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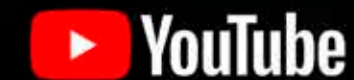


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TABLE OF CONTENTS

	<p>06 Preferred Partners</p>		<p>11 Meet the Team</p>		<p>14 Event Recap: March Mixer</p>
	<p>16 Top Producer: Chad Apap</p>		<p>22 Agent on the Rise: Rozy Amine</p>		<p>28 Agent Spotlight: Roni Dawod</p>
	<p>34 Legend in the Business: Julie Ann Thayer</p>		<p>40 Rising Star: Nick Kalte</p>		<p>46 Event Recap: Happy Hour</p>



If you are interested in contributing or nominating someone for a feature, please email us at Chris.csotty@realproducersmag.com or Terra.csotty@realproducersmag.com.

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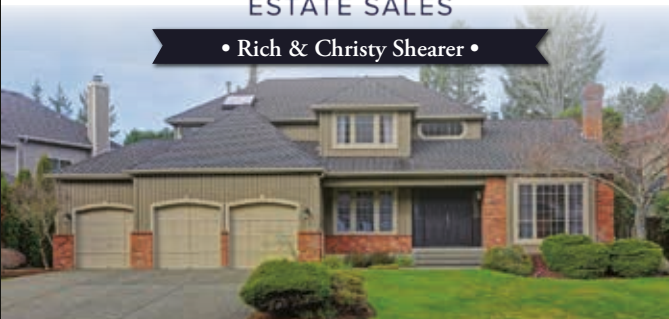
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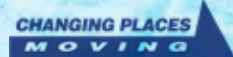
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top producer

By Robbyn Moore
Photos by Stylish Detroit

CHAD APAP

MAKING THE WORLD A BETTER PLACE,
ONE TRANSACTION AT A TIME

Chad Apap, a real estate agent and REALTOR® from Z Real Estate Experts powered by eXp Realty, has quickly made a name for himself as one of the top producers in the industry. With just two years of experience under his belt, Chad has already achieved remarkable success, with a personal sales volume of \$44 million in three years.

Before entering the real estate industry, Chad spent 25 years in the restaurant and bar industry. However, he reached a point where the physical demands became overwhelming, prompting him to consider a career change. “I’ve had a lifelong passion for real estate and a desire to help people find their dream home,” Chad shared. “I decided to obtain my real estate license, and initially, I started part time due to my managerial responsibilities, but in July of 2021, I made the leap to become a full-time agent.”

The pivotal moment in Chad’s decision to transition to full-time real estate came when he received a call from Mark Z himself. “Mark questioned why I hadn’t made the switch yet,” Chad recalled. “His unwavering belief in my potential and assurance that he wouldn’t let me fail gave me the confidence I needed to take the leap.”

Chad’s enthusiasm for real estate extends beyond buying and selling properties: He also has a passion for renovations and new construction, embracing all



aspects of the industry. His extensive background in the hospitality industry, where he quickly climbed the ranks to become a district manager, was the solid foundation for his success.

Chad’s greatest source of motivation is his desire to help others. “Whether it’s assisting clients in finding their perfect home or guiding them through the selling





“

I ENCOURAGE ASPIRING REAL ESTATE PROFESSIONALS TO PERSEVERE AND REMAIN DEDICATED TO THEIR CRAFT. RESULTS WILL EVENTUALLY FOLLOW.

”

adaptability and strategic thinking,” he said. “However, despite these challenges, I remain passionate about real estate and aspire to build and develop my own team in the future to help even more people achieve their dreams.”

For Chad, one aspect of the real estate profession that he particularly appreciates is the flexibility it offers. “While I dedicate a significant amount of time and effort to work, I have the ability to manage my schedule, creating a healthy work-life balance,” he said.

Outside of his career, Chad cherishes time spent with his family. He has a diverse taste in music and movies, and he enjoys anything related to water activities.

Chad’s dedication and hard work have not gone unnoticed, as he has received numerous accolades within his team. He was awarded Rookie of the Year and Showing Partner of the Year, and was recognized as the Team’s Most Helpful Member in 2021.

