

# The San Diego Union-Tribune

## McMillin Realty sold to Better Homes and Gardens

By [Roger Showley](#) | 5:33 p.m. Jan. 11, 2016 | Updated, 8:42 p.m.



Scott McMillin, chairman of McMillin Realty, has sold his five offices to a franchisee of Better Homes and Gardens Real Estate. — *David Brooks*

---

McMillin Realty, a 44-year-old home brokerage active in South Bay, has been sold to a Los Angeles-based franchisee of Better Homes and Gardens Real Estate.

Chairman Scott McMillin said the sale at an undisclosed price will be made public Tuesday but became official a week ago. San Diego-based McMillin Realty has five offices and 190 agents and chalked up \$13 million in sales last year. The buyers were Vince Gottuso and his cousin Nick Gottuso, who operate Century 21 Prestige in Upland.

“I’m really excited that McMillin Realty is transitioning to become a Better Homes and Gardens franchise,” McMillin said.

He said the Gottusos are eager to grow the company, to be known as Better Homes and Gardens Real Estate McMillin Realty. “These guys have much better plans and dreams than I do,” he said.

McMillin said he chose the Gottusos through their reputation going back to the 1920s when Vince’s mother, a real estate attorney, opened a real estate office in Los Angeles. “I thought this was a family owner, just like us, with a similar culture,” McMillin said.

McMillin and his brother Mark and sister, Laurie McMillin Ray, continue to operate and invest in other residential and commercial ventures. The biggest is the continuing redevelopment of the old Naval Training Center as Liberty Station, a mixed-use project in Point Loma. Three hotels with 650 rooms are starting construction there this year for completion in 2018-19.



McMillin Realty has sold its five local offices to a Homes and Garden Real Estates franchisee. *McMillin*

Scott McMillin said he personally is working on a 100-unit apartment at 1810 State St. in Little Italy.

McMillin Homes is continuing to develop a project in Lake Elsinore but has no further for-sale projects in the works. The company sold its interest a year ago in the Millenia project in eastern Chula Vista.

The McMillins’ father, Corky, began building homes in National City in 1960 and launched a development business a few years later, focused on South Bay communities. The realty business was founded in 1972.

“I’m not sad (about selling the realty offices),” Scott McMillin said, “because I’m still going to support it and be involved with them. I’m not employed by them but I have commitment because I want to see McMillin along with Better Homes and Gardens grow and thrive. ”

The rebranded McMillin offices already appear on the Better Homes and Gardens Real Estate [website](#). The offices will continue to be overseen by Isabel Hall, the general manager and broker. Two are located in Bonita, two in Chula Vista and one at Liberty Station.

Better Homes and Gardens, a magazine owned by Meredith Corp., licensed its name in 2008 to Realogy Holdings, a New Jersey-based residential real estate company. Realogy also sells

franchises in several other venerable brands, including Century 21, Coldwell Banker, Sotheby's International and ZipRealty.

Realty reported revenues of \$1.7 billion in the third quarter that ended Sept. 30, up 9 percent from a year earlier. Net income was \$110 million. The company says it operates 13,600 offices with 257,300 sales agents.

The Better Homes and Gardens brand operates about 300 offices with more than 9,800 agents.

"We see an enormous opportunity in uniting these two brands," said Sherry Chris, president and CEO of Better Homes and Gardens Real Estate, in a statement.

*roger.showley@sduniontribune.com*

<http://www.sandiegouniontribune.com/news/2016/jan/11/mcmillin-realty-sold-to-better-homes-and-gardens/>