

MACOMB COUNTY

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.

———— Mothers in Real Estate ————



RISING STAR:
Bianca Reed



RISING STAR:
Katie Rotarius

Special Edition



AGENT ON THE RISE:
Nicole Treba



CELEBRATING LEADERS:
Rachel Conley

MAY 2024

Find a mortgage that works for you

You've found the right home. Let us find the right mortgage loan for your needs. That's what makes us a Fifth Third better®.



Call me today to learn more.
Sandi Frith • 586-749-8355
mortgageadvisors.53.com/sandi.frith
 NMLS# 564023



Loans subject to credit review and approval. Fifth Third Bank, National Association, 38 Fountain Square Plaza, Cincinnati, OH 45263, NMLS# 403245, Equal Housing Lender. Fifth Third and Fifth Third Bank are registered service marks of Fifth Third Bancorp.



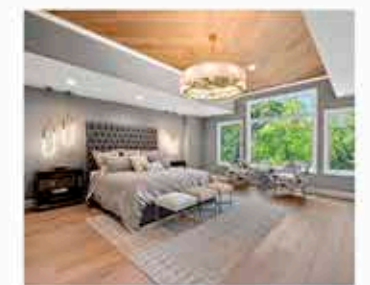
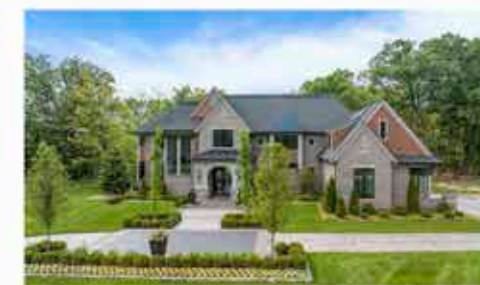
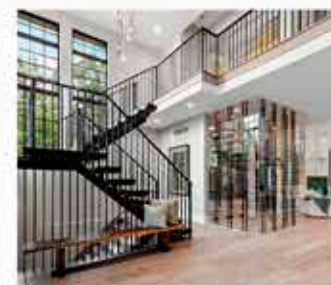
CO-MARKET WITH CRANBROOK CUSTOM HOMES!



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



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

ESTATE SALES

Trident Way Estate Sales
(586) 453-2539
www.tridentway.com

FLOORING

Dobb's Carpet Service
(586) 776-7352

**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

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 LENDER

BestRate Mortgage
(248) 310-5300
linktr.ee/bestratemortgage

Fifth Third Bank
Sandi Frith
(586) 871-8002
mortgageadvisors.53.com/sandi.frith

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

First Team Lending Group
(586) 600-5100
firstteamlending.com

Lake Michigan Credit Union
Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

MOVING & STORAGE

Changing Places Moving
Johnna Struck
(248) 674-3937
www.changingplacesmovers.com

Morse Moving & Storage
(734) 484-1717
www.morsemoving.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

**PHOTOGRAPHY/
BRANDING**

Melissa Douglas Co.
(586) 943-2000
www.melissadouglasco.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

TITLE COMPANY

Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitlofmi.com

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

WATERPROOFING

Inject Dry Waterproofing
(586) 709-4715
injectdrywaterproofing.com

CONQUEST Mechanical
810-280-4221

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



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.

TABLE OF CONTENTS



12
Rising Star: Katie Rotarius



16
Celebrating Leaders: Rachel Conley



21
Event Recap: Thank You For Attending Our Fiesta!



22
Rising Star: Bianca Reed



26
Agent on the Rise: Nicole Treba



30
Event Recap: Thank You For Attending Our Happy Hour!



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



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



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

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



Barbara Scott | Proprietor
586.404.0234

Unlock Exclusive Benefits for REALTORS® with



Agent for Allied Van Lines
A Full Service Relocation Company

- Expert Fleet Allocation for Real Estate
- Seamless Client Transitions & Personalized Service
- Active Involvement in Real Estate Industry Events
- Trusted by Top Agents for 65+ Years

Partner with Morse Moving & Storage
Today to Elevate Your Client Experience



734.484.1717
morsemoving.com
USDOT 274486 | PUCO HHG#509459-HG





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

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.

