

ANN ARBOR / BRIGHTON

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

TOP
PRODUCER

NICHOLAS
TONG

TONG REAL ESTATE PARTNERS
KELLER WILLIAMS LIVING

RISING STAR
Devan Farren

CHARITY SPOTLIGHT
Wigs 4 Kids

EVENT RECAP
Mingle at the Model

DECEMBER 2024

“

John is the only mortgage guy we use, he and his team are the best! They are fast, competitive and we trust them. We love that John takes care of his clients and treats you like family. We recommend him every chance we get. Our realtor even commented on how wonderful he was when we purchased our second home. This team is top notch!!

- Melissa & Ken

”



First Merchants Mortgage Center
1328 S. Main Street | Ann Arbor, MI 48104



John Simpkins

Sr. Mortgage Banker | NMLS# 334454
www.TeamSimpkins.com | 734.531.8040

Serving Ann Arbor home buyers
for over 23 years!



First Merchants Bank
Helping you prosper



Next Door Photos

- High Quality Media
- 24hr Delivery
- Drone
- Floorplans
- Virtual Staging
- 3D Tours
- ...and MORE



Use Code

RP50

for \$50 off
your first shoot!!



CONTACT US

Semi.nextdoorphotos.com



GET YOUR CONTAINER.

FAST, SAFE, & SECURE



UNIT'S

MOVING AND PORTABLE STORAGE

LOCAL BUSINESS OWNERS WITH YEARS OF EXPERTISE
IN THE LOCAL MOVING AND STORAGE SECTOR.

We recognize the importance of adequate and efficient
storage, as well as local homeowners' and businesses'
need for convenient, economical, and safe storage.

State-of-the-art delivery system that allows us to deliver your
container virtually anywhere while minimizing wear and tear
to your property.

734-623-4639 • UNITSMICHIGAN.COM

TOP NOTCH CUSTOMER SERVICE AND PERSONALIZED CARE, AS EVERY TRANSACTION IS UNIQUE.

Whether you need a Title Search, Purchasing or
Selling a Home, Refinancing, Land Contracts,
FSBO or you need a Notary...

Look no further because Rose Title Agency
is here for you!



We make your life a lot easier,
whether you're on the go or in
the office. Our FREE app allows
you access to Title Quotes,
Seller Net Sheets, Loan
Estimates and much more.



711 E Grand River Ave, Brighton, MI 48116
810-360-0236



Knowing you have the right insurance agent handling all your insurance
needs is one of the most secure feelings you can have. My goal is to bring you peace
of mind... and to help you and your family through the toughest times of your life.

AUTO • HOME • LIFE • HEALTH • FARM & CROP • BUSINESS



Max Auger

(517) 798-1234 | mauger@fbinsmi.com

@AugerInsuranceGroup

201 E Grand River Ave Howell, MI 48843-6500



PARTNER WITH
MICHIGAN'S MOST
TRUSTED TEAM OF
INSPECTORS

INSPECTING 7 DAYS A WEEK FOR YOU!

Our Services

- Home Buyer Inspections
- Home Seller Inspections
- Home Maintenance Inspections
- Commercial Property Inspections
- Mold Inspections & Testing
- Investor Property Evaluations
- Sewer Camera Inspections
- Radon Gas Testing
- and more!

Giving Your Clients the Best Inspection Possible



InterNACHI's Buy Back
Guarantee for Home
Buyer Inspections.
Learn more at:
www.nachi.org/buy.



Within 30 days, Home
Buyers receive \$100
off their second
inspection!



Free 30 Day Warranty
for Home Buyers.



\$25 dollars off for all
HEROS and FREE
WDO Inspections for VA
Mortgages with a Home
Inspection.

5 Star Reviews - We have more
than 1500 across the web!



Ask About Our FREE
Legal and Elective
Con-Ed for Realtors!

