



**Press Release**

**December 30th, 2021**

**NextHome Announces New Kansas City-Area Brokerage**

*NextHome Vibe Real Estate, led by Paula Voss, serves clients in both Missouri and Kansas*

**Pleasanton, CA — December 30, 2021** — NextHome is pleased to announce the newest addition to the franchise, **NextHome Vibe Real Estate**, based in Lee's Summit, Missouri. The brokerage represents the 536th office to join the NextHome franchise out of 555 active office locations across the country.

NextHome Vibe Real Estate is ready to serve clients across the entire greater Kansas City area, with agents licensed in both Missouri and Kansas. Across western Missouri, NextHome Vibe Real Estate offers expertise in Jackson, Cass, Clay, Bates, Platte, Lafayette, and additional surrounding counties. In eastern Kansas, NextHome Vibe Real Estate serves residential clients mainly in Johnson County.

NextHome Vibe Real Estate is owned by Missouri native and high-producing real estate professional, Paula Voss.

Paula first obtained her license in 2008 and began selling with United Country Real Estate. Throughout the turbulent years of The Great Recession, Paula doggedly worked to become the best real estate agent possible.

"I spent a lot of time learning and used those years to gain a solid understanding of any transaction I could do at the time," Paula recalled.

In 2011, Paula took her determination and work ethic to a nationally franchised brokerage in Kansas City where she joined a local team and became the lead buyers agent.

Then, in 2016, Paula started The Paula Voss & Co. Real Estate Team through Keller Williams.

"For the next three years, we continually grew," Paula said.

Paula's team achieved annual sales figures of \$11 million in a market where the median home price hovered around \$175,000.

In 2019, Paula's team joined a boutique brokerage where sales numbers continued to soar. The team's annual sales number reached \$20 million during a worldwide pandemic.

"My philosophy all along has been that my clients become my family," Paula said of her sales success. "Our clients will always know that their best interests are number one and our commissions are not."

That approach has helped Paula grow her business organically - she never buys leads.

"Our clients are all return or referral," Paula said. "In fact, over 97 percent of the people I help are past client referrals. I am so proud of that. I am proud that we actually care and that our clients know that their needs will always come first."

However, as her business evolved, Paula found herself doing more and more back-end office work.



“As the pandemic impacted business, and we all went virtual, I realized that I had become a jack of all trades,” Paula recalled, “I was doing it all: my own website, CRM, marketing, holding team meetings, accountability, etc. I needed an option that could streamline all of this. It was time to partner with a franchise and try to find where to land that would take us to the next level.”

That’s when Paula discovered NextHome.

“The videos on the website were really captivating,” Paula said. “As I watched more, I knew I wanted to be a part of that culture and feel and vibe. The franchise offers the flexibility to be as large or as small as I need - putting more emphasis on quality over quantity of agents. I then looked at all the tools that NextHome can provide and thought, ‘Wow, I don’t have to worry about doing it all anymore!’”

Paula began talking to other NextHome brokers, asking their honest opinions of the franchise.

“The helpfulness of the other brokers was really striking,” Paula said. “I was impressed by just how happy they were with the organization. I didn’t want to take a leap of faith and have regrets, and these brokers definitely didn’t have regrets.”

Today, NextHome Vibe Real Estate is combining Paula’s signature style of service with NextHome’s suite of industry-leading marketing and support. The brokerage aims to create a home for real estate professionals who are dedicated to the highest industry standards.

“Launching NextHome Vibe Real Estate is important to me personally because I want to create a home for top-notch agents who make a difference in our industry,” Paula said. “NextHome Vibe Real Estate is looking to attract agents who want to be held to those high standards, who want to be a part of a real estate family, and who want to protect their precious time outside of work.”

Outside of work, Paula enjoys photography and spending time at her lake house with family. Paula and her husband Jon have been married for 30 years and are the parents of two grown children, and of Lucky, their 14-year-old senior dog.

Please join us in congratulating Paula on the opening of NextHome Vibe Real Estate in Lee’s Summit, Missouri!

***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.

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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 550+ offices



and 5,000+ members across 48 states. The company closes over 29,500 transactions annually worth over \$8.3B in volume.

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