

MACOMB COUNTY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

Top Producer

RON
TROMBETTI

Photo by Jay Dunbar of Great Lakes Aerial
Video Services
Photo taken at the Lombardo Model Home
at Stillwater Crossing in Macomb Township

PARTNER SPOTLIGHT:
Jessica Dodge with Goosehead Insurance

BROKER SPOTLIGHT:
Kingsley Ifezue

RISING STAR:
David "Nick" Izaguirre

APRIL 2024

Find a mortgage that works for you

You've found the right home. Let us find the right mortgage loan for your needs. That's what makes us a Fifth Third better®.



Call me today to learn more.
Sandi Frith • 586-749-8355
mortgageadvisors.53.com/sandi.frith
 NMLS# 564023



Loans subject to credit review and approval. Fifth Third Bank, National Association, 38 Fountain Square Plaza, Cincinnati, OH 45263, NMLS# 403245, Equal Housing Lender. Fifth Third and Fifth Third Bank are registered service marks of Fifth Third Bancorp.



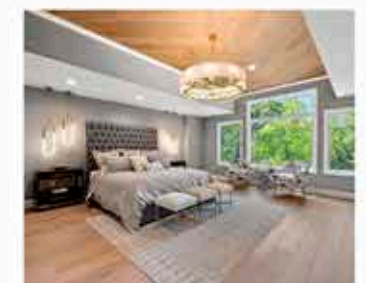
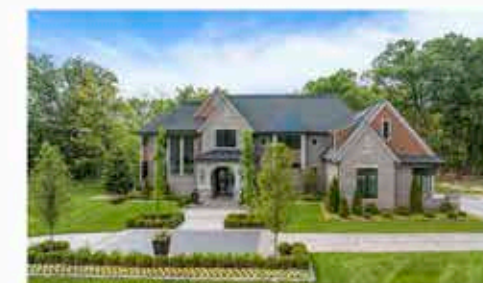
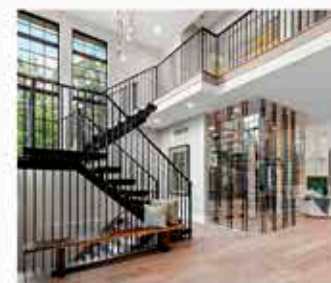
CO-MARKET WITH CRANBROOK CUSTOM HOMES!



CO-MARKET YOUR VACANT LAND LISTINGS WITH CRANBROOK CUSTOM HOMES!

If you are looking to co-market your property listings, Cranbrook Custom Homes can help! With our Anywhere Lombardo co-marketing initiative, our experienced sales professionals partner with real estate agents to list new construction homes on their vacant land listings. By listing a new construction home, your land listing will show up in both vacant land searches and in available home searches, and you get added exposure with listings on the Cranbrook Custom Homes website.

If you bring us a buyer for a Cranbrook home, we'll pay you 3% of the price at Purchase Agreement. Contact our team to learn more!



248-631-4822 | CranbrookCustomHomes.com

ELIGIBILITY: All information contained herein was accurate at the time of publication and is subject to change at any time without notice. The compensation offered to cooperating brokers is 2% of current inventory if offered (including selling commissions, options, upgrades, and site premiums) of the sales price or accepted offer price, whichever is lower. For more details, please contact your Lombardo Homes Sales Manager.



WE KNOW PEOPLE,
 WE KNOW TITLE,
 LET US GET TO
 KNOW YOU!

CONTACT US TODAY

(313) 447-0058
AllianceTitleMI.com
CustomerService@AllianceTitleMI.com



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the real estate community!

CLEANING SERVICE

Bobbie Cleaning Services
(586) 404-0234

Dawn To Dusk Cleaning
(586) 932-4090
dawntoduskcleaning.com

CUSTOM HOME BUILDERS

Cranbrook Custom Homes
(586) 781-2316
www.cranbrookcustomhomes.com

Lombardo Homes
Melissa Cervin
(586) 781-2316
lombardohomes.com

DRONES

Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideo.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

ESTATE SALES

Trident Way Estate Sales
(586) 453-2539
www.tridentway.com

FLOORING

City Flooring
(586) 303-5347
cityflooringllc.com

Dobb's Carpet Service
(586) 776-7352

GIFTS

Cutco Business Gifts
Luke Sasek
(616) 295-5537
ravingfangifts.com

**HEATING/COOLING/
PLUMBING/ELECTRICAL**

Main Heating, Cooling, Plumbing, and Electrical
(586) 979-5880
www.mainheating.com

HOME INSPECTION

Comprehensive Property Inspection
(586) 842-4700
www.comprehensivepropertyllc.com

Golden Bear Home Inspections
(989) 467-0224
www.goldenbearhomeinspections.com

HHI Hodge Home Inspections
(248) 388-4783
www.hhiservices.org

HomeTeam Inspection Service
(586) 783-9957
www.hometeam.com

Social Home Inspections
(248) 606-5144
socialhomeinspections.com

WIN Home Inspections
(586) 500-0099
newbaltimore.wini.com

HOME STAGING

Impact Home Staging Experts
(248) 591-4290
www.impacthomestagingexperts.com

INSURANCE

AAA - The Ron Steffens Agency
(586) 954-2461
michigan.aaa.com/ron.steffens

Allstate - Lena Youusif Agency
(586) 879-9629

Duncan Insurance Agency
Adam Duncan
(586) 784-5051
duncan-insurance.com

Goosehead Insurance
Jessica Dodge Agency
(586) 355-4558
goosehead.com/
jessica-dodge

LANDSCAPING

Height Control Lawn & Landscape
(586) 876-3027
www.heightcontrollawnscape.com

MOLD

KeyTeam Companies
(586) 913-1758
keyteamcompanies.com

MORTGAGE

BestRate Mortgage
(248) 310-5300
linktr.ee/bestratemortgage

First Team Lending Group
(586) 600-5100
firstteamlending.com

MORTGAGE LENDER

Caliber Home Loans
Jennifer La Rose
(586) 855-6136
approvedwithjen.com

Dante Rosa Home Loans
(586) 992-6550
www.danterosahomeloans.com

Fifth Third Bank
Sandi Frith
(586) 871-8002

First Community Mortgage
(248) 978-7989
www.firstcommunitymortgage.com/loan-officer/jasonbock