Furthermore, Chad won Agent of the Year in transactions and volume, and Buyer’s Agent of the Year in 2022. For the second consecutive year, he was honored as Agent of the Year, Buyer’s Agent of the Year and Listing Agent of the Year in 2023.

In his pursuit of success, Chad has learned a valuable lesson: consistent hard work pays off. “I encourage aspiring real estate professionals to persevere and remain dedicated to their craft,” he shared. “Results will eventually follow.”

As Chad reflects on his journey, he finds that he resonates deeply with the poem “Success” by Ralph Waldo Emerson. “I believe that true success lies in finding joy, earning the respect of intelligent individuals, and leaving a positive impact on others’ lives,” he explained. “For me, success means making the world a better place, one transaction at a time.”

process as they embark on a new chapter in their lives, I find immense satisfaction in making a positive impact,” he said. “My ultimate focus in life is to assist people in achieving their real estate goals. It is a dedication that I would like to be remembered for.”

As a member of Z Real Estate Experts, Chad works alongside approximately 95 agents and an additional 10 support staff members. The team’s success stems from the positive energy and collaboration that permeate their daily operations.

Like many real estate professionals, Chad faces the challenge of navigating changing market conditions. “Shifting from a market characterized by low interest rates and multiple offers to one with higher interest rates and increased negotiations requires

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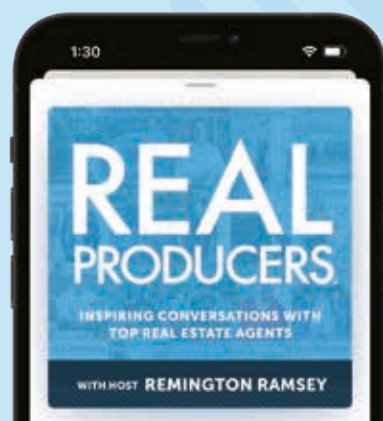


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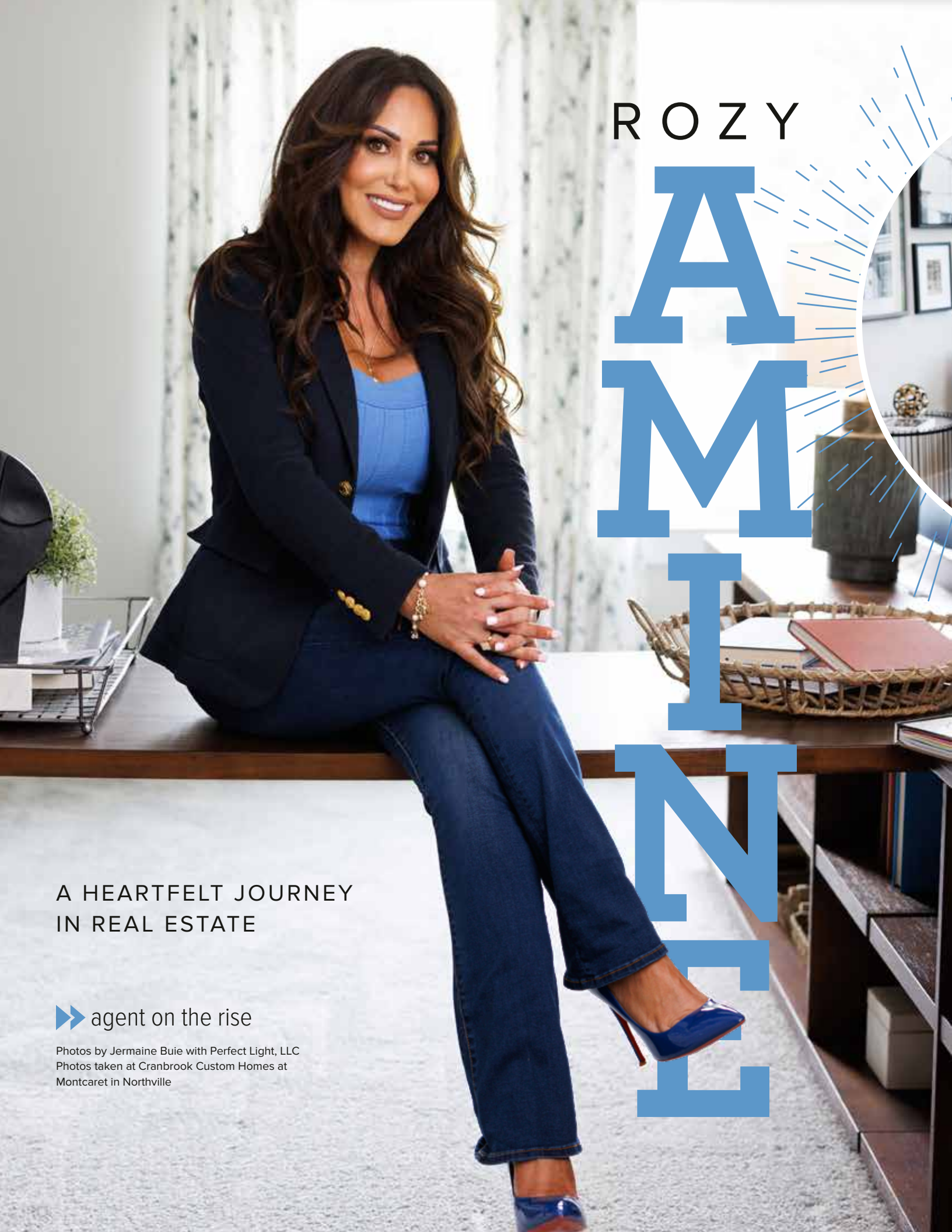
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▶▶ agent on the rise

