

They are headquartered about 30 minutes northeast of downtown Sacramento in the family community of Rocklin. The city offers a family-friendly environment and accommodates many diverse lifestyles. Nestled outside of the Sierra Foothills, Rocklin is about 90 minutes from the Lake Tahoe region while also offering the best of Sacramento's contemporary culture. With its proximity to the Nevada border, NextHome Vision has intentions to represent clients in both states in the very near future.

The Ghent Team is led by the husband and wife team of Kristi and Jaret Ghent. Kristi and Jaret have enjoyed more than 25 years of phenomenal success across a wide range of real estate practices. From real estate investing, agent mentoring and coaching, to small business leadership and technology innovation, the Ghents offer that expertise and much more to their partners around the world.

Jaret and Kristi are truly partners in life and business. They met in 1990, and in 1993 were married in a small Bay Area town. They purchased their first home in 1995, which happened to be a foreclosure, igniting their passion for rehabbing homes. Much of Kristi's love for everything real estate comes from her father, who was a long-time professional in Bay Area real estate, including owning a franchise, and Jaret's upbringing in the Midwest around his Grandfather and Uncle, who worked hard and could build most anything with their own two hands.

The partnered with a construction co-worker of Jaret's in the late 1990's, and a unique Bay Area design/build firm was established. Several memorable projects were commissioned for local professional athletes and some of Silicon Valley's brightest young minds. Specializing in high-end residential remodels, their work was featured in Sunset Magazine and Designer's Illustrated. Together, Jaret and his partner began identifying real estate investment opportunities across Northern California that they could fix and sell for profit. Instantly hooked, they quickly became known as "the flippers."

After obtaining his sales license, Jaret joined RE/MAX. In 2002, he was a top recruit by the largest RE/MAX franchise Northern California based out of Sacramento, and Kristi left an almost two-decade corporate career in retail and consumer banking to support the growing real estate business. Together, they applied their work ethic and real estate knowledge to help their RE/MAX office become No. 1 in sales production in California & Hawaii and No 4 in the world.

Their out-of-the-box approach to business and their consumer-centric model propelled their team to the top 10% in real estate sales worldwide for 5 years.

In 2007, as the economy changed, so did their thoughts about the business and the industry, they knew there had to be a better way to do business in real estate.



“We started to develop what we believed to be the future of real estate brokerage models”, Jaret said. “We built one of the country’s first truly paperless virtual offices, utilizing technology to manage and grow the business. We streamlined every aspect and designed our brokerage with systems that enabled us to operate from anywhere we had an internet connection.”

In 2009, the Ghents launched Vision Real Estate. The brokerage model was foreign to the industry and state regulators at the time, operating 100% paperless and without a trust account, using e signatures as a standard practice and paying commissions through escrow. Jaret and Kristi’s forward-thinking approach and innovative thinking have directly influenced and had a lasting impact on real estate still today.

“We named our company Vision Real Estate, because that’s who we’ve always been,” Kristi said. “We are forward-thinking people who are visionaries in the industry.”

In 2013, Kristi and Jaret decided to shake things up a bit, taking on different roles in their real estate businesses. Kristi became the company CEO and was solely responsible for the day to day operations and for the first time, also took the sales lead, quickly building an impressive “referral only” sphere-based business. By focusing on the client, not the transaction, it became apparent that her way of helping buyers and sellers was a much more rewarding and sustainable practice.

Through all of their success and failures, Kristi and Jaret know that steady innovation is essential for long-term growth. Most importantly, the ability to free up their time by partnering with the right agents and brokers would allow them to take the next steps in their careers, giving back and sharing their life experiences to influence the lives of others. After watching and carefully analyzing eXp Realty’s success over the past several years, Kristi and Jaret knew that it would be the best platform to help them achieve their next goals.

“There’s such a wide demographic that our industry services and if we don’t continually connect with people and evolve with their unique needs, real estate agents will be useless in the near future,” Kristi said. “The best way that I have found to do that is to put people first. That is our mentality and a core value, and we understand that connection with people is what’s going to make your business successful and one that you’re passionate to serve.”

Today, their core focus is helping agents grow personally and financially. With their deep experience across a wide range of real estate specialties, Kristi and Jaret have the tools to help agents thrive. They are stepping aside from the routine of real estate sales, and opening doors to agents and brokers that yearn to grow professionally by leading a “life by strategy.”



“We have worked hard to truly become experts in every aspect of the home experience,” Jaret said. “We have built homes from the ground up, invested in real estate in different states in up and down markets. We have helped every type of client. We have owned and operated several successful real estate businesses. We truly are experts!”

“eXp Realty allows us to create something that is bigger than us,” Kristi added. “We want to give back to the real estate community by helping agents and brokers grow. We want to build a legacy for our family and those that link arms with us. eXp Realty is a company and a platform where we know we can truly accomplish this.”

Kristi and Jaret are the parents of four kids, ages 17 to 27. Understanding now the impact of their decisions more than 25 years ago, they see that real estate has given them and their family the opportunity to do what they want, when they want, which has allowed them to be deeply involved in their kid’s lives through education and extracurricular activities.

“From kindergarten to high school, Jaret and I have had the chance to be involved in our kid’s classrooms, athletic activities, organizational boards, junior achievement programs, and I even taught art for 11 years,” Kristi said.

“Time is the one commodity that we can’t ever get back. Real estate can take your away time or give it back to you when you have the coaching and mentoring to structure your business correctly. It has given us the privilege to spend our time when we want and how we want in the best way, which is with our family.”