Lake Michigan Credit Union
Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

MOVING & STORAGE

Morse Moving & Storage
(734) 484-1717
www.morsemoving.com

MOVING SERVICES

Changing Places Moving
Johnna Struck
(248) 674-3937
www.changingplacesmovers.com

PAINTING

HDM Finishings
(586) 202-8878

**PHOTOGRAPHY &
VIDEOGRAPHY**

Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerialvideo.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

PHOTOGRAPHY/ BRANDING

Melissa Douglas Co.
(586) 943-2000
www.melissadouglasco.com

PLUMBING

Conquest Mechanical
(810) 280-4221

PLUMBING/SEWER

Delta Plumbing
(586) 918-9197

J.A. Inspections Plumbing & Sewer Services
Jamyre Anderson
(313) 920-6708

ROOFING

Henson Building Company
(248) 531-8228
www.hensonbuildingcompany.com

Just Rite Service Professionals
(586) 531-8525
michiganmobilehomerepair.com

TITLE COMPANY

Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitlEOFMI.com

Allstate
(586) 879-9629

ATA National Title Group
(248) 341-5077
www.atatitle.com

Fidelity National Title
(248) 594-9390
www.fntic.com

TRANSACTION COORDINATOR

MI Transactions
(734) 933-1387
mitransactions.com

VIRTUAL 3-D TOURS

Stylish Detroit
(313) 799-3686
stylishdetroit.com

WATER DAMAGE RESTORATION

KeyTeam Companies
(586) 913-1758
keyteamcompanies.com

HDM FINISHINGS

Licensed & Insured

- Painting and Epoxy Floors
- Interior & Exterior
- Residential / Commercial

Hunter Malone
(586) 202-8878
hdmfinishings@gmail.com

DUNCAN INSURANCE AGENCY

Come See the DUNCAN Difference

Duncan Insurance Agency is dedicated to giving our clients products that provide quality protection and value pricing.

DUNCAN INSURANCE AGENCY

(586) 784-5051 • DUNCAN-INSURANCE.COM
Adam Duncan
(586) 531-7111 • ADUNCAN@AALINS.COM

TABLE OF CONTENTS

	04 Preferred Partners		11 Event Announcement: Fiesta at Juan Blanco's		12 Top Producer: Ron Trombetti
	18 Partner Spotlight: Jessica Dodge with Goosehead Insurance		22 Broker Spotlight: Kingsley Ifezue		28 Rising Star: David "Nick" Izaguirre

WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- Acquisition Email Campaigns
- Search Engine Optimization
- Live Chat
- Reputation Management
- SEM / Paid Search
- Mobile and Display Advertising
- OTT / CTV Streaming Advertising
- Paid Social Media
- Yelp Partnership

Reach out to the publisher of this magazine for more information.



HYPORTDIGITAL.COM



REAL PRODUCERS PODCAST

Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on **Apple Podcasts**

LISTEN ON **Spotify**

Listen on **amazon music**



podcast.realproducersmag.com



We Specialize In The Following:
Construction • Maintenance • Restoration
Wood Replacement • Parking Lot Stripping
Pressure Washing • Painting • Roofing
Mold Removal • Concrete • More...

Get Your Free Quote Today

855.TEAM.KEY (832-6539)

FOCUS ON SALES

NOT PAPERWORK

 **WE WANT TO WORK FOR YOU!**

HELPING AGENTS GROW THEIR BUSINESS & SAVING THEM TIME

Our Services Include the following:

- Paperwork
- Client Correspondence
- Broker Compliance
- Timeline Management
- Customer Service
- Pre-Listing Activities

MITRANSACTIIONS.COM

734.933.1387 | INFO@MITRANSACTIIONS.COM

 @MITRANSACTIIONS



 @MLTRANSACTIONS

We give YOU the power to compete with the housing market and WIN!

- Residential Lending Services • Conventional, VA, USDA, FHA, & Non-QM loans
- Verified Approvals • Free Credit Boost program for our clients
- Home of the 15 day close • Servicing all areas in MI, FL, PA, TX, CO, LA



Vsbrocca@firstteamlending.com
(586-322-1070)

Nicog@firstteamlending.com
(586-292-8397)



info@firstteamlending.com
586.600.5100

Company NMLS#: 2085536



MELISSA
— DOUGLAS
CO.

LIFESTYLE
HEADSHOTS
WEBSITE

Brand
Photography
www.melissadouglasco.com



A TEAM OF
HOME INSPECTORS
YOU CAN TRUST.



HomeTeam of Warren Michigan
(586) 783-9957
warrenmichigan@hometeam.com
hometeam.com/warren-michigan

Each office is independently owned and operated, ©2023 The HomeTeam Inspection Service, Inc. All rights reserved.

MEET THE MACOMB COUNTY REAL PRODUCERS TEAM



Chris Csotty
Publisher



Terra Csotty
Publisher



April Shanne Subiera
Publishing Assistant



Ashley Streight
Content Coordinator



Elena Filimon
Relationship Manager



Holly Garrish
Relationship Manager



Shenia Schlosser
Ad Strategist



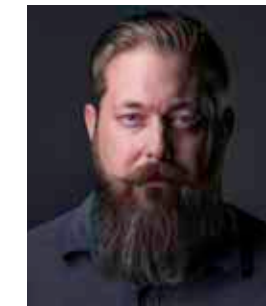
Erika Kruse
Event Coordinator



Amanda Matkowski
Editor



Robbyn Moore
Writer



Andy Schwartz
Stylish Detroit
Photographer/Videographer



Melissa Douglas
Melissa Douglas Co.
Photographer



Jay Dunbar
Great Lakes Aerial
Video Services
Photographer



Gina Dinverno
Gina Dinverno Photography
Photographer



If you are interested in contributing or nominating someone for certain stories, please email us at terra.csotty@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

Impact
HOME STAGING &
INTERIOR DESIGN

2016 - 2023
Best of Houzz
Service

WE ARE THE EXPERTS.

Facebook 4.9/43 Google 5/83 SoTellUs 5.0/199

DELTA PLUMBING & MECHANICAL

5 Star Rated Plumbers Serving All Of Metro Detroit.

(586) 918-9197
sales@deltadetroit.com
deltadetroit.com

Allstate

Give us a call for a FREE insurance review. Providing high excellence of services for you, your friends and family members. We provide services for the ENTIRE state of Michigan. Call for a Free Quote!

