



Press Release

May 27th, 2020

NextHome Elite Realty opens in Mesa, Arizona

Brokerage is led by local real estate icons, fueled by unparalleled talent

Pleasanton, CA — May 27, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Elite Realty**, based in Mesa, Arizona. The brokerage represents the ninth office location opened in Arizona for the NextHome franchise and the 476th NextHome office opened nationally.

NextHome Elite Realty will serve clients across Gilbert, Tempe, Chandler, Mesa, Cave Creek, Scottsdale, Queen Creek, Glendale, Phoenix, and the remainder of Maricopa and Pinal counties.

NextHome Elite Realty is owned by veteran Arizona REALTORS® Stacy Mills and Sandra Hershey. Together, they lead an office of professional agents with a broad range of expertise. NextHome Elite Realty is well-positioned to help with all types of residential real estate including retirement homes, custom home construction, horse properties, investment properties, and guidance for VA buyers. NextHome Elite Realty's dedicated office of agents also includes several certified negotiation experts in addition to agents with probate and home inspection backgrounds.

"We have a fantastic group of people already and look forward to putting our expertise to work for clients across the Phoenix Metropolitan area," Sandra said.

An icon in Arizona real estate, Sandra has been immersed in the industry since 1983. Over the years, she has worked with nationally known franchises and small independent brokerages. In 1992, she started Mesa Realty Group, which eventually became ERA The Realty Group. The business flourished for the next decade and Sandra's reputation for excellence grew.

In 2005, Sandra joined Red Brick Realty as that office's designated broker.

Under her leadership, the brokerage grew from 30 agents to 100.

"Even with that many agents, it had a small company feel," Sandra recalled. "The culture was so family-oriented. I watched my associates' children grow up and they watched mine."

Recruited by Sandra, Stacy joined that group of tight-knit associates in 2005.

Stacy began her professional career in nursing. Then, as a busy mother of two, she began managing a Mesa area country club. Stacy and Sandra had the opportunity to work closely together while organizing a charity golf tournament for Sandra's brokerage.

"She is an incredibly smart woman and she has unlimited energy," Sandra said, recalling her first impressions of Stacy. "She ran a very large country club and that takes a certain set of skills. There was a friendship first, then a recognition that she could be doing very, very well in real estate."

With a little prodding from Sandra, Stacy obtained her real estate license and joined Red Brick.



After many successful years, the brokerage eventually sold to a larger franchise. Stacy and Sandra took their excellent working relationship to another area independent. But within a year, that brokerage was also bought out.

“That's when I said no more,” Stacy recalled. “I wanted my clients to feel like they were with an agent who is not bouncing around. I wanted to offer stability, and the best way to do that was by doing our own thing.”

Stacy and Sandra looked at many options, including opening their own independent brokerage, but after extensive research and many meetings, NextHome became the clear choice.

“NextHome offered so many things that as an independent we could not give our agents,” Stacy said. “We now have access to these incredible marketing tools that enable us to focus on leading our team and helping our agents succeed. Creating marketing fliers, personal branding, and staying present on social media is extremely important in today's market. As an agent, I've done all of that and realize how time-consuming it is. The business-in-a-box NextHome offers is very attractive to professional agents.”

NextHome Elite Realty launched on May 1st, 2020, and already has 10 full-time agents working under its banner with a wide array of skills and experience.

“At NextHome Elite Realty, we can offer a level of service that is beyond our client's expectations,” Stacy said. “Our main focus is building a reputation for integrity and excellence by recruiting agents who fully embrace that level of service we want to provide our clients.”

Sandra also has a passion for real estate education. She is a certified continuing education instructor in Arizona and looks forward to offering engaging, in-house courses. Sandra is also active with her local real estate board, serving on the MLS Appeals Committee.

Sandra and her husband Bob are the proud parents of three sons. Bob Hershey Jr. is a licensed real estate agent and has joined NextHome Elite Realty, David Hershey is a medical representative in San Diego, and Pat Hershey is a high school math teacher in Phoenix.

Stacy and her husband Mark are the proud parents of four boys. Their two oldest boys are finance majors and their two youngest sons are both Active Duty military, giving Stacy a passion for serving the real estate needs of local Veteran and military families.

In the rare times when she is not working, Stacy enjoys traveling, playing golf, and pickleball.

Please join us in congratulating Stacy and Sandra on the opening of NextHome Elite Realty in Mesa, Arizona!

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.



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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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