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

Contact me to learn about ultimate coverage for your home.

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

Optional coverages available for additional cost. Discounts and savings opportunities apply to select coverages only and are subject to eligibility requirements. Coverage is subject to all policy terms, conditions, exclusions and limitations. Subject to underwriting requirements. Insurance underwritten by Auto Club Insurance Association, Auto Club Group Insurance Company, MemberSelect Insurance Company or non-affiliated insurance companies. ©2023 The Auto Club Group. All rights reserved. 20-01-04716 LC 1/21
*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.



— 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



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

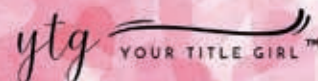
Jamyre Anderson | Owner
(313) 920-6708
jamyreanderson726@gmail.com



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



SCAN ME



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

MEET THE MACOMB COUNTY REAL PRODUCERS TEAM



Chris Csotty
Owner/Publisher



Terra Csotty
Owner/Publisher



April Shanne Subiera
Publishing Assistant



Ashley Streight
Content Coordinator



Elena Filimon
Relationship Manager



Holly Garrish
Relationship Manager



Shenia Schlosser
Ad Strategist



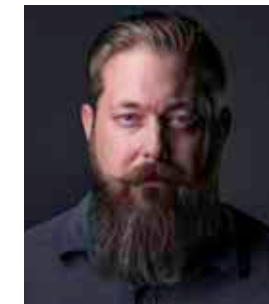
Erika Kruse
Event Coordinator



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

This month we decided to feature some amazing mothers in real estate! Moms are master multitaskers, and we were glad to be able to shine some light on these awesome real estate agents in Macomb County. If you have a special issue you'd like to see us do, email Terra.Csotty@n2co.com.

- Chris & Terra Csotty, Owners/Publishers

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

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.



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

networking opportunities

EXPERIENCE GPBR

Chapters * Networking * Education * Community

A local association of REALTORS® and Affiliates working across Macomb, Oakland, St. Clair, Washtenaw and Wayne counties that truly cares about its members. Come experience the GPBR difference.

www.GPBR.com



networking opportunities



GOLF OUTING

Registration: 8 a.m. | Shot Gun Start: 9 a.m.

FRIDAY, JUNE 14, 2024
FERN HILL GOLF COURSE

17600 Clinton River Rd.,
Clinton Twp., MI 48038



GOLF INCLUDES:

18 holes with cart, lunch and beverage on the turn and beer/wine at dinner.

SCAN FOR
TICKET INFO &
SPONSORSHIP
OPPORTUNITIES



*EARLY BIRD SPECIALS
until May 10th*



Best Home Inspector in Clinton Township, Macomb, Roseville, and New Baltimore

No.1 Ranked Home Inspection Company in the U.S.

- Trained and Certified Inspectors
- Fast and Easy Scheduling
- Reports within 24 Hours
- Weekend Availability



Jeff and Joy Starr

(586) 500-0099

jstarr@wini.com



WIN is the Most Innovative Home Inspection Services Company

To deliver actionable insights for hard-to-access spaces such as attics, roofs, chimneys, sewer drain lines, interior walls, vents and crawlspaces, we utilize state-of-the-art tools and technologies including drones, infrared scanners, 3D and 2D imaging, scope cameras, and robotics.

SEAL THE DEAL WITH *Curb Appeal!*



Landscape Design & Construction
Landscape Maintenance
French Drain • Sump Pump line repair
Hardscape Planting

Call to see how Height Control can boost your listings!



586.876.3027

HeightControlLawnScape.com | HeightControl@gmail.com



SEAL THE DEAL WITH INJECT DRY WATERPROOFING!

WALL CRACKS
ROD HOLE REPAIRS
HIGH PRESSURE INJECTION



MATT BROWN
586.709.4715



Katie Rotarius

Transforming Challenges Into Triumphs

Amidst the tight-knit communities of Armada, Michigan, one agent is making a name for herself in the competitive world of real estate: Katie Rotarius. A dynamic force in the real estate industry, her journey from a comfortable nine-to-five job to becoming a thriving agent is nothing short of inspiring.