- AUTO ▪ HOME ▪ CONDO
- RENTERS ▪ LIFE ▪ MOTORCYCLE
- BUSINESS ▪ ATV ▪ BOAT

Lena Yousif Agency
52941 Gratiot Ave
Chesterfield Twp, MI 48051
Lenayousif2@allstate.com
248-509-9022

Join us for our

FIESTA

at Juan Blanco's!

Come join us for a fiesta with the top agents and our preferred partners from Macomb County!

Wednesday, April 10
from 2:00 - 4:00 p.m.

Juan Blanco's Tacos + Tequila
34275 Utica Rd., Fraser, MI 48026

Host: Juan Blanco's



Beverage Sponsor: Brent Green with LMCU



Support Sponsors: Lombardo Homes, Morse Moving & Storage and HomeTeam Inspection Service

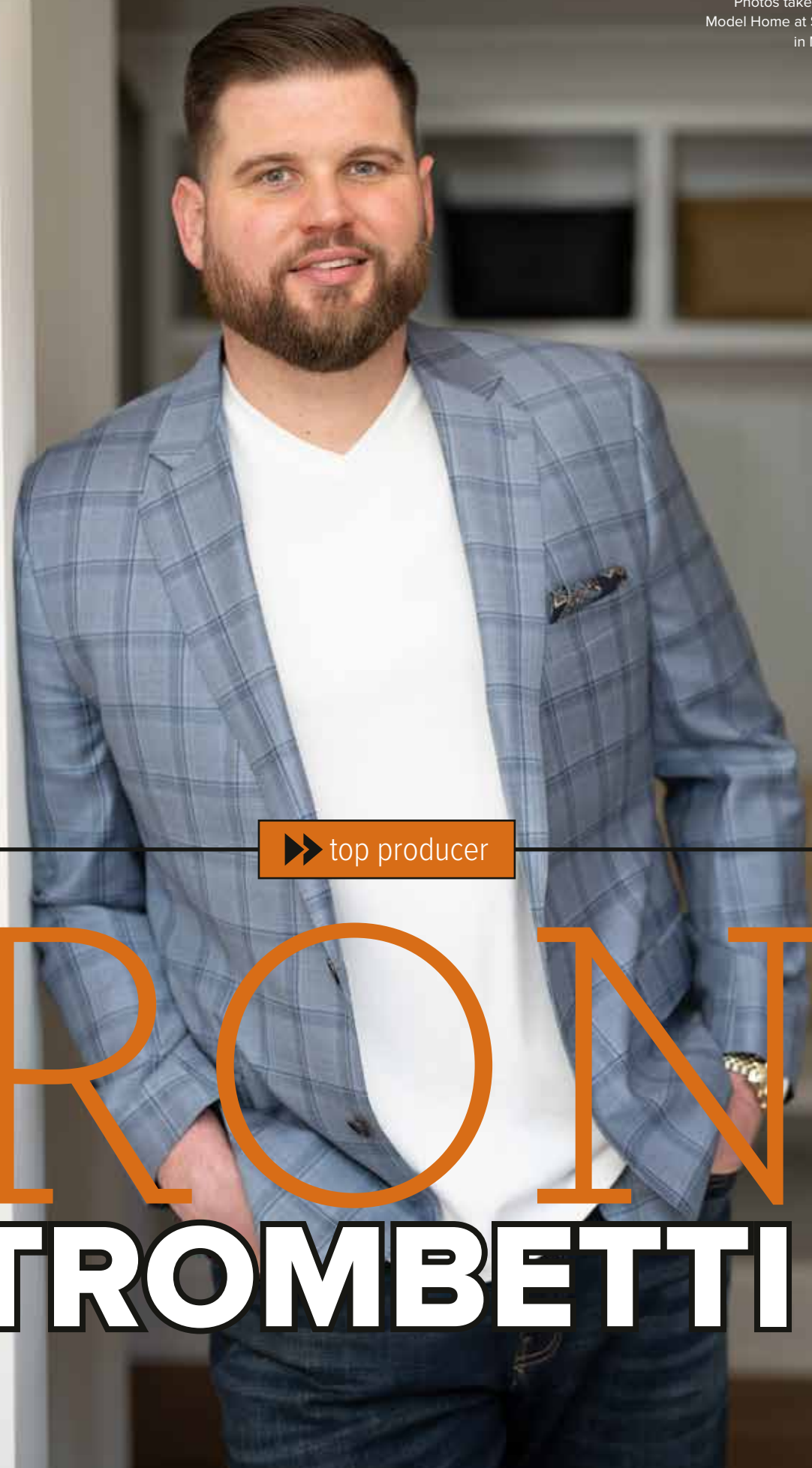


Photography and Video by: Stylish Detroit



Register at: www.realproducersparty.com

Photos by Jay Dunbar of Great Lakes Aerial Video Services
Photos taken at the Lombardo Model Home at Stillwater Crossing in Macomb Township



▶▶ top producer

RON TROMBETTI

A GENUINE PATH

With an impressive 11-year tenure in the industry, Ron Trombetti has carved a niche for himself, amassing a total career volume of nearly \$125 million. His dedication and accomplishments extend beyond the numbers, earning him multi-year recognition as an Hour Detroit Top 5% since 2018 and a top producer within Keller Williams Lakeside. Ron's journey, marked by hard work and resilience, reveals a man driven not just by professional success but by a profound commitment to his family.

Ron started real estate in 2011, managing rental properties and apartments, which was his introduction into the business. Before venturing into real estate, Ron earned his Bachelor of Business Administration in Business Management and then worked an outside sales job for a plastic distributor.

The corporate world, however, did not resonate with Ron, and he shifted careers after his wife's life-threatening car accident. This incident became the driving force behind Ron's leap into real estate, a decision that prompted him to "give real estate everything I had to provide for my family."

Ron's roots trace back to Romeo, Michigan, and his upbringing in an unstable household left a lasting impact. The challenges he faced growing up and his wife's accident shaped Ron's commitment to ensuring that his family would never experience similar hardships. "My 'why' is providing my family a life I didn't experience and doing so by working my absolute hardest day in and day out," he said.



Ron's current passion revolves around the relationships he has built. As the premier salesperson for multiple builders in the area, he finds fulfillment in putting families into new homes. "Every time I put a person or family into a new home, I know it is a life-changing event," he said. "Being able to be the one to make that happen drives my passion for what I do."

As an associate broker, Ron runs a successful team at Keller Williams

Lakeside. His wife, Randi, handles the day-to-day administrative side, and along with another agent, Ron's team is a powerful competitor in the new construction sector. "We sell for multiple builders in the area and are one of the most dominant new construction sales teams," Ron explained. The collaboration between Ron and his team showcases a synergy that has contributed to their upper hand in the market.

