

MACOMB COUNTY

REAL PRODUCERS[®]

CONNECTING. DESIGNING. INSPIRING.

top producer

Michelle
Lagrois
Carey

PARTNER SPOTLIGHT:
Changing Places Moving

RISING STAR:
Lauren Grube

AGENT ON THE RISE:
Ryan Maceri

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

MARCH 2024



A MORTGAGE PROGRAM SPECIFICALLY FOR PHYSICIANS.

For more information about this and other exclusive offers, contact:



Sandra Frith
Mortgage Loan Officer
NMLS# 564023
1040 E Maple Road
Birmingham, MI 48009
p - 586.749.8355
f - 877.873.1344
c - 586.871.8002
e - sandi.frith@huntington.com
www.huntington.com/mortgage/frith-sandi

All loans are subject to application and credit approval, satisfactory appraisal and title insurance. Terms, conditions and loan programs are subject to change without notice. Other terms, conditions and restrictions may apply.



The Huntington National Bank is an Equal Housing Lender and Member FDIC. Huntington® and Huntington® are federally registered service marks of Huntington Bancshares Incorporated. Huntington. Welcome.™ is a service mark of Huntington Bancshares Incorporated. ©2018 Huntington Bancshares Incorporated. NMLS ID #402436 (09/17)

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

FREE QUOTES!
USUALLY SAME DAY!



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



2016 - 2022
Best of Houzz
Service

ImpactHomeStagingExperts.com
or call 248-591-4290



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

WayUp Media
(248) 924-1011
www.wayupmedia.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

Gartrell Heating & Cooling
(586) 757-2757
gartrellhvac.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 Yousif 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

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.danterosahome.com

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

Huntington Bank
Sandi Frith
(586) 871-8002
www.huntington.com/mortgage/frith-sandi

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

WayUp Media
(248) 924-1011
www.wayupmedia.com

PHOTOGRAPHY/BRANDING

Melissa Douglas Co.
(586) 943-2000
www.melissadouglas.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 - Lena Yousif Agency
(586) 879-9629

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

WayUp Media
(248) 924-1011
www.wayupmedia.com



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.

TABLE OF CONTENTS



10
Publisher's Note



13
Event Announcement: Fiesta at Juan Blanco's



14
Top Producer: Michelle Lagrois Carey



20
Partner Spotlight: Changing Places Moving



24
Rising Star: Lauren Grube



28
Agent on the Rise: Ryan Maceri



Come See the DUNCAN Difference

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



(586) 784-5051 • DUNCAN-INSURANCE.COM

Adam Duncan
(586) 531-7111 • ADUNCAN@AALINS.COM



WE TRANSFORM BUSINESSES

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



OUR SUITE OF MARKETING PRODUCTS

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

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

[HYPORTDIGITAL.COM](https://www.hyportdigital.com)

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

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

MITRANSACTIONS.COM

734.933.1387 | INFO@MITRANSACTIONS.COM



@MITRANSACTIONS



@ML.TRANSACTIONS

DELTA PLUMBING & MECHANICAL

★★★★★
5 Star Rated Plumbers Serving All Of Metro Detroit.

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

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

Safe Insurance Nationwide
+ dozens more!

SCAN FOR A QUOTE

Jessica Dodge
Agency Owner

586.206.9500
jessica.dodge@goosehead.com
Licensed Independent Insurance Agent

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



Jeanne Monillo
Ad Strategist



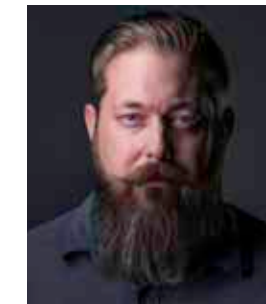
Erika Kruse
Event Coordinator



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



Nick Polaski
WayUp Media
Photographer/Videographer



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.

Welcome the **NEW** **TOP 300!**

▶ publisher's note



We've updated our mailing list! Congratulations to the real estate agents who have made it to the Top 300 and are now receiving our magazine!

As I'm sure many of our members will attest to, Real Producers of Macomb County is more than just a monthly magazine: It's a platform for informing and inspiring Macomb County's top-producing agents, connecting them socially and building stronger relationships across the real estate community.