Coming up on three years as a licensed real estate agent, Katie has already achieved remarkable success. Her total career volume stands at an impressive \$11.1 million in closed sales, and in 2022, she closed deals totaling \$5.7 million. Her accomplishments, however, go beyond numbers: They are a testament to her dedication, passion, and commitment to helping others.

Before Katie got into real estate, she worked in the title industry for six years, gaining invaluable insights into the intricacies of the real estate trade. Her involvement in the title industry was not only about acquiring knowledge but also about preparing herself for the challenges she always knew she would embrace.

“After having my second daughter in June of 2020, it occurred to me that I was ready to take on a new challenge,” Katie explained. “I wanted more out of life — both personally and professionally. That’s when I started to get serious about getting my real estate license and leaving the title industry to become a full-time agent.”

Katie’s determination and her willingness to take the road less traveled have always defined her path. She hails from Armada, a small rural farm town where her graduating high school class had only about 115 students. Her parents, who instilled a strong work ethic in her, were



instrumental in supporting her decision to pursue a career that was far from traditional. “Both of my parents are to thank for my strong work ethic today. They’ve always allowed me to pursue my dreams and passions, whatever that may be,” Katie said. With the encouragement of her parents, she took a leap of faith and left the comfort of a nine-to-five job.

After graduating high school, Katie pursued broadcasting at Specs Howard School of Broadcasting, followed by a radio gig in Georgia. She

has had her share of ups and downs, but the birth of her first daughter marked a turning point in her life. “Kids have a way of putting things into perspective. I knew from that point on that I wanted to give her a life that she deserved,” Katie said.

For Katie, success is about overcoming challenges, and her career in real estate has been no exception. Although managing her children’s schedules alongside her husband’s work commitments has posed logistical challenges, she has devised



The fact that I've discovered this beautiful work-life balance has allowed me to give my clients my all. *Time and energy – they deserve me at my best.*



a system to keep herself on track. Every Sunday, she sets three goals for the week ahead, displayed on a whiteboard at her workspace. This simple yet effective practice keeps her focused and motivated.

In both her career and personal life, reading has played a significant role in Katie's growth. She devours mind-set books and strives to read one book a month, which keeps her sharp and mentally resilient.

As an agent, Katie has found a work-life balance that allows her to give her clients her undivided attention and energy. "I value my client relationships more than anything," she said. "The fact that I've discovered this beautiful work-life balance has allowed me to give my clients my all. Time and energy — they deserve me at my best."

Katie is part of a remarkable team, Peak Realty Group MI with eXp Realty, which consists of 14 agents and two in-house transaction coordinators. In Katie's opinion, what sets this team apart from others is their solution-based approach to challenges — adapting quickly to market

changes and supporting each other in times of need.

When asked about her most rewarding achievement, Katie replied that it was "proving to myself that I am worthy and capable of running a successful business" while raising two young children. Her husband, Kyle, joined her on this entrepreneurial journey, venturing into the plumbing trade for himself. Together, they are working toward building a legacy for their children.

Katie's dedication extends beyond her business. She actively supports charitable organizations such as Special Olympics Michigan and the Iron Mike Foundation, which holds a special place in her heart. She and her team participate in the Polar Plunge, raising funds for Special Olympic athletes in Michigan. Additionally, they adopt five families during the holiday season and assemble care packages for the homeless.

Outside of her busy career, Katie has a multitude of hobbies and interests. She enjoys hunting with her husband, embarking on elk hunts in the Rocky Mountains and turkey hunting across

different states. She's also passionate about broadcasting and has plans to start a podcast in the near future.

Katie defines success as "overcoming challenges." With her unwavering determination and commitment to helping others, she is redefining success in the world of real estate, one challenge at a time. Her legacy is one of kindness, a "can-do" attitude, and a steadfast commitment to adapt and overcome, regardless of market conditions.



Photo by Golden Portraits



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



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



+ dozens more!