Ron loves to help people succeed in their goals and finds joy in being their catalyst. “Seeing people achieve their goals of homeownership or real estate investing and being the one who made that dream become a reality” remains a driving force in his career.

Challenges are inherent in the real estate profession, and for Ron, the uncertainty of being able to generate enough income is a constant hurdle. He admits that the dynamic nature of the industry means that he has to approach every day as a new day to create business. “There are no guarantees, and at any given day/week/month, you could go without income, and I try to make sure that does not happen,” he said. Ron’s ability to navigate and overcome such challenges underscores his resilience and strategic approach to his career.

As real estate continues to shape Ron’s life, he envisions a future marked by the same trajectory of success. He acknowledges that real estate has provided a life for him and his family beyond his initial expectations. As he looks ahead, he aims to sustain and build on this success, creating a legacy of financial stability for generations to come. For Ron, the essence of being an agent lies

in the idea of helping others and witnessing the transformative impact of his assistance. He takes pride in moments when individuals, initially skeptical about homeownership, realize their dreams.

For Ron, the joy he derives from changing someone’s reality through real estate remains a powerful motivator. “I have had many people say they will never own a home, and when they do, that’s a great feeling,” he said.

Away from the hustle and bustle of real estate, Ron cherishes time spent with his family — his wife, Randi, and their two dogs, Bella and Bruno. Golf serves as his primary hobby, which he is dedicated to mastering the sport. As he balances work and personal interests, Ron also enjoys working out and relishing moments with his loved ones.

Ron’s advice to up-and-coming agents resonates with his own journey: “Just work as hard as you

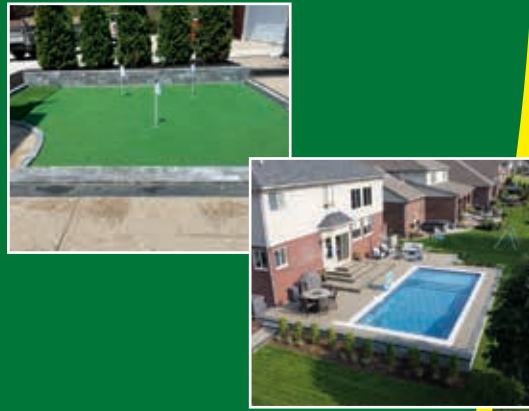
possibly can, be genuine, and operate with honesty and integrity, and the business will follow. Chase clients and not the money.” His emphasis on authenticity and client-centered approach reflects the core values that have propelled him to success.

As Ron blazes a trail in the real estate realm, he desires to be remembered for his genuineness. In a world where transactions often define success, Ron’s legacy is rooted in the authentic connections he fosters and the positive impact he leaves on those he serves. For Ron, being sincere is not just a professional mantra: It’s a way of life — a compass guiding him through with purpose.



NEW YEAR, NEW LANDSCAPING!

Call us to help you with
your yard design for 2024!



LANDSCAPE DESIGN &
CONSTRUCTION

**HEIGHT
CONTROL**
Lawn & Landscaping

586-876-3027 | heightcontrol@gmail.com



Innovations to Help Streamline Your Transactions

- Highly trained, and certified inspectors
- Consultative and solutions-driven
- Prompt and professional services
- Top-rated for customer service

Proudly Serving Your Neighborhood

We offer home inspection services in Macomb and St. Clair Counties, including St. Clair Shores, Richmond, Chesterfield, New Baltimore, and surrounding areas



(586) 500-0099

jstarr@winl.com

Jeff and Joy Starr

HENSON
BUILDING COMPANY



ROOFING • SIDING • GUTTERS
hensonbuildingcompany@gmail.com
www.hensonbuildingcompany.com

CALL FOR FREE ESTIMATE
248-531-8228

Servicing southeast Michigan

fcm first community mortgage

FCM NMLS: 629700

BOCK
GROUP

- Rated 5-star by clients across all platforms (Scan the code below to check us out)
- Focused on communication & education
- Wide variety of loan programs including:
 - Construction
 - Renovation
 - Down Payment Assistance
 - Non QM

Contact us for your home financing needs!



**Jason
Bock**
VP, Branch Manager
NMLS: 713743
248-978-7989



**Sean
Seaman**
Loan Originator
NMLS#: 1461366
313-550-0205



Loan approval and terms are dependent upon borrower's credit, documented ability to repay, acceptability of collateral property, and underwriting criteria.

Since 1954 **Realtors like you** have counted on Morse Moving/Allied Van Lines as your trusted partner.



Let your team count on our team to carry the load!

We are there when you need us most!

Thank you for your business
The Morse Moving Family

Morse Moving & Storage
Agent for Allied Van Lines
A Full Service Relocation Company

10049 Harrison Rd. Ste. 500 | Romulus, MI 48174
734.484.1717 | www.morsemoving.com

USDOT 274486 | PUCO HHG#509459-HG



CITY FLOORING
YOUR FLOORING SPECIALIST



Vinyl Plank • Carpet • Hardwood • Residential and Commercial Professional Installation • In-home Consultation

CITY FLOORING LLC
20586 Hall Rd | Clinton Twp, MI 48038
Showroom Hours:
9:30am-5:00pm Mon-Fri
Outside hours appointments can be scheduled by giving us a call
(586) 662-6466
cityflooring2@gmail.com | www.cityflooringllc.com



JESSICA

DODGE



▶▶ partner spotlight

Photos by Melissa Douglas Co.
Photos taken at Lombardo Model Homes at
Stillwater Crossing in Macomb Township

with Goosehead Insurance



EMPOWERING CLIENTS WITH CHOICE AND UNPARALLELED SERVICE

Jessica Dodge has quickly made a name for herself in the insurance industry as the proud agency owner of Goosehead Insurance. With over 30 A+ rated insurance carriers, she offers clients the power of choice when shopping for property and casualty insurance.

Jessica began her journey into the insurance industry by working at Quicken Loans/Rocket Mortgage. “I started off as a loan officer for home purchases back in 2013,” she explained. “It helped me understand that building long-term relationships is key to earning referral business.” This understanding of relationship-building has become a driving force in Jessica’s approach to her agency.

Other than the desire to build relationships with others, Goosehead Insurance also places great importance on providing a wide variety of competitive insurance policies for their clients to choose from to best fit their needs. “It’s important to think outside the box and be able to offer more than one solution,” Jessica said.

