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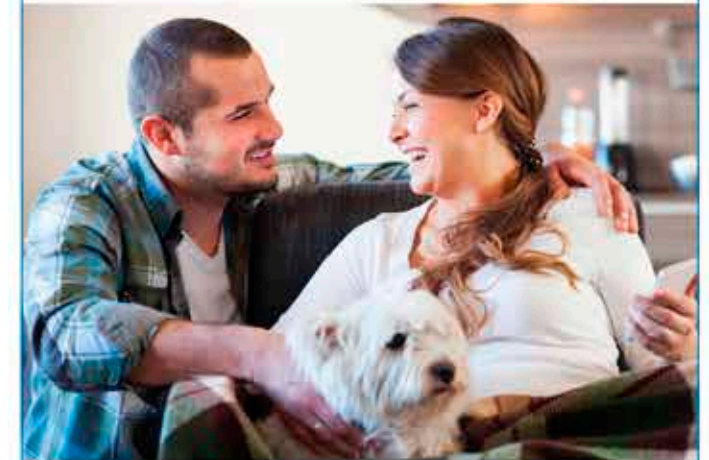
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### Interested in being featured in an upcoming issue?

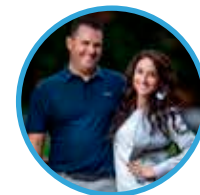
Because it's a free and rewarding professional opportunity to be featured in our magazine, many real estate agents are interested in being considered as a future feature. When our editorial team

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 Oakland County community by attending our events and interacting with us on social media. You can also reference [linktr.ee/OaklandCountyTOP500](https://linktr.ee/OaklandCountyTOP500) to nominate someone to be potentially featured and register for our March 14 event at The Morrie.

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

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publisher's note



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# Lora Kazanjian



## ▶▶ top producer

By Robbyn Moore | Photos by Stylish Detroit

### A CLIENT ADVOCATE WHO'S PASSIONATE & PERSONAL

When Lora Kazanjian started her real estate career over 21 years ago, she knew she had found her calling. Her passion for real estate is evident in everything she does — from selling homes to supporting and mentoring her team. With a high-energy approach that is infectious, Lora is an expert negotiator and dealmaker, and a caring client advocate who is making a difference in numerous ways. As an associate broker at Max Broock, REALTORS® with a career volume of over \$350 million and counting, Lora is a top-performing professional in her field.

Lora's success has not gone unnoticed. She has been recognized as one of the top 1% of REALTORS® nationally since 2014 and was named REALTOR® of the Year by Max Broock, REALTORS® - Birmingham in 2017. Her work has also been acknowledged by RealTrends in their America's Best rankings. What truly sets Lora apart, however, is her dedication to her clients and her community.

For Lora, real estate is not just a business: It's a way to make a positive impact on people's lives. "I am passionate about building relationships with my clients, understanding their needs and helping them achieve their goals," she said. Her Max Broock team of five shares her values and works tirelessly to provide excellent service every step of the way. "We share the same mission: supporting our clients and each other in every way possible. We all believe in providing excellence in our work, wanting each deal to be seamless," she added.

Lora became an agent because of her passion for the business and because she wanted her daughters to have a successful female role model. "I was highly influenced by my parents, who always made me

feel like I could do anything, and my husband and I wanted to do the same for our girls," she explained.

As an agent, Lora shared that nothing excites her more than going on listing appointments and meeting with potential buyers. "There's something truly special about sitting down with clients, getting to know their needs and objectives, and then using my expertise to craft a tailored approach that perfectly aligns with their goals," she said. "It's a privilege to not only help them achieve their real estate aspirations but to also build a meaningful relationship along the way."

“  
I AM PASSIONATE ABOUT  
BUILDING RELATIONSHIPS  
WITH MY CLIENTS,  
UNDERSTANDING THEIR  
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ACHIEVE THEIR GOALS.  
”

With a thriving real estate business, Lora's biggest challenge has been finding ways to carve out personal time without feeling guilty. "It's an ongoing process, and one that I'm constantly working on," she said candidly. "However, despite the challenges, I remain committed to my future dreams and goals, and I know that real estate will always be a part of my life. I can't imagine a future where I'm not working in this industry, and I'm excited to see where my career will take me next."