SCAN FOR A QUOTE



Jessica Dodge
Agency Owner

586.206.9500  

jessica.dodge@goosehead.com
Licensed Independent Insurance Agent

**FREE QUOTES!
USUALLY SAME DAY!**




Impact
HOME STAGING EXPERTS
&
Interior Design Service



2016 - 2022
Best of Houzz
Service

ImpactHomeStagingExperts.com
or call **248-591-4290**

▶▶ celebrating leaders

By Robbyn Moore
Photos by Gina Dinverno Photography

Rachel Conley

Continuing the Legacy of Leadership

For Rachel Conley, her journey into the world of real estate was a long time coming. Her dad had encouraged her for years to follow in his footsteps and dive into the realm of property and transactions. However, she always found herself with reasons to postpone this pursuit. It wasn't until a series of restructuring changes at the cardiology office where she worked at that she finally realized it was time for a change in her career path. With determination and a sense of purpose, Rachel decided to make a leap of faith. She utilized her last 40 hours of vacation time to enroll in a real estate class and take the necessary steps, and wasted no time in joining her dad's esteemed office — Keller Williams Great Lakes.

Rachel's career shift was not solely driven by her professional aspirations, however: It was also by the

desire to provide her three children with the same incredible lifestyle that she was fortunate to experience while growing up. "What better way to accomplish this than by stepping into the very same profession as my dad," she said. "He has been not only an exceptional agent but also an extraordinary parent and human being, serving as an unparalleled role model for me and countless others."

During the challenging circumstances of the pandemic, Rachel was presented with a remarkable opportunity to serve as the productivity coach for new agents at Keller Williams Lakeside. Over the course of two years, she had the privilege of coaching 105 agents within the market center. As time went on, Rachel recognized the need to restructure the program to strike a balance between nurturing her own business

and providing newer agents with the same one-on-one mentorship that she received when she embarked on her real estate journey a decade ago. "I firmly believe that having a mentor is essential to achieving success in any industry," she explained.

At Keller Williams Lakeside, Rachel has also had the privilege of being in a leadership position where she holds the title of director of sales. In this capacity, Rachel not only oversees her own successful real estate team but also runs a dedicated team within the office, which specifically focuses on lead generation. "Our office generates high-quality leads that are then distributed to the agents who are part of our exceptional lead team," she said. "It is truly a collaborative effort where we work together to maximize our opportunities and provide the best service to our clients. This role





the way. “When you put yourself in rooms with people who are industry leaders, you focus on absorbing as much knowledge as you can,” she said. “There’s no easy button in real estate. You’re constantly learning and growing, and you never stop doing either. In my personal life, I want to be remembered as a good mom who was an inspiring example to my children, and professionally, for being fair, ethical, kind and compassionate.

Rachel is a dedicated mother who cherishes her time with her three children — Chasadi, Kennedy and Donovan. They share a love for boating and spend quality family moments together on their aptly named boat, “My Haven.” Additionally, they also enjoy traveling and attending sporting events. Rachel’s passion for music is evident, as she has attended an impressive 15 concerts in the past year alone. Recently, she had the incredible opportunity to immerse herself in the CMA Fest, a four-day extravaganza of nonstop concerts in Nashville.

“When you put yourself in rooms with people who are industry leaders, you focus on absorbing as much knowledge as you can.”

allows me to showcase my expertise in real estate and inspire others to achieve greatness.”

In addition to leading the sales and lead generation team, Rachel has the pleasure of directing a division of the office that is dedicated to investment and property management of short-term rentals (STR). This division strategically taps into the lucrative market of property investment and management, providing their clients with top-notch services and maximizing their returns.

As the team lead of Conley & Co. Real Estate, Rachel works alongside a talented group of three agents who share her passion for excellence and

dedication to their clients. “Together, we strive to deliver exceptional results and create lasting relationships built on trust and professionalism,” Rachel said. “I am incredibly proud to be a part of my own real estate team and also my KWL leadership team. It is a place where innovation, collaboration and growth are valued, allowing us to consistently exceed expectations and make a positive impact in the real estate industry.”

