



Press Release

May 1st, 2020

NextHome brings unparalleled agent support to New Jersey

High-achieving professionals Theresa Kuyl and Allan Burns open NextHome Force Realty Partners

Pleasanton, CA — May 1, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Force Realty Partners**, based in Red Bank, New Jersey. The brokerage represents the 10th office location opened in New Jersey for the NextHome franchise and the 466th NextHome office opened nationally.

NextHome Force Realty Partners's strong leadership structure begins with its owners, Allan Burns and Theresa Kuyl. Additional members of the leadership team include Operations Manager Janine Brady, Agent Services Director Michelle Lorme, and Lauren Cinquegrana who leads the office's Contract to Close division.

NextHome Force Realty Partners is also strengthened by the skills of top-tier agents who round out the company's Board of Directors including Annmarie Scottson, Amber Norton, Dave Garagiola, and Matthew Poloski who leads the brokerage's investment branch.

"One of the many things that sets us apart and makes us unique as a brokerage is the partnerships we have formed and the opportunities we introduce to our associates," Theresa said. "We empower our agents to be business leaders and the common force behind outstanding real estate transactions."

Located just 35 minutes south of Manhattan, NextHome Force Realty Partners will bring expertise to clients across Ocean, Middlesex, and Monmouth counties. The brokerage and its unparalleled leadership team are happy to serve residential clients and offer particular expertise in investment properties. To help provide unparalleled client service, NextHome Force Realty Partners associates have access to a full-time accountant, marketing division, Contract to Close support and cutting-edge photos, drones, and social advertising.

Owners Allan and Theresa have spent almost three decades perfecting the art of real estate.

Allan began his career in 1996, working with both nationally franchised brokerages and a commercial leasing company in New York City. Between 2004 and 2008, Allan and his sister Janine ran their own independent brokerage - Brayburn Properties. After 2008, Allan again worked with a nationally franchised brokerage, where he met Theresa.

Theresa obtained her real estate license in 2003 after going through the process of selling several rental properties she had held over the years.

"The experience got me thinking that I could be very good at this," Theresa said.

A mother of three children under the age of five, Theresa deeply understood the definition of hard work. She dedicated attention to real estate sales as time permitted over the next several years.

In 2010, she crossed paths with Allan and he immediately noticed her skills with social media marketing.



“He thought it was really ahead of the time for that period,” Theresa recalled. “He saw some talent and, being in the northern county to mine, he had a referral for me. I sold that property, then invited him to a golf outing and the rest is history.”

In 2012, Theresa and Allan established a partnership and built a team.

Theresa joined Allan at the nationally-franchised firm and together they took their business to new heights. Alone, Allan was doing about \$8-\$10 million in sales volume. But the following year, they did \$17 million in sales volume then that grew to \$27 million with about 50 annual transactions. The accomplishment was especially extraordinary in a market where the average sales price hovered around \$300,000.

“We had the unique combination of drive, which Allan provided, and the creative side which is what I brought to the table,” Theresa said.

They continued to work for various nationally franchised brokerages throughout the next nine years, including in leadership roles.

Although they were phenomenally successful, Theresa and Allan began thinking that they needed a change in order to best serve the needs of their team.

“It was the best decision for my people,” Allan said of the decision to partner with NextHome.

Both Theresa and Allan had extensive experience with nationally franchised brokerages. However, they were looking for something fresh in an ever-changing industry.

“The opportunity at NextHome was limitless compared to the other companies we could have gone with,” Allan said. “They definitely bring something fresh and new into the market.”

With her passion for excellent marketing, Theresa was also impressed.

“We needed to differentiate ourselves in a market that is saturated with the big-name brands,” Theresa said. “We could not have made the splash we did without NextHome’s branding. With this company, it’s not challenging to differentiate yourself. It was very fresh, very poppy, it’s a very happy brand overall. Plus, the company’s core message really ties in with the philosophy we had before: humans over houses, experience over transaction count.”

Today, Allan and Theresa are experiencing the difference NextHome makes in their business, for their associates and in their client community. They opened their office in January of 2020 with eight agents. As of April, they have more than 34 with more than 70 units already under contract.

In the community, Theresa is passionate about helping single mothers achieve professional success. Allan also spent many years coaching youth football and soccer leagues.

When they are not working, Allan and Theresa enjoy exploring New Jersey and enjoying Sunday dinners with family. Together, they are the proud parents of four children.

Please join us in congratulating Allan and Theresa on the opening of NextHome Force Realty Partners in Red Bank, New Jersey!



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