

GRAND RAPIDS

# REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



**All-Stars Under 35**

SPECIAL ISSUE

JULY 2024



# We bring people home

## We have a VARIETY OF LOANS that work for you!

- |              |                         |              |
|--------------|-------------------------|--------------|
| Purchase     | USDA                    | Construction |
| Refinance    | Jumbo                   | Renovation   |
| Conventional | Reverse Mortgages       | Non-QM       |
| VA           | Down Payment Assistance | HELP Program |



### STACY MILLER-KUIPER

NMLS #503826

Branch Manager

📞 616.430.4141

✉ Stacy.MillerKuiper@PreferredRate.com

📍 452 Ada Drive SE, Suite 245, Ada, MI 49301

© 2023 Preferred Rate - Partnered with American Pacific Mortgage Corporation (NMLS 1850). All information contained herein is for informational purposes only and, while every effort has been made to ensure accuracy, no guarantee is expressed or implied. Any programs shown do not demonstrate all options or pricing structures. Rates, terms, programs and underwriting policies subject to change without notice. This is not an offer to extend credit or a commitment to lend. All loans subject to underwriting approval. Some products may not be available in all states and restrictions apply. Equal Housing Opportunity. Branch NMLS # 2399445.



## Grand Opening

Model  
Harvest Meadows Condominiums  
1073 Sunnyside Dr, Wayland, MI 49348



- Zero Step Entry
- Covered Patios
- Large Owner's Suites
- High Speed Internet
- Natural Gas

📞 616.866.3913    🌐 info@sablehomes.com    ✉ sablehomes.com

## West Michigan's #1 Rated Roofing Company

*Quality roofs, done by quality people.*

Need a roofing job done by professional, trustworthy people? Look no further.



📞 West Michigan: (616) 622-6343  
Northern Michigan: (231) 299-0079  
➡ [www.summitpointroofing.com](http://www.summitpointroofing.com)

Commercial & Residential Services

# TABLE OF CONTENTS

	<p><b>06</b> Preferred Partners</p>		<p><b>09</b> Meet the Team</p>		<p><b>10</b> All-Stars Under 35 Special Edition</p>
---	---	---	------------------------------------	---	---



**Helping you live happier, safer, and more sustainably with technology**

AUTOMATED SHADES  
LIGHTING CONTROLS  
ENERGY MANAGEMENT  
AUDIO/VIDEO  
SECURITY, ETC.



**231-683-2127**  
[info@ecosmarthomepros.com](mailto:info@ecosmarthomepros.com)  
[www.ecosmarthomepros.com](http://www.ecosmarthomepros.com)



## WE TRANSFORM BUSINESSES

We handle the details so business owners can spend their time doing what they do best.

- Web Design
- SEM / Paid Search
- Acquisition Email Campaigns
- Mobile and Display Advertising
- Search Engine Optimization
- OTT / CTV Streaming Advertising
- Live Chat
- Paid Social Media
- Reputation Management
- Yelp Partnership

Reach out to the publisher of this magazine for more information.



[HYPORTDIGITAL.COM](http://HYPORTDIGITAL.COM)





**Guild Mortgage Creates Success with:**



SCAN ME

- An agile approach that empowers our clients to make the best offers
- An approval backed by a well known, superior local reputation
- A loan originator that is available to take action when the offer is made
- An entire team ready to close on time with unparalleled communication
- A lasting mindset of wealth development powered by strategic knowledge

**Jonathan Arnold**  
Branch Manager NMLS# 129471

**Call/Text: (616) 581-2374**





Guild Mortgage Company, NMLS# 3274 [www.nmlsconsumeraccess.org/](http://www.nmlsconsumeraccess.org/).  
 All loans subject to underwriter approval. Terms and conditions apply, subject to change without notice.  
 For more licensing information, please visit [www.guildmortgage.com/licensing](http://www.guildmortgage.com/licensing). 6430 Knapp St NE, Ada, MI 49301



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!