GET IN TOUCH
734.331.3269

TRADEMARKINSPECTIONSERVICES.COM
INFO@TRADEMARKINSPECTIONSERVICES.COM

TABLE OF CONTENTS

	06 Meet our Preferred Partners		07 Publishers Note		08 Charity Spotlight: Wigs 4 Kids
	10 Rising Star: Devan Farren		14 Top Producer: Nicholas Tong		18 Event Recap: Fall Mingle at the Model



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at alice.whited@n2co.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 *Ann Arbor/Brighton Real Producers* 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.

MEET THE ANN ARBOR / BRIGHTON REAL PRODUCERS TEAM



Alice Whited
Publisher



Madison Coble
Content Coordinator



Kelly Stork
Photographer



Elizabeth McCabe
Writer

B

Behind every mortgage, there is a person. We are passionate about delivering exceptional service, and we are committed to giving our customers the best homeownership experience possible.

Charles Christmas
Senior Loan Officer NMLS #157445



734-660-3600
cchristmas@goldstarfinancial.com
www.ChristmasLending.com
@GoldStarMortgageFinancial
100 Phoenix Drive Suite 300, Ann Arbor

Gold Star Mortgage Financial Group, Corp - Equal Housing Lender - NMLS ID:3446. Our corporate office is located at 100 Phoenix Drive, Suite 300, Ann Arbor, MI 48108. The content of this page is intended as general and informational messages for Real Estate Professionals and Gold Star Borrowers. This is not a commitment to lend and restrictions apply. Programs, rate, terms, and conditions subject to change without notice. For a complete List of licenses, please visit: <http://www.GoldStarFinancial.com/state-licenses.php> NMLS Consumer Access: <http://www.nmlsconsumeraccess.org>



Elevate your brand

We are a Full-Service Marketing Company. We offer High end video, photos, floorplans, virtual staging, 3d tours, drone, social media content creation, and much more.

Add \$65 OFF first booking with us with code RP65



**KNIGHTWING
MEDIA**

989.600.7934
knightwingmedia.com
@KnightwingMedia



Let's make something together.

realproducersmag.com

Unlock Exclusive Benefits
for REALTORS® with





- 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

10049 Harrison Rd. Ste. 500 | Romulus, MI 48174






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 REALTOR® community!

HOME BUILDER

Gallery Pointe of Wexford Homes
(734) 395-8383
www.gallerypointecondos.com

Lombardo Homes
Melissa Cervin
(586) 781-2316
lombardohomes.com

Norfolk Homes
(734) 336-1912
www.norfolk-homes.com

HOME INSPECTION

Trademark Inspection Services
(734) 331-3269
www.trademarkhomeinspection.com

INSURANCE

Max Auger Agency
Farm Bureau Insurance
Max Auger
(517) 798-1234

LANDSCAPE DESIGN/BUILD AND MAINTENANCE

Michigan Landscape Professionals
(810) 844-5200
www.MichiganLandscapeProfessionals.com

MORTGAGE

Bank of Ann Arbor
(734) 327-1613
www.bankofannarbor.com

First Merchants Bank
John Simpkins
(734) 531-8040
Www.teamsimpkins.com

Gold Star Mortgage

Financial Group
Charles Christmas
(734) 660-3600
ChristmasLending.com

The Stork Group

Steve Stork & Greg Goddard
(248) 409-3989
StorkMortgageGroup.com

MOVING & STORAGE

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

UNITS Moving and Portable Storage of SE Michigan

(734) 822-9008
www.UNITSMichigan.com

PHOTOGRAPHY & VIDEOGRAPHY

Knightwing Media
(616) 902-7223
www.knightwingmedia.com

Next Door Photos

(734) 263-6462
a2wayne.nextdoorphotos.com

PLUMBING, SEWER & DRAIN

Dynamic Drains

Bob Blaine
(734) 215-5811
dynamicdrains.com

TITLE INSURANCE

Rose Title Agency
(810) 360-0236
www.rosesetitle.com



» publishers note

MERRY CHRISTMAS & HAPPY NEW YEAR!

As we close out another year at Real Producers Ann Arbor/Brighton, we want to extend our warmest wishes for a Merry Christmas and a Happy New Year to all of you—Ann Arbor/Brighton's top real estate professionals.