Becoming a leader was never Rachel’s goal; instead, her intention was to create a lifestyle that she always dreamed of while helping others along

In any instance of failure or setback, Rachel seizes the opportunity to extract valuable lessons, enabling personal growth and the pursuit of excellence in all aspects of life. Moreover, when faced with the phrase “I can’t,” she is fueled with determination to prove that she can and she will. “In all of my life’s efforts, I am inspired to emulate my father’s dedication, passion and integrity,” Rachel shared fondly. “I am excited to go to work every day, confident that I am on the path to not only fulfilling my own dreams but also making a positive impact on the lives of those around me.”

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

HDM FINISHINGS

Licensed & Insured

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

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

Allstate

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

Helping You Win in the Housing Market!

Conventional • VA • USDA • FHA • Credit Boost Program



VSbrocca@FirstTeamLending.com
586.322.1070

NicoG@FirstTeamLending.com
586.292.8397



info@firstteamlending.com
586.600.5100

Servicing: MI, FL, PA, TX, CO, LA
Company NMLS#: 2085536

MELISSA
— DOUGLAS
CO.

LIFESTYLE
HEADSHOTS
WEBSITE

Brand
Photography
www.melissadouglasco.com



**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

MACOMB COUNTY
REAL PRODUCERS. ▶ event recap
CONNECTING. ELEVATING. INSPIRING.

Thank you for attending our FIESTA

Thank you to everyone who joined us at Juan Blanco's Tacos + Tequila for our first big event of the year.
We hope you enjoyed the food and drinks as well as made some new connections!

Special Thank-You to Our Sponsors:



Host: Juan Blanco's



Beverage Sponsor: Brent
Green with LMCU



Support Sponsors: Lombardo
Homes, Morse Moving & Storage
and HomeTeam Inspection Service

