



Press Release
May 14th, 2021

New brokerage to serve Northwest Ohio and Southeast Michigan

Kimberly Carns infuses the home buying process with professionalism and joy at NextHome Elevate

Pleasanton, CA — May 14, 2021 — NextHome is pleased to announce the newest addition to the franchise, **NextHome Elevate**, based in Temperance, Michigan. The brokerage represents the 21st office location opened in Michigan for the NextHome franchise and the 570th NextHome office opened nationally.

NextHome Elevate will provide client-centered service throughout Northwest Ohio and Southeast Michigan, including the cities of Toledo, Sylvania, and Perrysburg. Across Southeast Michigan, the brokerage will cover Monroe, Lenawee, and Wayne counties.

NextHome Elevate is owned by Kimberly Carns, who brings a unique mix of professionalism and joy to her client's home buying experience.

Kimberly was first attracted to real estate after discovering how family-friendly it could be. As the mother of four girls, maintaining a great work/life balance was important.

"The flexibility of your time and ability to not miss the important things was huge," Kimberly said.

She obtained her sales license in 2015 and worked first with Key Realty, and then with The Danberry Company.

From the beginning, Kimberly built her business on strong relationships.

"Rather than going after the low-hanging fruit through online listings, I sat back and thought, 'what if I really focused on nurturing relationships?'" Kimberly recalled. "I began to focus on cheering people on as they built their credit or saved for a down payment. I provided FSBO clients a hand to hold when they had questions. I sat in those open houses waiting for one person, then gave them the best darn experience they could possibly have. It certainly wasn't the quick money, but it created such a powerful foundation."

Within three years, Kimberly's emphasis on putting people first delivered outstanding results for her business. She was nominated for her MLS area's Rookie of the Year Award. More significantly, she has built a thriving business that supports her family and has not needed to spend money on advertising.

"All my business is entirely referral based," Kimberly said with pride. "I am building my career for the long term and doing things right. I know that if you provide the value, the money will come."

As word continued to spread about Kimberly's unparalleled service level, she knew she needed the backing of the right franchise.

After discovering NextHome, she immediately connected with its Humans Over Houses approach.



“I love how this company drives its culture from the corporate level with phenomenal leadership,” Kimberly said. “I really do believe in NextHome’s concept and know that NextHome Elevate can offer something that isn’t currently available in our market. I know that we are the best choice for the Northwest Ohio and Southeast Michigan home buyer.”

Today, Kimberly is building a brokerage that offers innovative real estate solutions, a dedication to consistent excellence, and a caring agent experience. In addition, NextHome Elevate is putting the fun back in home buying and selling.

“Buying a home is such a big moment and exciting life event, but we seem to have sucked the joy out of it,” Kimberly said. “The market moving so fast has made us forget why we should love this. Our clients aren’t going to get this time back, and I want them to have great memories laughing in the car while looking at houses. I want them to remember the joy they felt when getting those keys. We have the coolest job in the world.”

When she isn’t bringing joy to her clients and agents, Kimberly is the homeschooling mom of four daughters, Brooklyn (13), Lily (12), Addison (10), and Audrina (9).

Please join us in congratulating Kimberly on the opening of NextHome Elevate in Temperance, Michigan!

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. Recently ranked as the No. 1 franchise in the country in owner satisfaction, the NextHome franchise has 495+ offices and 4,600+ members across 48 states. The company closes over 29,500 transactions annually worth over \$8.3B in volume.

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