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**PARTNER SPOTLIGHT:**

Alliance Title of Michigan

**RISING STAR:**

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**AGENT SPOTLIGHT:**

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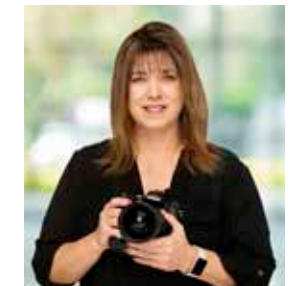
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If you are interested in contributing or nominating someone for a feature, please email us at [Chris.csotty@realproducersmag.com](mailto:Chris.csotty@realproducersmag.com) or [Terra.csotty@realproducersmag.com](mailto:Terra.csotty@realproducersmag.com).

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# 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 Wayne County is more than just a monthly magazine: It's a platform for informing and inspiring Wayne 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 Wayne 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 Wayne 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/WayneCountyTOP300](http://linktr.ee/WayneCountyTOP300).

Thanks to our Preferred Partners who advertise with us, our monthly magazine is free to the Top 300 real estate professionals in Wayne 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/WayneCountyTOP300](http://linktr.ee/WayneCountyTOP300). We encourage you to make some new connections in 2024.

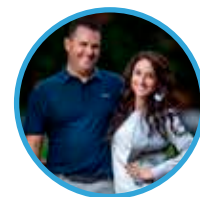
**Interested in being featured in an upcoming issue?** Because it's a free and rewarding professional opportunity to be featured in our magazine,

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 Wayne County community by attending our events and interacting with us on social media. You can also reference [linktr.ee/WayneCountyTOP300](http://linktr.ee/WayneCountyTOP300) 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!



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# Sarah AMBLER FIGURSKI



## »» top producer

By Robbyn Moore | Photos by Tracie Seeley with Metro Shores Media  
Photos taken at Lombardo Model Home at Windridge Estates in Northville

### A REPUTATION FOR BALANCING FAMILY, CLIENTS & COMMUNITY

With an eye for interior design and a passion for helping people, Sarah Ambler Figurski found her calling as a real estate agent. She also thrives in a fast-paced work environment and embraces the balancing act of multitasking, and as a result, her real estate lifestyle is a perfect fit for her personality and allows her to be fully present with her children and involved in their activities.

As a native from Northville, Michigan, Sarah loves her hometown and feels lucky to raise her family there. She is a seventh-generation Ambler living in Northville, with family roots dating back to 1854. Her parents also live in Northville, and she loves having them so close. “My mom has helped me with balancing the transition of motherhood as an agent,” Sarah said. “Growing up in Northville, I always knew how special it was: great schools, a beautiful downtown, and unique Victorian houses in the Historic District, which make this town truly unique.”

Sarah has a depth of knowledge about the Northville area and loves sharing it with her clients. She has been an agent and REALTOR® at CENTURY 21 Curran & Oberski for eight years and has achieved nearly \$45 million in total volume — \$14.5 million of which was obtained last year. “My dad was a successful business owner, and growing up, I watched how hard he worked to provide for our family,” Sarah shared. “This was the motivation for me to be successful when I launched my own business.”

As an entrepreneur, Sarah is constantly seeking new and innovative ways to grow her business. She is particularly interested in leveraging the power of

social media — and her recently launched website, sarahamblerfigurski.com — to engage with a wider audience and expand her reach. Furthermore, Sarah is excited about exploring the potential of video marketing to create compelling content that resonates with her target customers.

“This is not only a fun and exciting new direction for my business, but it is also a critical component of my growth strategy,” Sarah said. “In today’s digital age, online engagement and interactions have become an essential part of any successful business. By embracing these tools and techniques, I am confident that I can continue to build my brand and stand out in a crowded marketplace.”



The real estate market can be difficult, especially when inventory is low. As an innovative agent, Sarah finds creative ways to make her clients’ offers stand out so that they appear to sellers in the most appealing way. “I communicate with other real estate agents to gain insight into what other buyers are offering and what tactics are working in the current market,” she said. “By gathering this information early on and coming up with a plan, I can help my clients navigate this challenging market and ultimately find the home of their dreams.”

