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*Event  
Announcement  
Inside:  
Cheers to  
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Paula Warren  
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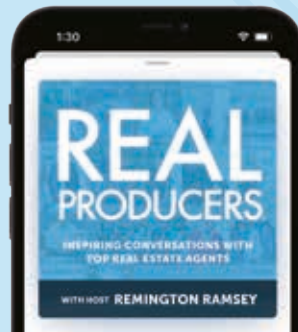
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top producer

By Robbyn Moore

Photos by Stylish Detroit

Photos taken at Oakland Hunt Model in Oakland Township

# Pozios Vasilos

**INTEGRITY AND LOYALTY:**

A NON-NEGOTIABLE IN EVERY TRANSACTION



Patty Pozios Vasilos, associate broker at Sine and Monaghan, REALTORS®, is a passionate and experienced agent who fully understands contracts, negotiations and the dynamics of real estate. Her breadth of legal and property investment knowledge has led her to a career volume of \$80 million in her six years of selling real estate. Her hard work and dedication have also earned her several prestigious awards, including the Hour Detroit Top Agent award from 2020 to 2023, the Real Living Diamond Award and the Sine and Monaghan Top Producer Award.

Patty's passion for real estate began at a young age, as her immigrant father quickly became fascinated with property and began purchasing real estate. "I would hear my father negotiating real estate transactions when I was a young girl, which piqued my interest and eventually led me to shadowing him on his real estate 'field trips,'" she shared. "I learned everything from looking out for easements to recognizing the appropriate comps. My father has been the biggest influence in my life because he taught me the value of hard work and the importance of seizing opportunities — even at 80 years old, he continues to teach and impress me."

Patty graduated from Marysville High School in 1994 and received her bachelor's degree with cum laude honors from the James Madison College at Michigan State University in 1997. She also studied at the University of Cambridge in England and received her Juris Doctor degree with cum laude honors from Wayne State University in 2000. During law school, Patty took a land use seminar and decided that her love for real estate had evolved at so many levels.

However, before Patty became a full-time agent, she was an attorney. She practiced law at a large Detroit law firm



she added. "It is my role to ensure that my clients have all the knowledge necessary to become comfortable with their real estate decisions." Whether buying or selling, Patty has one focus: protecting her clients.

Patty's relationships with her clients are built on mutual respect and trust, which ultimately develops into lasting friendships. "The trust I create with my clients builds their confidence in me," she shared. "They look to me for guidance in all facets of homeownership such as design and renovations. I love being part of their life adventures."

One element of real estate that surprised Patty was the emotional aspect of her job. Whether she's working with clients who are nervous about moving to a new city, sad about selling their family home or thrilled to be purchasing their first home, Patty welcomes the emotional roller coaster because it is what feeds her passion. "I never became emotionally vested during my legal career, but real estate has been emotional from day one," she shared. "Sometimes the emotions are happy, and sometimes they are not." Patty overcomes these challenges by staying focused on being there for her clients — both emotionally and professionally.

Patty embodies the values of dedication to family and culture, instilled in her by her Greek upbringing, which remain central to her life as a wife and mother. When she's not working, she looks forward to spending time with her husband, Dimitri, and their four children — Vasili, 18, Dimitri, 18, Angelina, 17, and Kiki, 13. Together, they enjoy being on the beach and playing pickleball. Patty is especially close to what she refers to as her "Big Fat Greek Family," including her parents, in-laws, siblings, and all her nieces and nephews.

and then transitioned to in-house counsel for her family's real estate corporation while her children were young. In 2018, when she felt it was time to continue her full-time career, Patty got her broker's license and combined her two passions: law and real estate. She decided that selling real estate would be more fulfilling than returning to the law-firm life. Patty's decision proved to be the right choice, because she has experienced more satisfaction from her real estate career than she could ever have imagined.

For Patty, her clients are her motivation. She is wholeheartedly vested in fulfilling their real estate wishes and in guiding them to make the right decision. "I am not looking for the quick deal," Patty explained. "In fact, I have spent several hours talking my clients out of writing offers and on keeping their focus on finding the right home." It is important to Patty that her clients understand the buying and selling process, and she takes pride in knowing that she has fully educated them during their real estate transactions. "Buying a home is one of the largest investments my clients will make, and I take that very seriously,"

"When I started selling real estate, I did not have a financial goal in mind," Patty said. "All I knew is that I did not want to fail. The foundation of my career has been built on integrity, loyalty and respect." When that is added to her experience and fierce negotiating skills, Patty's commitment to her clients is undeniable. "I have learned that success is a feeling of satisfaction, and I feel satisfied when I am negotiating a killer deal for my clients that far exceeds their expectations, especially when there are multiple offers on the table," she said proudly. "I love using my experience and passion to fight for my clients. Their investments, both financially and emotionally, matter to me. My attention to these details translates to successful closings every time."

