



SPress Release

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NextHome announces new Dallas-area brokerage

Hina Patel is building a family-like atmosphere at Lewisville-based NextHome NextGen Realty

Pleasanton, CA — September 10, 2020 — NextHome is pleased to announce the newest addition to the franchise, **NextHome NextGen Realty**, based in Lewisville, Texas. The brokerage represents the 38th office location opened in Texas for the NextHome franchise and the 511th NextHome office opened nationally.

NextHome NextGen Realty is poised to serve clients across the Lewisville area, including Carrollton, Coppell, Flower Mound, Irving, and the remainder of Denton, Dallas, Collin, and Tarrant counties.

Lewisville is a thriving suburb of Dallas that has blossomed into one of the fastest growing city populations in the United States. Today, more than 109,000 people call Lewisville home.

One of those people is NextHome NextGen Realty's broker/owner Hina Patel.

Hina began her real estate sales career in 2001 in Mansfield, Texas. She soon moved to Denton County and began working with Winans GMAC Real Estate. Throughout 10 years with the brokerage, Hina blossomed as a REALTOR® and developed a local reputation for excellence.

In 2011, Hina's career evolved right alongside market forces and she joined Redfin. At the time, the online brokerage was a relative newcomer to the industry. Hina was only the third agent the company hired in the Dallas area, and she grew as the company grew.

In 2018, Hina joined JP and Associates Realtors where she continued to go above and beyond for her clients.

"The best part of my job is the feeling I get when I help buyers," Hina said. "When you have helped someone with such a major part of their lives, it truly is a feeling like no other. Now, after being in business for so long, I am thrilled that so much of my business is referrals. Helping people who were once my first-time home buyers purchase their second or even third home is incredibly rewarding. It is something I am very proud of."

That pride in her work, combined with her naturally entrepreneurial spirit, made Hina a born business owner.

"From the get-go, I always wanted to own my own brokerage," Hina said. "I'm an independent thinker with an entrepreneurial spirit. After almost 20 years in the industry, I've learned what agents truly need from a broker. With all of that experience and knowledge, I want to offer agents unparalleled support."

Hina knew that she needed the right franchise partner to accomplish her goals. That's when a close friend, Aixa Galarza, started looking into opening her own NextHome franchise.

"She had so many positive things to say about NextHome that I started looking at it too," Hina said.



Today, Aixa is the owner of NextHome Preferred Properties in nearby Grapevine, Texas.

Hina knew that NextHome was the right franchise fit for her as well after she saw the company's value.

"When I compared the costs, it was impressive," Hina said. "I liked that fact that all the training, the back-end support, the technology, is all there ready to go. Through all of these tools, I can create far more value for clients."

Now as a NextHome broker/owner, Hina aims to recruit quality agents who can be suburb brand ambassadors and carry the NextHome NextGen Realty difference into their communities. In addition, Hina is building a brokerage based on a family environment and values.

"I want my agents to be able to come and talk to me about issues they may be having or be able to discuss clients who may need that extra help," Hina said. "I want us to be a family, not just a brokerage. My agents know they can talk with me about anything."

In addition to being a business owner, Hina is the mother of three children, Kajul (16), Sai (13), and Veer (9). She has been married to her husband Bhavesh for 20 years and together they enjoy spending time with both sides of their extensive families.

Each Christmas season, Hina, Bhavesh, and their children find a volunteer opportunity that they can participate in alongside their extended family. Last year, the family helped prepare pre-packaged meals for an area food bank. In other years, they have distributed sandwiches in South Dallas and volunteered at the North Texas Food Bank.

"Family is really important to me and we try to make the best experiences we can," Hina said.

Please join us in congratulating Hina on the opening of NextHome NextGen Realty in Lewisville, Texas!

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



has 500+ offices and over 4,000 members across 46 states. The company closes over 23,000 transactions annually worth over \$6.2B in volume.

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For more information, press:

Imran Poladi
209.470.1493
imran@nexthome.com

For more information, sales:

Charis Moreno
925.271.9102
charis@nexthome.com

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