Lora's advice to future real estate professionals is simple: set realistic goals, be patient, and establish a good reputation. She believes that success in real estate comes from hard work, passion, and a commitment to making a difference in people's lives. "I have had the privilege of helping many clients achieve their real estate dreams," she said. "From first-time homebuyers to CEOs and seasoned investors in the community, I have worked with people from all walks of life. I love the challenge of finding the perfect property for each client and negotiating the best deal possible."



“

I AM THE PERSON I AM TODAY BECAUSE OF MY MARRIAGE TO A VERY SUPPORTIVE MAN AND THE LOVE OF MY LIFE, AND BECAUSE I GOT TO RAISE TWO WONDERFUL DAUGHTERS.

”



Lora strives to succeed, lives in the moment, and is kind and thoughtful to others. Her dedication to her clients, her team and her community is a testament to her character and her values.

Despite her busy schedule, Lora always finds time to give back. She supports many charities, with a particular focus on organizations that help young women build confidence. She also volunteers for her church, where she embraces her Armenian heritage. Lora and her husband, Ara, share a passion for entertaining, dining out, traveling, taking walks, cooking and relishing every moment they spend together with their daughters, Christina and Stephanie, and their daughters' husbands, Michael and David. Lora is also an avid tennis player and has competed in the adult National Championships five times.

As a native Michigander, Lora is proof that with hard work and determination, anyone can achieve their dreams. “I am the person I am today because of my marriage to a very supportive man and the love of my life, and because I got to raise two wonderful daughters,” she said. “I am proud to be an agent not just because of the success I have achieved, but because of the relationships I have made with my clients and my ability to help them reach their goals as well.”







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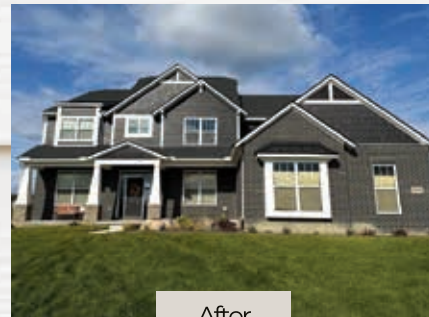
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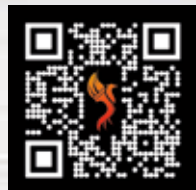


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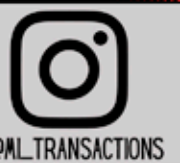
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# BROOKE AZIMI

▶ rising star

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with Skyview Experts

REDEFINING  
**SUCCESS** IN  
REAL ESTATE

Brooke Azimi, an associate broker at DOBI Real Estate, has taken the real estate industry by storm with her passion, dedication and unwavering commitment to her clients. With a career spanning just over four years, Brooke has already established herself as a force to be reckoned with, achieving remarkable success and earning numerous accolades along the way.

Born and raised in Oxford, Michigan, Brooke's journey to becoming an agent was influenced by her early exposure to the world of real estate. While she was growing up, her grandfather — a general contractor — built the home she lived in, and her parents owned rental properties. These experiences instilled in her a deep appreciation for the value of real estate, but it wasn't until later in life that Brooke realized her true calling.

Brooke obtained her bachelor's degree in human biology from Michigan State University and a second bachelor's degree in dental hygiene from the University of Detroit Mercy School of Dentistry. She then began working as a dental hygienist; however, her life took an unexpected turn when she purchased her second investment property.

"I was working as a dental hygienist and planning to go back to dental school to become a dentist," Brooke recalled, "but in the first year of having my real estate license, I was working part time in both professions. In March of 2020, when dental offices closed due to the pandemic, I found myself fully immersed in real estate."

During the uncertain times that followed, Brooke's dedication and adaptability shone through. She recognized the increased demand for safe and spacious living environments, and seized the opportunity — closing an impressive number of residential and commercial leases and home sales. The experience solidified her passion for real estate, prompting her to make a life-altering decision.

In July of 2020, Brooke committed herself to real estate full time, leaving behind her dental hygiene career. Her relentless drive and pursuit of excellence paid off. From July 2020 to July 2021 alone, she closed a staggering 50 transactions.



Since she embarked on her real estate journey in March of 2019, she has closed over 200 transactions and accumulated a remarkable career volume of \$50 million.

