



Press Release

March 25th, 2021

NextHome announces new Cheyenne, Wyoming brokerage
Under the leadership of high-achieving broker, Kari Happold, NextHome Rustic Realty provides client-centered service the “Wyoming Way”

Pleasanton, CA — March 25, 2021 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Rustic Realty**, based in Cheyenne, Wyoming. The brokerage represents the second office location opened in Wyoming for the NextHome franchise and the 553rd NextHome office opened nationally.

NextHome Rustic Realty will serve clients across southeastern Wyoming, including Albin, Burns, Carpenter, Cheyenne, Hillsdale, Pine Bluffs, and the remainder of Laramie County. Cheyenne is a destination for families to live and commute to Colorado from as the city is only 40 minutes away from Fort Collins, Colorado.

Under the leadership of broker/owner Kari Happold, NextHome Rustic Realty aims to serve clients the Wyoming Way with hard work and neighborly kindness.

“If we say we are going to do something, we will do it,” Kari said. “Our goal is to make the home buying experience great for our clients.”

Kari has been immersed in residential real estate since being an investor since 1995. She has worked for two national franchises and independently, learning and growing until she found NextHome who has it all.

Kari’s leadership skills quickly blossomed, along with her sales career. She soon found herself leading three buyer’s agents and an assistant.

In 2016, Kari formed Rustic Wyoming Realty. She knew that she could help clients and agents achieve even greater success by becoming an independent broker who puts people first.

“We’ve increased annually about 20 percent year over year with just a few agents,” Kari said. “I’m so proud of our agents and the way they put people first. I truly believe that if you put people first, the money and growth will come. We are really proud of that.”

Rustic Wyoming Realty’s humans over houses approach propelled the brokerage to be ranked eighth out of 46 brokerages in its area. The brokerage was also ranked the highest average sale per transaction of those top eight offices, and the highest sales per agent of all 46 Brokerages

As Kari’s success continued to grow, she realized that she could do even more for her clients with the right franchise partner. Kari discovered NextHome through an industry friend, and she began to dig deeper into the company.

“I called these other brokers and asked them about the pros and cons and how they liked NextHome,” Kari said. “I didn’t get any cons. That was really good to hear, and frankly, unusual. When I discovered the company’s total embodiment of a humans over houses approach, that sealed the deal.”



Today, Kari is leveraging NextHome’s unparalleled back-end support, industry-leading technology, and its dedication to people-first culture.

“The Wyoming Way means we value humans over houses,” Kari said. “If you know something needs to be done, be resourceful and get it done - and do it for other people not yourself. NextHome as a company helps us achieve that, putting people first.”

As she grows her brokerage, Kari is looking for dedicated, driven agents who make real estate their interest and priority. At NextHome Rustic Realty, professional REALTORS® can find a home where they are supported and encouraged toward their goals by a dedicated broker/owner.

Kari has dedicated much of her time to serving with her local community and realty associations.

Kari has completed the Leadership Cheyenne program through the local chamber of commerce, and she is still an active part of the chamber. Kari also served as the president of the Cheyenne MLS in 2020 and has served on the Cheyenne Board of REALTORS®.

She is expanding her Brokerage by adding more like-minded agents into their completely renovated Church-turned-office at the end of April. Their new building will be industrial and rustic complete with indoor outdoor space for clients and customers, a dog-friendly environment, and an always open coffee bar.

In her spare time, Kari enjoys hunting, going out on the family’s fishing boat, camping, and hiking. She has been married to her husband Michael for 25 years and is the mother of two sons, Quinn (23) and Cade (19).

Please join us in congratulating Kari on the opening of NextHome Rustic Realty in Cheyenne, Wyoming!

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 485+ offices and 4,500+ members across 48 states. The company closes over 29,000 transactions annually worth over \$8.2B in volume.



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