



**Press Release**

**March 19th, 2020**

**NextHome Complete Realty announces Phoenix expansion**

*Jim Snodgrass and Maria Serino continue their reputation for excellence in booming Phoenix market*

**Pleasanton, CA — March 19, 2020** — NextHome is pleased to announce the expansion of **NextHome Complete Realty** in Phoenix, Arizona. The brokerage is the second location for top-producing couple Jim Snodgrass and Maria Serino and represents the eighth NextHome office opened in Arizona for the franchise.

This new brokerage will serve clients across Glendale, Avondale, Surprise, Goodyear, Buckeye, Tolleson, West Scottsdale, Phoenix, and the West Valley area.

Phoenix continues to be one of the fastest-growing areas in the nation, with Forbes ranking it among the top cities to find a job in 2020.

“It’s a market that we’ve always wanted to be in,” Jim said. “We have had three great agents working around this area for a while and it was about time we had an office here.”

The Phoenix office is about 80 miles from Jim and Maria’s first NextHome Complete Realty location in Sahuarita, which they opened in 2017.

“When clients work with NextHome Complete Realty, they are going to experience an amazing real estate transaction,” Jim said. “They are going to have superior guidance and agents who care about people the way they should.”

Jim’s first connection to real estate came when he found himself as a lead generator for a friend.

“My friend was a REALTOR® and I was sending them a lot of referrals from people I knew who were interested in buying and selling a home,” Jim recalled. “With as many leads I was providing, I thought it made sense to get my real estate license and work in real estate myself.”

Starting his real estate career in 2005, Jim saw immediate success as a REALTOR®. His background in business development in the medical field proved valuable and he quickly built his business. It was going so well that Maria joined him just a year later to become a two-person team to handle clients.

With 12 years at Tierra Antigua Real Estate, the couple was consistently at the top of the local sales rankings. They would often close more than 100 transactions annually.

After more than a decade of working for another broker, Jim and Maria felt it was the right time to open their own brokerage. With a degree in marketing and brand management, Jim wanted to start a real estate company that had a focus on consistent, clean branding and had the flexibility to adapt to a changing market.

“Maria and I were able to keep our business steady through the downturn of the economy by being proactive with our model and adapting to the shift,” Jim said. “By moving to short sale listings, we were able to not only stay consistent with our business, but become a resource for those in our community who needed it during a difficult time.”



After finding out about NextHome, the couple called several NextHome franchisees to see how they felt about being involved with a relatively newer franchise brand.

“Just speaking to the several NextHome brokers over the phone, I could tell they felt connected to the company,” Jim said. “That comfortability to tell us what they honestly felt about NextHome and how happy they were, let us know that this was the company for us.”

When not selling real estate, the couple of 19 years enjoy traveling and spending time with their two children, Antonio (17) and Angelina (15).

Please join us in congratulating Jim, Maria, and the rest of the team at NextHome Complete Realty on their expansion in Phoenix!

**Interested in being a part of the NextHome Real Estate Franchise? Contact VP of Sales Charis Moreno at [Charis@NextHome.com](mailto:Charis@NextHome.com).**

Each office is an independently owned and operated business.

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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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