



Press Release

April 21st, 2022

NextHome Announces New Charlotte-Area Office

NextHome Hansley Realty offers boutique brokerage feel with exceptional expertise

Pleasanton, CA — April 21, 2022 — NextHome is proud to announce the opening of **NextHome Hansley Realty** in Charlotte, North Carolina. The brokerage represents the 566th office to join the NextHome franchise out of 575 active office locations across the country.

The brokerage will serve clients throughout the Charlotte metro area, as well as Gaston, Mecklenburg, Cabarus, Iredell, and Lincoln counties.

NextHome Hansley Realty is owned by Terri Hansley, a 16-year veteran of the real estate industry with expertise in both sales and lending.

Terri began her career as a mortgage processor before obtaining her real estate license in 2006. Her career as a sales agent began in new construction, where she worked with multiple developers including Multiple Builders Regent Homes and Shea Homes.

After obtaining her master's degree, Terri gained expertise across a broad variety of brokerage models, working with both nationally franchised brands and regional independents before rejoining the mortgage industry.

Feeling a desire to get back into real estate sales, Terri became an in-house agent for the non-profit Neighborhood Association Corporation of America. The association was formed to help victims of predatory lending reclaim homeownership. After participants went through the program, they received a pre-approval letter and Terri became the one who helped them find a home.

Terri is also a committee member for "The Revitalization Committee" at Habitat for Humanity Charlotte. "Being a committee member means so much to me. The work that we are charged with helps to empower residents to take ownership and pride in their neighborhoods and to enhance the quality of life for all of the residents in the community."

Then, in 2019, Terri opened her own independent brokerage, Hansley Realty. As her success grew, Terri knew she needed the right partner to scale up her business.

"As much as I loved running my own business, I knew that I couldn't grow without more back-end support," Terri said. "Franchising would allow me to have everything I needed, branding, marketing, tools, all under one roof. I wanted to grow my company with that structure in place."

Terri discovered NextHome through NextHome broker/owner Shauna Graves, who she met through a shared real estate coach.

"We went out to lunch and she shared her experience with NextHome," Terri recalled. "I immediately went home and did my own research and called Charis (Moreno, NextHome's VP of Sales). I loved the connection NextHome provides with people who are like-minded and who really love what they do."



Today, NextHome Hansley Realty offers a boutique brokerage feel with an emphasis on community connection.

“Putting humans over houses and fostering that community connection is so important for me,” Terri said. “I want my clients to know that I’m there for them. I want people to be successful in one of the biggest purchases of their lifetime, and be a support and resource for them.”

“I loved how NextHome thinks of real estate in a relationships-based way,” Terri added. “Transactions aren’t numbers, they are humans who we help. Contributing to and supporting the community is huge for me, and I’m happy to partner with a franchise that supports me in that.”

Terri is active in serving her community. She works with Dress for Success, an organization that provides free work-appropriate attire for impoverished women seeking employment.

Terri is the proud wife of a military veteran, Henry Hansley. Together, they are the parents of two daughters. They also enjoy spending time with their two grandchildren.

Please join us in congratulating Terri on the opening of NextHome Hansley Realty in Charlotte, North Carolina!

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 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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For more information, press:

Imran Poladi
209.470.1493
imran@nexthome.com



For more information, sales:

Charis Moreno
925.271.9102
charis@nexthome.com

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