



**Press Release**

**October 7th, 2022**

**NextHome Novel Real Estate Launches in Central California**  
*Experienced mortgage lenders aim to offer streamlined transaction experiences*

**Pleasanton, CA — October 7, 2022** — NextHome is pleased to announce the opening of **NextHome Novel Real Estate** in Santa Maria, California. The brokerage joins the growing NextHome franchise that currently has 604 active office locations across the country.

NextHome Novel Real Estate offers an integrated mortgage lending and real estate option for Central Coast clients who are seeking a streamlined transaction experience.

Located in northern Santa Barbara County, NextHome Novel Real Estate will serve residential buyers and sellers throughout Pismo Beach, Grover Beach, Nipomo, Lompoc, Orcutt, Santa Maria, and the remainder of Santa Barbara and San Luis Obispo counties.

NextHome Novel Real Estate is owned by the father-and-son team of Gabriel and Nick Fernandez. Gabriel will be leading the brokerage's day-to-day business operations, leveraging his more than 25 years of mortgage lending, real estate, and business ownership experience. Nick will oversee agent recruitment, training, and support.

A lifelong entrepreneur, Gabriel has worked in sales since he was a teenager. At 25, he began selling life insurance. Then, in 1998, he transitioned into mortgage lending.

In 2003, Gabriel opened his own mortgage lending company. Under his leadership, the business experienced explosive growth and expanded with offices throughout California.

In 2008, Gabriel incorporated real estate sales into his business and continued to experience remarkable success.

Family involvement was a big part of this success. Each of Gabriel's three children (Angelica, Aliana, and Nick) have worked in the family business as loan processors, bundlers, or salespeople.

After growing up immersed in mortgage lending, Nick knew he would love a career in the real estate industry.

"My dad was my idol growing up," Nick said. "He could build these high-achieving teams and he was very good at helping people become successful. Personally, I love the people side of real estate. I love talking to people and getting to know their needs, and I am an outstanding leader. With my dad's example, and my strengths, we knew partnering together as franchise owners was a great idea."

Today, NextHome Novel Real Estate combines decades of mortgage expertise with NextHome's cutting-edge tools and technology.



“As we considered the evolution of our business, and our industry as a whole, technology is a big part of that conversation,” Gabriel said. “NextHome has both industry-leading technology, and it provides really attractive support and training for agents. Between those two pieces, we knew NextHome was the right fit for us.”

Clients who partner with NextHome Novel Real Estate can expect a knowledgeable, streamlined, professional experience, with associates who walk them through every step of the process.

“What we’ve always stood for is education,” Nick said. “We are dedicated to educating our clientele on what to look for when purchasing a house. We are here to help settle nerves by walking them through every step. In addition, clients have access to a one-stop-shop where they can work with prompt and knowledgeable people who really care about getting them into a home and making it a smooth process.”

Please join us in congratulating Gabriel and Nick on the opening of NextHome Novel Real Estate in Santa Maria, California!

***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 600 offices and 5,400+ members across 48 states. The company closes over 36,000 transactions annually worth over \$11.8B in volume.

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