In addition to our print publication, which will be mailed to your office each month, Real Producers of Macomb County cultivates relationships and engagement through our annual social events and social media platforms – check us out on FB and IG. Along with these public social media sites, we also host a private FB group for Macomb County's Top 500 real estate agents and our Preferred Partners. This is where we post special announcements and updates on private events, and where you can download your FREE 2024 Top 300 badge from this group. You can update your contact information and find the links to our social media pages as well as to the FB private groups at linktr.ee/MacombCountyTOP300.

Thanks to our Preferred Partners who advertise with us, our monthly magazine is free to the Top 300 real estate professionals in Macomb County. All of our Preferred Partners come from your recommendations, and we do our best to screen our advertisers to ensure that they provide the types of goods and services that you may need or want as a real estate agent. To view a list of our Preferred Partners or to recommend a potential partner, check out linktr.ee/MacombCountyTOP300. We encourage you to make some new connections in 2024.



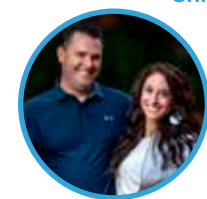
Interested in being featured in an upcoming issue?

Because it's a free and rewarding professional opportunity to be featured in our magazine, many real estate agents are interested in being considered as a future feature. When our editorial team identifies and selects potential features for our magazine, we take several factors into consideration, including the following:

- whether the person was nominated
- their level of engagement with us on social media
- their participation in our events
- their past and present sales record
- their contributions to the industry and the community
- their "story" that they share with us in their questionnaire during the initial review period

If you want to be considered for a feature, we encourage you to get involved with the Real Producers of Macomb County community by attending our events and interacting with us on social media. You can also reference linktr.ee/MacombCountyTOP300 to nominate someone to be potentially featured and register for our upcoming event.

Whether this is your first time receiving our magazine or if you've been reading it for several months or even years, we hope that this March issue puts some "spring" in your step!



Chris & Terra Csotty

Publishers/Owners of Real Producers of Macomb County
linktr.ee/realproducers
chris.csotty@realproducersmag.com
 248-506-6169
terra.csotty@realproducersmag.com
 586-615-8749

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

WAYUP MEDIA

TAKE YOUR CONTENT TO THE NEXT LEVEL.

- ✔ Photography Stills
- ✔ Videography
- ✔ Drone/Fly over/FPV DRONE
- ✔ Vertical Social Media Videos
- ✔ Realtor Promos
- ✔ Matterport 3D Tour
- ✔ AND MORE

MOBILE BOOKING. DOWNLOAD OUR APP!

Questions? Contact us at
 Tel: 248.928.4527 - 248.924.1011
 Email: info@wayupmedia.com
 Website: www.wayupmedia.com

Customer Satisfaction is our NUMBER ONE goal and to always leave you confident in the services we provide for you and your clients.

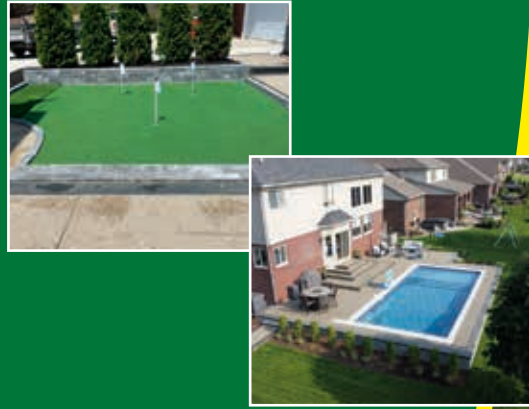
Jamyre Anderson | Owner
 (313) 920-6708
jamyreanderson726@gmail.com

★★★★★

Over **80** 5-star reviews on Thumbtack

NEW YEAR, NEW LANDSCAPING!

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



LANDSCAPE DESIGN &
CONSTRUCTION



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



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

CALL FOR FREE ESTIMATE
248-531-8228

Servicing southeast Michigan

MACOMB COUNTY
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

▶ event announcement

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

Support Sponsors: Lombardo Homes and Morse Moving & Storage

Photography and Video by: Stylish Detroit



STYLISH **DETROIT**



Interested in sponsoring this event? Reach out to erika.kruse@n2co.com.