Photos by Jermaine Buie with Perfect Light, LLC
Photos taken at Cranbrook Custom Homes at
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The world of real estate often teems with stories of triumph, resilience and passion. Rozy Amine, a person of determination and authenticity, has carved her path in this industry as one of the driving forces behind the Golden Key Group. With nearly two years of experience, Rozy's journey is rooted in compassion, personal growth, and an unwavering commitment to helping people achieve their dreams.

Before stepping into real estate, Rozy's life was intertwined with the medical field. She received a bachelor's degree in nursing from Wayne State University, but her life took an unexpected turn due to personal circumstances when her son tragically passed away in 2001. After he died, Rozy placed real estate on the back burner — despite getting her license in 2007 — and fully pivoted to nursing instead, channeling her grief into helping others.

Rozy's initial passion for real estate was rekindled during the upheaval of the pandemic. "Real estate has always been a natural passion of mine," she shared. "Once COVID-19 hit, I started to rethink about coming back to real estate." Moreover, the death of her ex-husband propelled her to make a transformative decision. "I needed to be around my kids more, so I transitioned back to full-time real estate," she added.

Rozy has proven herself as a force to be reckoned with. In 2022, her sales volume was \$6 million, and the following year, her sales volume was already at \$5 million by September. Her commitment to service and her genuine care for her clients shine through in her accomplishments, including the prestigious Shining Star Award for 2022.

Rozy was born and raised in Dearborn, Michigan, but her parents migrated from Lebanon in the early '70s — which shaped Rozy's perspective on life and culture. Her education

and experiences have molded her into a compassionate and intuitive professional. "My inner intuition has defined my path because I believe in me," she said confidently.

Beyond the business, Rozy places great importance on family. She is a proud mother of six children, each embarking on their own unique journeys. Rozy's dedication to family is a driving force in her life, and she cherishes every moment she spends with them.

In the real estate industry, Rozy's commitment to her clients sets her apart. "My commitment to serve is number one," she said. Her one-of-a-kind perspective and empathetic approach allow her to connect with clients on a deeply personal level. She treats every client — regardless of budget — with the same level of dedication and care.

Rozy's journey in real estate is a testament to her resilience, positivity and confidence. As she continues to thrive in this dynamic industry, her message to aspiring agents is crystal clear: "Do real estate for the right, genuine reasons, and you will succeed and feel like you're not working."