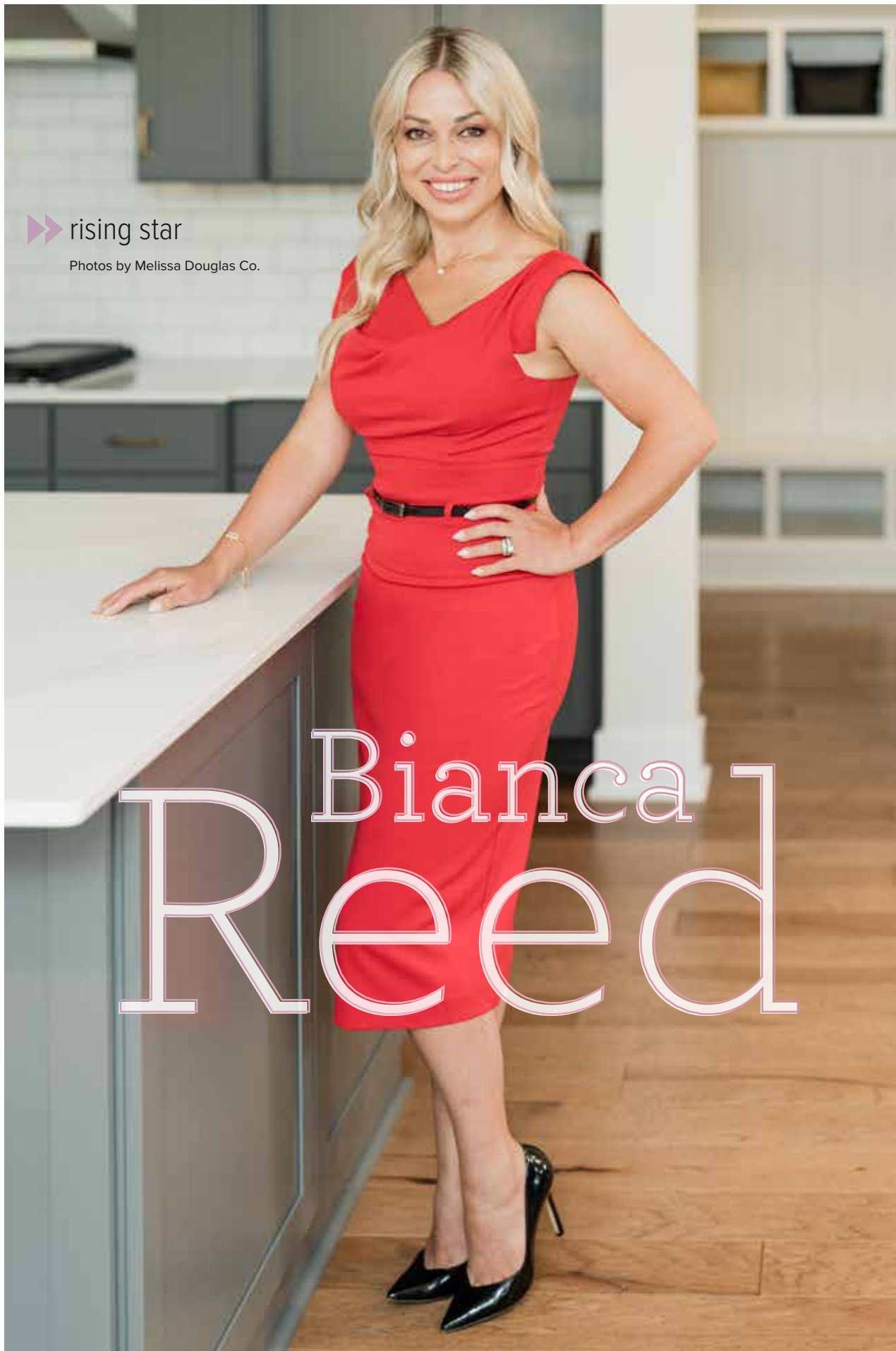


Photography and Video by:
Stylish Detroit



Look for event photos in the next issue!

Fill out the post-event survey at www.rpeventsurvey.com.



▶ rising star

Photos by Melissa Douglas Co.

Bianca Reed



Weaving Dreams Into Reality, One Home at a Time

With six years of dedicated experience under her belt, Bianca Reed stands out for her professionalism and passion. As a valued member of the Community Choice Realty team, she has carved a remarkable path in the industry, leaving an indelible mark with her commitment to her clients and her unwavering dedication to her craft.

Bianca's journey into the world of real estate commenced in late 2018, which began a pivotal juncture that marked the turning point of her professional trajectory. "I closed my first deal just three months after obtaining my real estate license," she recalled with a sense of pride. At that time, Bianca was juggling her newfound real estate aspirations with her existing career as a hairstylist — a role she had passionately embraced for 15 years. The transition from hairstylist to agent was a gradual one, a shift that exemplified her resolute determination and willingness to embrace new challenges.

In Bianca's quest for growth, the decision to delve into the realm of real estate was deeply rooted in her natural affinity for connecting with people. "I was immediately struck by how much I loved the process of looking at properties and learning about the market," she shared. The synergy of her interests in combination with her husband's transition into a home inspector role created a powerful dynamic duo that was poised to tackle the complexities of the real estate landscape. A dedicated professional at Total House Inspection, Bianca's husband, John, brought a new layer of expertise that further fortified their collective knowledge.

Bianca's path was not only guided by her passion but also shaped by her personal experiences and influencers. Growing up in Romania, she imbibed the values of perseverance and resilience from her mother. "My mom taught me the importance of a good work ethic and encouraged me to set goals and work toward

them," Bianca said fondly. As for John, he has been a steadfast pillar of support, nurturing her dreams and ensuring a harmonious balance between family life and professional pursuits.

Bianca earned her degree in business management from Romania, which laid the groundwork for her success. Her cosmopolitan background, coupled with the courage to move to the United States at the age of 23, has contributed to her unique perspective and diverse skill set. "The lessons that I have learned and the people who I have met have shaped my identity and helped me become the person I am today," she shared.

In her current role at Community Choice Realty, Bianca is most passionate about utilizing her negotiation skills to secure the best outcomes for her clients. "I believe it's my job to protect the financial assets of my clients," she said. Beyond transactions, Bianca is deeply committed to building lasting

relationships and fostering trust. “I am not just selling properties. I am passionate about helping people achieve their dreams of homeownership, which is a defining moment in their lives,” she added.