►► top producer

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



Michelle Lagrois Carey



An Unwavering Dedication to Honesty and Customer Care

Michelle Lagrois Carey is an experienced and dedicated real estate professional with over three decades of industry expertise. Her remarkable ability to understand and meet the diverse needs of her clients has been instrumental in her long-standing success. She firmly believes that providing exemplary customer service and continuous professional development are fundamentals to establishing a thriving career in the real estate sector. “Adopting this mindset early in my career was crucial,” Michelle said. “I cannot overstate the importance of cultivating strong relationships and staying on top of market trends in this complex field. It requires a thorough understanding of regulations and adept navigation to ensure compliance and exceptional service to our valued clients.”

For Michelle, real estate was deeply ingrained in her upbringing. Her mother had a successful career in the industry, and as a result, Michelle became inspired to follow in her footsteps after observing her mother’s achievements and how she derived fulfillment from her work. Even as a teenager, Michelle actively participated in her mother’s real estate business, making cold calls and distributing handbills in the neighborhood.

A few years after Michelle earned her bachelor’s degree from Eastern Michigan University, she officially began her real estate journey in 1993 as an assistant working alongside her mother, Glenda Lagrois. For years, Michelle worked with her mother while also raising her own children. However, as her children grew older, Michelle decided to embark on her own path and cultivate her own successful career.



“There is nothing more fulfilling than receiving referrals from past clients who were delighted with my exceptional service.”

“Real estate has always been somewhat of a family business,” Michelle said. “Apart from my mother, my stepfather, Bill Frohriep, also played a significant role in shaping my real estate journey.” Although they had contrasting styles, both Bill and Glenda demonstrated great respect for their customers and treated everyone with equal attention and consideration, regardless of their budget or background. “This valuable lesson taught me that success in real estate could be achieved through various approaches,” Michelle added.

Michelle’s business acumen and interpersonal skills were honed through many life experiences. For instance, her love for travel exposed

her to diverse cultures and people worldwide. Through her travels, Michelle realized that — regardless of differences — people universally had a desire to provide for their families and create a safe and loving environment for their children. “Guided by this understanding, I dedicated myself to identifying my clients’ needs and doing everything in my power to help them achieve their goals,” she explained.

One of the most rewarding aspects of Michelle’s business is witnessing her referral network flourish. “There is nothing more fulfilling than receiving referrals from past clients who were delighted with my exceptional service,” she said. “I

find immense satisfaction in guiding individuals through the overwhelming process of making a move. Assisting them in finding their dream homes and witnessing their happiness in their new living spaces are gratifying experiences.”

According to Michelle, being an agent has given her the freedom to be in charge of her own business. She values the ability to dictate her schedule based on her clients’ needs, allowing her to strike a healthy work-life balance. As a result, Michelle’s outstanding work ethic and commitment to her clients has earned her prestigious awards, including the CENTURION® Award, President’s Award and Pinnacle Quality Service Award.

Outside of her professional life, Michelle cherishes her 28-year marriage to her husband, Tim, who serves as the sales manager at Lincoln of Troy. Together, they have two accomplished sons — Ethan and Max. Ethan is an attorney and engaged to his beautiful fiancé, Erin, while Max is in his third year of law school at Wayne State University. The family enjoys attending Michigan State University and Lions football games, and various sporting events. Other favorite pastimes include exploring new restaurants, traveling and spending time with their 15-year-old cat named Abby. Michelle also prioritizes her well-being through regular exercise by engaging in activities such as walking, running, doing Pilates and weight training.

In her career and personal life, Michelle upholds a set of core values: prioritizing her customers’ best interests and ensuring honesty and integrity in her dealings with both clients and colleagues. As an associate broker at CENTURY 21 Town & Country, Michelle looks forward to continued success by serving her customers with dedication, passion and unwavering honesty.





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

Follow us on
Facebook and Instagram



Welcome to Trident Way Estate Sales

Quality, not Quantity
Step into our Boutique

Family owned and operated



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.

STYLISHDETROIT
STYLISHDETROIT.COM • (313) 799-3686



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.