“ THIS IS NOT ONLY A FUN AND EXCITING NEW DIRECTION FOR MY BUSINESS, BUT IT IS ALSO A CRITICAL COMPONENT OF MY GROWTH STRATEGY. ”

Sarah has achieved several prestigious awards that demonstrate her commitment to excellence and her dedication to providing exceptional service as well as delivering results for her clients. These include the Masters Ruby, Masters Diamond, CENTURIAN®, and Quality Service Pinnacle awards from CENTURY 21. Additionally, she has been awarded an Hour Detroit All-Star Real Estate.

“  
MY FAVORITE ASPECT  
OF THIS JOB IS  
BUILDING MEANINGFUL  
RELATIONSHIPS WITH  
MY CLIENTS.  
”



In collaboration with other leading professionals, Sarah also authored a book, “Winning in Real Estate: Secrets to Success from Leading Pros.”

Sarah and her husband, Ryan, have three children — Leo, 4, Ava, 2, and Gia, who was born in January of 2024. As a family, they love spending time together playing outside, having movie nights, going to the park, or watching Sarah’s nephews play hockey and baseball. In the summer, they enjoy being in Northern Michigan and experiencing the beauty of pure Michigan.

Looking ahead, Sarah is excited to take her business to the next level and explore the development side of things. “My husband brings expertise in building with his business, Grandmark Building,” Sarah shared. “I see a great opportunity for us to collaborate on projects that combine our strengths. Being involved in the design and sales aspects of these projects is something I’m looking forward to, and I can’t wait to see where this new venture takes us.”

At the end of the day, Sarah believes that a good reputation is the most important asset in this business. “My favorite aspect of this job is building meaningful relationships with my clients,” she said. “Buying or selling a home can be a stressful and emotional process, but I thrive on working with people and helping them achieve their goals. Through every challenge that arises in a deal, I strive to stay true to myself and maintain clear and effective communication with all parties involved. I work hard to be fair and respectful to all agents and to always put my clients’ needs first.”





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# Alliance Title of Michigan

## AN EMPOWERING TEAM RISING TO THE TOP

With a combined expertise of over 40 years, sisters Kelly Anderson and Mary Reed are a dynamic duo in the world of real estate. In 2018, their vision materialized into Alliance Title of Michigan, a beacon of innovation and client-centered spirit. Their success is fueled by their pact of solid communication and forward vision, and their knack for fostering lasting connections. From humble beginnings to now boasting multiple thriving locations, Kelly and Mary’s dedicated team spans across Oakland, Wayne, Macomb and Monroe, and beyond the state of Michigan. “The best part of our growth and expansion is that we’re not limited to one location — we can go anywhere!” Kelly shared enthusiastically.

Alliance Title specializes in providing a comprehensive range of traditional and ancillary title, escrow and closing services. “Our goal is to add value to our customers’ products and establish long-lasting strategic partnerships,” Mary said. “With our accessible and experienced team members, we are able to deliver innovative solutions quickly, efficiently and accurately.”

The Alliance Title team has a highly organized group of individuals who dive head-first into every new opportunity, including industry challenges and changes. “We are quick to adapt to an ever-changing market,” Kelly said. “For us, technology is key. We are equipped for seamless integration of technology into all aspects of our operations. From digital record-keeping to online transaction platforms, technology has streamlined our processes, increased productivity and



elevated the overall client experience. This effort in efficiency, accuracy, and personalized service has ensured an individualized experience for both agents and our clients, which is the highest priority of all.”

The real estate market itself has undergone significant changes due to economic conditions and market dynamics. To be successful in the industry, businesses must be able to understand the trends and adapt in order to combat these fluctuations. As a result, the Alliance Title team has cultivated these skills, which is underscored by their growth and development. Most recently, this included the appointment of Director of Sales and Business Development Rikki Puzzuoli.

The addition of Rikki enhanced the already stellar sister team by adding years of experience and industry knowledge that reaches nearly three decades. “I have witnessed the widening and evolution of this field firsthand,” Rikki shared. “Starting as a college student, working part time to pay for my education and quickly advancing through various positions, I have gained a deep passion for real estate and a desire to work alongside real estate agents, loan officers and builders. Being a trusted resource and helping to build and grow various businesses have been incredibly rewarding.”

