



Press Release

June 10th, 2022

NextHome Announces New St. Louis-Area Brokerage

NextHome Kate and Company Realty offers almost three decades of regional expertise

Pleasanton, CA — June 10, 2022 — NextHome is pleased to announce the opening of **NextHome Kate and Company Realty** in Wentzville, Missouri. The brokerage represents the 573rd office to join the NextHome franchise out of 585 active office locations across the country.

Under the leadership of broker/owner Kate Young, NextHome Kate and Company Realty will serve residential clients throughout St. Charles, O’Fallon, Wentzville, St. Peters, Troy, and the remainder of St. Charles, Lincoln, and Warren counties.

Rob Young, Kate’s husband, joins her on the ownership team. The brokerage is also benefiting from the talents of REALTORS® Jennifer Talley and Kimberly LaBarge.

Kate’s wide-ranging real estate career began in 1995 after joining a RE/MAX brokerage in Columbia. After one year, Kate knew she wanted to return home to the St. Louis area where she has remained ever since.

Throughout the past 24 years, Kate has worked with a diverse array of nationally franchised brands. In addition to roles in real estate sales, Kate spent many years working in banking as a mortgage lender, in escrow closing at a title company, and with a local company as a relocation specialist. In 2021, Kate opened her own independent brokerage Kate and Company Realty.

“Through these various roles, I’ve gained valuable insights about every step of the real estate transaction process,” Kate said. “Not only do I know how to sell houses, but I also know buying, mortgages, loans, relocations, short sales, and everything in between.”

As she embarked on small business ownership, Kate knew that seeking exceptional franchise support would be key to scaling her brokerage.

“I found myself spending so much time on the back end office work that very little time was left over to give my clients and agents the attention they deserved,” Kate said.

Sorting through technology integration in her brokerage was both time consuming and costly.

“I had been watching NextHome for a couple years,” Kate said. “I like people who are real and genuine, and NextHome gave the impression of embracing those values. It was very different from the typical things you see in corporate America.”

Although she was initially attracted by NextHome’s corporate culture, Kate was thrilled to discover that NextHome also offered a suite of technology that was fully integrated end-to-end.

“NextHome’s all-in-one system meant that I didn’t have to reinvent the wheel,” Kate said.

“NextHome also offered me a connected community of broker/owners who I can bounce ideas off. It was a package deal.”



Today, NextHome Kate and Company Realty is a brokerage where agents can feel mentored and supported, while clients receive industry-leading sales experiences.

“Putting humans over houses is very important to me,” Kate said. “NextHome Kate and Company Realty maintains a dedication to the client for as long as it takes to find them the perfect home. Because, to my clients, this is more than just a transaction. These houses hold their memories, their families. Buying and selling is a deeply personal experience and we are honored to be a part of that experience.”

Kate and Rob have been married for four years, and Kate credits much of her success to his support.

“My family is my why,” Kate said.

Kate is also the mother of two grown children: Joe (23), who recently graduated from the University of Missouri, and Sophie (20), who also attends the University of Missouri Columbia and will be joining her mother as a real estate agent this summer.

Please join us in congratulating Kate, Rob and the entire team at NextHome Kate and Company Realty on the opening of their Wentzville, Missouri brokerage!

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 580+ offices and 5,300+ members across 48 states. The company closes over 36,000 transactions annually worth over \$11.8B in volume.

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