SCAN ME

Fidelity National Title
RESIDENTIAL & COMMERCIAL SERVICES | MICHIGAN

*Your Title Girl in Metro Detroit with offices
across the state and country to serve you
and your clients.*

Kathy Sleboda

Account Executive

586-292-8436

Kathy.Sleboda@fnf.com

ytg YOUR TITLE GIRL™

▶ partner spotlight

By Robbyn Moore
Photos by Melissa Douglas Co.



CHANGING PLACES MOVING

A Global Business With Local Values

Statistically, the average American will move 11 times in their life. However, by the time a person reaches the age of 45, the number decreases to less than three. For these rare, yet very important occasions, a reliable moving company is critical.

The key to a company's success is word of mouth, and Johnna Struck, owner and president of Changing Places Moving, is proud to have a 96% customer satisfaction rating and an equally high-rated, referral-based business. "We have built our company around training, maintaining employee retention and providing a phenomenal service," Johnna said. "We have two clients who we need to please: the ones we are moving and our real estate referral partners."

For 38 years, Johnna has dedicated her life to the moving industry — 21 years of which she has been the company's sole owner. "For me, balance has been the key to my success," Johnna shared. "Much of my professional life was as a single mother; therefore, my time at work and with my family had to be intentional, deliberate and efficient. Through the years, I've maintained those good habits by being present for my employees and clients, and the people in my personal life."

Changing Places Moving is a woman-owned, family-operated Michigan moving and storage company. They have been in business since 1979, providing residential and commercial moving services to clients throughout Michigan, the United States and abroad. They are an interstate agent for Bekins Van Lines, Inc., which is the oldest continuously operating moving system in the country.

In 2009, Johnna remarried, and in 2012, her husband, Bob, joined her in business, bringing with him his years of experience with other moving companies, van lines and international industry knowledge. "Bob's

background enhanced our services as well as our growth within the company," Johnna said. "It is interesting working with your spouse as we have learned to enhance each other's strengths and weaknesses to make for a better team."

When Johnna took over the company in 2002, she referred to her moving crew as "gentlemen," which followed the mission statement of The Ritz-Carlton: "Our Ladies and Gentlemen are the most important resource in our service commitment to our guests. By applying the principles of trust, honesty, respect, integrity and commitment, we nurture and maximize talent to the benefit of each individual and the company." By calling the moving men "gentlemen" and viewing their customers as ladies and gentlemen, the company set out to attract a new and appreciative clientele. "I wanted my team to rise up to a new level of service," Johnna explained. "This also enhanced our partner relationships as we showcased a higher standard of client service."

Early in Johnna's career, she hired a business coach who taught her business planning, team building and tracking of referrals, which led to her involvement in networking with real estate professionals. "I began joining real estate groups and associations as this revealed a great opportunity for business," Johnna said. "Building relationships with those dealing with clients moving on a daily basis proved to be extremely successful."

Over the years, Johnna has gained immeasurable skills

in leadership, networking and marketing through various board positions for area chambers such as the Women's Council of REALTORS® (WCR) and Greater Metropolitan Association of REALTORS® (GMAR). Additionally, her company is aligned with Michigan Movers Association, Michigan Motor Carrier Advisory Board, Habitat for Humanity Women Build Board, and Oakland University Alumni Association.

Through Johnna's personal experiences of managing a moving company as a single mother, she learned the importance of offering other women a helping hand. This led to her involvement with the Habitat for Humanity of Oakland County Women Build. Since 2014, they have built and renovated nine homes, servicing 10 families. "It is exciting to help others achieve homeownership when perhaps it was thought to be an unachievable dream," Johnna shared. "This program makes it a reality!"

Beyond the services they provide, Changing Places Moving is successful because of its team and their dedication to support the community. They conduct monthly pickups and deliveries for Blessings in a Backpack and move-ins for Habitat for Humanity families as well as provide support to Lighthouse of Oakland County for its Thanksgiving and



Christmas drives. The company has achieved numerous awards ranging from sales and service but is most proud of their humanitarian awards. As a major investor in the REALTORS® Political Action Committee (RPAC), Johnna believes in the real estate community and how the government affects the industry as a whole. In 2019, she was acknowledged into the RPAC Hall of Fame and continues to be a major investor at the gold level of President's Circle.