“  
**ALL I KNEW IS  
THAT I DID NOT  
WANT TO FAIL.**  
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► agent spotlight

By Robbyn Moore  
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# PAULA WARREN

PUBLIC EDUCATION ROLE  
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**Paula Warren is a remarkable woman who wears many hats. She is a full-time teacher, a member of the Gibraltar School District Board of Education, a partner consultant for an educational consulting company based in San Diego, and a mother of three daughters who play on eight different sports teams. Despite her busy schedule, Paula takes great pride in serving her clients with efficient, professional communication and guidance.**

As a full-time educator, Paula has been a part-time agent for 10 years. She earned her license when her youngest daughter was only five months old, and out of necessity, Paula began a second career. “Due to drastic pay cuts and freezes for teachers in 2014, I needed to supplement my household income,” Paula recalled. “I had always been drawn to real estate and reached out to a former teacher who was laid off and went into the real estate field, and he helped me get started.” By April of 2014, Paula was taking classes, and by June, she was with Island Realty.

Paula is a public school educator who is currently in her twenty-second year. She attended Eastern Michigan University, graduating with a bachelor’s degree in English literature for secondary schools. Later, in December of 2005, Paula earned her master’s degree in education from Marygrove College in Detroit. Paula’s background in the public school system prepared her for her role in real estate, which helped to solidify her relationships and her involvement in the community as a whole.

Paula shared that the most rewarding part of her business is when she gets to help former students purchase their first home. “Closing day for a first-time homebuyer gives me all the feels,” she said. “Honestly, I know it might sound cliché, but I firmly believe that success in this business is not solely determined by income. It is my personal philosophy to prioritize client satisfaction above all else — where my commission check is not my primary motivation. Instead, I derive joy from helping others and from offering



guidance and support — every client is of equal importance. Whether it is a \$100,000 listing or \$700,000 listing, I approach each transaction with the same level of enthusiasm and dedication. By doing so, success naturally flows.”

The biggest challenge Paula has faced as an agent is time management. Therefore, she makes it a priority to respond to clients immediately and communicate with other agents efficiently. “When it comes to my work as a real estate agent, I believe that being professional is key,” she explained. “I always leave prompt feedback after a showing, answer emails and phone calls, and text back. I know that my reputation is what gets me business year after



“  
**CLOSING DAY FOR A FIRST-TIME  
 HOMEBUYER GIVES ME ALL THE FEELS.**  
 ”

year. I feel that working together as a team with other agents is much more productive than trying to be ‘the tough guy’ in negotiations.”

Paula’s grandmother, Nancy Shearouse, was an example for Paula’s family and instilled the value of strength and resilience — despite being a widow at 29 with no job and three children to raise on her own. “My grandmother’s Scottish heritage played a significant role in shaping our family, and we strive to live by her motto that we come from strong stock,” Paula proudly shared. “Integrity, character and grit are the qualities that I hold dear, and I was raised to uphold these ideals as pillars. It has been instrumental in defining my path in life.”

Paula and her husband, Kelly, have three lovely daughters: Skylar, 15, Kennedy, 13, and Everly, 10. They are a family that loves to travel together, try new restaurants, and spend time watching a classic movie by the fire in the winter.

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# STACEY PARDIKES

## BALANCING SUCCESS IN BUSINESS AND FAMILY

**Stacey Pardikes, a seasoned agent with eXp Realty, has been immersed in the world of real estate for over two decades. Her journey began in 1995 when she had a bad experience with building her house, which led to her having a conversation with the builder. Shortly after that talk, she started working for that builder on the weekends. “In a meeting with the builder, I told him I could sell his houses better than his current representation — and I had no idea how to sell houses,” Stacey shared. “The following Friday, the builder called and said, ‘I hope you were serious, because I let my salesperson go and need you to cover until I find a new one.’ I did that for a little over six months.”**

In 1996, Stacey became a hostess for a multi-building company and quickly climbed the ladder over the years to eventually become the director of sales and marketing. In 2015, she took a major leap and decided to transition into a licensed, full-time real estate agent instead.

“My belief is that every buyer and seller needs a strong advocate who has their best interests at heart — someone who is on your team and is willing to work with a client to get what is in that client’s best interest, even when the client is not sure what that is,” Stacey said. “And, of

course ... I love houses and people because ... don’t we all?”