Rozy's story is one that resonates with the power of following one's heart, embracing challenges, and making a difference in the lives of others. With her infectious and positive mindset and a heart that truly cares, Rozy is making her mark as an exceptional agent.

She is a reminder that success is not just measured in numbers but in the lives touched and dreams realized.

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Roni Dawod

MAKING A DIFFERENCE IN THE REAL ESTATE WORLD

Roni Dawod, a seasoned agent with Keller Williams Somerset, has been making waves in the industry for the past seven years. With an impressive career volume of \$50 million and a total sales volume of \$8 million last year, Roni's dedication and expertise have earned him numerous accolades and recognition within the real estate community.

One of Roni's notable achievements is the Excellence in Client Service Award from Homesnap in 2021. Additionally, he has been recognized as a top 500

Oakland County producer, a top Silver Team agent in 2021, 2022 and 2023, and has received team awards for his Keller Williams office and from Broker Agent Advisor for his outstanding achievements and excellence in real estate.

Roni's journey into real estate began in November of 2016 when he started part time while working as a cook at a Lebanese restaurant. It was a pivotal moment when he received phone calls from potential clients during his busy shifts. "As my phone kept ringing, I

decided to put a pause on my cooking job that I had been doing for six years and go full time into real estate," Roni recalled.

When asked about his motivation to become an agent, Roni expressed his desire to connect with people and make a positive impact on their lives. "My biggest reason that led me to real estate was that I wanted to meet more people and find a way to make a difference in their lives," he explained. "I loved to cook, but I noticed that the future was limited and not making sense financially. I wanted to make more money and have more freedom — more opportunities, a better future."

Originally from Iraq, Roni credits his brother-in-law from Canada as a major influence in his decision to pursue a career in real estate. "Whenever we got together, he always gave me positive conversations about how I should be doing something better and building a future that can create wealth and freedom," he said.

Roni's passion for real estate is evident in his work. He enjoys helping families find their dream homes and assisting them in selling their properties. "My biggest passion about real estate is getting to meet new people and learning from them," he shared. "I love to see my



Real estate perfectly aligns with Roni's future dreams and goals. "I always thought about real estate as freedom," he stated. "Having control over my work schedule and income is like having all the power in the world. I currently own multiple properties and an Airbnb in a desirable vacation community, and in the future, I would like to live off the passive income."

Outside of his successful real estate career, Roni cherishes spending time with his wife, Stivani, and their beautiful twins — Chloe and Jude, who were born in May of 2023. Currently, their primary focus revolves around caring for their newborns.

Roni's hobbies include playing video games, going out to eat, spending time with friends and family, and watching movies on the weekends. He also enjoys reading books, particularly fiction, mystery and thriller genres. In terms of music, he appreciates hip-hop and country.

In addition to his work in real estate, Roni finds fulfillment in giving back. He supports churches and individuals in need through charitable donations.

To aspiring agents, Roni advises them to work hard to become the best they can be. He emphasizes the importance of showing up to the office, building connections and maintaining accountability.

Roni runs his real estate business with honesty and a genuine commitment to his clients' best interests. His dedication and desire to make a difference have propelled his success, and his story exemplifies the potential for personal and professional growth within the real estate industry. His journey serves as an inspiration to hopeful agents everywhere.

clients' beautiful smiles. It means everything to me."

As part of The James Silver Team, Roni collaborates with 25 team members, including three support staff. The team's unique structure and great commission splits have contributed to his success as a real estate agent. "Collaborating with team members has helped me become a better real estate agent," Roni said. "We can work from home or in the office, and I love my office space and everyone who I work with."

"Being a better real estate agent every year and providing excellent service are incredibly fulfilling," Roni added. "I enjoy earning five-star reviews and helping other agents succeed in a good and bad market."