Brooke's success is not reflected in just her numbers, however: It's in her unwavering commitment to her clients and the exceptional service she provides. As an active member of the National Association of REALTORS® (NAR), Brooke strives to build long-term relationships based on trust and quality.

"I prefer to run my business based on quality over quantity," Brooke explained. "I invest in my clients, assuring them that they know I am here for them for the long haul — not just for a single transaction."

In addition to her individual success, Brooke has formed a dynamic partnership with Sara O'Neil, her former dental



“

I INVEST IN MY CLIENTS, ENSURING THEM THAT THEY KNOW I AM HERE FOR THEM FOR THE LONG HAUL — NOT JUST FOR A SINGLE TRANSACTION.

”

hygiene school classmate and longtime friend. Together, they leverage their shared trust and complementing skills to deliver superior service to their clients.

Brooke’s ability to create lasting connections and bring people together extends beyond her business ventures. As the events director for the Women’s Council of REALTORS® Birmingham-Bloomfield in 2021, Brooke actively contributed to her community and fostered professional growth among her peers. She also actively supports charities and organizations such as the Dre Project, the American Red Cross, and local DOBI charities.

Looking ahead, Brooke sees real estate as an integral part of her future. She envisions expanding her portfolio by acquiring single- and multi-family homes, fueling her passion for creating generational wealth and financial freedom. With every transaction, Brooke strives to provide her clients with a legacy they can cherish for years to come.

When asked to define success, Brooke said it’s “doing what you love with people you respect at your leisure.” Her dedication to her craft, combined with her genuine care for her clients’ well-being, exemplifies this definition.

As Brooke continues to make a name for herself in the real estate industry, she encourages up-and-coming agents to embrace challenges and constantly learn from their experiences. Her ability to navigate the complexities of the profession with meticulous attention to detail sets her apart, which ensures that her clients receive the highest level of service.

Brooke leaves a lasting impression with her trademark tagline: “Here and happy to help!” Her sincerity, expertise and dedication make her a true role model in the industry. With Brooke by their side, clients can rest assured that they have a knowledgeable, passionate and caring advocate who will guide them through every step of their real estate journey.

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# BETTER RATE MORTGAGE

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**Name:** Jon Wojtowicz  
**Where are you originally from?:** Livonia, MI  
**Company's name:** Better Rate Mortgage  
**Title/position:** Broker  
**How long have you been working at the company?:** since 2019  
**Website:** mybetterrate.com  
**Phone number:** 248-225-6728

**1. Briefly describe exactly what your company does, the services it provides, and any major milestones, notable accomplishments, or awards.**

We are a local mortgage brokerage that is licensed in 14 states across the U.S. with over 300 lenders at our disposal for both residential and commercial spaces. This allows us to offer a competitive advantage for our clients with more available options.

**2. How and why did you decide on this particular industry?**

As with most people who I feel get into the industry, a family member recommended that I get into the business in 2008, which started out slow but quickly became a passion of mine. This choice led me to developing relationships with some of the most influential people in the industry.

**3. What sets your business apart from similar ones? Do you have a particular motto, creed, or basic principle that drives your business?**

We focus on being humble, hungry and educated — honing in on our ambitions in the industry and are



▶▶ partner spotlight q&a

constantly learning, with the goal to share and educate our clients.

**4. What do you want top-producing agents to know about your business and the services that you can offer them?**

I have been in the industry for roughly 15 years and have been trained by some of the top producers in the industry. This has allowed me to have more options and be able to help your clients.

**5. What do you find most fulfilling about your work?**

Helping homeowners and investors grow their assets. Being able to be a huge part of that makes every bit of stress worth it.

**6. What significant changes have you seen take place in your profession throughout the years? How have you adapted to these changes to keep current in your industry and ensure that your business continues to thrive?**

We have seen that content change is the only way to survive, and the easiest way to do so is to constantly educate yourself. Knowing the ins and outs of the real estate and finance industries allow you to have a competitive edge no matter what the industry does.

**7. Tell us about your family and what you all enjoy doing together!**

I used to sail and surf with my parents and grandparents in California when I was young.

**8. When you aren't working, what's your favorite way to spend your time?**

I enjoy weight training and cooking. In the past few years, cooking has become a type of therapy to me and allows me to decompress from the day.