Throughout her career, Stacey has achieved significant milestones. Her career volume stands at an impressive \$42.8 million, excluding her time with the builder. In



### ▶ agent on the rise

Photos by Jennifer Arnett with Starloft Photography  
Photos taken at Lombardo Model Homes at Concord Park in Canton

2022, her total sales volume reached over \$11 million. Notably, in 2020, she received the Women’s Council of REALTORS® Member of the Year award, a testament to her dedication and excellence in the industry.

Family has been a defining aspect of Stacey’s life. Born in Wisconsin and raised in Michigan, she attributes her values and principles to her father, who was kind and calm, and had a steadfast presence. Her education, she proudly states, comes from the “University of Life,” and her experiences as a flight attendant and a mom have shaped her outlook on the world.

Life, however, hasn’t been without its challenges for Stacey. The process of becoming a mother was both rewarding and demanding, while overcoming the loss of her husband to addiction tested her resilience. Through it all, family has been her anchor, motivating her to rebuild and succeed.

As an agent, Stacey finds immense joy in being a partner to her clients during their homebuying and selling journey. She is deeply passionate about advocating for them, helping them find their dream homes, and skillfully negotiating deals.

Stacey finds running her own real estate business to be incredibly rewarding. She likes having the freedom to shape her career and establish strong relationships with clients, which she finds very fulfilling. The ability to build lasting friendships with clients has been an unexpected and cherished aspect of her work.

Stacey admits that achieving a work-life balance and maintaining a consistent income can be challenging in the real estate industry. To address this, she treats her real estate business as a personal enterprise. Tactics such as blocking out time, setting goals, and having solid business plans have been instrumental in overcoming hurdles in her career.

Looking to the future, Stacey envisions real estate being a permanent part of her life. She sees numerous opportunities and possibilities within the industry and is particularly excited about launching several new build projects in her area with JDM Building Company, Canzano Contracting and CAMco Building Solutions.

Outside of her career, Stacey finds solace in golf and in cherishing moments with her family and friends. She firmly believes that these meaningful connections are what life is truly about.

For aspiring real estate agents, Stacey’s advice is simple yet profound: stay true to yourself. She believes that being authentic and genuine will naturally lead to success in the real estate world. Her expertise lies in being a direct and skilled

negotiator, and she generously offers her knowledge of new construction to others.

When asked how she defines success, Stacey’s refreshing answer was that a person should feel “balanced and happy.” For her, success isn’t just about professional achievements: It’s about finding equilibrium in all aspects of life and embracing genuine happiness.

Stacey’s story as an agent, a mother and an individual is one of resilience, dedication and unwavering authenticity. She aims to be remembered as someone who was always present for her business, friends, family, and — most importantly — her children. Her advice to the world is to remember that staying true to oneself is the ultimate path to success in the real estate industry and beyond.





STACEY'S STORY  
AS AN AGENT, A  
MOTHER AND AN  
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WAYNE COUNTY



# 2023 BY THE NUMBERS

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

\$3,186,411,558

SALES VOLUME



10,617  
TOTAL TRANSACTIONS



35  
AVERAGE TRANSACTIONS PER AGENT



\$10,621,372

AVERAGE SALES VOLUME PER AGENT



CO-MARKET WITH CRANBROOK CUSTOM HOMES!



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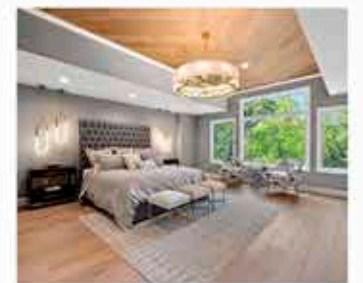
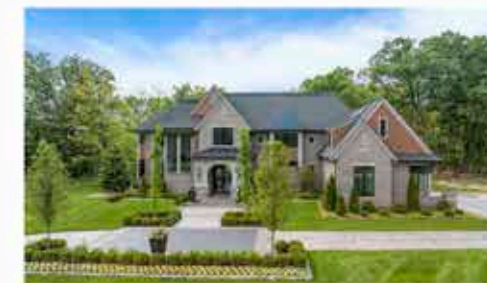
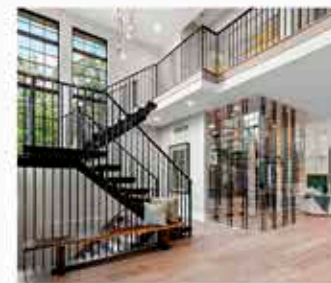
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