2024 brings exciting changes for us! Starting with the January edition, you'll notice some fresh designs and updates to our magazine. Rest assured, the content will remain the same—showcasing the top 300 REALTORS® and highlighting our esteemed Preferred Partners, just with a new look to enhance your reading experience.

As we continue to navigate multiple challenges in the real estate industry, experts predict a further shrinkage in the number of agents serving home buyers and sellers. However, here's the reality: during tough times, production often skews toward high-producing agents like yourselves. No matter the market conditions—booming or facing roadblocks—you always find a way.

At Real Producers Ann Arbor/Brighton, we work exclusively with individuals like you. You're full-time, focused professionals who understand

market cycles and consistently stay ahead of the curve. When the 2020-2021 market was on fire, you didn't overextend yourselves—you prepared for the future, positioning your businesses for sustained success.

While we are an exclusive networking group based on your production numbers, what truly sets you apart is your commitment to excellence and pride in the professionalism you bring to the industry. Our platform exists to help you connect with like-minded peers, share real stories from top agents across Ann Arbor/Brighton, and support one another in this ever-changing industry.

Community and trust are essential to weathering the ups and downs of real estate. We are honored to continue serving as Ann Arbor/Brighton's premier platform for top agents and nominated Preferred Partners, and we look forward to another successful year together.

Cheers to a prosperous 2025!

With Love,
Alice Whited

DYNAMIC DRAINS
PLUMBING AND SEWER SERVICE
734.215.5811
Say goodbye to plumbing worries.
Hello to plumbing solutions.

- Service Plumbing
- Drain Cleaning
- Excavation Services

CONTACT US
www.DynamicDrains.com

Gift Certificates Available

PHOTOGRAPHY
Kelly Stork

Metro-Detroit's premier newborn, child and family photographer.

Delivering Lasting Memories

Your session is about creating an experience that's fun, fresh, and unique to YOU!

Portraits: Families, Littles, Maternity, Seniors, Couples
Watch Me Grow, Lifestyle, & Studio Newborns

(734) 891-1334 • kellystorkphotography.com • @kellystorkphoto



► charity spotlight

By Robbyn Moore

Wigs 4 Kids

A Beautiful Advocate for Kids

When Maggie Varney became a licensed cosmetologist over 40 years ago, she had no idea the impact she would later have on the lives of so many children. Because of her kindness, effort and care, thousands of children who experience hair loss can receive wigs and support services at no charge throughout the state of Michigan.

Maggie's inspiration and passion began when she was volunteering her time through the American Cancer Society to help adults deal with appearance-related side effects from cancer treatments. After years of teaching the class, Maggie met a young girl who attended the workshop with her mother. Thinking the young girl was there to support her mother, Maggie soon learned it was the young girl who needed the assistance. Unfortunately, at the time, wigs were tailored in a style for adults — leaving little or no options for a child or a teen's head. Maggie invited the young girl to her salon and quickly figured out a way to provide the support she needed. With the young girl as Maggie's catalyst, she

launched Maggie's Wigs 4 Kids of Michigan, Inc. (W4K).

Seventeen years later, through the kindness and generosity of others, W4K has been able to serve over 4,700 Michigan children from 49 different counties at no charge to them or their families.

A typical wig retails between \$2,500-\$3,000, costing W4K \$800 and 16 hours of labor. "Each child's story is so unique," Maggie shared. "It is an honor and privilege to give a unique service during a time of uncertainty."

The non-profit organization provides wigs and support to children ages 3-18 who experience hair loss due to

cancer, alopecia, trichotillomania, hydrocephalus, lupus, blood disorders, severe burns, dog bites, autism, down syndrome, and cerebral palsy. Each child gets a custom-made wig based on their individual head size. They also receive support service classes, social activities, field trips and counseling. Maggie explained, "Our goal is to provide a wig to every Michigan child in need. Since we opened our services in 2003 — thanks to the open hearts of the community — no child has ever been turned away and there's never been a waiting list."