**DRONES**

Brian McDonald Photography  
(616) 209-8469  
www.brianmcdonaldphotography.com

Fresh Start Studios  
Jen Smits  
(616) 550-9871  
freshstartstudios.com

harr Creative  
(517) 974-7809  
harrcreative.com

**EGRESS WINDOWS**

WMGB Home Improvement  
(616) 205-3231  
wmbg.com

**ELECTRICAL**

M. Schneider Electric  
(616) 550-3348  
mschneiderelectric.com

**FLOORING**

Curtis Creations  
(616) 822-1265

Dyer Flooring  
(616) 318-0783  
www.dyerflooring.com

**HOME BUILDER**

Pear Tree Homes  
(616) 644-2942  
peartreehomesgr.com

Sable Homes  
(616) 866-3913  
www.sablehomes.com

**HOME INSPECTION**

Alert Inspection Services  
(616) 662-6990  
www.alertinspections.com

Hawkeye Inspection Services  
Tony Zaidel  
(616) 322-9551  
www.tonyzaidelinspections.com

Over And Underwood  
Home Inspection  
(616) 454-8500  
overandunderwood.com

**HOME TECHNOLOGY**

Eco Smart Home Pros  
(231) 683-2127  
ecosmarthomespros.com

**TRU MEDIA**

TruMedia  
(616) 777-5225  
trumediahome.com

**INSURANCE**

Farm Bureau Insurance  
Jeremy Underwood Agency  
(616) 667-9250  
www.underwood-insurance.com

Goosehead Insurance  
Philipp Reinartz  
(616) 755-6411  
gooseheadgr.com

Hansen Insurance Group  
(616) 422-7610  
hanseninsurancegrip.com

**MOLD REMEDIATION**

BioSafe Environment  
(616) 446-0917  
www.biosafeenvironment.com

**MORTGAGE**

First Community Mortgage  
(616) 822-6557  
www.firstcommunitymortgage.com

Guild Mortgage Inlanta  
Jonathan Arnold  
(616) 581-2374  
applywithjon.com

Lake Michigan Credit Union  
Jake Williams  
(616) 265-3837  
www.lmcu.org/jakewilliams

Lake Michigan Credit Union  
Zach Tebos  
(616) 234-6361  
www.lmcu.org/zacharytebos

Northern Mortgage  
Tim Meduna  
(616) 514-9740  
northernmtg.com/tim

Preferred Rate  
Stacy Miller-Kuiper  
(616) 430-4141  
preferredrate.com

**PAINTING**

DuraPro Painting  
(616) 514-9535  
www.durapropainters.com

**PAINTING CONTRACTORS**

CertaPro Painters of  
Grand Rapids  
Mark Williamson  
(616) 258-0677  
certapro.com/grandrapids

**PHOTOGRAPHY**

Forward Exposure  
Photography  
(616) 307-8800  
www.forwardexposure.com

**PHOTOGRAPHY & VIDEO SERVICES**

Brian McDonald Photography  
(616) 209-8469  
www.brianmcdonaldphotography.com

**PHOTOGRAPHY & VIDEOGRAPHY**

Fresh Start Studios  
Jen Smits  
(616) 550-9871  
freshstartstudios.com

harr Creative  
(517) 974-7809  
harrcreative.com

**PLUMBING**

Boulder Plumbing  
(616) 437-1856

**ROOFING**

Complete Roofing & Repair  
(616) 241-6688  
completerooferingrepair.com

Curtis Creations  
(616) 822-1265

Skyline Exteriors  
(616) 822-7719  
www.skylineexteriorsgr.com

Summit Point Roofing  
(616) 622-6343

www.summitpointroofing.com

**SOCIAL MEDIA**

Agent Concierge Services  
(616) 723-3290  
virtualacs.com

**TRANSACTION COORDINATOR**

Agent Concierge Services  
(616) 723-3290  
virtualacs.com

**Top Producers Choose Tim Meduna**  
*Turning Dreams into Addresses*

**NORTHERN MORTGAGE**

**Tim Meduna, Loan Officer**  
NMLS#128247

**616.514.9740 | NorthernMTG.com**  
2717 84th St SW, Byron Center

**Ready For a New Look?**

**CertaPro Painters®**

EXTERIOR | INTERIOR

- CABINETS
- DRYWALL REPAIR
- CUSTOMER TESTIMONIALS
- LICENSED INSURED
- WALLPAPER REMOVAL
- EXTERIOR/INTERIOR CARPENTRY
- RESIDENTIAL | COMMERCIAL
- LOCALLY OWNED

**616-724-2424**  
**CERTAPRO.COM/GRANDRAPIDS**

Each CertaPro Painters® business is independently owned and operated.

