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TABLE OF CONTENTS

 08 Preferred Partners	 13 Meet the Team	 16 Top-Producing Brothers: Mark & Marty Brown	 22 Partner Spotlight: Changing Places Moving
 28 Event Announcement: Summer Soirée	 32 Rising Star: Fadi Fawzi	 38 Dynamic Duo: Amy Zimmer & Tiffany Glime	 44 Event Recap: Thank You for Attending Our March Mixer!



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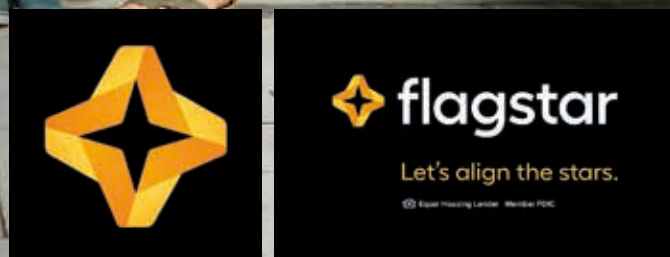
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When it comes to real estate, experience and expertise can make all the difference. That's why the team at Brown Brothers Real Estate Group stands out from the rest. With a remarkable track record, this dynamic duo has been making waves in the industry for nearly 10 years.

As part of the management team at the esteemed @properties - Christie's International Realty brokerage, Marty and Mark Brown have consistently delivered exceptional results and earned numerous accolades along the way. With a perfect blend of skills, Marty and Mark are not just brothers in business: They are a spirited team who complement each other's strengths.

Marty's infectious humor and ability to instantly connect with people put clients at ease. His presence enhances trust in the agent-client relationship, making the entire process smooth and enjoyable. As for Mark, his analytical mindset guarantees that every detail

is meticulously taken care of. His keen attention to market trends and ability to keep the team on track have been instrumental in their success.

Respectively, the brothers are established industry leaders with achievements that speak for themselves. The two men hold prestigious awards for sales volume and excellence in client service, along with commitments to excellence that is evident in everything they do. Both have been recognized by Hour Detroit magazine as Real Estate All-Stars from 2017 to 2023 and ranked in Oakland County's top 100 agents out of nearly 17,000. Moreover, with a combined career volume totaling over \$160 million, Marty and Mark have consistently demonstrated their passion for their business and dedication to building relationships and delivering outstanding results. Their integrated results have earned them a reputation as trusted real estate professionals.

Marty and Mark have fascinating stories that led them to the real estate profession. Marty's early interest in architecture and home aesthetics at a young age laid the foundation for his love of homes and structures. For Mark, his passion for real estate began as a kid on his bike, exploring neighborhoods. His master's degree in geology led him to his role as an adjunct professor of geology at Eastern Michigan University and ultimately enhanced his analytical skills, along with his work as the director of Young Life. "When you put my two backgrounds together, you have a pretty good job description for a real estate agent in a multifaceted industry," Mark said.

The accomplishments of Brown Brothers Real Estate Group can be attributed to their unwavering commitment to operating as a true team. Marty and Mark understand each other's strengths and know when to step aside and let the other lead. "Our different personalities and perspectives allow us to connect with a diverse range of clients," Marty explained. "Mark's analytical approach ensures that every aspect of the transaction is handled with precision." Mark added to his brother's comments, "Marty's charm and warmth make him a favorite among our clients. He has a great ability to make people feel heard, which creates a welcoming atmosphere from the very first meeting."

Despite having different business approaches and styles, the brothers share a common strength with a high social IQ. "Together, we can navigate various situations with ease, ensuring that clients feel comfortable and understood throughout the process," Marty shared. "We have an uncommon ability to put ourselves in other people's shoes when trying to understand how to best negotiate, manage conflict and communicate. When it comes to marketing ourselves and the properties we sell, we both



understand and appreciate the art of creating attraction."

"Our individual personalities help us in situations where we may need to diffuse a problem or concern when it comes to negotiating on our client's behalf," Mark added. "We tend to be able to read through the lines more than most, and outcomes tend to be much more pleasant because of this."

Marty and Mark were recently appointed as managing brokers of @properties' newest office in downtown Northville. "We're excited about the opportunity to leverage our experience and assist other agents," Marty said. "Our extensive transactional experience and wide range of deals makes us well-equipped to support other agents."