Changing Places Moving is committed to providing an unparalleled moving experience for every customer by offering the best value in moving and storage. They provide peace of mind to their customers with their storage facilities that include climate-controlled warehouses totaling 35,000 square feet that accommodate temporary or long-term storage of residential or commercial furniture and equipment as well as record retention. The company proudly serves the moving needs of families locally in Oakland County and the surrounding areas of Southeast Michigan. For more information, visit the company website at changingplacesmovers.com.

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

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.

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.

Home Systems Protection

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:

- Central air conditioning
- Boilers, furnaces and heat pumps
- Conventional and solar water heaters
- Home security monitoring devices
- Electrical service panels
- Permanently installed appliances

Ultimate Plan also Includes:

Service Line
You're protected for loss or damage to exterior underground service lines, such as water, sewer or power.

Claim-Free Rewards
Earn cash back or renewal credit every policy year you go without a claim.

Disappearing Deductible*
Reduce your deductible by \$50 for every policy year you go claim free, up to a maximum of \$500.

Claim Forgiveness Ultimate
Your first claim will be forgiven, regardless of size.

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

Contact me to learn about ultimate coverage for your home.

*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.

HDM FINISHINGS

Licensed & Insured

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

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

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!

Member of: MMA, AMSA, Certified by: M, WRE, CVED #21897

▶ rising star

By Robbyn Moore
Photos by Melissa Douglas Co.
Photos taken at Mid-Town Park in Shelby Township



Lauren Grube

THE ROLE OF MOTHERHOOD IN ACHIEVING
A SUCCESSFUL CAREER

For Lauren Grube, her journey into real estate began when she was looking for a career that would allow her to balance her responsibilities as a mother with her desire to work outside of the home. With two young kids and a third on the way, Lauren wanted something flexible and enjoyable. Real estate was always a hobby of hers — she was a perpetual Zillow scroller, market watcher and new-construction enthusiast — so getting her real estate license made the most sense. “I found a way to have a fulfilling career and still be present for my family,” she said.

From August 2019 to October 2021, Lauren was with Best Life & Co., brokered by eXp Realty. When she left, Lauren rebranded as Gold & Gables Realty, also brokered by eXp Realty. Her passion for real estate is evident by her career volume of more than \$26 million and her solid referral-based clientele. “Some weeks are crazy busy, and I am working 60 hours,” Lauren explained, “but it’s all worth it to me because I pride myself on being available for my clients by showing up to inspections, appraisals and closings.”

Lauren has always loved looking at houses. As a young girl, her father used to take her through construction sites, which further piqued her interest. “I was fascinated by the evolution of a home,” she recalled. As she became an adult and a mother, the concept of “home” was always at the forefront of Lauren’s mind. “Everyone should have a place to call home,” she added. “No matter the price point, size or location, everyone should have a place to feel safe and secure.”

Along with her faith in God, the greatest influence on Lauren’s life has been her family. Her paternal grandfather started an automotive business in 1973, right before the oil embargo that caused many automotive companies to go bankrupt, but he was able to keep his business afloat and his family in their home. “My grandmother stood by him, unwavering, and raised six kids,” Lauren said. Her maternal grandparents were blue-collar workers with a work ethic that was something to behold. “My grandpa would always tell me to work hard and stay in school, that’s how you make something of your life,” she shared.



Lauren’s parents have also been a great inspiration to her. Her dad is a business owner and CEO of the company her grandfather started, and her mom quit her job as a medical technologist to be a stay-at-home mom. “My mom’s support of my dad was a great example of teamwork. I am immensely grateful to carry forward the legacy of both my family and professional work,” Lauren said.

For Lauren, seeing families achieve their homeownership goals is beyond rewarding. One of her most emotional closings was with a family that had recently undergone significant trauma due to a tragic accident. “One of the children became wheelchair-bound, and the family needed a fully accessible home,” Lauren shared. “The family was not well off, and with all of the bills that are associated with having a child in a wheelchair, their flexibility on finances was minimal. By the grace of God, they found a house they loved and that fit all of the needs of their children. It took time to get it closed, but the joy and relief on the dad’s face at closing made it all worth it.”