**Contact Us Today For a Free Estimate!**

We follow safety protocols and procedures!

**FORWARD EXPOSURE**

**VETERAN**

Everything you need in exquisite detail to showcase your listings in the highest quality for your clients!  
Offering: Photography & Video Marketing, Floor Plans, 3D Virtual Tours, Drone, and Personal Branding.

616.307.8800 | mike@forwardexposure.com | www.forwardexposure.com

Install and supply of carpet, vinyl, lvp, laminate and hardwood.  
Full service showroom or samples brought to you



**FREE ESTIMATES**

Family owned and operated since 1998  
Unmatched service

Mark Dyer  
**616-318-0783**  
Mark@dyerflooring.com

# MEET THE GRAND RAPIDS REAL PRODUCERS TEAM



**Chris Csotty**  
Owner/Publisher



**Terra Csotty**  
Owner/Publisher



**April Shanne Subiera**  
Publishing Assistant



**Ashley Streight**  
Content Coordinator



**Kevin Jurvis**  
Relationship Manager



**Shenia Schlosser**  
Ad Strategist



**Amanda Matkowski**  
Editor/Writer



**Jacob Harr**  
harr Creative LLC  
Photographer



**Brian McDonald**  
Brian McDonald  
Photography  
Photographer/Videographer

**Mold-Free Property =  
Happy Client!**



Quick Scheduling! • Full Property Inspection  
Detailed Inspection Report  
Treatment or Remediation Options



**Schedule your Inspection TODAY!**  
616.294.0060 | BioSafeEnvironment.com

Congrats to all who made our All-Stars Under 35 special edition! We appreciate everyone who nominated these individuals and for each of you who contributed to making this happen. A special shout-out to Jacob Harr from harr Creative LLC for the time spent on the photo shoot. The photos look amazing! 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 a feature, please email us at [terra.csotty@realproducersmag.com](mailto: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 Grand Rapids 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.

# CONNOR ANDERSON

KELLER WILLIAMS - GRAND RAPIDS EAST

Age: 29

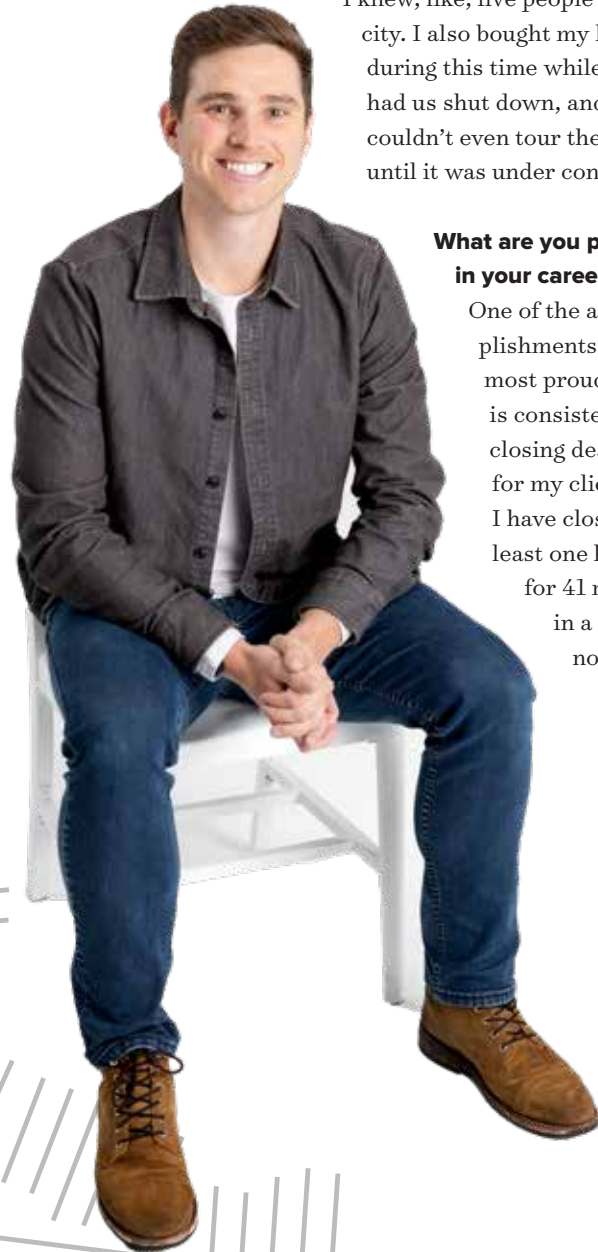
Are you an independent agent or do you have a team?: Independent

What year did you get licensed?: 2020

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Quitting a high-paying sales job with great benefits to move to Grand Rapids — a city I had never spent a full 24 hours in — to pursue being an agent, even though I knew, like, five people in the city. I also bought my house during this time while COVID had us shut down, and I couldn't even tour the home until it was under contract.



