



Press Release

December 8th, 2022

NextHome Axis Realty Opens in San Jose, California

Family ownership group combines unique talents and backgrounds to build a client-centered brokerage

Pleasanton, CA — December 8, 2022 — NextHome is proud to announce our newest addition to the franchise, **NextHome Axis Realty**, located in San Jose, California. The brokerage joins the growing NextHome franchise that currently has 601 active office locations across the country.

NextHome Axis Realty provides exceptional residential real estate service for clients throughout Santa Clara, San Mateo, and Alameda counties.

NextHome Axis Realty is owned by a tight-knit family group of area professionals who bring a variety of talents and backgrounds to their new venture.

Melinda Collins, will serve as NextHome Axis Realty's Broker/President. Frances Capalla (Melinda's sister) is Chief Financial Officer and Administrative Lead. Chesca Pagkalinawan (Frances's daughter) will focus on real estate sales and services. Margaret Collins (Melinda's daughter) will oversee business management and broker support. Robert Collins (Melinda's son) will serve as Marketing Director. Lauren Campanella (Melinda and Frances' niece) will serve as NextHome Axis Realty's Transaction Coordinator.

With more than 28 years of experience in real estate, Melinda knew that this group of multi-faceted professionals could build a remarkable team.

"Everyone brings something unique to the table," Melinda said. "It is so exciting to see another generation of professionals have the same enthusiasm for real estate that I do."

Melinda has been a real estate agent since 1994 and a broker since 2000. Her professional and business expertise includes sales, marketing, leasing/management, investment, cash-flow analytics, finance and management consulting.

Melinda started her sales career at a small, family-owned brokerage where she developed a talent for investments and commercial properties. After obtaining her broker's license, Melinda opened Realty World Paragon where she helped buyers and sellers achieve their real estate dreams for the next eight years.

In 2010, Melinda began working again for a small, boutique brokerage.

"The most rewarding part of my career has been helping people realize their dream of homeownership, whether that is the place they call home or their first real estate investment property," Melinda said. "Real estate is not only a roof over your head, it is also an investment in your future. It has been an honor to help navigate more than 500 clients through one of their most important purchases, listings, and financing."



As CFO, Frances offers unique expertise in business ownership and development. She has been a registered nurse for more than 30 years and a nurse entrepreneur for 22 years. Throughout this long career, Frances has specialized in launching healthcare startups - specifically in the home health industry. She is the owner of her own home health agency and offers business consulting for home health and hospice companies.

Chesca obtained her real estate sales license in June following a career with a real estate development company. In her role with the development company, Chesca focused on customer service, pipeline reports, as well as client support and retention. She is also the owner of a small short-term rental venture.

Margaret has a background in retail customer service and sustainability. She focuses in meeting customer's ever-higher expectations for convenience. Robert's professional background is in lifestyle technology and most recently in automotive sales. Both are working on their real estate sales licenses.

As a family, each knew they wanted to partner to create a successful real estate business.

"It's been a long time coming," Melinda said. "Our combined skills and talents will build a brokerage and a legacy. That's what we all want more than anything: to create a strong business that will become a pillar in our community and leave a legacy for generations to come."

Melinda knew that NextHome was the right partner to accomplish their goals.

"From my research, I knew that NextHome is a growth-minded and tech-driven franchise," Melinda said. "The world has changed, the way we do real estate has changed, and NextHome is evolving with the times. Having a franchise partner that was both growth-minded and technology-driven was an important piece of this plan for our family legacy. With NextHome, there is unlimited potential."

Today, NextHome Axis Realty offers a one-stop-shop for people of all generations and backgrounds.

"In this business, it's all about relationships," Melinda said. "Treat people well, and you'll be amazed by the results. Loyalty is earned in drops, but lost in buckets so we plan to meet buyers and sellers on their journey, not our journey. We want our clients to get the best service and be 100 percent comfortable throughout the entire process. To do that, we brought the best in the business under one roof."

Throughout the community, the family is dedicated to volunteer service. Melinda is the chair of the School of Leaders of Cursillo Movement of the Diocese of San Jose since 2018. Frances is the founder of San Jose Women In Business For Good, a non-profit coalition of local business women who raise money each quarter for a different local charity. She is also launching a non-profit in her native Philippines that aims to help improve quality of life for those who are advancing in age.

Please join us in congratulating the entire team at NextHome Axis Realty on the opening of their new brokerage in San Jose, California!



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 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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