Maggie devotes 90 hours a week to managing the organization — including community outreach and fundraising. "I give so much of my



Kendall, who has trichotillomania, the compulsive urge to pull hair.



Eleni, one of the organization's newest children who experiences alopecia.



Greg, who had cancer, and received a wig.



Emily, the organization's very first wig recipient who had cancer.

time because that's the level of dedication and commitment it takes to run a successful non-profit group," she said. "It's all worth it to ensure every child's needs are met. I always make sure the children's needs are taken care of first."

While Maggie is the face of W4K, she points out she is not alone in her efforts. There is a team of talented and hard-working individuals helping to support the group as well as an impressive Board of Directors, and hundreds of volunteers and businesses, schools and churches who believe in the mission.

"Our dream is to double the number of children we serve — requiring a much bigger space than our current facility," Maggie said. "We are in the midst of a capital campaign to raise funds and build a permanent brick-and-mortar wellness center where we can expand our programming."

To help with this initiative — through the donation and support from the DG Foundation and Keller Williams Great Lakes — W4K was given a house to restore and sell for seed money for their capital campaign. "The house was boarded and needed a lot of work," she said, "But we put \$20,000 into it and sold it for \$60,000 — giving us a solid base to launch our campaign."

Adding to that, W4K was awarded a \$122,000 grant from the women's group, Impact 100 Metro Detroit. "The grant money helped us purchase property to build a facility where the children will always have a place to come and heal from the side effect of hair loss," Maggie shared. "To me, that was our most successful effort on behalf of the program — validating the work we do, the difference we make throughout the state and allowing us to continue our mission." The new wellness center will offer further program expansion and increase the capacity of children served.

W4K receives calls from around the world, seeking to replicate the program.

Maggie explained, "Children experiencing hair loss is not a local or national issue — it's universal." The group receives hair donations from 62 countries around the globe. "There's nothing else like this organization anywhere in the world. We're unique and address the appearance-related, emotional, social and psychological issues children have as they journey through their health challenge."

For Maggie, working with the kids is the most fulfilling part of what she does — seeing the positive impact is the most rewarding. "I watch these children grow up and see how it affects them when they are going through health challenges, and then later in life — after they've healed — seeing them become more sensitive to others, mentoring to others in the program, and even volunteering and fundraising," she said. Unfortunately, Maggie sees about 25% of the kids lose their battle to their illness. With a somber tone, Maggie shared, "It's the most challenging part of what I do — each child is special and leaves an imprint on my heart."

Maggie finds a good life-work balance with the support of her husband, Bobby — a REALTOR® at Keller Williams Great Lakes — who helps her in the community and serves on the advisory board. Also serving on the advisory board is Carol Lukity, Real Living Realty and Karla Orlando, Business Development Officer, Senior Vice President at Huntington Bank.



To find out how to get involved or for more information, please visit www.wigs4kids.org or call 586-772-6656.



► rising star

By Beth McCabe
Photos by Kelly Stork Photography

Devan

FARREN

*Coldwell
Banker Town
& Country*

“I always wanted to help people,” says REALTOR® Devan Farren with Coldwell Banker Town & Country. “I told my parents when I was growing up that I was going to go into the medical field.” At first, she had her heart set on being a nurse. However, during the nursing boom, she shifted gears into medical assisting.

“I went to Oakland Community College and the University of Findlay Ohio to get my Associate’s degree in Liberal Arts and Medical Assisting Certification,” says Devan. She worked as a medical assistant in many practices and at the U of M.

Although it was an incredibly rewarding profession, it was challenging during the COVID scare in 2020 at U of M Hospital. After working for several more years, Devan realized that it was challenging to work in the medical field and have a growing family.

“I decided to do something else that involved people,” she smiles. That new career was real estate, and Devan recently celebrated her one-year anniversary in the business this past November.

Transitioning to Real Estate

“I’m passionate about helping others find a place called home,” says Devan. “It’s more than a job. It’s my passion. I am dedicated to hearing what each person’s story is and their dreams for the future.”

Real estate is a rewarding profession for this compassionate real estate professional.

