



**Press Release**  
**July 8th, 2020**

**NextHome announces new Charlotte area brokerage**  
*High-producing agents Ray and Shauna Graves open NextHome Allegiance*

**Pleasanton, CA — July 8, 2020** — NextHome is pleased to announce the newest addition to the franchise, **NextHome Allegiance**, based in Concord, North Carolina. The brokerage represents the 24th office location opened in North Carolina for the NextHome franchise and the 490th NextHome office opened nationally.

The brokerage will serve residential buyers and sellers in Charlotte, Concord, and the remainder of Mecklenburg, Cabarrus, Gaston, Union, Rowan, and Iredell counties.

NextHome Allegiance is owned by high-producing real estate power couple Ray and Shauna Graves who have over 17 years of combined experience in local real estate. Shauna will take on the role of Broker in Charge and Ray will handle NextHome Allegiance's business operations.

In 2006, Shauna began her real estate career working with a small boutique brokerage in Charlotte. Seven years later, she joined a nationally recognized franchise where she continued to exceed client expectations and continuously ranked as a top individual agent in the brokerage. While there, she enjoyed teaching newer agents in her office and served on the Leadership Council with the brokerage from 2016 to 2019. After a successful career in Pharmaceutical Sales, Ray obtained his real estate license in 2017 and decided to leave corporate to join Shauna in building Graves Realty Group. Together, the Graves average more than 50 transactions per year and almost \$14 million in sales volume annually. With full-time administrative support, Graves Realty Group achieved phenomenal success and earned their brokerage's triple gold designation in 2017, 2018, and 2019.

Ray and Shauna are experts in a wide range of residential transactions including new home sales, estate sales, and short sales. As a licensed General Contractor since 2006, Ray has consulted numerous clients on construction and renovation projects.

"We provide our clients with another level of value through my general construction experience," Ray said.

Shauna specializes in listing homes and consulting homeowners to achieve maximum profits. The couple enjoys working with investors, first-time home buyers, and assisting those relocating to the area. Ray and Shauna are North Carolina natives and have lived in the Charlotte area for over 20 years.

As born entrepreneurs, the couple has always desired to create a business that would leave a legacy for their family and the community. In early 2020, they decided it was time to search for the right franchise fit.

One day, an article in REALTOR® Magazine caught Ray's eye.

"Initially, NextHome appealed to me for its simplicity and its very modern branding," Ray said. "But then I really did a deep dive and researched all I could on the company. That's when I discovered that NextHome's culture, marketing, corporate support, and agent tools were aligned with our vision. I started looking at reviews, not only from clients but also from franchise



owners. I made phone calls to current owners to get their input and they all said they were truly satisfied and wished they could have joined earlier. I couldn't find anything that was negative.”

Today, NextHome Allegiance is offering unique value to Concord and Charlotte-area clients through both NextHome’s outstanding marketing and the Graves’s industry experience.

The couple is also passionate about helping other agents achieve success in their careers. “It is an amazing feeling to be able to positively impact lives,” Shauna said, “and the NextHome platform allows us to offer agents a simplified solution to assist them with building their businesses.”

Since service to others is at the heart of their mission in life, the couple seeks out ways to serve their local community both personally and through their business. At each client appreciation event, the couple ties in a service component to benefit a local non-profit. In the past, they have worked with Habitat for Humanity, The Salvation Army, Loaves & Fishes, The Men's Shelter of Charlotte, and The Doves Nest, a local shelter that offers transitional housing for women.

Ray and Shauna have been married for 18 years and are the proud parents of two children, Olivia (13) and Noah (12). Together, the family enjoys biking, traveling, and cuddling with their furry mini Bernedoodle Roskey.

Please join us in congratulating Ray and Shauna on the opening of NextHome Allegiance in Concord, North Carolina!

**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.

###

#### 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](http://www.nexthome.com/trending)**