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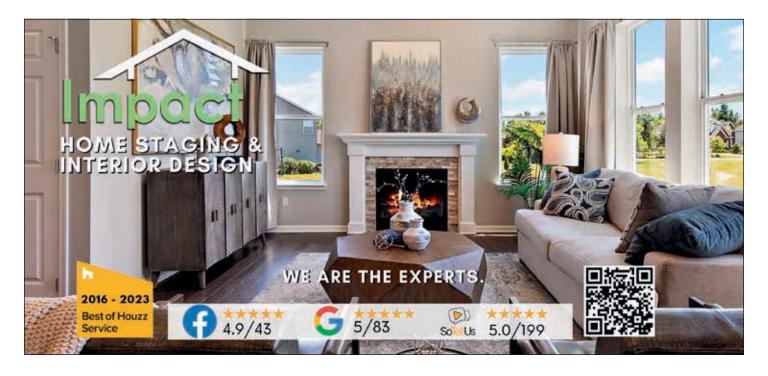
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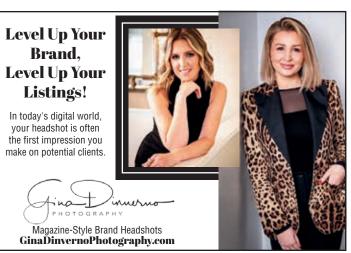


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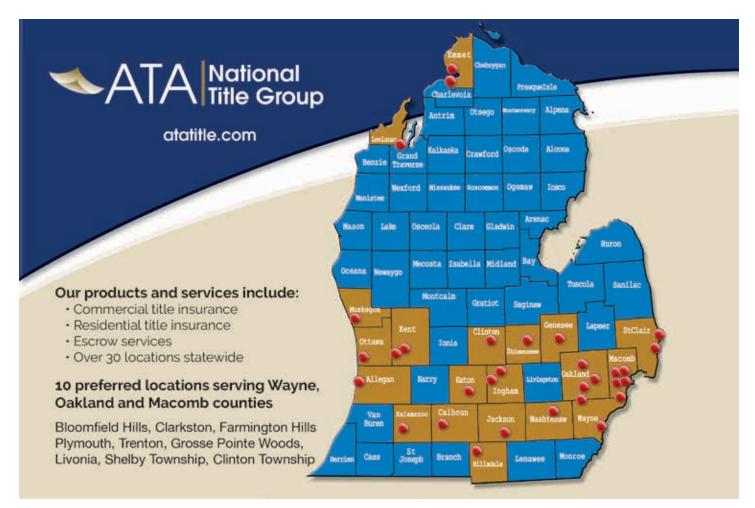






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Congrats to all who made our All-Stars Under 35 special edition! We appreciate everyone who nominated these individuals and for each of you who contributed to making this happen. A special shout-out to Andy Schwartz and Lynn Bernardi from Stylish Detroit for the time spent on the photo shoot and to Alliance Title of Michigan for sponsoring the shoot. The photos look amazing!

If you have a special issue you'd like us to consider doing, email Terra.Csotty@n2co.com.

- Chris & Terra Csotty, Owners/Publishers



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

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REALTEAM REAL ESTATE

AGE: 27

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A

TEAM?: Independent WHAT YEAR DID YOU GET **LICENSED?:** 2016

FAST FACTS: TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

Beginning a career in real estate at 19 years old with no prior knowledge or family history in the real estate world.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

All of the families that I have been able to assist — from first-time homebuyers to families buying their forever homes. Helping people is what gets me out of bed every morning.

WHAT IS IMPORTANT TO YOU **RIGHT NOW?**

Keeping my past, current, and future clients knowledgeable about what is happening in the real estate market as a whole.

WHAT IS YOUR FAVORITE RESTAU-**RANT IN THE AREA?**

Zef's Dockside Bar + Kitchen

TELL US ONE THING ON YOUR VISION BOARD OR **BUCKET LIST!**

Going on a trip to Fiji.

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME - PERSONAL **OR PROFESSIONAL!**

Overcoming the fear in my own head of being too young to be in this profession, especially in the early years of when I started.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

My boat. It is my favorite thing to do after a long day of working.

WHO DO YOU ADMIRE AND WHY?

My broker, Danny. He leads from the front and does the things that he also expects from others.

LINZI

all-stars under 35 Photo by Maureen Straub

BREUHAN

REAL BROKER

AGE: 29

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A

TEAM?: Independent WHAT YEAR DID YOU GET LICENSED?: 2018

FAST FACTS: WHAT ARE YOU PROUD OF IN YOUR CAREER?