“I can’t say there is one specific aspect of the business that I love most,” she smiles. “I love working with young couples searching for their first home, helping empty nesters downsize, and assisting families find vacation homes. Seeing the excitement on their faces when they find the right fit is unmatched.”

To Devan, a home is much more than just four walls and a roof—it’s about creating a space where people’s lives unfold, where new memories are made, and dreams become reality. Helping her clients through this journey is what motivates her every day.

“

Be uncomfortable.
Put yourself out there, even if it feels intimidating. You have to take risks and push past your comfort zone to grow. You can’t fail if you don’t try.

Though she has moved on from the medical field, Devan admits she still misses certain aspects of her old job. “I loved the hands-on part, assisting with procedures and learning new things. But ultimately, I was missing out on so much with my kids.” Real estate gave her the opportunity to continue helping people while also being more present for my family.

Devan’s transition into real estate was largely thanks to a family friend and fellow REALTOR®, Tara Barnard. “Tara gave me the push I needed to try real estate. I took the leap and she became my mentor. She’s a huge asset in learning and doing what I am doing now, which is incredible. It’s nice to have a friend to bounce ideas off of.”

Finding Her Path

Born and raised in the Lake Orion and Oxford area, Devan grew up with her parents and brother. She frequently returns to visit her parents, who still live there, and treasures the memories of growing up in a close-knit community.

“Helping people has always been a part of who I am, whether in medicine or real estate,” Devan says. In 2020, during the crazy market rush, she and her husband were house hunting themselves. “We experienced so many losses—homes we didn’t get—but we finally found our dream home. The thrill of the hunt, the adventure of it all, that’s what made me fall in love with real estate.”

“
I love working with young couples searching for their first home, helping empty nesters downsize, and assisting families find vacation homes. Seeing the excitement on their faces when they find the right fit is unmatched.

The process of finding her own home ignited a passion in Devan that still drives her today. “I loved going into homes, seeing how people decorated, and imagining the possibilities. That experience was one of the defining moments for me,” she adds.

Overcoming Challenges

Like many working parents, Devan has had to navigate the delicate balance between career and family life. “It’s a constant juggling act, especially with three young children,” she says. Her children—Braxton (5), who just started kindergarten, Kaia (4), and Lane (3 months)—keep her on her toes.

“My husband, Tim, and I are partners in everything,” Devan explains. “We share our dedication to nurturing our children and supporting each other’s careers. It’s not just about dividing tasks—it’s about staying emotionally in tune with each other. That strong foundation allows us to face challenges together.”

Family Life

Devan’s husband, Tim, has been her biggest supporter. The couple has been together for eight years and married for four. Their two dogs, Kimber and Marley, complete the family, which is very active



and loves spending time outdoors. Whether they’re fishing, riding dirt bikes and four-wheelers, or hiking, the Farrens enjoy exploring nature together. “We love relaxing on the lake and just soaking in the peace of it all,” Devan says.

