



**Press Release**

**January 20th, 2022**

**NextHome Gulf Coast Living to serve Mobile-area clients**

*Newest brokerage built on principles of integrity and high-quality service for all clients*

**Pleasanton, CA — January 20, 2022** — NextHome is proud to announce the opening of **NextHome Gulf Coast Living** in Fairhope, Alabama. The brokerage represents the 524th office to join the NextHome franchise out of 568 active office locations across the country.

Located on the Eastern Shore of Mobile Bay, NextHome Gulf Coast Living will serve clients throughout Mobile and Baldwin counties.

The brokerage is owned by Clayton Stopa, Ginny Stopa, and Amy Slade. Ginny will be NextHome Gulf Coast Living's Broker of Record and Amy will focus her talents on sales and agent training. Together, Amy and Ginny offer 37 years of Alabama real estate experience in addition to a sincere care for the clients they serve.

Ginny has been selling real estate since 1994, and she has led the Ginny Stopa Team through a nationally franchised brand for more than 20 years.

"After all this time, we are very aware of our connection to the real estate community and we work tirelessly to maintain our great reputation," Ginny said. "I have spent 27 years building these relationships. It is gratifying when agents from all backgrounds and brokerages really enjoy working with us."

Ginny's hard work creating great professional relationships has born tremendous fruit. With just two agents on her team, alongside two licensed admin staff, Ginny has consistently closed more than 100 transactions per year for the past four years. So far in 2021, the Ginny Stopa Team has 96 homes sold or under contract.

Amy contributed greatly to the team's recent success. Licensed since 2010, Amy joined Ginny five years ago as a team member. Amy was a high-producing REALTOR® in Montgomery, Alabama, but in 2016 she began looking for a better brokerage fit.

"One of my mentors connected me with Ginny after seeing my struggles at my previous brokerage," Amy said. "It was as if we were two peas in a pod. We clicked immediately and she really helped my career to reach new heights."

Then, in 2020, as COVID-19 changed the way real estate operated, Ginny and Amy began thinking about opening their own franchise.

"We realized how much we had lost control of how we did our own business," Ginny said.

The pair discovered NextHome almost by accident as Ginny looked for franchises for her property management business.

"It was everything we were looking for when it came to real estate sales," Ginny said.

"What attracted me to NextHome was that it was very modern and fresh," Amy added. "Our area is saturated with RE/MAX, so this gives our clients something refreshing and unique."



In addition to the company's look, Ginny and Amy were excited by the franchise's focus on quality talent instead of large agent rosters.

"We've been very protective of the culture in our team and we loved that NextHome was all about getting the right people rather than an astronomical number of possibly the wrong people," Ginny said.

"We are thrilled that we can keep that boutique brokerage feel while being fully equipped with the tools, support, and technology that a franchise can provide," Amy added.

Today, NextHome Gulf Coast Living is a brokerage built on integrity and centered in exceptional customer service.

"We organize our time so that one of us is always available for our agents, and that open-door policy translates into great transactions for NextHome Gulf Coast Living clients," Ginny said.

"It is a very high-integrity atmosphere," Amy added. "Whether your home is a \$100K fixer upper, or a million-dollar property, we put our heart and soul into every transaction. With that unmatched service level, we are excited to build relationships with clients so they feel great returning to us for any real estate needs, and enjoy referring their friends."

Ginny has served in various volunteer capacities with her local real estate associations. In 2013, she was the Baldwin County Association of REALTORS® board president, and she has served in various other capacities with that board for more than 10 years.

Ginny also spent two years as the president of the Baldwin County Women's Council of REALTORS®.

While not in the office, Amy and Ginny both enjoy volunteering with their churches and spending time with family.

Ginny and Clayton have been married for 27 years and are the parents of three children. Their middle daughter recently graduated from Auburn University, and the Stopas are dedicated Auburn Football fans. While not cheering on their beloved Tigers, the family enjoys bike rides and puzzles.

Amy is the single mother of two daughters, ages 13 and 16, who both are dedicated high school athletes. When the family can find the time, they enjoy watching University of Georgia Football games.

Please join us in congratulating Ginny, Clayton, and Amy on the opening of NextHome Gulf Coast Living in Fairhope, Alabama!

***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 570+ offices and 5,200+ members across 48 states. The company closes over 36,000 transactions annually worth over \$11.8B in volume.

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