**What are you proud of in your career?**

One of the accomplishments I am most proud of is consistently closing deals for my clients. I have closed at least one house for 41 months in a row now. The

streak goes back to September of 2020 — five months into my career.

**What is your favorite restaurant in the area?**

Hard to choose just one, but KCM, Pind, and Butcher's Union are some of my favorites.

**Tell us one thing on your vision board or bucket list!**

The number-one item on my vision board is a ski house in the Colorado Rockies that is close to all of the resorts.

**Tell us one thing you can't live without (family & phones don't count)!**

My car! I am constantly driving around for meetings and showings or to do fun stuff like golf or run with friends. I honestly feel antsy whenever I ride to places with other people and I don't have my car! We are just kind of a package deal. The funny thing is that I drive a 2015 RAV4, so it's not even a fancy car, but it gets me around great!

**Who do you admire and why?**

Kevin Polakovich. He is the founder of Treadstone Mortgage and the Fulton Group. I really admire how dedicated he is to helping others — it is his number-one focus. I know he would give the shirt off of his back for me if I ever needed it, and that is not an exaggeration. He is just that kind of man and someone I strive to be like.

**What is your superpower?**

Being a jack-of-all-trades. I know a little bit about a lot of different subjects and have skills in many areas of life, but I am not an expert in any one thing, which I think makes me very versatile. The closest thing I would be an expert in would be real estate, but I am not even close to knowing everything there is to know and I never will — which I love!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I pictured myself being a stock broker. I didn't really know what they did, but it looked exciting, and I knew they made a lot of money. I guess being a real estate agent is a good back-up career.

**Tony Zaidel Inspection Services**  
A Hawkeye Company

**INSPECTING. PROTECTING. ASSURING.**  
HVAC • Home • Chimney • Electrical  
Plumbing • Residential • Flood & Water Damage

616.322.9551 • TonyZaidelInspections.com

**BRIAN MCDONALD**  
PHOTOGRAPHY

Photography | Drone Photography & Video | Video Tours  
3D Virtual Tours | Floor Plans | Virtual Staging

**Brian McDonald | (616)209-8469**  
brian@brianmcdonaldphotography.com  
www.brianmcdonaldphotography.com

**Clearing**  
THE WAY FOR SMOOTH CLOSINGS!

**Boulder Plumbing**  
We're Your Reliable Plumbing Partner.  
CONTACT ROB TODAY! 616.437.1856

# MICHELLE COSTA

## BELLABAY REALTY

**Age:** 28

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2020

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Going to college for a four-year degree in radiation therapy, getting accepted into a 16-person program, working in the field for three years — just to leave a very well-paying job for the uncertainty of a fully commission-based career in real estate.

**What are you proud of in your career?**

Maintaining constant relationships with all of my clients, past and present, in order to finally see a great return with referrals and listings.

**What is important to you right now?**

Building a business that is sustainable and personable, and obtaining assets for my family and my future.

**What is your favorite restaurant in the area?**

Živio

**Tell us one thing on your vision board or bucket list!**

Visit all 50 states

**Tell us one thing you can't live without (family & phones don't count)!**

Weights/gym. This may seem very minimal to people, but the power of the gym for your mental, physical and emotional health is incredible. I go to the gym almost daily as part of my morning routine and it sets me up for success — whether that is in my personal life or professional life.