Lauren has been married to her husband, Alex, for nine years. They have three kids — Theodore, 8, Joanna, 6, and Camilla, 4.

They love to golf, go on vacations, swim in the summer-time and ski in the winter.

Two charities that Lauren supports are Ring True Co. and Families Against Narcotics. Ring True Co. was started by Lauren's childhood friend, and they help women in Nepal and the U.S. escape from human trafficking and assimilate back into normal life. Families Against Narcotics is personal to Lauren after her cousin was a victim of addiction and lost her fight way too early in life.

Before becoming an agent, Lauren was an athletic trainer and worked with professional, collegiate and high-school athletes. She also worked in outpatient orthopedic physical therapy clinics. She holds a bachelor's degree in athletic training/sports medicine from Central Michigan University and a master's degree in health professions education from Florida Gulf Coast University.

Lauren's advice for those who are interested in pursuing a career in real estate is to always be humble. "Don't ever think you know more or are better than anyone else,"

she said. "Identify a learning experience in every transaction and with every client. Find out what you did well and what needs to be improved, then do better next time. Also, your cooperating agent is your teammate, not your opposition. You have a common goal; therefore, work together to achieve that goal."

Simply stated, Lauren is a mom trying to do right by her family and her clients. Her belief is that real estate transactions should be fun for her clients and full of good stress — like scheduling movers, enrolling kids in a new school, and picking out paint and furniture. "The transactional side is my stress to handle," she said. "I can handle it. My success in real estate is because I am a wife and mother of three young kids. On a daily basis, I have to dodge 45 toddler questions and jump over toys and a hundred other hurdles just to get to the bathroom. Transactional hurdles are a walk in the park."



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.



Jennifer
LA ROSE
CALIBER HOME LOANS

586-855-6136

jennifer.larose@caliberhomeloans.com

@mortgage.jenlarose

92 MILL ST. ROCHESTER, MI 48307






- 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



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



► agent on the rise

By Robbyn Moore
Photos by Jermaine Buie with
Perfect Light, LLC

RYAN MACERI

A Journey of Perseverance

For Ryan Maceri, his journey in real estate has been a story of perseverance and success. His background in construction, dedication to customer service, and passion for helping his clients achieve their goals have led him to achieve a career volume of more than \$56 million and a thriving business built on trust.

Ryan's experience shows that, with hard work and determination, success can be found in any career. However, his adventure into real estate did not come without its challenges. Growing up, Ryan gained valuable experience in the construction field by working with his father, who is a master electrician and licensed builder. The insight and skills he gained from his father became the catalyst to his success in real estate. "My dad has been the biggest influence on me by far,"

Ryan said proudly. "His work ethic and dedication to everything he did amazed me as a child, and those habits rubbed off on me." Additionally, Ryan worked for a telecommunication company as a field engineer at the age of 19 and became a senior field engineer by the age of 23.

After 10 years in the telecommunications industry, Ryan faced a few setbacks in his career. "I left my job to pursue another venture, which unfortunately did not work out," he recalled. "Nearly \$100,000 was taken from me by my business partner, and I found myself without a job. I did what I had to do and got back into the construction field, doing mostly kitchen and bath remodeling. My plan was to start buying and flipping homes on the side with the guy I was working with; however,

I realized real estate was a passion that I wanted to pursue full time. I also came to the conclusion that everything happens for a reason, and even though I had that setback, it put me 10 steps forward."

Ryan has been an active REALTOR® for eight years and is a top-producing agent with Keller Williams Platinum. His dedication to his work is reflected in his commitment to customer service, and he goes above and beyond for all of his clients to make their dreams a reality. "It's not all about me succeeding," Ryan shared. "It's about helping my clients achieve their goals."

Ryan's perseverance was tested again in 2020 when he was diagnosed with testicular cancer. He had to undergo surgery and chemotherapy, which



“

I know firsthand that life can get hard, and it may seem like you are failing, but in reality, you are failing forward. **Every failure is an opportunity to learn and grow.**



was a difficult time for him and his family. “It was so stressful not knowing what was going to happen,” he explained. “At the time, my wife, Carlie, and I had just had our first son, Lucas, and wanted to have more kids, and we were not sure if this would be an option for us anymore.” After treatments and healing time, Ryan and Carlie were blessed with their second son, Domenic, in 2022. The couple is now expecting their first daughter in April of 2024!