When asked about the most rewarding aspect of their business partnership, Marty highlighted the joy of witnessing each other's success. "We both

appreciate our humble beginnings and take pride in how our achievements have positively impacted our families," he said. Both have put in a tremendous amount of hard work and numerous sacrifices to achieve success. "We have seen and embraced risks that have been paid off," Mark said. "Any failures have been embraced as valuable learning opportunities, fostering personal growth. Our partnership is built on grace and mutual support."

By 2027, the team's goal is to rely entirely on referrals. "We have plans to add additional agents, a dedicated in-office administrator and employ a full-time marketing director," Marty said. "Our aspiration is to create an efficient operation that grants us the freedom to enjoy vacations without the need to be constantly connected to our devices."

Outside of work, Marty is a seasoned entrepreneur who owns an irrigation franchise called Conserva Irrigation, specializing in water conservation.

Additionally, Marty is set to launch a residential window cleaning company named Flash Window Cleaning in early 2024. When not focused on business ventures, Mark enjoys therapeutic escapes in nature where he often finds himself analyzing the rocks and geomorphology of the landscape.

Marty and Mark's father served as a minister throughout their entire lives, which allowed them to witness his exceptional aptitude for counseling individuals and fostering unity among people. "This was something that we easily translated into our real estate business," Marty shared.

One important lesson Marty and Mark learned early on is that each agent has their own unique approach to acquiring business. "It is crucial to identify your strengths and consistently leverage and align them with your values," Marty said. Adding to that, Mark advised, "Given the high level of competition, it's essential to establish a strong presence among your target audience at the precise moment they are considering buying, selling or seeking recommendations."

Looking forward to 2024, Mark and Marty are the exclusive listing agents for Three Oaks Communities' two newest developments in Rochester Hills. Three Oaks, according to their website, is the first private developer in the United States to build neuro-inclusive neighborhoods that have homes for sale for neurotypical homebuyers as well as adults with intellectual and developmental disabilities ("I/DD") and their families.

At their core, the Brown brothers are authentic individuals who genuinely prioritize their clients' well-being beyond the transaction. "We aim to foster meaningful relationships to the extent of being invited to special occasions like barbecues and birthday parties," Marty said with a smile. "We love cake."

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▶▶ partner spotlight

By Robbyn Moore
Photos by Melissa Douglas Co.

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

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

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

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



In 2009, Johnna remarried, and in 2012, her husband, Bob, joined her in business, bringing with him his years of experience with other moving companies, van lines and international industry knowledge. "Bob's background enhanced our services as well as our growth within the company," Johnna said. "It is interesting working with your spouse as we have learned to enhance each other's strengths and weaknesses to make for a better team."

When Johnna took over the company in 2002, she referred to her moving

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

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

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

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

Beyond the services they provide, Changing Places Moving is successful because of its team and their dedication to support the community. They conduct monthly pickups and deliveries for Blessings in a Backpack and move-ins for Habitat for Humanity families as well as provide support to Lighthouse of Oakland County for its Thanksgiving and Christmas drives. The company has achieved numerous awards ranging from sales and service but is most proud of their humanitarian awards. As a major investor in the REALTORS® Political Action Committee (RPAC), Johnna believes in the real estate community and how the government affects the industry as a whole. In 2019, she was acknowledged into the RPAC Hall of Fame and continues to be a major investor at the gold level of President's Circle.

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



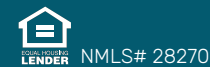
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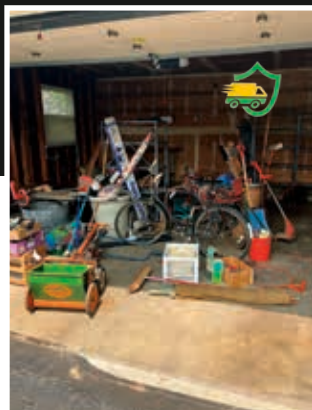
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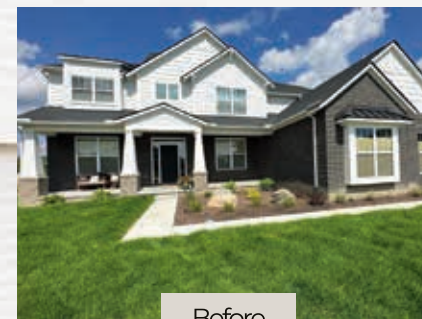
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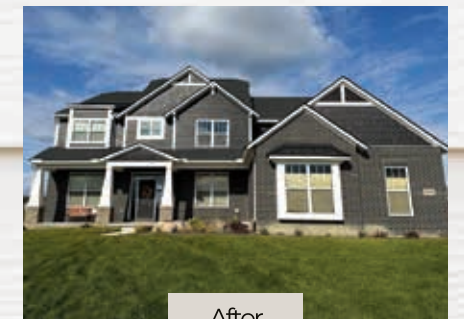
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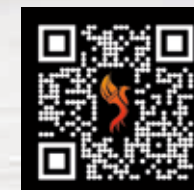
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▲ rising star