When it comes to real estate agents and loan officers, Goosehead Insurance seamlessly integrates into the homebuying process. “As

the agency owner and producer, I am solely front-end focused,” Jessica said. “There is a whole team who services these clients’ policies, so I am never bogged down with clerical duties, which leaves much more time for new business.” Her team boasts a turn-around time of one hour — complete with a binder update — which enables Jessica to have early closings and avoid potential delays, creating a win-win situation for all parties involved.

When asked about the most fulfilling aspect of her work, Jessica expresses her passion for building relationships and creating referable experiences. “I am happy to say that, since our launch, we have not purchased any leads for insurance, and I’d like to keep it that way,” she said, smiling. This commitment to organic growth speaks volumes about the trust and satisfaction her clients have in her services.

The insurance industry is constantly evolving, and as a result, Jessica is always adapting so that her clients at Goosehead Insurance receive the best coverage at the most competitive prices. “Insurance premiums continue to increase year after year,” she explained. “Being an insurance broker instead of just a captive agent allows me to adapt

by shopping with different carriers from one term to the next.”

Outside of work, Jessica values spending time with her loved ones, including her two dogs, two cats and her sister. She also channels her energy into volunteering, particularly in organizations that focus on helping families, children and animals in Detroit. Additionally, her skills as a makeup artist allow her to contribute to weddings, photoshoots and special events.

Jessica aspires to be remembered as someone who genuinely cares — whether it is going the extra mile for a client or supporting a family member or friend. “Being able to live in the moments, big or small, and doing what you can to uplift others is success to me,” she said.



As Jessica continues to make her mark in the insurance industry, her unwavering dedication to client satisfaction and her commitment to providing choice and exceptional service sets her apart. With her hard work ethic and continuous pursuit of knowledge, Jessica is poised for continued success at Goosehead Insurance as she forges lasting relationships and leaves an indelible impact on the lives of her clients and community.

For more information about Jessica and Goosehead Insurance, visit goosehead.com/Jessica-Dodge.



BestRate
MORTGAGE

**FAST QUOTES,
GREAT RATES,
INTEGRITY.**



248-310-5300 📞
mikem@bestrate.one 📧
linktr.ee/bestratemortgage 🌐
390 Park St, 📍
Birmingham, MI 48009

Mike Maiorano
Mortgage Broker, MLO
NMLS #2033984
Licensed in FL and MI



**WE DON'T INSPECT
WE
EDUCATE**

We will teach you how your home works, how to maintain it, and how to save money.



We are a home inspection company serving our neighborhoods in Wayne, Oakland and Macomb counties in Eastern Michigan.

We are founded by former teachers who wish to educate home owners about the benefits and possible hazards associated with their largest investment; their home.



Aaron Jackson
Owner and Senior Inspector

During the inspection, we complete a non-invasive walk-through of the home to assess its current condition, repair needs, operation, and maintenance requirements.



Book an Inspection Online!

aaronjackson@comprehensivepropertyllc.com | (586) 842-4700



CONQUEST
Mechanical

810-280-4221









Plumbing and Gas Piping system design, installation and repair for ALL residential and commercial applications

20 YEARS

of creating community connection through magazines like this, for readers like you.

#N20anniversary

 **THE N2 COMPANY**

 STROLL.  greet  REAL PRODUCERS  BELOCAL  hyport DIGITAL

n2co.com

@realproducers

KINGSLEY

IFEZUE

Weaving Dreams Into Reality, One Home at a Time

FOR KINGSLEY IFEZUE, REAL ESTATE IS MORE THAN JUST A PROFESSION: IT'S A PATHWAY TO ACHIEVING GREATNESS AND TO BUILDING A BETTER LIFE FOR HIS FAMILY. WITH AN IMPRESSIVE EIGHT YEARS OF EXPERIENCE AS AN AGENT AND FIVE YEARS AS A BROKER, KINGSLEY'S DEDICATION TO HIS CRAFT AND HIS CLIENTS HAS EARNED HIM A REPUTATION AS ONE OF THE MOST KNOWLEDGEABLE AND WELL-ROUNDED AGENTS IN THE BUSINESS.

Kingsley's journey into real estate began in June of 2015, when he started his career at Keller Williams Lakeside while still operating his own professional moving company, Movers R Us, in two states — Michigan and Florida. However, the physical demands of the moving business and the desire for more flexibility led him to make a pivotal decision to transition to real estate full time and pursue a new challenge.

"I became an agent to learn something new," Kingsley said. "I also wanted to service my customers better with having that knowledge and being able to help them buy and sell property."

Since then, Kingsley's career has been nothing short of remarkable. His career volume stands at \$12 million with a total volume of \$7 million achieved in 2022. He is also an active member of the National Association of REALTORS® (NAR) and has earned accolades such as the Highest Recruiting Agent award in 2017 from Arterra Realty.

Beyond his professional accomplishments, Kingsley has an impressive educational background, graduating with a 4.0 GPA from L'Anse Creuse High School and earning the Distinguished Honor Graduate title in the United States Army in 2001. His pursuit of excellence didn't end there: He has acquired various

certifications, including the Real Estate Negotiation Expert (RENE), Military Relocation Professional (MRP), Seller Representative Specialist (SRS), Accredited Buyer's Representative (ABR), and At Home with Diversity (AHWD).

When asked about the life events that have shaped him, Kingsley highlights his U.S. military training and when he moved to the Metro Detroit area in 1997. These experiences instilled in him a determination to build generational wealth and to create a better future for his family.

In January of 2018, Kingsley attained broker status, an accomplishment driven by his relentless pursuit of the next level in his career. However, the road to becoming a broker was not without its challenges. "I am always a high achiever," Kingsley shared. "I wanted to reach the next level of my career. Once I received my broker license, I asked my prior managing broker if I could train as an associate broker, but I was told I needed 15 years of experience, so I decided to start my own brokerage."

broker spotlight

Photos by Jermaine Buie with Perfect Light, LLC





Today, Kingsley's brokerage — iTech Realty — boasts 16 agents and has a single location in downtown Mount Clemens. What sets his team apart is their comprehensive training in title, property management and different loan scenarios, making them well-versed in every aspect of real estate.

"I am passionate about solving problems," Kingsley said. "Any agent can sell a home with no issues, but I like to take on difficult clients and work through challenging situations to provide the best solutions. This is why I became a loan officer and title producer — to be more well-rounded and offer the best expert experience."