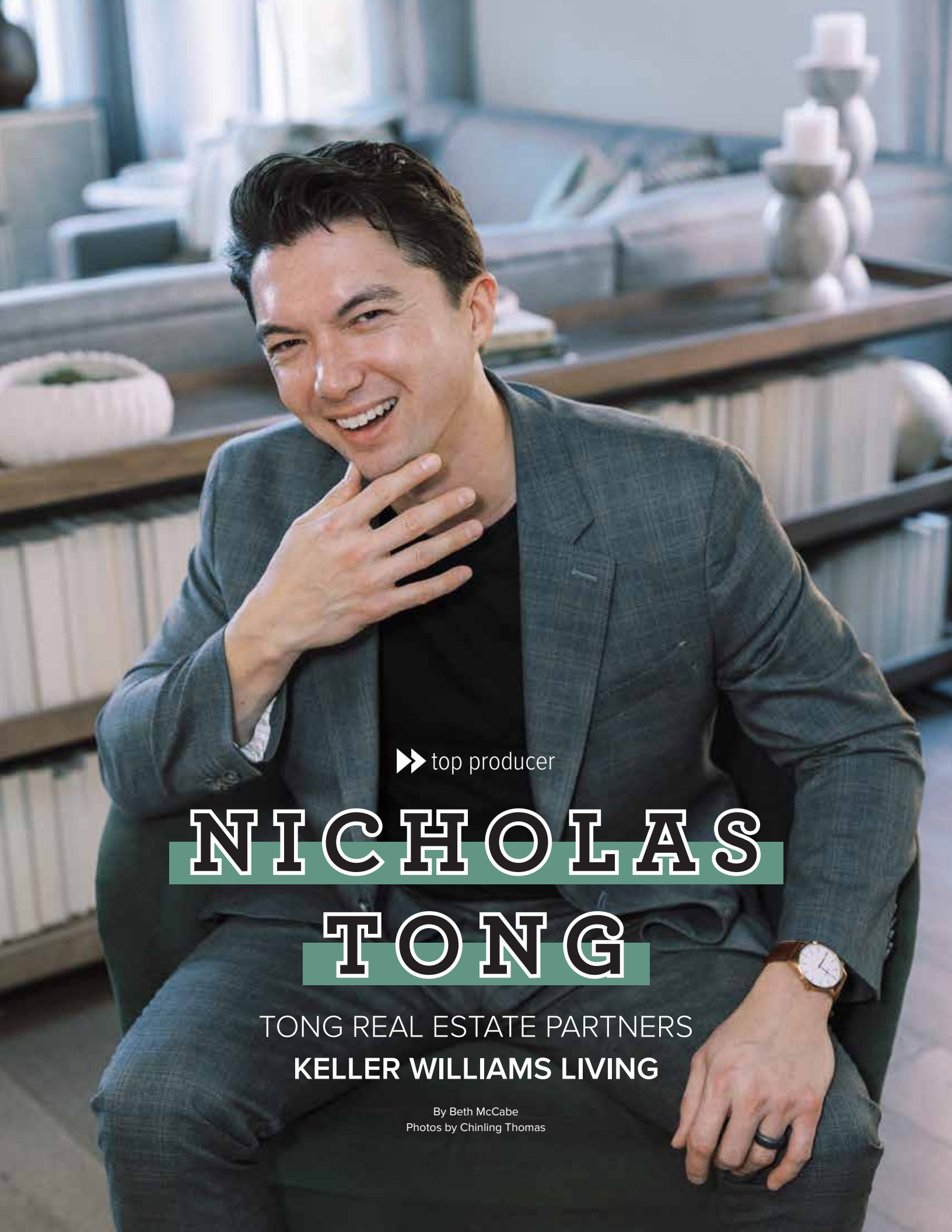
When it comes to date nights, Devan and Tim keep it simple. “We love going to downtown Fenton, grabbing an appetizer and a drink, and just walking home together. It’s those little moments that mean the most.”

To relax, Devan has a heart for art. “I’ve always been drawn to painting and drawing. It’s a way to express myself,” she shares. In middle school, she even won several awards for her artwork. Although her real estate career keeps her busy, Devan still makes time for her artistic pursuits when she can.

Words of Wisdom

For those looking to succeed in real estate, Devan offers this advice: “Be uncomfortable. Put yourself out there, even if it feels intimidating. You have to take risks and push past your comfort zone to grow. You can’t fail if you don’t try.”

Devan lives by one of her favorite quotes from Eleanor Roosevelt: “The future belongs to those who believe in the beauty of their dreams.” And for Devan Farren, those dreams are just getting started.



► top producer

NICHOLAS TONG

TONG REAL ESTATE PARTNERS
KELLER WILLIAMS LIVING

By Beth McCabe
Photos by Chinling Thomas

STRIKING THE RIGHT CHORD IN REAL ESTATE

Nine years ago, Nicholas Tong found himself at a crossroads. Working in automotive marketing and music, he never imagined real estate would become his true calling. But a suggestion from a family friend changed everything.

