



Press Release

March 13th, 2020

NextHome Golden State opens in Woodland, California

Owner Vicki Bourn brings unique mortgage lending background to new brokerage

Pleasanton, CA — March 13, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Golden State**, based in Woodland, California. The brokerage represents the 72nd office location opened in California for the NextHome franchise and the 445th location opened nationally.

Located about 20 miles north of Sacramento on Interstate 5, Woodland is a small agriculture town steeped in old west charm and filled with historic architecture. From her small-town office, brokerage owner Vicki Bourn serves buyers and sellers from Colusa to West Sacramento and everywhere between. The brokerage brings expertise to clients in Woodland, Davis, Winters, Sacramento, Colusa, Yuba City, Marysville, Dixon, Vacaville, El Dorado Hills, and the remainder of Sutter, Colusa, Yuba, Placer, and Sacramento counties. Vicki and her team of agents are happy to serve clients anywhere within a 60-mile radius of Woodland.

NextHome Golden State's foundations are built on Vicki's 25-year background in mortgage lending and real estate sales. Vicki began her career in the industry in 1994 as a mortgage banker with All Pacific Mortgage. For over a decade, Vicki used her thirst for learning to become a regional expert in various mortgage programs.

"With my sales client's needs in mind, I try to match them to the lender and program that will benefit them the most," Vicki said.

With her mortgage banking background, Vicki is familiar with VA, FHA, and EEM (Energy Efficient Mortgage) loans as well as the CalHFA down payment program and many more lending tools available for her clients.

In 2005, Vicki transitioned those skills into the real estate sales industry. After obtaining her license, Vicki began working with the ERA franchise in Woodland. Two years later, she partnered with Lyon Real Estate where she successfully sold from 2007 to 2010. Vicki's career then took her to a RE/MAX franchise and later to Cache Creek Realty.

Eventually, after more than 13 years in real estate sales, Vicki started thinking about opening her own brokerage.

"After so many years in the real estate industry, I knew I could leverage all of that knowledge to build an industry-leading brokerage and provide superior client service through every aspect of the sales process," Vicki said. "It was time for me to do things on my own terms."

In 2019 she connected with NextHome broker Cory Gold with NextHome Cornerstone Real Estate in Davis, California.

"He opened this whole new door to me," Vicki said. "I liked what he showed me in his office and I liked what NextHome's VP of Sales Charis Moreno had to say. In the end, I just think NextHome's materials and the company's tools are far superior to what I had ever been offered at any other brokerage."



Today, Vicki is building NextHome Golden State with professional agents who are willing to collaborate and share their ideas.

“That collaboration and involvement from agents is very important to me,” Vicki said. “Although I am the broker, I don’t know everything, and I strongly feel that we can always learn from each other. With that collaboration, NextHome Golden State can create a new path with an environment where people can feel safe sharing ideas and expand on what they want to do. Here, an agent can focus on what motivates them and use the NextHome tools and marketing to fulfill their needs. Our team can also expect that I will always have their back and help, no matter what they need.”

That level of support and friendly collaboration has an impact on the buyer and seller experience as well.

“Our clients can expect access to a happy, active, different choice brokerage,” Vicki said. “I think what NextHome offers is far superior to what anyone else around offers, and our clients truly benefit from that.”

When she isn’t selling real estate or supporting her agents, Vicki volunteers with the Native Sons of the Golden West Parlor #30. Founded in 1875, the organization is dedicated to historic preservation, documentation of historic structures and places in the state, the placement of historic plaques, and other charitable functions within California. Currently, Vicki is involved in the restoration of a historic church in a nearby town. For Parlor #30, Vicki has been sponsoring free concerts for Woodland on the first Friday of every month since July 2019. She also enjoys golfing, gardening, biking with her three dogs, and entertaining.

“My all-time favorite thing is having my dining room table filled with people and being able to cook for them,” Vicki said.

Vicki is the proud mother of two grown children Katy and Wayde, and the grandmother of five.

Please join us in congratulating Vicki on the opening of NextHome Golden State in Woodland, California!

Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at Charis@NextHome.com.

Each office is an independently owned and operated business.

###

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.

The names of actual companies and products mentioned herein may be the trademarks of their respective owners. Each office is an independently owned and operated business.

For more information, press:

Imran Poladi

209.470.1493

imran@nexthome.com

For more information, sales:

Charis Moreno

925.271.9102

charis@nexthome.com

For additional announcements and press releases, please visit:
www.nexthome.com/trending