Outside of his business, Kingsley is a devoted family man. His wife, Olivia Ifezue, is not only a support staff member at iTech Realty but also an interior designer and loan processor with a bachelor's degree in

architectural design. They have two daughters — Rachel and Naomi — who share in the family's interests and aspirations. Kingsley's parents, who are immigrants from Nigeria, instilled in him the value of hard work and the desire to strive for greatness.

Looking to the future, Kingsley's dreams include opening his own design/build firm to compete with top builders in the Metro Detroit area. Building custom homes has been a long-standing aspiration for him, and he plans to integrate architectural design and unique concepts to bring clients' dreams to life.

"I want to be remembered for my will to achieve," Kingsley said. "I don't want to be remembered as just an agent. I want people of my color and foreign background to know they can achieve anything they put their mind to."



With a passion for learning, a dedication to his clients and a heart for philanthropy, Kingsley embodies the essence of a true real estate professional, an inspiring role model and a dedicated family man. As he continues on his journey of excellence, his impact on the industry and the lives he touches will undoubtedly leave a lasting legacy.

Spring Into A New Home

(or update the one you have!)

Dante Rosa Home Loans
SIMPLE HOME LENDING
 NMLS# 1701897
 248-752-4175
 www.homeloansmadefun.com

586-731-0950
 5650 Jamestown Rd, Shelby Twp, MI 48317
 Office Hours: M-Th 7:30am-5pm, Fri 7:30am-3pm, Sat 8am-12pm

24/7 Emergency Service

With over 37 years in the industry, we've served thousands of homeowners just like you in Macomb County for all their HVAC, Plumbing and Electrical needs.

Residential/Commercial:
 HVAC
 Maintenance | Service | Repair | Install
 Boilers
 Plumbing
 Electrical
 Generator | Install | Maintenance
 Inspections

LICENSED. TRAINED. EXPERIENCED

BEEN IN BUSINESS FOR 43 YEARS

MIKE DOBBELAER • SAME OWNER SINCE 1980

DOBB'S CARPET SERVICE

Carpet Sales • Installation • Service • Cleaning
 Vinyl Planks • Hardwood • Laminates • Linoleum • LVP

586-776-7352
 Check out our showroom at 13713 E. 10 Mile Rd., Warren, MI 48089
 Tuesday-Friday 10:00 a.m. - 5:00 p.m.

CHANGING PLACES MOVING

WHEN YOUR CLIENTS NEED TO MOVE...
 CALL ON THE "GENTLEMEN" OF CHANGING PLACES MOVING

248.674.3937
 CHANGINGPLACESMOVERS.COM
#1 Mover of Choice!

SCAN ME

CVED #21897

Residential Home Inspection
 New Build Inspection (pre-drywall, final walkthrough)
 Condo Inspection
 Mobile Home Inspection
 Asbestos Collection/Testing
 Air Quality Testing
 Lead Based Paint Testing
 Mold Collection/Testing
 Pest Inspection
 Radon Testing (Same Day Reading/Results)
 Sewer Scoping
 Thermal Imaging
 Water Testing

socialhomeinspections.com
 Social Media @socialhomeinspections
 michael@socialhomeinspections.com
248-606-5144

Bobbie

Life is Beautiful • How Can We Help?
 cleaning services

- All Natural
- Residential
- Commercial
- Move In / Move Out

Barbara Scott | Proprietor
586.404.0234

DAVID “NICK” IZAGUIRRE

BUILDING DREAMS, ONE HOUSE AT A TIME

Success is often measured in numbers — volume of sales, units sold, awards earned. Behind those impressive figures, however, is a person with a story, a journey, and a passion for helping others. David Nicholas Izaguirre, agent and REALTOR® with Berkshire Hathaway HomeServices - Kee Realty, is one such individual. His remarkable career, rooted in dedication and family influence, has seen him become a top performer in the industry.

David's path into real estate didn't start with a grand plan; rather, it was a response to life's changes. "I was in the middle of rehabbing homes and other side jobs when I found out I was going to have my first child," he recalled. It was this pivotal moment that led him to consider a career that could provide a more secure future for his growing family. "I was always around real estate — my mom and stepfather have been in the business for over 20 years — but I never gave it a thought until later in life," he added.

David officially began his real estate journey in 2019 after obtaining his license and joining Kee Realty in December of 2018. Before entering the world of real estate, his life was a mix of various experiences — from working as a mechanic to then construction, rehabbing homes, and even coaching youth hockey full time in Grosse Pointe.

David grew up in a variety of locations, from Texas to Muskegon, before eventually settling in St. Clair Shores. Over the years, he has been influenced by his family's strong work ethic. "I watched my dad build an automotive business from the ground up through hard work. He showed up every day and treated people with respect," David said. His mother

and stepfather, with their successful real estate business, offered another source of inspiration. "They have showed up, put in the work, and continued to help their clients," he added.

David's educational journey led him from Wayne State University, where he played hockey for two years, to Macomb Community College. While he didn't complete his degree, his career path took a different route when he ventured into real estate.

David's ability to adapt to new environments and connect with people from diverse backgrounds has been crucial to his success. "Being able to meet new people, thrive in new environments, and connect and relate to people of all different backgrounds really helps me succeed in life today," he shared. It's this adaptability, combined with his unwavering work ethic, that has defined David's path.

David's current career success can be attributed to his dedication to his clients and his love for the real estate industry. "I have always enjoyed meeting new people, building relationships with people, and helping

others," he said. His passion lies in helping first-time buyers and investors navigate the challenging real estate market. "I enjoy helping clients achieve the goal of buying a home, even though this current market hasn't been the easiest," he added.

David also finds fulfillment in the investment side of real estate. He relishes in the transformation of old homes and works closely with his investor clients on their rehab projects. His commitment to providing affordable rentals in St. Clair Shores is another testament to his community-focused approach.

In the real estate business, David isn't alone: He's a part of a dynamic team that includes his mother and stepfather, Rachela and Brad Lack. Their individual styles and niches complement each other, but they all share a common goal — putting their clients first. "We enjoy going above and beyond for our clients, who, for most of the time, become good friends well past the sale or purchase of a home," David said.

For David, success in real estate goes beyond the transactions and awards.





"I love seeing my clients enjoy their homes as well as when they — months down the road — reach out with a house question or ask for suggestions or advice," he shared. This enduring trust and connection with clients mean the world to David.