In 2023, I launched my first digital product, which was a course designed to help real estate agents grow their social media and use it to meet more clients organically. I delivered value on my platform for years and was able to grow a substantial following from that, and have helped hundreds if not thousands of agents show up on social media and come out of their shell and push the envelope in their business.

WHAT IS IMPORTANT TO YOU **RIGHT NOW?**

Helping as many people as I can! Whether it's helping my clients win their real estate transactions or helping other agents to show up on social media and go after everything they want in life, I have truly prioritized helping the people around me whether I have anything to gain or not.

WHAT IS YOUR FAVORITE RESTAU-**RANT IN THE AREA?**

220 Merrill

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Traveling more with my 6-yearold son. He wants to go to Tokyo or Paris, so I would love to take him there one day!

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME - PERSONAL **OR PROFESSIONAL!**

I became a single mom when I just turned 23 years old. I was forced to move back in with my mom and share a room with my sister and newborn baby. That is when I got my real estate license because I needed to figure out my life. In my first year of real estate, I sold 21 transactions and was working three jobs with a brand new baby whom I had full custody of. It made me who I am today!

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Exercise! I work out six days a week to keep me healthy and sane!

WHO DO YOU ADMIRE AND WHY?

My younger sister! She became a Delta pilot at only 26 years old.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Air traffic controller





NORMAN CAMPBELL

KELLER WILLIAMS - GREAT LAKES

 $\mathbf{AGE:}\ 32$

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A

TEAM?: The Monzo Group
WHAT YEAR DID YOU GET
LICENSED?: 2021

FAST FACTS: TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

I quit my job to start real estate!

I decided to make the jump just after the birth of my daughter, and it was a slow start to say the least. Fortunately, I was able to get connected with my current broker at The Monzo Group.

He took a chance on me, and I have been able to take that chance and become a top producer not only in my brokerage but also in the state! I went from not being able to afford groceries to now having a thriving business and financial freedom.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

I am proud of betting on myself and my future! This year in particular, I am so proud and grateful that I have been able to help so many people find their dream home!

WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I am excited for all of the upcoming challenges our industry faces. While some agents shy away or throw up their hands, I am ready to get in the weeds and figure out creative solutions for all of my clients!

WHAT IS IMPORTANT TO YOU RIGHT NOW?

My family! I have a wife, a son and a daughter. Everything I do, I do for them!

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Alex's Family Dining in Clinton Township

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

I would love to travel through Scotland and the United Kingdom.

WHO DO YOU ADMIRE AND WHY?

My mentor, Aaron Monzo. I try every day to emulate his philosophies and use them in my business and personal life.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

A professional lacrosse player







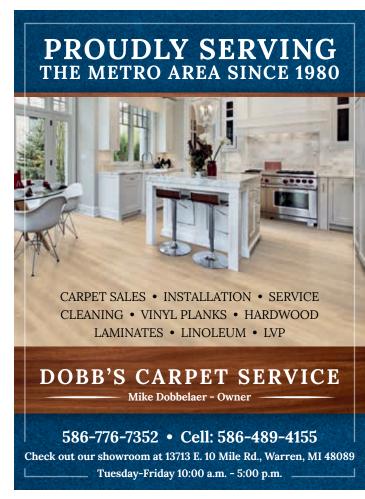
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SAL **DIMERCURIO**

COMMUNITY CHOICE REALTY

AGE: 32

ARE YOU AN INDEPENDENT AGENT OR
DO YOU HAVE A TEAM?: Independent
WHAT YEAR DID YOU GET

LICENSED?: 2019

FAST FACTS: TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

A risk I have taken in my life was to start my real estate business. Real estate has always been a passion of mine, but I was nervous about the challenges. I have learned that loving what you do will always triumph over any worry.

WHAT IS IMPORTANT TO YOU RIGHT NOW?

What is important to me right now is helping buyers and sellers navigate toward a changing market with, on average, higher interest rates than in recent years.

WHAT IS YOUR FAVORITE RESTAU-RANT IN THE AREA?

Nonna's Italian Kitchen

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

One thing on my vision board is to open up my own real estate brokerage in Macomb County.

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!

One challenge I recently overcame was obtaining my broker's license. I took the entire class online and would study in any free time I had available. I was able to pass the difficult exam on my first attempt.

