



Press Release

July 22nd, 2022

NextHome Announces New Lansing Office

NextHome Reality to provide client-centered service to Michigan's entire Tri-Counties area

Pleasanton, CA — July 22, 2022 — NextHome is pleased to announce the opening of **NextHome Reality** in Lansing, Michigan. The brokerage joins the growing NextHome franchise that currently has 591 active office locations across the country.

Located between Detroit to the east and Grand Rapids to the west, NextHome Reality is poised to expertly serve all types of residential real estate needs, including first time home buyer, investment, relocation, and more.

NextHome Reality will serve clients throughout the Lansing and surrounding areas including East Lansing, Okemos, Haslett, Dimondale, Eaton Rapids, Charlotte, Mason, Holt, Williamston, Potterville, Grand Ledge, St Johns and DeWitt.

NextHome Reality is owned by Paul Derby, an experienced real estate professional with a heart for helping clients achieve the dream of homeownership.

Paul began his real estate career in 2005, working with a regional franchise in Muskegon, Michigan. One year later, Paul started working with RE/MAX Real Estate Professionals in Lansing, where he has been ever since.

Although Paul's remarkable sales numbers earned him many awards, his greatest professional achievement has been the lives he has been able to change.

"I feel so much joy when I reflect on the hundreds of families that I have been able to help," Paul said. "That experience at the closing table, when families are crying tears of happiness, when they were getting into a home they never thought possible - that's what I am most proud of. Knowing that I was a small part of getting them into a home is the best part of what I do."

As Paul's career evolved, he started to think about how he could leave an even greater legacy in his area and industry.

"I wanted to not only keep impacting families purchasing a home, but also be in a position where I could take my 17 years of experience and knowledge and use that to mentor other agents who are wanting to get into the business," Paul said. "I want to give other agents the opportunity to experience the amazing things that I have been able to experience in real estate, both professionally and personally."

Paul had reached out to NextHome two years ago, but being comfortable in his career, he put the conversation aside.

"As time went on, that desire to help other agents became stronger and more important to me," Paul said. "I started revisiting different companies. Somehow, NextHome remembered who I was. After all those years. After talking with other franchises, I knew NextHome was the one that



best fit my core values. It was what I was looking for personally, and what I wanted to offer to other agents.”

Today, NextHome Reality is continuing Paul’s legacy of dedication to client-centered service, through his mentoring of new agents.

“NextHome’s slogan says it all: Humans Over Houses. It’s everything I’ve been saying for the past years, and it’s true,” Paul said. “If you concentrate on the client first, the numbers and the money will naturally come. It’s been proven time and time again, and it’s something NextHome understands.”

“We are here to serve and provide service that is going to be professional and reliable,” Paul continued. “We have a remarkable track record of success and a depth of area knowledge that we will use to help our clients achieve their personal goals. When you are making a life-changing decision, you want someone who will represent you completely and not just be a signature on a paper. NextHome Reality will offer that personalized and attentive service.”

Paul is a proud veteran of the U.S. Marine Corps who served in Operation Desert Storm. His heart for service extended to his community where he volunteered for several years as a Volunteer Motor Officer with the Ingham and Eaton County Sheriff’s Department. Over the years, Paul has also coached youth sports and is active in his local church.

He has served on committees with the Greater Lansing Association of REALTORS® and is a dedicated husband and father.

Paul and his wife Michele are the parents of five grown children and the grandparents of nine grandchildren.

Please join us in congratulating Paul on the opening of NextHome Reality in Lansing, Michigan!

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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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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