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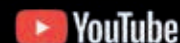
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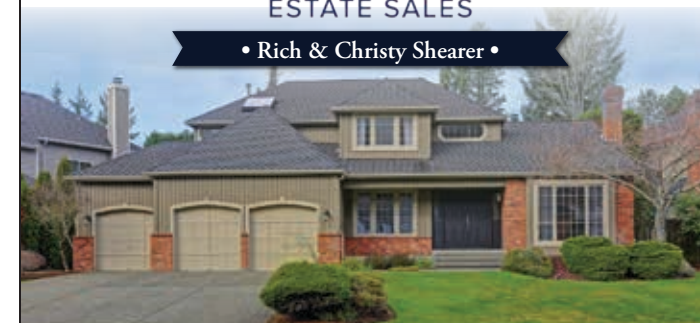
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 If you are interested in contributing or nominating someone for a feature, please email us at [Chris.csotty@realproducersmag.com](mailto:Chris.csotty@realproducersmag.com) or [Terra.csotty@realproducersmag.com](mailto:Terra.csotty@realproducersmag.com).

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▶▶ top producer

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# NICK HARRIS

## BUILDING DREAMS, ONE HOME AT A TIME

Where dreams are built and futures are secured, there exists a shining beacon of persistence and passion: Nick Harris, a name synonymous with integrity and expertise. As a real estate agent with Best Life & Co. at eXp Realty, Nick has swiftly carved a path of success, driven by his relentless pursuit of excellence and fueled by his genuine desire to make a difference.

Nick's journey into real estate wasn't conventional. He earned a degree in health and exercise science, and as a result, he became a strength and conditioning coach, sculpting the physiques and spirits of aspiring athletes. However, the allure of real estate beckoned, which was fueled by Nick's insatiable appetite for knowledge and his innate desire for financial freedom. "I have always been interested in real estate," he explained. "I went through high school and college self-educating ... I always knew I wanted to be involved in real estate."

Nick transitioned seamlessly from the realm of athleticism to the realm of property. From his tenure at United Wholesale Mortgage (UWM) to his current role at Best Life & Co., Nick was guided by his singular vision to "empower individuals through homeownership, to forge lasting connections, and to redefine success on my own terms."

"I am passionate about helping as many people as possible on all levels of a real estate transaction," Nick added. "The joy that I get from helping someone in a stressful situation — such as needing to sell and make a profit — or in an exciting life step — such as a buyer looking for a new home — is the energy behind why I do what I do. I also enjoy communicating and encouraging newer agents and being an example of what is possible in just a short period of time in the industry."

For Nick, success isn't merely measured in sales figures or accolades: It's in the relationships forged and



lives touched. "The most rewarding part of my business has been the relationships I have built with my clients," he said. "My clients truly trust and believe in me, and I appreciate their friendship."

At the heart of Nick's accomplishments lies a steadfast commitment to service, a quality that defines not only his business ethos but also his personal philosophy. "Success transcends mere sales





figures,” he said. “It’s woven from the threads of positive impact, personal fulfillment, and a commitment to both individual clients and the wider community.”

Beyond real estate, Nick’s impact also permeates his personal life and philanthropic endeavors. A devoted husband to Mary and a doting father to their daughter, Charlie K, Nick finds solace and strength in the embrace of family. Together, they navigate life’s joys and challenges, cherishing each moment and creating memories that will stand the test of time.

Nick finds respite in the simple pleasures of life: golfing with friends, embarking on family vacations, and savoring quiet moments with loved ones.

As Nick looks toward the future, his gaze is fixed firmly on the horizon, which is brimming with possibilities and promise. “Real estate is at the center of my future dreams and goals,” Nick shared. “I plan to not only do this for the rest of my life, but I also plan to help and coach other agents to do the same.”

The world of real estate has found a champion in Nick — a light amidst the shadows, a guiding force for those in search of a place to call home. With his boundless passion and unyielding dedication, Nick continues to redefine success, one home at a time.