**9. How would you define "success"?**

"Success" is helping as many people as possible. A client becomes a friend long before a friend becomes a client. Most of my friends have been found through business.

**10. What do you want to be remembered for?**

For always helping as many people as possible.

**11. What other specific information about you/your business would you like to share with agents? Or, are there any other unique experiences or interesting details that you'd like to share with our readers?**

I worked at UWM for five years and have reviewed over 500,000 client profiles in my career. I have seen some of the most creative ways that people obtain financing.

There is no "no" in this business; there is only a "yes" or "here is the path to your goals and success." This translates to my business, my team and my life.





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# Do you have any mentors or people you look up to? Tell us about one of them!



My sister Rachel is a real estate agent in Columbus. We talk all the time and bounce ideas off of each other.

**SARAH BUDREAU — OAKLAND CORNERS REALTY**



Angie Batten. She happens to be my cousin and peer, but she has an incredible wealth of knowledge and is one of the hardest working people I know. Regardless of selling and managing multiple offices, she always seems to have time to go above and beyond with all things.

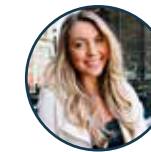
**LOREN HOTCHKISS — REAL ESTATE ONE - OXFORD**



My mentor, Anthony Djon — the founder of Anthony Djon Luxury Real Estate — is a true visionary in the real estate industry. What sets him apart and why I admire him greatly is his incredible influence on the success of agents like myself. Anthony's leadership style is something to emulate. He leads by example, consistently demonstrating professionalism, dedication, and a commitment to excellence. His ability to envision the future of real estate and adapt to changing market dynamics is truly inspiring. Furthermore, Anthony's mentorship extends beyond just sharing knowledge: He actively fosters a culture of growth and support within his team. His willingness to invest time and resources in helping his agents succeed is remarkable. He understands that their success is a reflection of his leadership. In summary, Anthony Djon is not just a mentor: He's a visionary leader who

exemplifies the qualities I aspire to have in the real estate industry. His influence on agents' successes, his visionary approach, and his lead-by-example attitude make him a role model worth looking up to.

**JERRY NAHHAS — ANTHONY DJON LUXURY REAL ESTATE**



My husband is my mentor and who I look up to. :)

**ERICA WOOD — RE/MAX ECLIPSE**



I have a select group of women agents whom I can count on every day. They have no egos, are from different brokerages, and are my stress reliever in this industry. I am inspired by them! All of them have even been featured in this magazine and will be reading it!

**LESLIE DORAN — @PROPERTIES - CHRISTIE'S INTERNATIONAL REAL ESTATE**



I have always been a self-motivated individual, and this intrinsic drive — along with my spiritual beliefs — has empowered me to reach for the stars. However, there is one person in particular who really wowed me: Renee Lossia Acho. When I got into the real estate industry, I had a vision, and after meeting Renee, she has shown me that my vision is, in fact, an attainable reality. Despite her remarkable achievements and exceptional skills, she is the most humble and approachable individual. Her humility serves as a reminder that success is not measured solely by material gains but by the impact we have on others and the positive change we bring to the world.

**SANDRA MATTI — KELLER WILLIAMS DOMAIN**



Anthony Djon, who is always so motivating and inspires us to be the best version of ourselves.

**SHAYLA HABOOSH — ANTHONY DJON LUXURY REAL ESTATE**

Do you want to answer our question of the month? Email [terra.csotty@realproducersmag.com](mailto:terra.csotty@realproducersmag.com).



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### Determined To Never Give Up

Chad Hagar is a team leader of SHIFT and a new agent trainer at Arterra Realty in Rochester, Michigan. He found his calling in real estate during his senior year of college at Oakland University, and after meeting the owner of a real estate brokerage at a career fair, Chad got his license and started working in real estate while still studying. He worked hard to build his business while bartending and serving tables on the weekends to make ends meet.



►► celebrating leaders

By Robbyn Moore  
Photos by Melissa Douglas Co.

Chad was taught the value of hard work by his father. “My dad taught me to be the first one in and the last one out,” Chad said. “There is no replacement for hard work.” Equally — if not, then more importantly — Chad’s people skills, humor, and demeanor were learned from his mom. The blend of his two role models helped him shape how he goes about his business. While Chad worked in the restaurant industry for over six years, he also learned important life lessons such as how to treat people fairly, remain humble, work under pressure and chaos, and bite his tongue.