“I was performing, directing, and teaching music while also representing different automotive companies doing training or at public events,” Nicholas recalls. At the time, he had just moved back to Michigan from living in New York City—where he would often be the on-site consultant if Ford was featuring a vehicle on a television show. “Then a friend told me about an opportunity in new construction real estate, and I decided to give it a try.”

Initially starting in new construction, Nicholas transitioned into traditional real estate five years ago. It was a pivotal move, driven by his passion to provide clients with the right representation—something he felt was often missing in the industry.

“I saw how important it was for people to have a good advocate when selling and buying a home,” Nicholas explains. “I wanted to be someone they could trust.”

A Background in Music

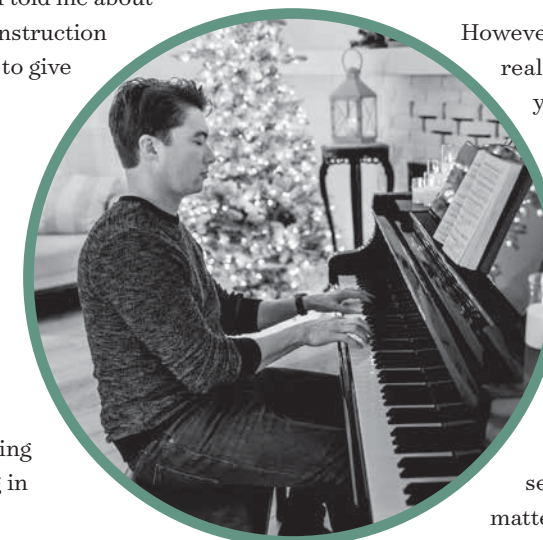
Born and raised on the east side of Michigan, Nicholas grew up deeply involved in music and theater. He pursued his undergraduate degree in music at Wayne State University on a full scholarship and later found himself performing and teaching. His experiences in music helped shape his approach to real estate—especially his ability to connect with people.

His turning point came after completing a personal development course with Landmark Education. “It helped me

realize the importance of following my passions and not being afraid to make big moves,” he reflects. “That lesson has stayed with me throughout my career.”

Overcoming Fear

Nicholas admits that the biggest obstacle he faced was overcoming fear. “Leaving a successful path in new construction for the uncertainty of residential real estate was scary. It was unknown and I was starting everything from scratch,” he says. “When you work in new construction, you are more of a gatherer,” he jokes. “You are not a hunter as much.”



However, the sky was the limit in residential real estate. Unlike new construction, you won’t be limited to a few streets in a neighborhood. “You can be anywhere you want to be locally,” points out Nicholas.

The shift wasn’t easy, but Nicholas found that his experience in new construction gave him valuable insight into the real estate process, which he now brings to his clients. “It was eye-opening to see how much a good real estate agent matters. I knew I could help people in a way that would truly make a difference.”



My advice to anyone is that if you feel like you are not fulfilling your God-given purpose, pray and see where the Lord leads.

Now, Nicholas thrives on continuous growth—whether it’s increasing his knowledge, leveraging relationships, or adapting to the ever-changing market. He’s built incredible relationships with clients and trade partners over the years. “Our goal is to make every interaction be personal, not transactional.”



Do the scary thing. You only have one life to live. Strive to make it one to look back on and have no regrets.



“My advice to anyone is that if you feel like you are not fulfilling your God-given purpose, pray and see where the Lord leads. Do the scary thing. You only have one life to live. Strive to make it one to look back on and have no regrets.”

Looking to the Future
Nicholas continues to build his business on the principles of trust, relationships, and integrity. “We don’t want anything to feel transactional,” he emphasizes. “So many of our clients become like family- eminently meaningful parts of our lives- and that’s what makes this career so rewarding.”

Though his journey into real estate may have begun unexpectedly, Nicholas Tong has found his true harmony—striking the right chord both in business and in life.

Family Life and Personal Interests

Nicholas is a devoted family man, married to his wife Laura for 15 years. The two met in middle school but didn’t start dating until college. Together, they have three children: Alana, who turned 12 in November; Faith, who is 9; and Declan, who just turned 6.