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# Teia Johnson

▶▶ rising star

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Turning  
House Dreams  
Into Reality

Teia Johnson, known affectionately as Teia, has carved a remarkable path in the real estate industry over the past two decades. Currently a real estate agent at Anthony Djon Luxury Real Estate, Teia brings a wealth of experience and a deep passion for helping clients achieve their dreams of homeownership.

Teia's journey in real estate began in 1998 when she stepped into the world of finance as a mortgage loan officer. In 2004, her trajectory took an exciting turn as she founded a real estate investment company, specializing in purchasing and renovating homes. This venture ignited her love for selling homes, eventually leading her to obtain her real estate license in 2018.

"I really love what I do," Teia shared. "I love seeing the joy and happiness in my clients' faces and knowing that I played a huge part in this."

Teia's roots trace back to Detroit, a city that has shaped her identity and inspired her to pursue a career in real estate. She emphasizes the influence of her family, especially her two children — Leia, 28, and Jermon, 17 — on her professional and personal life. Leia is following in her mother's footsteps and is an agent who is working toward obtaining her mortgage license.

Teia's education includes some college, followed by real estate school — a path she undertook to fulfill her dream. The defining moments in her life revolve around the joy she brings to her clients as she witnesses their gratitude and contributes to a pivotal role in their journey.

When asked about her transition from being a mortgage loan officer to an agent, Teia mentioned her passion for selling homes and helping clients find their dream homes within their budget. She believes in creating a connection between buyers and sellers, ensuring that both parties are content at the end of the transaction. Her dedication to her profession is evident in the awards she has garnered over the years, including being a Million Dollar and a monthly winner, and has earned a feature in Top Agent Magazine. Her commitment extends beyond personal accolades, however, as she is an active member of the National Association of REALTORS® (NAR).

As a part of Anthony Djon Luxury Real Estate, Teia works alongside a strong team of over 70 agents. What sets them apart is their familial bond and collaborative spirit. "We are all family," she explained. "We work together, we help each other out, and we always learn from each other."

According to Teia, the most rewarding aspect of her business is the tearful "thank you" from clients and their family members. The emotional impact of helping families find their dream homes and facilitating smooth transactions for both buyers and sellers is what fuels her passion.

Challenges are inevitable in any profession, and for Teia, building trust and relationships with clients during difficult times are crucial. To overcome obstacles, she makes the effort to understand the needs of her clients and assures them that she will work tirelessly to fulfill those needs.



Looking toward the future, Teia envisions building her own team at Anthony Djon Luxury Real Estate. Real estate has been her dream for the past 25 years, and her goal is to continue making a positive impact on the lives of her clients.

Teia's philanthropic efforts extend to her church, Prince of Peace, where she and her family support families in need, especially during challenging times, back-to-school events, and holidays.

Beyond her professional life, Teia finds joy in swimming with her grandson, Dash, 4, and cheering on her son, Jermon — who will be a senior in high school this fall and has found a new passion in becoming a residential home builder.

When it comes to her clients, Teia uses a hands-on approach. "Real estate is my life, and when I take you on as a client, you become family," she said. With many years of mortgage experience, she brings an abundance of knowledge to benefit her clients, ensuring a smooth and informed real estate experience.

Teia has become known for her passion and dedication, and for her genuine commitment to making the dream of homeownership a reality for her clients. She leaves a lasting impact as the agent who treats her clients like family and puts their best interests first.

“  
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# As

» broker spotlight



# Oshinsky

REDEFINING SUCCESS  
& MOTHERHOOD

Photos by Paul Delmotte with INLAY Digital

**A**shley Oshinsky stands out in the local real estate landscape as a dynamic force who is reshaping the narrative. With 12 years of experience as a real estate agent and two years as a broker, her journey is marked by determination and a unique focus on creating a supportive community for working mothers in the industry.

In 2012, Ashley began her real estate career by working as an office manager at Skyward Real Estate in downtown Royal Oak, where she quickly realized the potential of real estate. “I was 22 years old and in college, looking for a part-time job to make some extra money,” she recalled. “After a few months of working there, I decided I should get my license.”