Despite feeling like he was not a natural at anything, Chad’s determination to succeed and never give up helped him get through his first year in real estate. “I have deep empathy for anyone starting in this business,” he said. “I want

# CHAD HAGAR



“

There is a constant chase in this business. Every day, you get to start at zero, and you get rewarded by the hard work you put in.

”

to share everything I've learned to help change someone else's life. I am proof that, through a determined mindset, anything is achievable.”

With his devotion to helping new agents get their businesses off the ground, Chad's focus is to help his team get to their first five to 10 deals as fast as possible. “There is a constant chase in this business,” he said. “Every day, you get to start at zero, and you get rewarded by the hard work you put in. There are no limits or complacency in our jobs, and we are all equals in the sense that no one should be too good to take out the garbage, clean the floors or cold call a customer. This is an ego-based business, so I want to do anything possible to help shift that narrative.”

Equally passionate, Chad is also focused on educating his clients. “Rather than being a home tour guide, I am committed to informing my clients on how a home is built so they have a better understanding of the product they are buying,” he shared. “This approach helps sellers sell their homes for more money because they understand the hidden values they put into their home.”

For Chad, the best part of being an agent is the constant chase of being better than he was yesterday. “I believe in leading by example — beyond my words or teaching,” he said. “Never let anyone discourage you or put limits on what you can do. Roll with the punches and the ups and downs, and only focus on the finish line. If I can do it, anyone can make this career work, if they put their mind to it.”



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## ►► broker spotlight

Photos by Jermaine Buie with Perfect Light, LLC  
Photos taken at Lombardo Homes Model at  
Stillwater Crossing in Macomb Township



# DARRELL HUDIBURGH

M A K I N G D R E A M S C O M E T R U E

Darrell Hudiburgh, a seasoned agent and respected member of the community, has been transforming lives through real estate for over a decade. With his dedication, expertise and passion for serving others, he has become a trusted name in the industry.

Darrell has an impressive career spanning 10 years as an agent and seven years as a broker, and he has established himself as a force to be reckoned with in the real estate market. His career volume exceeds \$35 million, and he achieved a remarkable total sales volume of \$6.5 million in 2022. His exceptional track record has garnered recognition, including the 2013 Rookie of the Year award, the 2022 Humanitarian of the Year award from the North Oakland County Board of REALTORS® (NOCBOR), and nominations for the 2021 and 2022 Michigan REALTORS® Good Neighbor award. In January of 2024, the Waterford Area Chamber of Commerce even presented Darrell's brokerage with the Humanitarian Award. As for Darrell, he was elected in 2024 to serve a three-year term as a NOCBOR director.

Before his successful real estate career, Darrell served as a district manager for a Fortune 500 automotive supplier. However, he felt a strong desire to make a more personal impact on people's lives and have the autonomy to make decisions that benefit his clients directly — real estate presented the perfect opportunity to fulfill these aspirations. Drawing on his background in the service industry, including his time in the United States Air Force (USAF), Darrell recognized that real estate offered a unique servant role where he could prioritize the needs of others before his own.

Darrell's upbringing played a crucial role in shaping his values and work ethic. Raised with a strong sense of responsibility and a "do your best" mentality, he learned early on the value of hard work and determination. His father, who has been a significant influence in his life, instilled in him the importance of commitment and self-education, and to always put people first. Darrell's father's success



as a business owner and real estate agent served as a guiding light, reinforcing the principles of wholehearted dedication and service. "He always worked hard and showed me to not be afraid to take chances on things you believed in," Darrell said.

As a broker and owner of Real Estate For A CAUSE - Waterford, Darrell leads a team of eight agents, all of whom are either family members or become part of the tight-knit family environment he has fostered. The unique bond shared by the team extends beyond the office, with a commitment to giving back to the community. Each agent donates a minimum of 5% of their closing proceeds to local charities, a testament to their collective dedication to making a positive impact on the lives of others.