Additionally, the flexibility that David's real estate career offers is invaluable. "I have two daughters, aged 5 and 2, who I enjoy spending as much time as I can with them," he said.

The real estate industry comes with its share of challenges, particularly the need for mental toughness. "It is a lot of getting knocked down and having to get back up and keep going," David said. This is especially true in the current market where buyers face tough competition.

David's strategy for overcoming challenges is to build relationships with fellow agents and to find creative ways to help his clients succeed. It's this commitment of going the extra mile that sets him apart. His aspirations, however, extend beyond his personal success: He wants to continue building a business and a brand, and continue giving back to the community that he grew up in. His long-term goals are to build a portfolio of rentals and provide more affordable housing to those in need. His wife is joining the real estate world soon, and David is excited to expand their business together.

To David, success isn't just about the numbers. "I think success looks different for everyone," he explained. For him, it's about providing a good life for his family without sacrificing quality time with them. It's also about instilling the values of hard work and respect in his children.

Outside of his business, David enjoys golfing, attending Red Wing games, traveling, and most importantly, spending time with his family. Together, they like to have park days, visit the arcade, and create memories.

For those aspiring to make their mark in the real estate industry, David says: "Stay consistent in your business plan and get comfortable being uncomfortable." He emphasizes the importance of putting in the hard work, building relationships, and always placing clients first.

On a personal level, David wants to be remembered as a devoted father and husband. In his profession,

he aims to be recognized for providing top-notch service, where clients trust him to have their best interests at heart.

David's career in real estate underscores the importance of building relationships and understanding clients on an individual level. "Real estate is much more than just going out and selling houses," he said. "It's about guiding clients to make decisions that are best for them, even if that means waiting or not selling."

David's story is a testament to the human side of real estate. Beyond the accolades and sales figures, his dedication to his clients, his family, and his community sets him apart as a remarkable agent with a passion for making a difference.

DAWN to DUSK
RESIDENTIAL & COMMERCIAL
CLEANING SERVICE

586-932-4090
DawnToDuskCleaning.com

Rewards-Driven Employees!
Based on quality reviews after every cleaning!

We'll make it clean, fresh and ready to call home!

FAMILY OWNED SINCE 2006



PHOTO • VIDEO • DRONE • MATTERPORT
FLOORPLANS • VIRTUAL TOURS • HEADSHOTS

Stunning photography, cutting edge video, and every tool you need to quickly sell your next listing is just a click or call away. With the largest & most talented team of real estate media professionals in Michigan, we create content that gets results.

Find out why Stylish Detroit is the preferred media company for Metro Detroit's top producing REALTORS.

STYLISH DETROIT
STYLISHDETROIT.COM • (313) 799-3686



Welcome to Trident Way Estate Sales
Quality, not Quantity
Step into our Boutique

**Owned & Operated
by Diane & Tara**
(586)453-2539 / (586)260-9685
www.tridentway.com

Follow us on
Facebook and Instagram



Family owned and operated

2023 BY THE NUMBERS

Here's what the top 300 agents in MACOMB COUNTY sold

\$2,119,153,048



SALES VOLUME



7,559

TOTAL TRANSACTIONS



25

AVERAGE TRANSACTIONS PER AGENT

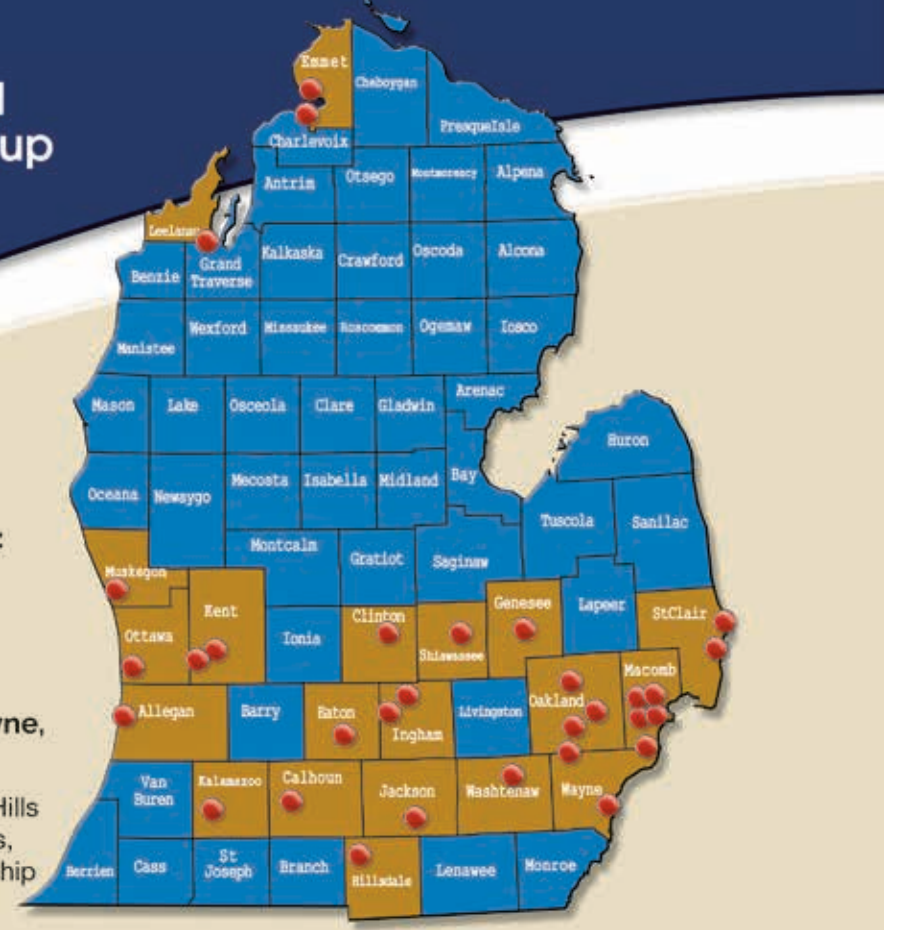
\$7,063,843

AVERAGE SALES VOLUME PER AGENT



ATA National Title Group

atatitle.com



Our products and services include:

- Commercial title insurance
- Residential title insurance
- Escrow services
- Over 30 locations statewide

10 preferred locations serving Wayne, Oakland and Macomb counties

Bloomfield Hills, Clarkston, Farmington Hills, Plymouth, Trenton, Grosse Pointe Woods, Livonia, Shelby Township, Clinton Township

WWW.APPROVEDWITHJEN.COM



Hello!
I'M JENNIFER LA ROSE

NMLS 1141786

PURCHASE • FIRST TIME HOME-BUYER • REFINANCE

Your local lender & neighbor!