Ashley’s path took an unexpected turn when she became the right-hand woman in managing a large rental portfolio and in participating in the development of 42 new-build homes. Her diverse experiences in property management and development became the foundation for her to pursue real estate full time.

“By 2019, it was too hard to do both jobs,” Ashley explained. “I wanted to start a family, and I knew that my heart was into being a full-time agent. So, I quit my job of six years and took the leap.”

Growing up in West Bloomfield and Birmingham, Ashley was inspired by her hardworking single mother and entrepreneurial father — both parents teaching her how to be independent and how to have a strong work ethic. “I grew up in an affluent area but was never the ‘rich’ kid,” Ashley said. “I’ve had to work for everything I have. I take pride in this.”



In 2022, while six months pregnant with her second child, Ashley achieved another milestone by becoming a broker. “I became a broker because I saw a serious gap in the market when it comes to a place that’s supportive of mothers in all aspects of their motherhood journey,” she explained. Ashley envisions her brokerage as a “mom squad,” where

working mothers can thrive in an accommodating environment, emphasizing a healthy work-life balance.

With a cloud-based model centered in Sylvan Lake, Ashley’s brokerage — Higher Living Real Estate — includes two team agents, a transaction coordinator, and a part-time admin. What sets her team apart is their





specialization in different life stages — first-time buyers, upsizing families, downsizing families, investors, and empty nesters. “We’re all experts in different seasons of life, which will help us serve our clients better, because we can relate to what they’re going through on a personal level,” Ashley said.

Ashley is passionate about working with up-sizers and about growing her team, but she finds immense satisfaction in witnessing her clients’ lives improve through their new living situations. “Being invited to their housewarming parties or their kids’ birthday parties makes it all worth it!” she said.

“  
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GOING THROUGH ON A  
PERSONAL LEVEL.”

In a social media-driven world — where success stories are often flaunted — it can be challenging for people to believe in themselves and stay true to their path. Ashley acknowledges her struggle with self-esteem and how valuable it was to hire a coaching team for mindset work. “The most important thing I’ve done is hire an amazing coaching team, which I’ve been with since 2019,” she shared. “They’ve taught me the importance of keeping my head in the game with mindset work.”

According to Ashley, success is about making an impact on lives while being a pillar for her family. As she balances her family life with a thriving career, Ashley stressed that being a mother and having a career aren’t mutually exclusive. “Being a mom and having a career isn’t something you have to choose between — you don’t have to have one or the other. You can have both,” she said.

Ashley is not just an agent and broker: She’s a trailblazer who is redefining success, motherhood, and the very essence of what it means to be a real estate professional in the 21st century.

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CHRISTOPHER

# KINCH

▶ agent on the rise

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## FROM TV ADVENTURES TO REAL ESTATE TRIUMPHS

**Christopher Kinch has forged his own way in the real estate industry for the past eight years. With a career volume of over \$23 million and a total volume of \$6.5 million for 2023, he stands as a testament to dedication and continuous improvement.**

Before Christopher dove into property transactions, he thrived as a TV camera operator for major network and cable shows. From “Food Network Star” to dangerous documentary series involving SWAT teams and narcotics task forces, Christopher’s TV career was an adventurous ride.

For Christopher, the decision to transition into real estate came at a turning point in his life. After the birth of his first son, the demanding hours of his TV career clashed with his desire to be more present for his family, so Christopher took the plunge into real estate after being inspired by his father — who has been a real estate agent for over 30 years — while he continued to work in TV. The move from New Jersey to Metro Detroit marked a strategic shift, aligning with his family priorities and business aspirations.

“I use my experience in TV as an example of my ability to draw in the consumer’s eye in all of my listing presentations,” Christopher explained. “I’m a very visual person, and visual details matter to me in my work as a listing agent. The photos, staging and presentation tell a story, and I’m great at scripting the show!”

The challenges posed by the pandemic propelled Christopher into full-time real estate, and he hasn’t looked back since. “COVID killed my TV career, but new-Chris was ready!” he said.