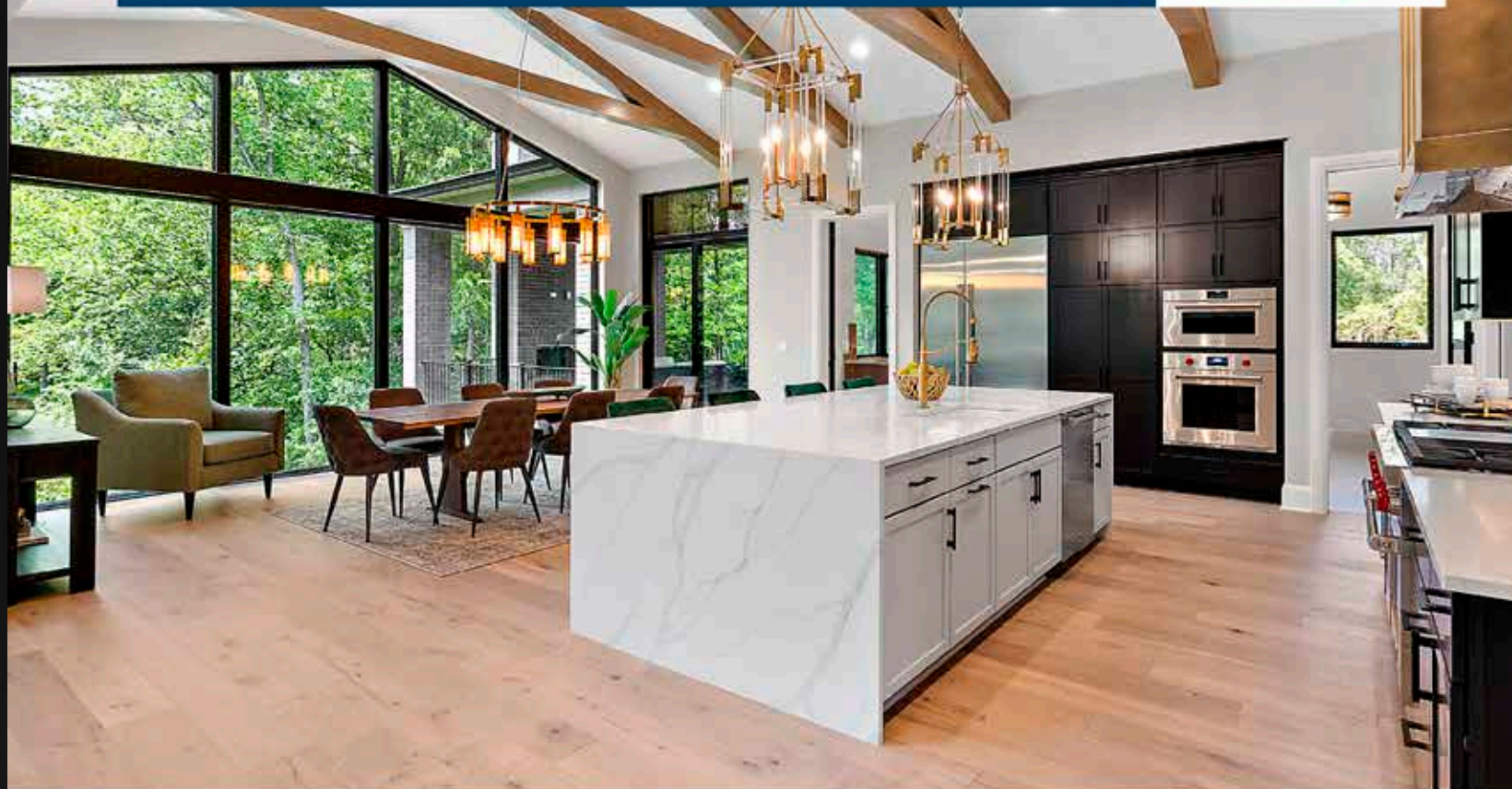
Some of Roni's biggest obstacles within the industry have been the low inventory and customers' concerns about market crashes and interest rates. However, he overcomes these challenges by continually learning and providing information to assist his clients.