Photos by Paul Delmotte with INLAY Digital
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FADI

FAWZI

UNLOCKING
DREAMS



Where the market is as dynamic as the homes it comprises, Fadi Fawzi has emerged as a rising star. Just two years into his real estate career, Fadi has already made a substantial impact, amassing a career volume of over \$25 million. As a member of the Z Real Estate Experts team powered by eXp Realty, he's rapidly become a trusted name in Detroit's competitive real estate scene.

Fadi's journey into real estate began in October of 2021 when he embarked on this career path as a full-time agent with Z Real Estate Experts. His decision to switch gears came after years of diverse professional experiences.

Fresh out of high school, Fadi entered the entrepreneurial world, immersing himself in the cellular industry for several years. However, his desire to pursue higher education led him to Oakland University, where he obtained a bachelor's degree in marketing. After his graduation, he explored business-to-business sales, eventually finding his footing in medical sales.

Fadi felt that something was missing in his professional life and yearned to make a real difference in people's lives. Real estate emerged as

the perfect avenue. "I have always had a strong passion for real estate, architecture and negotiations, and a true passion for helping others," he shared. It was this blend of passion and purpose that led him to become an agent.

Born in Iraq, Fadi moved to the United States at the age of 5. His father and mother played a pivotal role in shaping his work ethic and core values. "My dad has always been the biggest influence in my life when it comes to work! He showed me what it is like to work hard, earn an honest living and be the breadwinner of the family. My mother always taught me to do the right thing and take the higher road," Fadi said.

For Fadi and his family, migrating to the U.S. was no easy task: They had to start over in a new country — from learning the English language to building a family business. "Being an immigrant, you get a chance to see life here as a different opportunity than where you came from, and you appreciate and look at things differently," he shared.

Fadi's career path has been defined by core values, including treating others as he would like to be treated and showing empathy because "you never know what someone is going through in

their life.” These principles have guided not only his professional success but also the connections he forges with his clients and fellow agents.

As for his current passion in the real estate business, Fadi is focused on a dual mission: excel in his business by helping as many people as possible achieve their dreams of homeownership and mentor new agents on his team. Because Fadi has been in their shoes, he understands the importance of guidance and support during the early stages of a real estate career.

Fadi is an active member of the Z Real Estate Experts team, a community of nearly 100 agents, sales leaders, mentors and closing coordinators. Fadi recognizes that this team is different from others in the industry due to its familial environment. “What makes our team unique is our atmosphere,” he explained. “We are truly a family. I would not have been able to find the success I have without the help of Mark Z and my amazing team members.”

Reflecting on his most rewarding experiences as an agent, Fadi unequivocally pointed to the connections he makes with the families he serves. He understands the importance of family because he is a family guy himself. Fadi has been married to his wife, Noor, for seven years, and together, they share a 4-year-old son, Jace, and a two-month-old newborn. Fadi works hard to make them proud and provide for them, which is why he understands the importance of making connections with his clients on both a personal and professional level to ensure he finds them their dream home. “That smile and the gratification of being able to hand over the keys to their dream house every time never gets old,” he shared.

However, Fadi’s journey in real estate hasn’t been without its challenges. His biggest hurdle was taking a leap of faith and making a huge career change. Despite this, he persevered with hard work and dedication. Fadi hopes his story can inspire others who may be contemplating a similar career shift.

Looking ahead, Fadi envisions building his own real estate team to provide resources and training for success. He believes in the importance of giving back and aims to support charitable causes such as the Solanus Casey Center. He also recently signed on to volunteer at the United Family Services - CALC to give back to the community.

Outside of his professional life, Fadi enjoys spending time with his close-knit family, traveling, and



exploring the culinary delights of Detroit. His taste in books, music and movies ranges from motivational literature to classic films such as “The Green Mile” and “The Godfather.”