Another challenge I overcame was helping a contingent deal of mine go through. A contingency deal can be challenging in a seller's market with low inventory because the seller would rather accept a non-contingent offer instead of waiting for a buyer to close on his home. It can be challenging getting a buyer's offer accepted, but with the right determination and communication on all fronts, I was able to help my clients successfully close on their home and upgrade into their dream home.

TELL US ONE THING YOU CAN'T LIVE WITH-OUT (FAMILY & PHONES DON'T COUNT)!

One thing I can't live without is my passport. I enjoy traveling.

WHO DO YOU ADMIRE AND WHY?

I admire my parents, who made the decision to move — including me and my brother — to the USA (Macomb County) in order to provide a better future for all of us. I admire their work ethic — for leaving everything behind and taking that risk. I will always be grateful.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Businessman





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DANNY **GOSSMAN**

KELLER WILLIAMS - PAINT CREEK

AGE: 30

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: In

Network Real Estate Group WHAT YEAR DID YOU GET **LICENSED?:** 2021

TAKEN IN YOUR LIFE!

FAST FACTS: TELL US ABOUT A RISK YOU HAVE

I started my real estate career full time during the pandemic without any backup plan, safety net, or structured plan to begin with. Just a nudge from someone I admired and a whole lot of excitement.

WHAT IS IMPORTANT TO YOU **RIGHT NOW?**

Keeping my mind and body sharp. I know it sounds cliché, but in order for me to be the best agent I can be, my foundations have to be prioritized - exercise, proper fueling, sleep, connection with family and friends, and balance. When I prioritize my operating system, I can (and want to) give a whole lot more to the world around me.

WHAT IS YOUR FAVORITE RESTAU-**RANT IN THE AREA?**

As someone who lives on the road, this is the toughest question of all. But this question always brings me back to Bucharest Grill in Detroit.

BUCKET LIST!

LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Music! Listening to it, producing it, DJ-ing it for other people, you name it. Music has been and continues to be the most mind-blowing thing to me in the way it connects people, especially live.

AND WHY?

My dad. He has been a shining example of someone I want to emulate — works hard, plays hard, people respect him professionally and personally — and he loves bringing people together

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT **DID YOU DREAM** OF BECOMING?

At that point? I still thought I could make it to the NBA.

TELL US ONE THING ON YOUR VISION BOARD OR



TELL US ONE THING YOU CAN'T

WHO DO YOU ADMIRE

in the name of celebrating.

→ all-stars under 35 Photo by Stylish Detroit

GRIFFIN

KELLER WILLIAMS - LAKESIDE

AGE: 31

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Griffin

and Partners

WHAT YEAR DID YOU GET **LICENSED?:** 2016

FAST FACTS: TELL US ABOUT A RISK YOU HAVE **TAKEN IN YOUR LIFE!**

When I jumped into a sales role as a real estate agent, I had zero savings and no investments, and was completely broke. I knew, though, that I had to go all in to build my career in real estate. I remember not being able to sleep at night from stress.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Pop's for Italian in Ferndale

TELL US ONE THING ON YOUR VISION BOARD **OR BUCKET LIST!**

A goal of mine is to rent a catamaran in the Caribbean for a day with a few of my closest friends.

WHAT ARE YOU MOST THANKFUL FOR?

I've had some incredible mentors over the years in different areas of my life. I'd have to say I am most thankful for having an incredibly supportive family that taught me anything is possible if you work hard and stay

consistent. Even in my darkest moments, I've had an amazing support system that keeps me going.

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME - PERSONAL **OR PROFESSIONAL!**

In the early years of my career, I had many people tell me to give up, that I'm working too much, and that I should run my life differently. I came to the realization that I was letting other people's opinions of how they thought my life should look like fog my judgement. Long story short, I have done a lot of self-work with this, and my life currently is better than it has ever been.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Hot yoga is my absolute favorite thing to do. I go twice a week and I'm always looking forward to class. Hot yoga has had a huge positive effect on my mental and physical health. Apart from that, the people in my class are amazing. It really is nothing short of incredible.

WHAT IS YOUR SUPERPOWER?

I think I have a good ability to make people feel comfortable.



111111



RE/MAX FIRST

AGE: 35

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A TEAM?: Independent WHAT YEAR DID YOU GET

LICENSED?: 2018

FAST FACTS: TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

I was a newer widow and had quit a job I was unhappy with — and had bills of over \$4,000 a month — to do real estate. Failure was not an option. I had it in my mind and soul that I was going to do what it takes to succeed.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

Making platinum my first full year of being off a team. It was a very nerveracking move, but I did it.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

Juan Blanco's or Da Francesco's

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Personal: Go to Thailand! Hoping that's in the next year or so.