“My advice to others is to never give up,” Ryan said. “I know firsthand that life can get hard, and it may seem like you are failing, but in reality, you are failing forward. Every failure is an opportunity to learn and grow. If you continue to push forward, make new connections, and find ways to develop and improve, you will always succeed.”

Aside from his career in real estate, Ryan has a passion for music. He started playing guitar at the age of 8 and has been in love with music ever since. He has played on big stages, recorded albums, and been on the radio. He met his wife, Carlie, in a church group where they both sang.

Ryan takes great pride in knowing that his clients trust him to handle what is most likely the biggest sale of their life. “I find that the most rewarding part of my job is being able to see the happiness and excitement from my clients — especially when they get a greater offer than expected on the sale of their home!” he said. “It feels good to know they trust me.”

Just Rite Service Professionals

MICHIGAN'S #1 MOBILE HOME REPAIR SERVICE
MichiganMobileHomeRepair.com

CALL TODAY TO SCHEDULE SERVICE: 586.531.8525

HHI
Hodge Home Inspections

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

MAINTENANCE, REPAIR AND INSTALLATION OF FURNACES, AIR CONDITIONERS, HEAT PUMPS, WATER HEATERS, AND GAS LINES.
 FREE ESTIMATES FOR NEW INSTALLATIONS.
 EMERGENCY SERVICE AVAILABLE

WE PERFORM INSPECTIONS ON HEATING AND COOLING SYSTEMS

Gartrell
 Heating & Cooling, Inc.

Since 1945
 Consumer Financing Available with Approved Credit

586-757-2757 • gartrellhvac.com
 gartrell1945@gmail.com

Mike Gartrell, Owner

CONNECT ON SOCIAL MEDIA!



Follow us on FB and IG so you can find out who is being featured, check out upcoming events, and hear about our Preferred Partners!

Join our Private Top 500 group on Facebook so you can connect with other top real estate agents in the area and don't miss out on event invites!



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



With us, you're always in Luck

**Purchases * Refinances * Debt Consolidation
Jumbo * USDA * Conventional * VA * FHA**

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



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



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

USDOT 274486 | PUCO HHG#509459-HG



Bobbie
Life is Beautiful • How Can We Help?
cleaning services



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

Barbara Scott | Proprietor
586.404.0234

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



— Certified, Licensed, —
Professional Home Inspectors

Owner of the Detroit Real Estate Channel.
Contact for info on televising your listings!



abagale
RE TV

REAL ESTATE STREAMING TV

CALL NOW (989) 467-0224



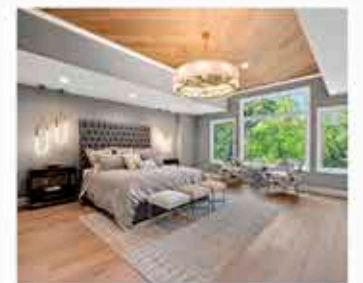
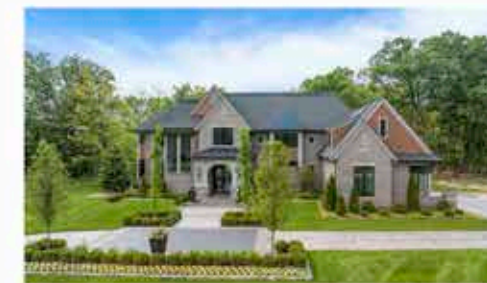
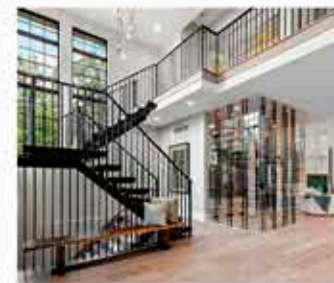
CO-MARKET WITH CRANBROOK CUSTOM HOMES!



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 concessions, options, upgrades, and site premiums) of the sale price or accepted offer price, whichever is lower. For more details, please contact your Lombardo Homes Sales Manager.





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.