For aspiring agents, Fadi emphasized the importance of self-belief, hard work and the ability to genuinely listen. “Success doesn’t come overnight, but it does leave clues,” he said. “Make sure you have a routine and stick to it. Wake up early every day, have a plan and then execute!” Moreover, Fadi underscores the significance of surrounding oneself with mentors, role models and like-minded individuals.

Fadi wants to be remembered for the way he makes others feel and the impact he has on their lives. His story is a testament of how valuable it is to put in the hard work, be consistent, and — most importantly — forge connections along the way.

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Established in 2003, Zimmer | Glime Real Estate at The Agency - Birmingham has been a prominent player in Michigan's real estate industry for the past decade. The partnership is led by two dynamic women: Amy Zimmer, an associate broker with 20 years of experience, and Tiffany Glime, an agent with 10 years of experience. The Agency - Birmingham (formerly Hall & Hunter, REALTORS®) has over 70 years in the area and is now partnered with the global, boutique real estate brokerage The Agency to take the family-owned business into the future. The Agency - Birmingham combines the legacy of Southeast Michigan's premier real estate firm with the global resources of The Agency. This vibrant team continues to expand and thrive as Amy and Tiffany brought on a new partner, Agent Lyn Kennedy, into the mix in October of 2023 to add to their versatility and real estate savvy.

Before entering the real estate industry, Amy was a journalist and Tiffany was a marketing professional for high-tech software companies in Silicon Valley. The journey to Amy and Tiffany's real estate partnership began after Amy had been in the business for about 10 years and had been looking for the right person to partner with. "Tiffany was on her way to joining Hall & Hunter, and I knew she was 'the one,'" Amy shared. "We had worked together on the Junior League Membership Placement committee and had a lot of mutual friends."

After discussing the benefits of becoming partners, Amy and Tiffany sealed the deal. "Our first transaction together was quite a doozy," Amy recalled with a laugh. "We had a temperamental client, ups and downs with the deal, you name it, but it was a great test of our partnership. It was clear what strengths we each brought to the table as we navigated our way to the closing." With that first deal, the partners set a cadence that they continue to this day.

One of the things that sets this duo apart is their true partnership that focuses on personalization with the client — something that can be lost in a large team — while also having the benefits of a



►► dynamic duo

By Robbyn Moore
Photos by Stylish Detroit
Photos taken at Oakland Hunt
Model in Oakland Township

“

OUR RELATIONSHIPS WITHIN THE REAL ESTATE COMMUNITY ARE AS IMPORTANT TO US AS OUR RELATIONSHIPS WITH OUR CLIENTS AND THE HARMONY WITHIN OUR PARTNERSHIP. ”



larger outfit. “Clients will always deal directly with one of us, confirming that they are our priority,” Tiffany explained. “We also have an extensive support staff within our office and from our company, which allow us to share resources from our international team, including in-house, cutting-edge, creative public relations and tech divisions.”

Amy and Tiffany share a passion for the possibilities that technology offers in terms of connecting with clients and marketing. “We believe that technology makes the transaction process easier to manage and something that truly can be handled no matter where the clients are located,” they both explained. “Our weekly social media updates and video tips are something we continue to nurture and grow — and something that we tend to get noticed for, and we work to embrace the newest marketing trends for digital assets.”

The most rewarding aspects of their business are the connections they make with their clients and the ultimate compliment of repeat business or referrals. As a team, they pair well together and build on each other’s strengths. “Amy focuses on marketing and advertising while I come from a psychology background and thrive when working with people and enjoy putting out what I like to call ‘emotional fires,’” Tiffany said. “If you listen carefully, people will reveal a lot of information from the words they choose to the length of a pause in their conversation. This is really helpful during negotiations.”

While they each bring unique talents, both agree that communication is key. “It is a gift to know that I have a yin to my yang and someone who

complements my energy and supports me,” Amy said. “I love having someone to celebrate successes with and to also lean on when things are difficult or challenging. Teamwork truly does make the dream work, as cliché as it sounds.”

Zimmer | Glime Real Estate is a supportive and collaborative group that has created a team culture that is like a family. “We treat our clients with the same care that we would treat our own family,” Amy said. “Furthermore, we believe in the power of successful women and in supporting and uplifting others in the business. Our relationships within the real estate community are as important to us as our relationships with our clients and the harmony within our partnership.”