Business: Make 100% of my leads referralbased or from past clients or SOI. Maybe get a coach in the next year.

WHAT ARE YOU MOST THANKFUL FOR?

Where do I begin? My late husband,

Jamie, introduced me to the life I have now, so he's definitely someone I'm very thankful for. My boyfriend is so supportive and my biggest fan. My family and friends are incredibly supportive with both work and personal life. I am so blessed with everyone in my life, and for that, I am probably the luckiest person in the world.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

Can I say my dog? I guess the real answer is my faith. I've been at rock bottom, and God has carried me through it all.

WHO DO YOU ADMIRE AND WHY?

So many people. If I had to pick one (or two), it would be my parents. They are such good people.

WHAT IS YOUR SUPERPOWER?

Reading the room. I can typically read people to see how they feel about me or what I am saying

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RE/MAX FIRST

 $\mathbf{AGE:}\ 32$

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A

TEAM?: Team Ed Martin
WHAT YEAR DID YOU GET
LICENSED?: 2015

FAST FACTS:
TELL US ABOUT A RISK YOU
HAVE TAKEN IN YOUR LIFE!

Putting all of our eggs into one basket and pursuing a real estate career with three small children at home to sell real estate full time with my husband and father.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

The relationships we have built and our referral-based, top-producing team.

We are the #1 RE/MAX team in southeastern

Michigan for three years in a row — 93% of our sales come from sphere and referrals.

WHAT IS YOUR FAVORITE RESTAURANT IN THE AREA?

El Charro

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Closing more than 35 transactions in one calendar year

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PER-SONAL OR PROFESSIONAL!

Putting myself out there on social media — I rarely used social media prior to 2019 — and gaining confidence with building relationships via social media videos.

TELL US ONE THING YOU
CAN'T LIVE WITHOUT (FAMILY &
PHONES DON'T COUNT)!

Prayer

WHAT IS YOUR SUPERPOWER?
Optimism

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

Teacher and mom





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HANNA NICHOLSON

RE/MAX FIRST

AGE: 25

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A

TEAM?: Independent
WHAT YEAR DID YOU GET
LICENSED?: 2020

FAST FACTS: TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

One of the biggest risks I have taken in my life was when I was 18. I moved out of my hometown with my yellow lab and into Royal Oak to get a change of scenery. I worked my butt off and lived on my own until I met my now-husband. Fast forward to 2024, and we have been married for almost a year now. If I did not face my fears at the age of 18 and moved away, I wouldn't have the relationships I have now, which I am forever grateful for.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

I am the youngest at my brokerage! The first year I was with them, I received the Outstanding Agent award, which goes to the agent who is the most improved. Last year, I made top 30 (#16) in commissions when there are around 200 agents at our brokerage.

WHAT IS YOUR FAVORITE RESTAU-RANT IN THE AREA?

Da Francesca's

TELL US ABOUT A CHALLENGE YOU HAVE OVERCOME — PERSONAL OR PROFESSIONAL!

A challenge I have overcome is setting boundaries. Setting boundaries is something that I struggle with personally and professionally. I always want to help people and put myself aside so that I can always be there for other people, but I can't be the best for them unless I'm the best version of myself! Which means scheduling time for myself in order to do things I enjoy.

TELL US ONE THING YOU CAN'T LIVE WITHOUT (FAMILY & PHONES DON'T COUNT)!

I can't live without my animals. I have a yellow lab (Gracie) that all of my clients know and love. I have a Great Dane (Winston) and a shelter pup (Louie). I also rescued a 40-pound tortoise (Tortellini) a few years back. They all have their quirks and always keep me happy. I especially couldn't live without my Gracie Girl. She is very well-known to my clients and social media!

WHAT IS YOUR SUPERPOWER?

My superpower is to adapt to people and their needs. I am really great at reading the room and tuning into the emotions, and I think that plays a part in the relationships I have with my clients. It is never "surface level." I always dig deep and learn how they view and think of things.

WHEN YOU WERE YOUNGER (SAY, 12-15 YEARS OLD), WHAT DID YOU DREAM OF BECOMING?

