent and Barbara represented the buyers. Their similar philosophy created a working relationship based on customer service and excellent execution made them realize they could work together exceedingly well. Both recognized that they worked well together but little did they know that was the start of a future fabulous partnership!

It was Barbara who found the NextHome franchise opportunity while searching for the cutting-edge technology tools to provide epic service to her clients.

Nants had an anti-franchise bias but kept her mind open to Barbara's suggestion. Once she looked through NextHome's promotional materials, Nants was sold.



“All it took was opening the materials and looking through the resources to know that NextHome was where we needed to be,” Nants said. “It ticked all the boxes for the technology we needed. Also, the cost of being a franchisee was so reasonable I recognized I couldn't even come close to achieving that value by getting tech pieces together and paying for them separately. It was a no-brainer.”

Today, Nants and Barbara are setting NextHome Four Corners Real Estate Group apart from the crowd utilizing NextHome's cutting-edge technology, marketing, and commitment to professionalism.

“One of the reasons Nants and I work so well together is that our visions are very much aligned,” Barbara said. “Professionalism and education are our hallmarks. We provide clients with a better experience than they can get anywhere else.”

NextHome's #humansoverhouses resonated strongly with both Barbara and Nants.

“The business of real estate has evolved,” Nants explained. “We are operating in a global marketplace. And to excel in that global market, we need to execute with a new level of professionalism, commitment, and excellence. We are a small office, but we are mighty in the tools and technology that we offer our clients.”

Nants has been involved with a long list of community organizations since she and her family moved to Hollister from the San Francisco Bay Area in 1990. She was a Hollister Planning Commissioner for seven years. She served as gubernatorial appointee to the 33rd District Fair Board for seven years. She was a board president when San Benito county's first women's crisis center, Emmaus House, opened. In addition, she has been active with the San Benito Chamber of Commerce, the Hollister Downtown Association, and The United Way. She also taught classical ballet for two decades at a local dance studio. With her husband Tim Foley, former San Benito County Superintendent of Schools, they now volunteer their time with DreamPower Horsemanship in Gilroy. The philanthropic organization uses equine therapy to improve the lives of people with mental, physical, or intellectual limitations.

Barbara is also passionate about her community. She supports her husband's efforts at the American Legion, the Veterans Legion Riders, and the Hollister Lions Club. Barbara also helps out with Save Our Setters Rescue when needed. Her Irish Setter, Harley is happy to help but kind of likes being an “only child” – well, except for Luke!

Please join us in congratulating Barbara and Nants on the opening of NextHome Four Corners Real Estate Group in Hollister, California!

Photo courtesy of Mary Casillas.

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. The NextHome franchise network ended 2019 with 400+ offices and over 3,600 members across 46 states. The company closes over 23,000 transactions annually worth over \$6.2B in volume.

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