My name is Jen, your local Mortgage Lender and fellow neighbor. After working in the mortgage industry for over 12 years, I would love to help you with the mortgage process and have some fun while doing so. If you ever have any questions, I would love to chat.



586-855-6136
jennifer.larose@caliberhomeloans.com
@mortgage.jenlarose

92 MILL ST. ROCHESTER, MI 48307

goosehead INSURANCE COME FLY WITH US

OUR ENTIRE BUSINESS IS DESIGNED TO COMPLEMENT THE HOME-BUYING PROCESS.

Home, Auto, Life, Business, Flood

- OPTIONS FOR EVERY TYPE OF BORROWER SITUATION
I WILL COMPARE MULTIPLE QUOTES TO FIND THE BEST OPTION
- WE WILL NEVER HOLD UP A CLOSING
SAME-DAY EXECUTED BINDERS AND BINDER CHANGES
- THE BENEFIT OF OUR MORTGAGE INDUSTRY EXPERTISE
I KNOW YOUR PROCESS, RATIOS AND WHAT MATTERS WHEN IT COMES TO INSURANCE
- WE REPRESENT THE BEST IN THE INDUSTRY

BUILT FROM THE GROUND UP TO PARTNER DIRECTLY WITH LENDERS AND REALTORS

+ dozens more!

Logos for Safely Insurance, Nationwide, and others.

QR code: SCAN FOR A QUOTE

Jessica Dodge, Agency Owner
586.206.9500
jessica.dodge@goosehead.com
Licensed Independent Insurance Agent

Great Lakes AERIAL VIDEO SERVICES & PHOTOGRAPHY

ONE STOP SHOP

AERIAL VIDEOS • AERIAL PHOTOS
LISTING PHOTOS
WALKTHROUGH VIDEOS
FLOOR PLANS
PROPERTY WEBSITES
FREE MARKETING

586.246.4203
Contact@GLAerial.com
www.greatlakesaerialvideoservices.com

QR code

Just Rite Service Professionals



MICHIGAN'S #1 MOBILE HOME REPAIR SERVICE
MichiganMobileHomeRepair.com  **CALL TODAY TO SCHEDULE SERVICE: 586.531.8525**



Serving Oakland, Macomb, and Lapeer counties.

DON'T LET YOUR DREAM HOME BECOME A NIGHTMARE



 Scan to Learn More

Erik Hodge • 248-388-4783
erikhodge@hhiservices.org • www.hhiservices.org

Home Inspection • Radon Testing
 Water Quality Testing • Air Quality Testing
 Thermal Imaging • Sewer Scope Inspections

HHI is an InterNACHI and ICA Certified Home Inspector.
 NACHI21041416 | ICA # 24628



AAA EXPECT SOMETHING MORE™

ULTIMATE PLAN

Home Insurance – The Ultimate Plan

Looking for the ultimate peace of mind? With an upgrade to the Ultimate Plan, homeowners gain access to valuable coverage and benefits that help their policies go the extra mile.

<p>Home Systems Protection</p> <p>We've got your back when essential household systems like central air conditioning, furnaces or water heaters break down. You're protected not only for repairs, but also for the loss of use and damages from spoilage. Home systems and equipment covered includes:</p> <ul style="list-style-type: none"> ▪ Central air conditioning ▪ Boilers, furnaces and heat pumps ▪ Conventional and solar water heaters ▪ Home security monitoring devices ▪ Electrical service panels ▪ Permanently installed appliances 	<p>Ultimate Plan also Includes:</p> <p>Service Line You're protected for loss or damage to exterior underground service lines, such as water, sewer or power.</p> <p>Claim-Free Rewards Earn cash back or renewal credit every policy year you go without a claim.</p> <p>Disappearing Deductible* Reduce your deductible by \$50 for every policy year you go claim free, up to a maximum of \$500.</p> <p>Claim Forgiveness Ultimate Your first claim will be forgiven, regardless of size.</p>
--	--

Contact me to learn about ultimate coverage for your home.

The Ron Steffens Agency
 50798 Romeo Plank Rd.
 Macomb, MI 48044
 (586) 954-2461

Optional coverages available for additional cost. Discounts and savings opportunities apply to select coverages only and are subject to eligibility requirements. Coverage is subject to all policy terms, conditions, exclusions and limitations. Subject to underwriting requirements. Insurance underwritten by Auto Club Insurance Association, Auto Club Group Insurance Company, MemberSelect Insurance Company or non-affiliated insurance companies. ©2023 The Auto Club Group. All rights reserved. 20-86-0476 LC 1/21
 *Disappearing Deductible does not apply to Home Service Plan and/or Service Line. Both Home Service Plan and Service Line endorsements have a minimum \$500 deductible.



Partner with Michigan's #1 construction lender.*



When your client is finally ready to build their one-in-a-million dream home, a bunch of numbers shouldn't get in the way. With our low rates, low down payments, one-time closing costs, and a streamlined builder activation process, we'll work with you to keep things moving.



Contact me today to get started.
 Brent Green
 Mortgage Sales Manager
 (248) 848-7117
Brent.Green@LMCU.org
 NMLS #709719



*Marketrac, January 2023.



20 YEARS OF
THE N2 COMPANY

CO-MARKET WITH **LOMBARDO HOMES!**



CO-MARKET YOUR VACANT LAND LISTINGS WITH LOMBARDO HOMES!

If you are looking to co-market your property listings, Lombardo Homes can help! With our Anywhere Lombardo co-marketing initiative, our experienced sales professionals partner with real estate agents to list new construction homes on their vacant land listings. By listing a new construction home, your land listing will show up in both vacant land searches and in available home searches, and you get added exposure with listings on the Lombardo Homes website.

**If you bring us a buyer for a Lombardo home, we'll pay you 3% of the price at Purchase Agreement.
Contact our team to learn more!**

248-631-4822 | LombardoHomes.com

ELIGIBILITY: All information contained herein was accurate at the time of publication and is subject to change at any time without notice. The compensation offered to cooperating brokers is 3% or current incentive if offered (excluding selling concessions, options, upgrades and site premiums) of the base price or accepted offer price, whichever is lower. For more details, please contact your Lombardo Homes Sales Manager.