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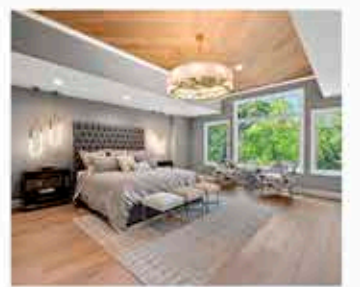
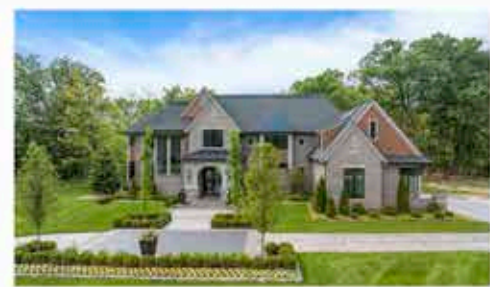
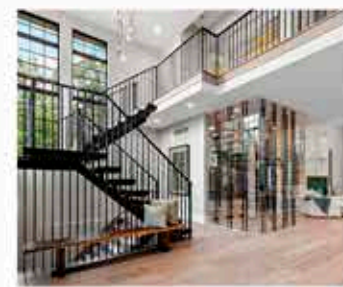
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JULIE ANN THAYER

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Julie Ann Thayer is a truly exceptional real estate agent who is willing to go above and beyond in her work, leaving no stone unturned in the pursuit of her clients' dreams. Whether it's scouting for hidden gems or negotiating for the best deals, Julie Ann's unwavering determination to find the perfect property is relentless. She is known for identifying properties that may seem less desirable to others, but with a keen eye for design — along with her contractor skills — she can transform a seemingly horrific property into a stunning showcase. When it comes to finding the best fit and securing a great deal, Julie Ann leaves her clients amazed and delighted.

For 25 years, Julie Ann has honed her skills to effectively visualize a plan. "I assist my clients in envisioning the potential of a property," she explained. "If it requires renovations or modifications, I stay mindful of their goals and budget. By tapping into my knowledge and expertise, I evaluate the market value of a property accurately and provide valuable insights on pricing strategies. I am also well-versed in analyzing comparable sold properties and meticulously research and analyze recent sales in the area to determine the fair market value of a property, enabling my clients to make informed decisions."

Julie Ann's competent real estate experience and comprehensive understanding of lending and appraisals are beacons to her clients through the financing process, providing valuable insights on loan options that ensure that their property meets the necessary appraisal requirements. Her ability to navigate the complexities of the real estate market and guide clients to the closing table with confidence and success is what has led her career volume to be over \$60 million in sales.

Julie Ann is a true triple threat as an agent at Sine & Monaghan REALTORS®, a designer, and a contractor at Art Structures by JA Designs. She obtained her real estate license while initially engaging in the renovation and sale of project houses. "Over time, both buyers and sellers began seeking my assistance in their own real estate transactions," she recalled. "Past clients, who initially sought my help with design and construction, also requested my support in sales. Throughout my career, I have consistently worked in design and construction, starting with my time at Pulte Homes corporation during high school and college, followed by working as an architectural designer after college. Subsequently, I worked at various design studios until ultimately joining Blue Cross Blue Shield in their facilities management department. All of these experiences were building blocks leading me toward my true passion: construction and real estate. Once I made that transition, I started designing, building and selling my own projects."

As a young girl, Julie Ann eagerly immersed herself in numerous art and design classes, nurturing her passion for creativity. Throughout college, she



“

I am driven by the desire to transform spaces and create enchanting environments that inspire and bring joy.

”



further honed her skills in drafting and design courses, building a strong foundation for her career. “From an early age, I developed a deep appreciation for space planning, the intricate building process and the hands-on experience of working on-site,” Julie Ann shared. “Everything from captivating finishes to exquisite light fixtures, meticulous tile selection, and harmonious color palettes and landscaping fuels my addiction to home rehabilitation and design. I am driven by the desire to transform spaces and create enchanting environments that inspire and bring joy.”

