



Press Release

April 23rd, 2020

NextHome announces newest brokerage in Idaho Panhandle

NextHome Living The Northwest offers Sandpoint buyers and sellers professional, polished service

Pleasanton, CA — April 23, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Living The Northwest**, based in Sandpoint, Idaho. The brokerage represents the 10th office location opened in Idaho for the NextHome franchise and the 463rd NextHome office opened nationally.

The brokerage will serve a variety of clients with a focus on professional service and cutting-edge technology. NextHome Living The Northwest serves residential, waterfront, off-grid, vacant land, and commercial needs.

The brokerage is owned by Tom and Lisa Davies, two top-producing agents who, since obtaining their licenses last year, have already propelled their careers to the forefront of Sandpoint real estate. Tom is NextHome Living The Northwest's designated broker, Lisa is the team lead, Amy Lightbody is the office's transaction coordinator, and Victoria Edwards is the inside sales agent.

The brokerage will serve clients across Bonner and Boundary counties including Hope, Sandpoint, Sagle, and Bonners Ferry, Idaho.

Sandpoint is a stunning mountain town nestled in the Idaho Panhandle. Located less than an hour north of Coeur D' Alene, it attracts vacationers and outdoor enthusiasts with its world-class biking, boating, and skiing.

Tom and Lisa moved to the area in 2011 following a 43-year career in dentistry. The Davies owned a thriving practice in the San Diego area where they built a patient panel of more than 60,000 people and employed a staff of 25.

After raising two children in Southern California, the Davies began looking for their perfect forever home - where they could live the values they hold dear.

"California began to feel different," Lisa said. "We raised our kids there and were incredibly successful, but we wanted to find our mountain home."

After moving to Sandpoint, the Davies bought an Alpaca ranch and successfully sold the animals across the U.S.

"Although we did very well, I developed an asthmatic condition that eventually prevented me from taking an involved role in ranch life," Lisa recalled.

After selling the business in 2017, they partnered with Mark VanDinter at an existing NextHome franchise to open a satellite office in Sandpoint. Tom and Lisa opened that office July 4, 2018 and then purchased the franchise from Mike in December.

Their first year in real estate was phenomenal. Tom and Lisa's hard work quickly put them in the top six in their MLS area, which has 740 members. In 2019, they sold an astounding 42 properties in an area known for its rural charm and low housing density. Tom and Lisa also



attracted the praise of clients in Zillow customer satisfaction surveys. Those results earned the Davies the Best of Zillow achievement in both 2019 and 2020. The recognition is reassessed quarterly, and Tom and Lisa continue to go above and beyond for their clients.

“Our overall business philosophy is basically the Golden Rule,” Tom said. “Do to others what you would want done for you. We built our success on being professional, efficient, and always holding our client in the number one position as far as any decisions we make.”

However, one of their proudest achievements has been local recognition in the Bonner County Daily Bee. Their office was voted the top real estate office in Bonner County in 2019, out of more than 20 other established and legacy brokerages.

Now, as sole owners of NextHome Living The Northwest, Tom and Lisa are continuing to provide Sandpoint residents with a unique level of professionalism, polished marketing, and people-first service. When clients or agents choose NextHome Living The Northwest, they can expect experience and knowledge from top-producers who jump-started a business from scratch and built outstanding success in one year.

The Davies are passionate about serving their local community. Lisa is a dog-lover who volunteers with the Inland Northwest Chapter of Canine Companions for Independence.

“Canine Companions for Independence combines the two things that I love the most - dogs and extending compassion toward human beings,” Lisa said. “Volunteering with an organization that blended those brings me great joy.”

Lisa also supports the local Community Assistance League. The league operates a local consignment shop, Bizarre Bazaar, where donated items are sold and the proceeds go to Sandpoint community organizations.

When they aren’t selling real estate, Tom and Lisa enjoy relaxing at their riverfront home, where they fly fish, watch the Bald Eagles soar over the river, spot the occasional moose, and enjoy morning coffee around their fire pit.

Tom and Lisa are the proud parents of two daughters. Their oldest, Taylor, lives in Sandpoint and works at Bonner General Hospital. Their youngest, McKenna, is a military wife who supports her Army husband as he serves at Fort Hood, Texas.

Please join us in congratulating Tom and Lisa on their new brokerage, NextHome Living The Northwest in Sandpoint, Idaho!

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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