Darrell's brokerage supports over 20 local charities, including United Veterans of Michigan, On a Dragonfly's Wings, Adopt-A-Pet Fenton, and Blessings in a Backpack. Their commitment goes beyond financial contributions, for they actively volunteer and participate in events to support these organizations. "We do not





Looking to the future, Darrell envisions real estate as a lifelong pursuit. He finds immense joy in helping others achieve their dreams and aims to make a difference in the community one closing at a time. His passion for education and training, and in giving back, will continue to shape his path as he strives to create a better real estate experience for clients and professionals alike.

When asked about his favorite part of being an agent, Darrell mentioned the rewarding feeling of knowing that his work positively impacts others. For him, success is an ongoing journey rather than a destination. He believes in always doing his best, learning from failures, and persisting in the face of challenges.

Outside of his professional endeavors, Darrell cherishes his time with family. He has been married to his wife, Kitty Hudiburgh, for 27 years, and they have five children and three grandchildren. Family game nights have become a cherished tradition where everyone comes together to enjoy a variety of games and create lasting memories. "We play anything and everything," Darrell shared. "We probably have over 300 board games and 20 decks of cards."

For real estate agents aspiring to become brokers, Darrell stresses the importance of gaining education and obtaining a broker's license. He encourages professionals to continually improve their craft and become agents of positive change in the industry.

As Darrell continues to make a significant impact on the lives of his clients, his community, and the real estate industry, he hopes to be remembered as someone who cared deeply, could be relied upon, and consistently strived to be the best version of himself. His unwavering commitment to personal and professional growth serves as an inspiration for others, reminding them to embrace continuous learning and kindness in their own lives.

In the words of Darrell himself: "Be the best you can be. Always find ways to learn and be better. Be kind, and be the reason someone smiled today."

want to just be a check," Darrell explained. "We will volunteer at their events, help them at fundraisers, sponsor events, and simply be there for them."

The passion that the team at Real Estate For A CAUSE - Waterford has for helping the community even informs their mottos: "Work for a CAUSE, not for applause. Live life to express, not to impress. Don't strive to make your presence noticed but to make your absence felt."

At the forefront of Darrell's priorities are education and training. He recognizes the constant changes in the real estate industry and the abundance of misinformation, and he believes that it is essential for agents to continuously educate themselves and their clients. As a broker, he takes responsibility for ensuring that his agents receive the necessary training and knowledge to provide the highest level of service.

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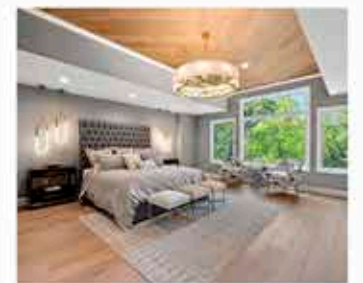
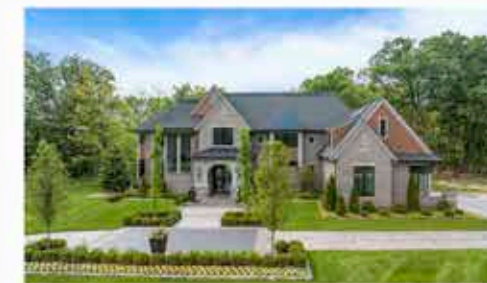
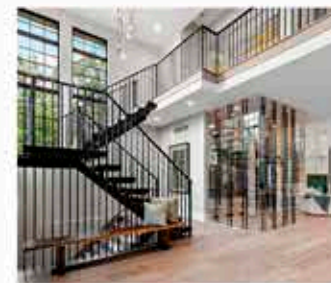
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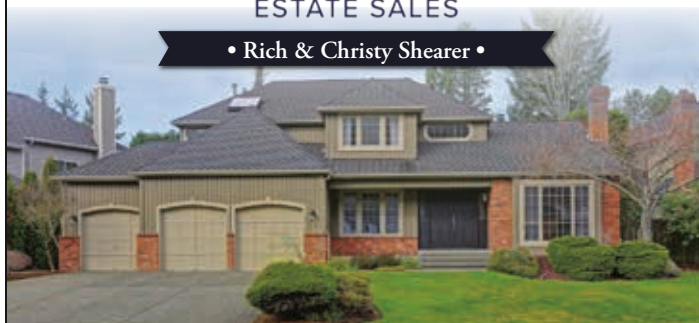
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