Bianca’s resilience shines through as she embraces adversity as an opportunity to learn and evolve. For instance, she recalled a time when she felt disheartened by a client choosing another agent. This setback, however, only served as stepping stones for growth. “I believe that rejection is God’s protection, and every ‘no’ gets me closer to the right ‘yes,’” she said.

Amidst the ebb and flow of her real estate endeavors, Bianca’s favorite part of being an agent is being able to work in the ever-evolving nature of the industry. “Real estate is a constantly evolving industry, which makes my job dynamic and exciting,” she said, smiling. The joy of helping families settle into their dream homes and guiding them through the intricate processes of buying and selling is a driving force that propels her forward.

Away from the busy real estate scene, Bianca finds solace in her family. Her husband, John — who shares her commitment to professional growth — supports her dreams wholeheartedly. Together, they nurture their three children — Max, Ben, and Sienna — who are each unique and vibrant individuals. The family’s shared love for travel provides not only adventure but also invaluable opportunities to experience different cultures and create lasting memories.



Photo submitted by Bianca Reed

When asked about her favorite books, Bianca replied with “The Power of One More” by Ed Mylett — a source of inspiration that underscores the importance of progress over perfection. As an individual who thrives on balance, Bianca dedicates time to her interests outside of work, including working out, traveling, and cherishing moments with her loved ones.

With her accumulated wisdom, Bianca extends a hand of guidance to aspiring agents. “Show your real personality, have a great attitude, be



Real estate is a constantly evolving industry, which makes my job *dynamic and exciting.*

personable and honest, and work on building confidence in your abilities,” she shared. Her mantra revolves around seizing opportunities — even in the face of rejection — and forging strong relationships within the industry.

As she continues to weave dreams into reality, Bianca’s influence in the real estate world is bound to leave a lasting mark, inspiring others to create their own way and make their dreams a tangible, beautiful reality.

// DELTA PLUMBING & MECHANICAL

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

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

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

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



Nicole Treba

Crafting Homes and Dreams With Heart and Vision

In the heart of the bustling real estate market, a name has emerged as a beacon of excellence — a name that echoes commitment, vision and unparalleled dedication to the art of homemaking: Nicole Treba. With a career spanning over 11 years, Nicole has not only made her mark as a top-producing agent at Keller Williams Lakeside, but she has also woven a tapestry of resilience, passion and triumph that extends far beyond the realm of real estate.

Nicole's adventure into the world of real estate was marked by a powerful awareness. "I started part time but quickly decided to dive in when I realized I couldn't be great at two different jobs," she said with a knowing smile. Her background in marketing and advertising — where she once managed high-stake accounts in Detroit and Las Vegas — laid the foundation for her dynamic approach to real estate. However, it was a series of life events that truly shaped Nicole's path, forging a deep connection between her personal journey and her professional calling.

"I was working 80 hours a week in advertising for someone else's dream," Nicole shared. "I couldn't find peace and didn't see how I could eventually raise a family and be present for them."

A five-year struggle with fertility illuminated a new purpose for Nicole, propelling her to advocate for women facing similar challenges. Her own experience, a tale of resilience and experimental medicine, now stands as a testament of hope — inspiring countless others to navigate their unique paths toward parenthood.

Nicole's foray into real estate was not just a career choice but a natural extension of her passions. "I have a love for architecture and interior design," she explained. "Real estate has lent itself to me from a very young age." Her father was a builder, so Nicole grew up immersed in the world of investment properties and construction projects, making the transition to real estate seamless. Her affinity for the art of photography and architecture found a perfect home, allowing her to shape dreams into reality.

As a solo agent, Nicole brings a unique flair to her business. Supported by a dedicated team of professionals — including an admin, a transaction coordinator and marketing experts — she orchestrates a smooth experience for her clients. Nicole's true reward lies in the transformation of houses into homes.





“My goal is to provide constant resources and tools to help make a house into a home.”