What sets this Alliance Title apart is not only their expertise but also

their all-female team, which fosters a dynamic and inclusive work environment. “We believe in harnessing diverse talents to drive innovation and success,” Rikki explained. “Our commitment to empowering women in the workforce goes beyond just a corporate strategy — it reflects our values and dedication to creating a workplace where everyone thrives.”

As the Alliance Title team continues to expand their operations throughout Michigan and establish a presence in Florida, their core principles remain steadfast. “Alliance Title will continue to be a beacon of excellence in the title insurance industry,” Kelly explained. “We want top-producing agents to see Alliance Title as more than just a title insurance provider: We are strategic partners invested in their success. Our unwavering commitment to streamlining the closing process brings a unique perspective and collaborative energy to every transaction, enhancing the overall experience.”

When Kelly and Mary launched their business, they wanted to provide a buying and selling experience that concluded on a positive note for everyone involved. As a result of this commitment, the company was recognized as a top 10 agency by one of their underwriters, Westcor. “Agents can trust Alliance Title to be a reliable ally, providing the support and expertise needed to navigate complex transactions successfully,” both women shared.

“Our success is intertwined with our clients, and we are committed to being a catalyst for their continued growth and prosperity.”

Looking ahead, the industry is poised for continued evolution, and at Alliance Title, they remain proactive in embracing change. “We see these shifts not as challenges but as opportunities to innovate and elevate the standard of service we provide to our clients,” Kelly said.

As they expand their footprint across Michigan and venture into Florida, Alliance Title continues to ensure that their number-one priority is customer service. Their aim is to bring a proven track record of excellence to new markets, creating mutually beneficial relationships. One of Kelly and Mary’s favorite testimonials was from a real estate agent who said he was so happy with their client service that he finally understood what good service really is. “We are here to help agents, lenders and anyone else in the transaction from contract to closing,” Mary explained. “We want to be an extension of the agents. In doing so, we keep in mind that the closing is the last impression with the client and, therefore, we leave no doubt that everyone succeeded because the agent trusted us to manage the transaction.”

**For more information about Alliance Title of Michigan, visit [alliancetitlemi.com](http://alliancetitlemi.com).**



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By Robbyn Moore | Photos by Stylish Detroit  
Photos taken at Lombardo Model Home at  
Concord Park in Canton



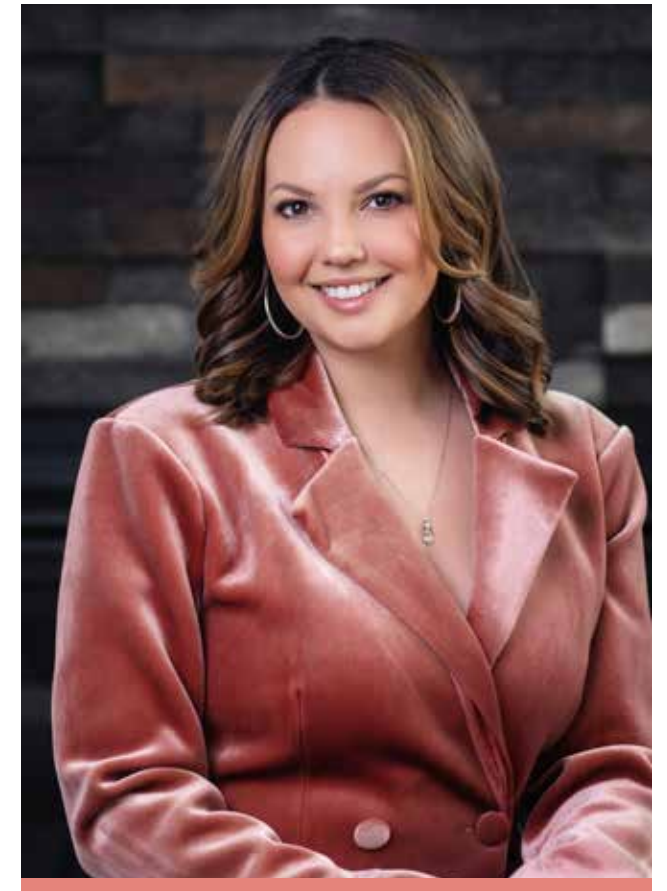
# ASHLEY **A BUSINESS BUILT ON DOING GOOD FIRST** RIDENOUR

**Ashley Ridenour, agent and REALTOR® for RE/MAX Leading Edge, operates her business with a noble and ethical mindset of doing good first and of trusting that everything else will fall into place.**

Although Ashley's notion of doing good first is morally right, it has also led her to success in both her personal and professional life. "By focusing on doing good, I've built a positive reputation and gained the trust of my clients and business partners," she said. "This is an effective approach that aligns with my personality and benefits everyone. It's important to promote a culture of kindness and compassion, and an environment of generosity."