I always thought I would become a veterinarian or something to do



all-stars under 35

Photo by Stylish Detroit

BRENNAN **SANGER**

BERKSHIRE HATHAWAY HOMESERVICES - KEE REALTY

 $\mathbf{AGE:}\ 27$

ARE YOU AN INDEPENDENT AGENT OR DO YOU HAVE A

TEAM?: Independent
WHAT YEAR DID YOU GET
LICENSED?: 2015

FAST FACTS: TELL US ABOUT A RISK YOU HAVE TAKEN IN YOUR LIFE!

Dropping out of college and quitting my jobs to fully invest my time into real estate sales when I was 18 years old.

WHAT ARE YOU PROUD OF IN YOUR CAREER?

My customer testimonials. It's amazing to see the positive impact our efforts leave on people's lives.

WHAT IS SOMETHING YOU'RE EXCITED ABOUT FOR 2024?

I'm excited to grow my business for another year. 2024 is going to be the best year yet!

WHAT IS YOUR FAVORITE
RESTAURANT IN THE AREA?
Highlands Detroit

TELL US ONE THING ON YOUR VISION BOARD OR BUCKET LIST!

Starting a family and building a life of happiness

TELL US ABOUT A CHAL-LENGE YOU HAVE OVER-COME — PERSONAL OR PROFESSIONAL!

Transitioning from being an agent on a team to becoming my own boss and taking control of my business

TELL US ONE
THING YOU
CAN'T LIVE
WITHOUT
(FAMILY &
PHONES DON'T
COUNT)!

Golf

WHAT IS YOUR SUPERPOWER?

Negotiating deals!





OAKLAND COUNTY

REAL PRODUCERS.

REAL PRODUCERS.

Real Producers Event at Stoney Creek Stables

DATE: **September 18, 2024** TIME:

4:00 - 7:00 p.m.

HOST:

Stoney Creek Stables 1002 Creekside Drive Leonard, MI 49367

EVENT SPONSORS:

Cranbrook Custom Homes, Lombardo Homes





BAND SPONSOR:

ATA National Title Group

VIP SPONSOR: Changing Places

Moving and Michigan Schools & Government Credit Union



MICHIGAN



SUPPORT SPONSOR:

Capital Mortgage Funding

STYLISHDETROIT

PHOTOS & VIDEO:

Stylish Detroit

OOH SNAP!

РНОТО ВООТН

SPONSOR:

Ooh Snap! Mobile

Photo Booths

Reach out to Terra Csotty to sponsor this event at Terra.Csotty@n2co.com.

>>> testimonial spotlight

ogo hyport



The N2 Hyport Digital Team was great! They designed our website exactly how we wanted or didn't know what we wanted. Easy to work with, professional and extremely creative right down to the logo. Would highly recommend them.

–Richard & Christy Shearer, Action Estate Sales

Want to find out more about Hyport Digital? Reach out to Terra.Csotty@n2co.com or 586-615-8749.





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Photos by Jay Dunbar with Great Lakes Aerial Video Services





Hapy Hour at Lombardo Homes

Appetizers sponsored by Lombardo Homes. | Beverages sponsored by Sandi Frith with Fifth Third Bank.













Do you want to sponsor a future Happy Hour? Reach out to terra.csotty@n2co.com.









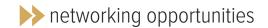














SEPTEMBER 11

11 A.M. - 2 P.M.



FREEDOM HILL

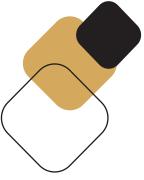
BANQUET & EVENT CENTER

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Hear from local top sales experts from all industries about their strategies to navigate the changing market and help you gain market share in your business.











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



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.



Book an Inspection Online!

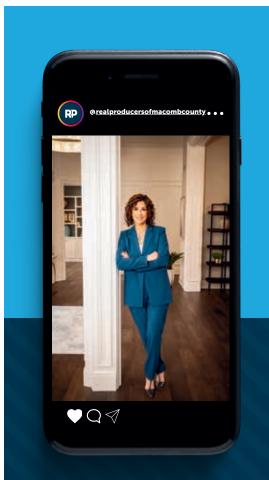




Aaron Jackson Owner and Senior Inspector

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

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



Macomb County Real Estate

MOVES FAST

Follow Macomb County Real Producers on social media to keep up.