According to Christopher, being a real estate agent is about creating a magical



experience for his clients. He emphasizes the importance of home and family, which was instilled in him during his childhood in Napoleon, Michigan. His father remains a significant influence in his life to this day.

“My father, Robert Kinch, has always been my biggest influence,” Christopher shared. “He showed me, through hard work and kindness, what a real man was supposed to be. I’m eternally grateful. Dad has been a sales person for as long as I can remember, and whenever we were out and about when I was a kid, he always knew every person we’d encounter — the janitor, the secretary, the car mechanic, the farmer, the doctor, the barber. Dad always makes it a point to speak with everyone and leave them feeling good about themselves and, most importantly — him! He taught and showed me that people won’t always remember everything you’ve done for them, but they’ll always remember how you made them feel. Make a good impression! Have a good handshake! Look your best! Give out compliments! Be kind and helpful!”

Christopher’s business strategy involves organic growth, particularly through open houses and community engagement. His passion for the gym has expanded his network, leading to successful deals. “My next goal is to find another life activity or cause to get involved in where my passion aligns me with more people,” he said. “I’m thinking about joining a service organization like Rotary or Habitat for Humanity.”

While Christopher doesn’t work on a team, he collaborates with showing agents during busy periods. His dream for the future includes a small partnership with agents such as Nicole Abbiss and Jill Bigelow to scale up his business. “I admire how they’ve built their businesses, and I think our contrasting methods could help build something successful for all of us,” he shared.



“THE TRUST MY CLIENTS PUT IN ME IS SOMETHING I DON’T TAKE LIGHTLY.”

Beyond real estate transactions, Christopher envisions a future in investment properties. His dream involves building a portfolio of rental properties, involving his sons in the process. “I want to buy beat-up ranch homes, bring my sons along to help fix them up, and teach the boys how to build their future incomes,” he said.

Christopher’s favorite part of being an agent at The Kinch Property Group - Keller Williams Metro is when he achieves the seemingly impossible for clients. Whether it’s finding off-market opportunities or negotiating favorable

terms, he strives to exceed client expectations, earning their trust for life. “The trust my clients put in me is something I don’t take lightly,” he said.

In his pursuit of a well-rounded life, Christopher recognizes areas for growth, underscoring the importance of tackling challenges head-on. As an agent, gym enthusiast, and family man, he leaves an indelible mark on the real estate landscape — one defined by perseverance, creativity, and an unwavering commitment to his clients and family.

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Top real estate agents and our Preferred Partners from Oakland County gathered at The Cameron by Sapphire Luxury Homes in Bloomfield Hills to enjoy food and drinks and to make new connections. The event also included a social media contest with a chance to win a cash or credit prize! Thank you to all who participated and congratulations to the winner!

When asked about what he liked at the event, Doug Seley from Epique Realty said, "The environment in which the event was held at was spectacular! Worth attending all by itself, and all the networking

— which was the main purpose — almost became a bonus!"

"The home was beautiful. Tall ceilings and a great neighborhood. The interior finishes were amazing. Great food, drinks and music. Real Producers knows how to throw a party!" said David Gittens from Spencer Real Estate.

Kimberly Proszek from CB Realty Rochester said, "Sapphire Luxury Homes was a great venue to connect within the real estate community and brought valuable networking opportunities."

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All information contained herein was accurate at the time of publication and is subject to change at any time without notice. Please see a Cranbrook Custom Homes sales manager for more details.



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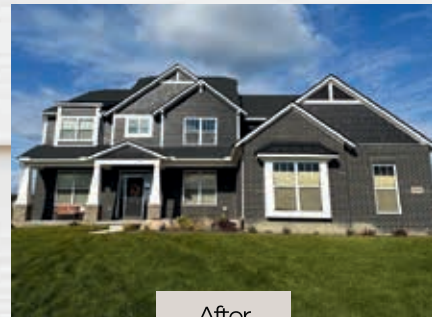
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Before



Rendering





After

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