For Ashley, real estate has been a constant part of her life. As the daughter of a real estate agent, Ashley was inspired by her mother's success within the industry. "My mom was an excellent role model who taught me about the business and the determination required to achieve my goals," she shared. "My husband, Brian, is a mortgage broker, and his insight and support have been instrumental in my growth and knowledge of the market, which helped to build my confidence." Ashley's sister is also in the real estate industry and brings a unique perspective and understanding to different roles and responsibilities that come with working within the field.

For a span of seven years, Ashley worked in the marketing department at the Hard Rock Cafe located in downtown Detroit. When it closed, Ashley took the role of corporate sales manager for the Detroit Hilton. Sadly, due to COVID-19 cutbacks, Ashley's position was eliminated. With the courage to pave her own way, Ashley started a social media freelancing business and assisted small companies with their social media presence. As her entrepreneurial ambition increased, so did her interest in real estate. During this time, Ashley aligned herself with a real estate referral company and began talking with several agents who convinced her that she'd be great at the profession. "Since my husband and my mom were in the business, it seemed natural to give it a try," Ashley said.



Ashley's family has always inspired her to be the best that she can be. When she became a young mom at age 19, she grew up quickly and was motivated to work even harder. Despite life's challenges, Ashley earned a bachelor's degree in business administration from Eastern Michigan University and has been pursuing her dreams ever since. "As the oldest of seven siblings, I have always been competitive," she said. "I was one of five freshmen to make varsity competitive cheer. I did sideline cheer for football and basketball, and was in gymnastics and tennis."

The most fulfilling aspect of Ashley's business is being able to help individuals who have had expired listings or were selling their properties independently. "Seeing



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WHEN I FOCUS ON ONE OR TWO METHODS THAT BRING ME JOY, AND I FULLY COMMIT TO THEM, I AM WORKING AT MY HIGHEST POTENTIAL ALL OF THE TIME, AND THAT MAKES THE DIFFERENCE.

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clients finally reach the closing table and watching their overwhelming joy is beyond rewarding,” she said. “Often, people require my services but are unaware of it, and when I can demonstrate my expertise and help them succeed, it’s the best feeling.”

A quote that resonates with Ashley is: “All of the time and most of the time will have two radically different outcomes.” “The real estate industry is full of distractions that can hinder your earning potential,” she said. “When I focus on one or two methods that bring me joy, and I fully commit to them, I am working at my highest potential all of the time, and that makes the difference.”

Since launching her real estate career two years, Ashley has leveraged her enthusiasm for connecting with individuals through social media and is broadening her digital reach via her YouTube channel, a podcast titled, “So you want 2 buy a home,” and a featured spot on the Emmy-nominated show, “The American Dream: Selling Flat Rock, Michigan.”

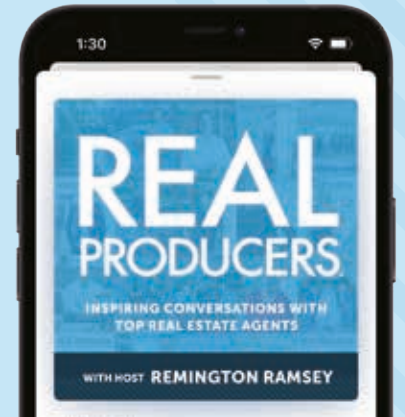
Ashley, her husband, and her son, Gabriel, share a love for basketball. They also enjoy exploring new cuisines, seeing movies, traveling and embarking on tropical vacations. During the summer, they like to ride dirt bikes and ATVs, go boating on Michigan lakes, and have bonfires at night.