“We love spending time together as a family, whether it’s playing board games, yard games, or hosting friends for gatherings,” Nicholas shares. He’s also a passionate musician and enjoys teaching his children music as part of their homeschooling curriculum. The family lives on a hobby farm with a modest amount of acreage where they are raising chickens and sheep, along with their golden retriever named Comet and two cats.

“We’re very involved in our church, and music remains a huge part of our lives,” Nicholas says. “I don’t teach music on a large scale these days (except to my kids), but as a voice teacher, I’m super impassioned about helping people find their voice—particularly those who think they can’t sing. Spoiler alert — you CAN given the desire and the right guidance!”

Advice for Aspiring Top Producers

Nicholas believes that the key to success in real estate—or any field—is staying curious. “Once you feel like you’ve arrived, you stop growing,” he says. His favorite quote from Colossians 3:23 guides his work ethic: “Whatever you do, work at it with your whole being, for the Lord and not for men” (Berean Standard Bible).

He leads a small, tight-knit team that includes his sister Vanessa Johnson, who handles marketing (whilst also managing her and her husband’s recording studio), and Bryan Grider, another agent who has been with him for just over two years. Nicholas is quick to credit the relationships he’s built over the years for his success.

Bryan and Nicholas date back years. “Bryan’s wife Ali and my wife Laura went to cosmetology school together when they were 18,” he comments. “I helped them buy their first house several years ago. I told Bryan that he would be good at real estate.” Bryan took his advice to heart, changed his career, and never looked back.





▶▶ event recap

THANK YOU

FOR ATTENDING OUR FALL MINGLE AT THE MODEL!

Photos by Andy Schwartz with Stylish Detroit | Photo Booth by Ooh Snap! Mobile Photo Booth

Our recent Fall Mingle at the Model was a standout event, hosted at Lombardo Homes' stunning new model in Ann Arbor. Top real estate agents, along with our esteemed Preferred Partners from Wayne, Washtenaw, and Livingston Counties, came together for an afternoon of connection and celebration. Guests enjoyed a relaxed atmosphere, with delicious food and drinks fueling conversations and new relationships. It was a fantastic opportunity

to strengthen bonds across the real estate industry, fostering collaboration among colleagues.

A special thank you goes out to our valued preferred partners. Your continued support is the driving force behind events like these and the success of our publication. We couldn't do it without you!

Special thanks to our Host and Sponsor — Lombardo Homes — for

hosting this event and also to our VIP Sponsors — Michigan Schools and Government Credit Union and Morse Moving & Storage — as well as our Support Sponsor — Becky Alley with Capital Mortgage Funding — for making this event possible. Thank you to Ooh Snap! Mobile Photo Booth for capturing photos for attendees, as well as Stylish Detroit for taking photos and videos of the event!



Reach out to Alice Whited to sponsor a future event at Alice.Whited@n2co.com.







Cozy Season is Coming

Are You Ready?

Hardscapes | Decks | Pergolas | Outdoor Kitchens | Landscape Lighting

Making Properties Beautiful since 1992

MichiganLandscapeProfessionals.com

(810) 844-5200

The Picknell Team is currently representing Wexford Homes with the sales of its new construction community, Gallery Pointe. **ThePicknellTeam.com**

The Gallery Pointe community enjoys beautiful curb appeal, sidewalks, a community garden and dog run. Convenient services such as snowplowing and exterior maintenance create a truly maintenance free lifestyle.

gallerypointecondos.com

WHAT WE DO MATTERS

With bedrooms, living spaces and essential amenities all on the same level, ranch-style floor plans provide a seamless transition between different areas of the home, allowing for effortless movement and a more efficient daily routine!

Take a look at all of our quick move-ins if this sounds appealing to you. We have 4 plans that you'll love:

8178 Jackson Road, Suite D | Ann Arbor, MI
734.336.1912 • norfolk-homes.com



20 YEARS OF
THE N2 COMPANY

**We can't help plan the
housewarming party.**

**But we can help your
clients buy a new home.**

**bank^{of}
ann arbor**

LIVINGSTON

NMLS #718852

