



Press Release

March 12th, 2021

NextHome Cornerstone Realty opens in Memphis

Greg Renfrow brings a wealth of area knowledge to new brokerage

Pleasanton, CA — March 12, 2021 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Cornerstone Realty**, based in Memphis, Tennessee. The brokerage represents the 13th office location opened in Tennessee for the NextHome franchise and the 551st NextHome office opened nationally.

NextHome Cornerstone Realty will serve clients across Shelby, Fayette, and Tipton counties as well as clients in northern Mississippi's DeSoto County.

The office is well positioned for success as the Memphis area continues to see unprecedented growth. According to research from BestPlaces, future job growth in the Memphis area over the next 10 years is predicted to be 36.6%, which is higher than the U.S. average of 33.5%.

NextHome Cornerstone Realty is owned by lifetime local Greg Renfrow, a high-producing REALTOR® who has watched Memphis evolve since childhood.

"I've gone to college here, high school, and elementary school," Greg said. "It is great having that knowledge of the area so that I can help people find great places to live."

Greg began his real estate sales career in 2002 with RE/MAX where he spent the next five years specializing in new construction. While with Re/Max, his remarkable sales numbers kept him at the top of the company in sales production.

In 2007 he began working with local independent brokerages before, again, joining a national franchise in 2017.

Throughout the years, Greg developed a reputation for quality, client-centered service. His expertise catapulted Greg to the top tiers of his profession as one of the area's highest producing REALTORS®. Greg is a lifetime member of the Memphis Area Association of REALTORS® Multi-Million Dollar Club. Members must consistently achieve more than \$3.5 million in sales every year.

As his success continued to evolve, Greg knew it was time to open his own brokerage.

"It's always been in my DNA to go out and do my own thing," Greg said. "I had been looking at NextHome for almost three years at that point. I loved the culture, and I saw the potential for further growth."

Greg also wanted to bring something fresh and new to his area, and NextHome ticked all the boxes.

Today, Greg is offering agents in his area the benefits of a broker who is actively involved in their success.



“I want to both train agents and bring on seasoned agents, offering them tools that only NextHome has,” Greg said. “Together, we can develop a family-oriented brokerage where everyone is working together.”

For his clients, Greg offers a lifetime commitment to service and excellence.

“NextHome Cornerstone Realty will provide the great service that all my past clients have always experienced,” Greg said. “I am always just one phone call away. I enjoy that part of staying connected to my clients. NextHome Cornerstone Realty will uphold all the ethics and high standards that I’ve always stood behind.”

Outside of the office, Greg is dedicated to building excellence across the real estate profession. He has been heavily involved for the past 14 years in the Memphis Area Association of REALTORS® - where he has held almost every position and served on every committee. Greg only recently finished his term on the 4,000-member association’s board of directors.

In addition, Greg is a great supporter of the Women's Council of REALTORS®. In 2018, he served as the organization’s local president and has been involved with the council on both the local and state level.

Greg is the proud owner of two dogs, Felicity, a greyhound, and Charlotte, a golden doodle. When he has the opportunity, Greg loves to travel all around the United States.

Please join us in congratulating Greg on the opening of NextHome Cornerstone Realty in Memphis, Tennessee!

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. Recently ranked as the No. 1 franchise in the country in owner satisfaction, the NextHome franchise has 480+ offices and 4,400+ members across 48 states. The company closes over 29,000 transactions annually worth over \$8.2B in volume.

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