“I love it when people send me pictures of their new home after they’ve made some proud changes,” Nicole said, her eyes gleaming with pride. “My goal is to provide constant resources and tools to help make a house into a home.”

The real estate landscape is ever-evolving, and most agents will admit that navigating it hasn’t been without challenges. For Nicole, learning to interact with diverse personalities has been a significant learning curve, but her passage through adversity has armed her with an unshakable resolve. “I’ve gained much grace and gumption through my health journey,” she said. “The strength I gained from my struggle has shaped who I am today.”

Nicole’s pursuit of excellence extends to her advice for up-and-coming real estate agents. “Provide incredible value for every single one of your clients,” she said. “Build your business on referrals and ask for them at every turn.” Her words underscore the importance of establishing a lasting bond with clients — a bond built on trust, care and exceptional service.

Outside of her bustling real estate world, Nicole finds joy in her family. Her husband, Charlie, and their son, also named Charlie, create a harmonious trio that revels in the simple joys of life. Their cherished moments are defined by singing Disney show tunes,

strumming a guitar, and taking walks by the water’s edge.

Beyond the realm of real estate and her family, Nicole’s passions extend to advocacy and philanthropy. Her advocacy for women dealing with fertility struggles reflects her commitment to empowering others through shared experiences. She has been a part of Relay for Life and has supported breast cancer awareness, demonstrating her unwavering dedication to giving back.



Photo submitted by Nicole Treba

As Nicole continues her journey, her vision and firm determination stand as a testament to her dedication to the art of homemaking, her commitment to her clients, and the impression she leaves on the lives she touches. “Agents are undervalued because most people don’t realize the guidance and experience we provide each step of the way. Know how valuable you are,” she said.

Nicole is someone who exemplifies the profound impact of an agent who doesn’t just sell houses but crafts homes and dreams with heart and vision. With grace, resilience and an unbreakable spirit, she embodies the essence of a true real estate maven, weaving dreams into the very fabric of reality.

main
HEATING
COOLING

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

60 YEARS
5 YEAR WARRANTY
LICENSED

Preferred by REALTORS®

**YOU GOT THEM TO CLOSING...
LET CHANGING PLACES
GET THEM MOVED!**

Southeast Michigan's Boutique Movers
LOCAL & LONG DISTANCE | INTERNATIONAL | CLIMATE CONTROLLED STORAGE

CHANGING PLACES MOVING

CVED #21897

Scan to Get Moving on Your Client's Quote

Johnna Struck, Owner
248.674.3937
ChangingPlacesMovers.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.



Thank You for Attending Our

Happy Hour!

What an amazing Happy Hour!

Appetizers and soft drinks
sponsored by:
O'Halloran's Public House

1st Round Sponsor:
Brent Green with Lake Michigan
Credit Union

Photography provided by:
Jay Dunbar with Great Lakes Aerial
Video Services





A TEAM OF HOME INSPECTORS YOU CAN TRUST.



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.

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



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.

STYLISH DETROIT

STYLISHDETROIT.COM • (313) 799-3686

MACOMB COUNTY



2023 BY THE NUMBERS

Here's what the top 300 agents in MACOMB COUNTY sold

\$2,119,153,048



SALES VOLUME



7,559

TOTAL TRANSACTIONS



25

AVERAGE TRANSACTIONS PER AGENT

\$7,063,843

AVERAGE SALES VOLUME PER AGENT



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.

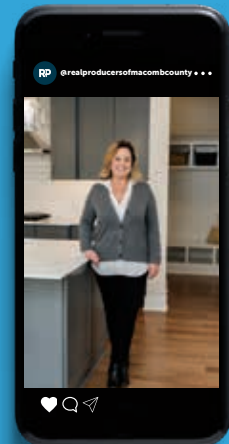


ROOFING • SIDING • GUTTERS
hensonbuildingcompany@gmail.com
www.hensonbuildingcompany.com

CALL FOR FREE ESTIMATE
248-531-8228

Servicing southeast Michigan

Macomb County's Real Estate MOVES FAST



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



@realproducersofmacombcounty



@realproducersofmacombcounty

MACOMB COUNTY
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.



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.

