

McMillin Realty Sold to Better Homes and Gardens Franchisee

By LOU HIRSH Tuesday, January 12, 2016



The McMillin Realty office at 872 Eastlake Parkway, Chula Vista. -- Photo courtesy of McMillin Realty

Chula Vista-headquartered McMillin Realty, a South County-focused residential brokerage firm, has been sold for an undisclosed price to a Los Angeles franchisee of Better Homes and Gardens Real Estate.

A company statement said the newly named Better Homes and Gardens Real Estate McMillin Realty is now owned and operated by Vince Gottuso. It will continue to serve the South Bay, metro and coastal communities of San Diego.

Prior to the sale, McMillin Realty was operated independently as part of San Diego-based Corky McMillin Cos., a longtime local development and investment firm currently led by Chairman Scott McMillin.

McMillin said in the statement that the acquisition will provide its agents with an opportunity to establish “a fresh brand” in the San Diego market, through a network that emphasizes “lifestyle considerations that are often overlooked in real estate today.”

McMillin Realty last year had sales of \$13 million, with 130 agents at five local offices. The acquired firm will maintain those offices — two in Bonita, two in Chula Vista and one in San Diego, with plans to expand its current team into new markets.

Sherry Chris, president and CEO of Better Homes and Gardens Real Estate LLC, said in the statement that the McMillin name is “synonymous with quality and trust in the San Diego community.”

Better Homes and Gardens Real Estate LLC has more than 9,800 affiliated sales associates at 300 offices in the United States and Canada, representing homebuyers and sellers. It is a subsidiary of New Jersey-based Realogy Holdings Corp.

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