Life events have played a significant role in shaping who Julie Ann is today. The journey of self-teaching and hard knocks has been instrumental in her personal growth. “Being a woman in the construction industry has presented its own set of obstacles, but I have overcome them by independently educating myself,” she said. “This has allowed me to develop a solid understanding of people and navigate processes, particularly in terms of home inspections and appraisals. What may seem daunting to some real estate professionals becomes an opportunity for both me and my clients. I often reflect on the saying ‘one man’s nightmare is another man’s opportunity.’”

Outside of her professional life, Julie Ann has a diverse range of hobbies and interests. This includes gardening, horseback riding, going on bike rides, exploring hiking trails, and capturing moments through photography and expressing her creativity through drawing and painting. Recently, Julie Ann has also found fulfillment in volunteering with Camp Casey, an organization that provides “horse house calls” to children who are unable to attend summer camp due to illness.

Julie Ann’s unique combination of construction, design and real estate allows her to assemble tailor-made solutions for her customers, capturing their specific needs and objectives — whether it is for selling a property or envisioning its full potential. “Know your craft and know what you are selling,” she said. “I encourage other agents to take a building class, spend time at a construction site, understand the material and documents, and know how to access information — we owe that to our clients. At the end of the day, we are not salespeople: We are real estate advisors.”



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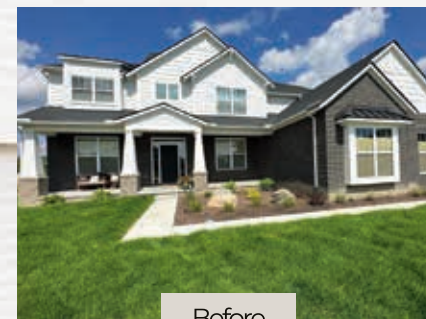


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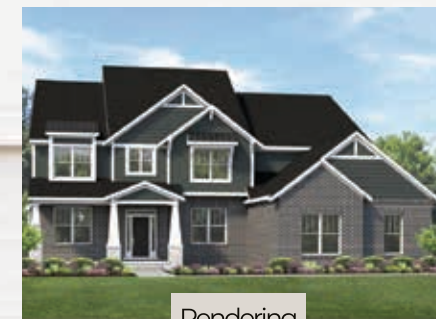
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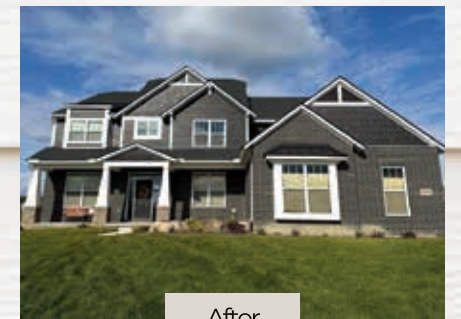
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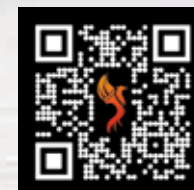
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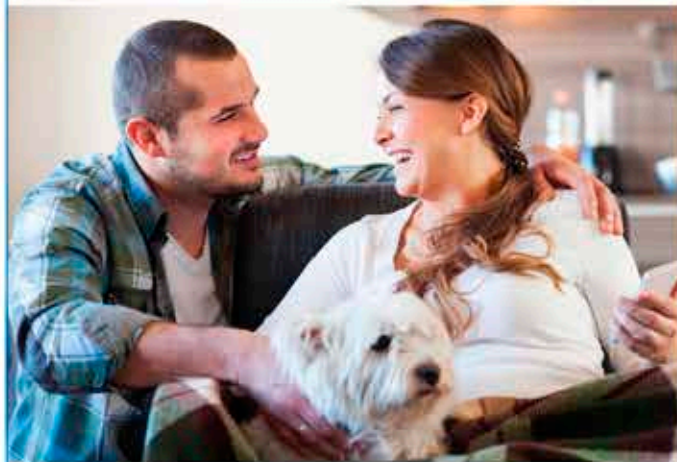
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NICK CRAFTING LAUGHTER & LASTING MEMORIES

KALTE

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Photos by Jay Dunbar of Great Lakes Aerial Video Services

Nick Kalte is an agent extraordinaire at Quest Realty, whose passion for turning house-hunters into homeowners has set the real estate industry abuzz. With half a decade of experience and a staggering total sales volume of \$40 million, Nick isn't just an agent: He's a bona fide top-tier performer. However, behind the glitz and glamor of his career lies a remarkable journey riddled with trials and transformative moments that have sculpted him into the agent and individual he is today.