Both Amy and Tiffany have a strong passion for community involvement, leadership and volunteering. Currently, Amy serves as the Alumnae Panhellenics Chair for the National Panhellenic Conference. Additionally, she is closely connected to the Alzheimer’s Association - Michigan Chapter, having served on the Detroit Alzheimer’s Walk committee since 2018. Her walk team, Donna’s Bells, fundraises in honor of her mother. Amy is also actively involved with several other local and national organizations, including the Detroit Institute of Arts, Delta Delta Delta, Daughters of the American Revolution - Piety Hill Chapter, Junior League of Birmingham and Christ Child Society of Detroit.



As for Tiffany, in addition to her work with nonprofit organizations, she has volunteered as the event chair for The Community House “Birmingham Home Tour” for the second consecutive year. She is also a member of the Seaholm Booster Board, supporting her children’s sports teams.

Both women believe in the core values of hard work, dedication to their clients, and being honest, accountable and savvy when it comes to pricing. “Honesty and integrity are values that we both hold dearly,” Tiffany said. “We also prioritize having fun. If it’s always about work, you don’t really get to build your bond of trust, understanding and confidence in each other.” Echoing Tiffany’s statement, Amy shared, “You always want to work with someone who supports you and who you can laugh with, too!”

The Agency - Birmingham is a brokerage built on trust and collaboration, and the Zimmer | Glime team exemplifies that sentiment. Their extensive experience, passion for technology and commitment to their clients set them apart in Michigan’s real estate industry. Their partnership is a model for successful women in business while they strive to uplift and support others in the industry.

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▶ event recap

Photos provided by Stylish Detroit

THANK YOU FOR ATTENDING OUR MARCH MIXER!

Top real estate agents and our Preferred Partners from Oakland County gathered at The Morrie in Royal Oak to enjoy food and drinks and to make new connections at our first big event of the year. The event ended with a partner-sponsored raffle. Congratulations to the winners, and thank you to our sponsors who provided a raffle prize!

When asked about what he liked at the event, Keith Stonehouse from Devon Title said that it was

“catching up with folks whom I have not seen in years from all walks of the industry.”

“I love the networking at events. I spend a ton of time with clients showing homes, but it is wonderful to catch up with other agents, lenders, and partners!” said Samantha Hillery from Motus Real Estate with Real Broker.

Special thanks to our Host — The Morrie — for having us. Thank you

to our Gold Sponsors — Lombardo Homes and Devon Title — and our Silver Sponsors — Changing Places Moving, Mortgage Center, Mike Bashore with State Farm and Ted Edginton with U.S. Bank Home Mortgage. We would also like to thank Stylish Detroit for capturing photos and video.

We are so grateful to all of you who joined us for our March Mixer! Thank you all so much!





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OAKLAND COUNTY



2023 BY THE NUMBERS

Here's what the top 500 agents in OAKLAND COUNTY sold

\$5,959,183,184

SALES VOLUME



14,348
TOTAL TRANSACTIONS

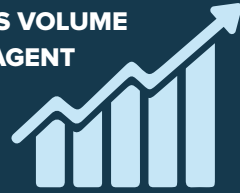


29
AVERAGE TRANSACTIONS PER AGENT



\$11,918,366

AVERAGE SALES VOLUME PER AGENT



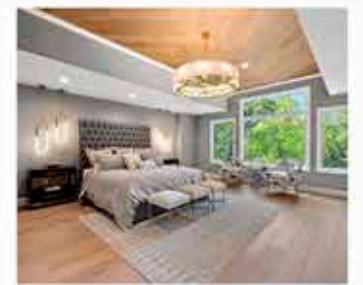
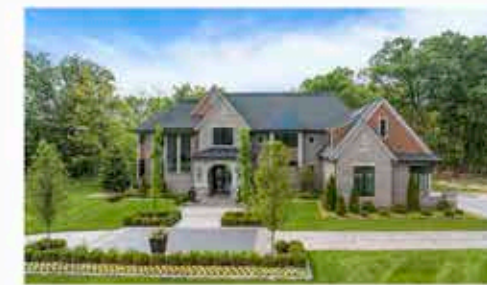
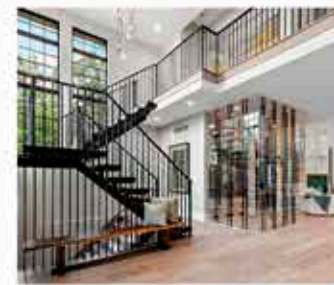
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