Looking to the future, Ashley sees herself running a brokerage with her husband and continuing the real estate legacy through her son and with as many family members as possible.

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# E. Ann Redfield

► agent spotlight

## ***Demonstrating Hard Work, Dedication & Success for Half a Century***

By Robbyn Moore | Photos by Tracie Seeley with Metro Shores Media  
Photos taken at Lombardo Model Home at Concord Park in Canton

**As a real estate agent for 47 years, E. Ann Redfield has dedicated her life to the real estate industry for almost half a century. Throughout her career, she has achieved numerous awards such as the CENTURY 21 President's Award, CENTURION® Award, Gold Medallion Award and Quality Service Pinnacle Award. Her journey to success, however, wasn't always easy.**

Ann started her career working full time in 1976 as a single mom. She was inspired by her parents who repeatedly told her that she could be anything she wanted to be. Her mother impressed the importance of strength and independence, and her father encouraged her to become a broker and buy an office.

"I became a broker in 1988 and started working for Nancy Keith, the owner of the business," Ann recalled. "I made an agreement with Nancy that when she retired, I would purchase the company. I had been doing all of the closings and managing the office for years anyway, so it seemed like a natural next step."

In 1995, Ann purchased the CENTURY 21 office and changed the name to CENTURY 21 Riverpointe. Today, the office has 20 agents and a holding company with an additional 20 agents. "We are the only office around that still has its own closing department where we order and clear the title commitment and prepare our own closing documents," she explained.

Two of Ann's daughters, Trista and Tashia, worked in her closing department and helped oversee the office and team. After 35 years as a broker,



Ann passed the brokerage ownership onto Trista and Tashia in the fall of 2023 so Ann could focus more on selling and mentoring. "Our office is a family-owned business, and all of the agents are part of the family," she said. "Many of the agents have been here since I purchased the company. The only way they leave is when they retire, but even then, they still attend company events."

Throughout the years, Ann had added more agents while she was a broker, keeping in mind the family-centered culture of the company. "It is essential to the brokerage that the agents know what the company culture is and understand the difference in the support and training that everyone receives," she said.

Ann got into real estate because of her background in the banking industry and her love for working with people on financial matters. Her knowledge and understanding of real estate law adds to that. "I find so much fulfillment when I am closing deals and helping agents solve difficult problems," she said. "I'm successful when my agents are learning and growing, and helping their clients reach their goals. It's not just about selling properties: It's about building relationships and helping people achieve their dreams."

In her free time, Ann enjoys traveling, reading and redecorating her home. Even in her downtime, she keeps her business values in mind. Ann believes in always doing the right thing and never taking shortcuts. For nearly 50 years, Ann has achieved numerous awards, built a brokerage that values its agents and clients, and mentored many real estate professionals. Her success is a testament to her hard work, dedication and love for real estate.

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**I'M SUCCESSFUL WHEN MY AGENTS ARE LEARNING AND GROWING, AND HELPING THEIR CLIENTS REACH THEIR GOALS. ”**



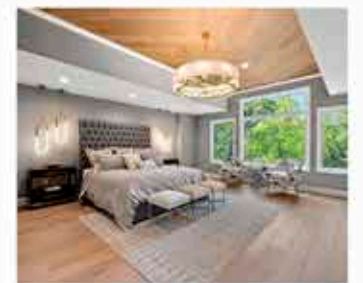
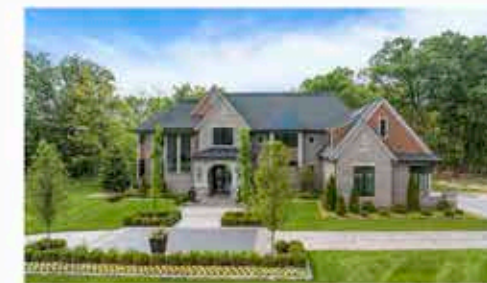
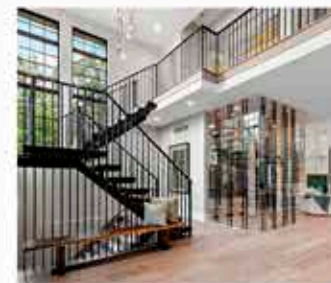
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