(O) @realproducersofmacombcounty







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



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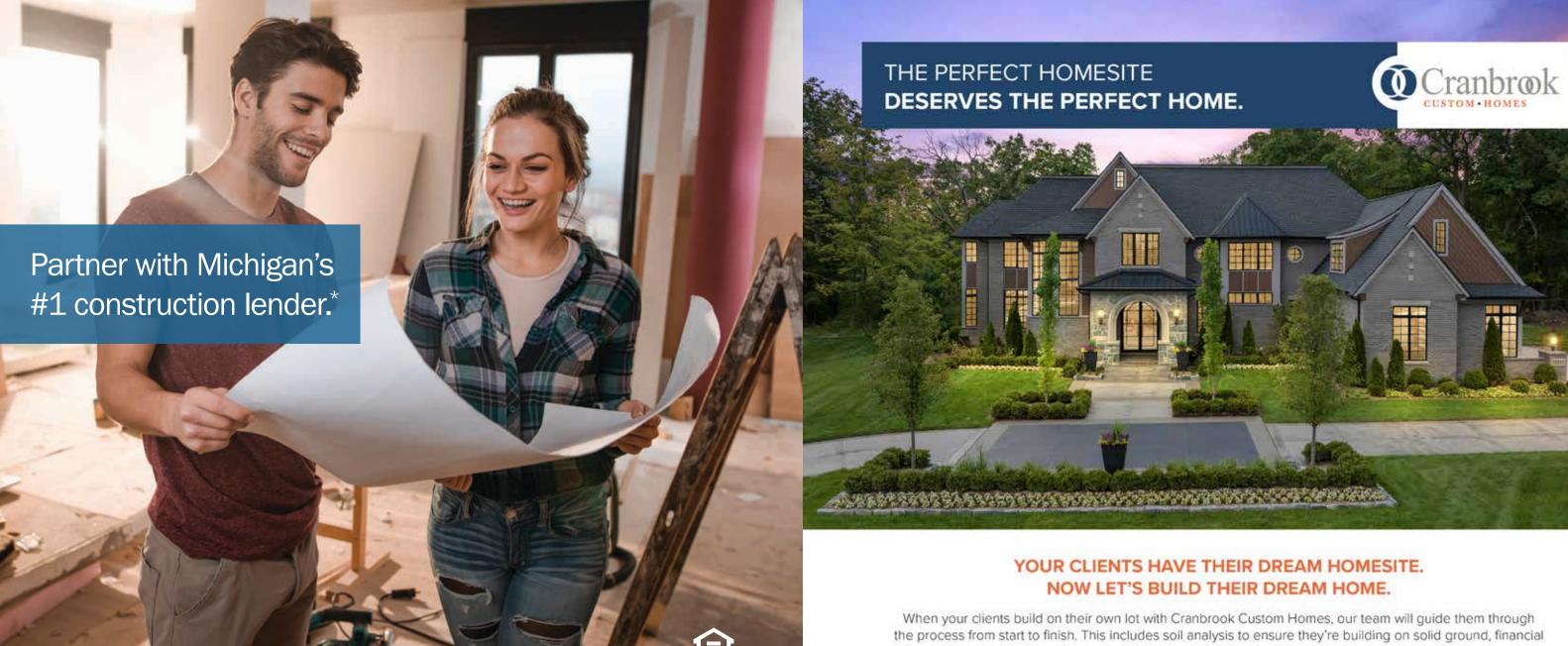
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Contact me today to get started. Brent Green Mortgage Sales Manager (248) 848-7117 Brent.Green@LMCU.org NMLS #709719

LMCU

*Marketrac, January 2023.

When your clients build on their own lot with Cranbrook Custom Homes, our team will guide them through the process from start to finish. This includes soil analysis to ensure they're building on solid ground, financial estimates for site improvements, securing permits, and site development.

By choosing Cranbrook, your clients will have the benefits of our design-build process — which helps us meet client expectations, ensure transparency, and guide clients on their homebuilding journey - while enjoying the flexibility of building exactly where they want to live. Our guaranteed fixed pricing revolutionizes the custom home building process, allowing you to know how much you'll pay at time of contract. That means no budget overages or surprises. Contact a Cranbrook Custom Homes sales manager to learn more.

















NEW DECORATED MODELS OPENING IN 2024!

Lombardo Homes is proud to introduce two new decorated models to Macomb County! Thoughtfully crafted with today's home buyers in mind, these new models showcase current design trends, as well as open floor plans, private primary suites, and work-from-home spaces. We invite you to bring your clients to tour a new Lombardo Homes decorated model this season!

The Ludington at Pembrooke South in New Haven
Located northwest off Gratiot, north of 26 Mile
OPENING THIS AUGUST!

The Berkeley at Wolverine Country Club Estates in Macomb Located east off Romeo Plank Road, north of 25 Mile Opening Late 2024