Nick's career in real estate began as a part-time venture in 2018, but it wasn't until 2020 that he decided to make it into a full-time job. "Once business took off, I decided to go full time in real estate, and through my hard work and great connections in the industry, I was able to make a great living and help tons of clients," he said. His dedication to his clients and his genuine desire to help them achieve their homeownership dreams set him apart from the competition.

Before entering into real estate, Nick operated the Michigan branch of a point of sale company. It was a stable job, but he yearned for a career with more meaning. "I wanted more of a purpose with my career choice, so I decided to get into real estate, where I can help friends and family while also developing new relationships," he explained.

Nick's education began with an associate's degree at Schoolcraft College, but it was life events that truly molded him. At the young age of 18, Nick was diagnosed with thyroid cancer, an experience that opened his eyes to the fragility of life. His wife, Serena, has been a pillar of support throughout his career, motivating him to be a better man. Their son, August — who was born in May of 2022 — brought even more purpose and motivation to Nick's life. "My motivation is my family, and I work harder now more than ever," he said.

In his current role at Quest Realty, Nick is passionate about helping families and first-time buyers find homes that they'll cherish forever. "Whether it's that first home they'll always remember or that home they'll raise their



families in, they all mean so much," he said. While Nick operates as a solo agent, he attributes much of his success to the support provided by his back office.

As with any career, real estate has its challenges. Nick acknowledges that one of the biggest challenges as an agent is being able to continue to succeed in different types of markets. However, his determination and commitment to growth have enabled him to overcome these issues in the past.

Looking ahead, Nick has big dreams for his real estate career. He aspires to build a team and train incoming agents on how to succeed in all kinds of markets. His desire to give back to the industry and mentor future real estate professionals reflects his dedication to personal and professional growth.





“

SUCCESS WILL COME WITH HARD WORK, BUT HAVING A BROKERAGE THAT RECOGNIZES YOU AND HELPS YOU ELEVATE YOUR CAREER

”

WILL MAKE SUCH A DIFFERENCE.

Beyond his career, Nick cherishes his family and their time together. His and Serena’s second son was born a few months ago, and they’re excited to expand their family. They love spending time outdoors, knowing the importance of uninterrupted family bonding.

Nick’s interests outside of work include all things football. He’s also a self-proclaimed nerd, with a deep love for Star Wars and Marvel content.

Nick’s philanthropic aspirations include getting more involved with the Make-a-Wish Foundation, a testament to his desire to make a positive impact in the lives of others. His advice for up-and-coming agents is to find a brokerage that supports and helps them build their careers. “Success will come with hard work, but having a brokerage that recognizes you and helps you elevate your career will make such a difference,” he shared.

Nick’s legacy is etched in his desire to leave a lasting impression as the person who could light up a room with laughter and create a memorable, joyous atmosphere. He believes in operating his life and business with honesty, recognizing that people can tell when you’re being genuine, and that earns respect. He expresses gratitude to everyone who has trusted him to help them find a home, emphasizing that, at the end of his career, he will truly feel accomplished and grateful.

Nick’s journey from part-time agent to a top performer is evidence of his dedication, purpose, and genuine care for clients. As he continues to grow his career and expand his family, he serves as an inspiration to both aspiring agents and those seeking to find their path in the world of real estate.

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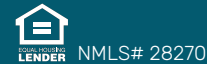
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Here's what the top 500 agents in OAKLAND COUNTY sold

\$5,959,183,184

SALES VOLUME



14,348
TOTAL TRANSACTIONS

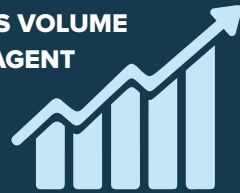


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