**Who do you admire and why?**

My dad. He has been my rock and supporter. As a quadriplegic, he has taught me perseverance, determination, and work ethic. He has taught me to not judge a book by its cover, because he can do things that most people without paralysis can't even do. It's truly an inspiration and blessing to be able to look up to someone who is a constant motivation.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Sports medicine doctor



# ABBY CRIBBS

## RE/MAX OF GRAND RAPIDS

**Age:** 27

**Are you an independent agent or do you have a team?:** May Group, REALTORS®

**What year did you get licensed?:** 2019

**FAST FACTS:**

**What are you proud of in your career?**

I don't give up that easily. I got my real estate license in the fall of 2019, just months before our real estate market — and the rest of the world — shut down. My business was entirely put on hold, and I had to survive on my marketing and social media management income to support me and my cat, Onyx. After restrictions were lifted, I jumped into one of the most competitive markets that the real estate industry has seen all while trying to learn and build my knowledge and confidence in this ever-changing field. I saw minimal growth in my first few years in real estate, but now I've more than doubled my annual production and I've closed nearly half of my last year's production.

**What is your favorite restaurant in the area?**

I love grove. They use quality farm-to-table ingredients to craft creative and delicious dishes. The restaurant has a cozy, modern atmosphere and high-level customer service.

**Tell us one thing you can't live without (family & phones don't count)!**

A physical item I couldn't live without is my blender. I make a protein smoothie (strawberry, banana, kale, spinach) every morning, and it's the best way to start my day.

If family were allowed — I can't live without my fur babies (and I'm absolutely terrified of the day I'll have to say goodbye to them). They enrich my life in too many ways to quantify, and I feel so fulfilled caring for them.

**Who do you admire and why?**

I'm grateful I get to say I've looked up to and learned from so many people over the years. Someone I admire the most is my grandma (Naya a.k.a. Lin Opgenorth). She is a truly self-made woman who endured an abusive, toxic upbringing and left that abusive home to achieve a master's degree in English and teach high school English in Elk Rapids, Michigan. She's the most outspoken, authentic, passionate, resilient and well-read woman I know. She is always trying to learn new things, master new skills, connect with friends and family, and stay involved in her community.

**What is your superpower?**

My resilience, grit and strength. Adversity after adversity and continuing to pick myself up, find the silver lining, and keep putting one foot after the other. I'll keep adapting and growing and smiling through anything I encounter.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I've always been interested in managing multiple businesses/sources of income, similar to my dad, who manages three businesses and various properties. I love wearing multiple hats, and I'm terrible at sitting still. I've also dreamed of having a career in the arts/entertainment industry. I have a deep love for music, film, acting and singing that came from my grandma and mom.



# DAKOTA all-stars under 35

Photo by Jacob Harr with harr Creative LLC

# CUNNINGHAM

KELLER WILLIAMS - GRAND RAPIDS EAST



**Age:** 25

**Are you an independent agent or do you have a team?:** Lucas Howard Group

**What year did you get licensed?:** 2022

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

A huge risk I took in life was jumping into real estate full time at the age of 22. I didn't have much savings at the time, and the first few months to almost a year were tough! Having a nine-to-five and a secure paycheck to a performance-based income really was a shift, but I knew I was motivated enough to get my business rolling quickly. It sure did pay off. I love what I do.

**What is something you're excited about for 2024?**

I am excited to dive more into mentoring and educating new agents — both on our team and market center. I am also very excited to be a part of the Keller Williams Agent Leadership Council (ALC). This year, I am leading the Education committee with three other agents.

**What is important to you right now?**

Preparing and planning to purchase my first home. That is one thing I would love to accomplish for both my personal and professional life. With a goal of getting into investing, the first step is securing your first home. Since getting

into real estate, my goal of purchasing my first home only grew stronger and stronger. I'm eager to apply what I have learned over the past year and a half to help set me up for success.

**What is your favorite restaurant in the area?**

San Chez Bistro in downtown Grand Rapids or Black Napkin, which has the best burger!

**What are you most thankful for?**

I am most thankful for my boyfriend of three years, Eric, for supporting me during the big career switch. The first year, he helped support me both financially and emotionally from the second I made the decision to get into real estate. Without his endless support and total confidence in me to succeed, I wouldn't be where I am today.

**Tell us one thing you can't live without (family & phones don't count)!**

My dogs! I have two Siberian huskies that are my best buddies. I will always have dogs for the entirety of my life.

**What is your superpower?**

Perseverance — I am highly motivated, and when I set my mind to something, I will accomplish it.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Lawyer



When protecting what matters most, the **EXPERIENCE MATTERS.**



Call **Jeremy Underwood** today!  
**(616) 667-9250** | [junderwood@fbinsmi.com](mailto:junderwood@fbinsmi.com)  
 511 Baldwin St., Jenison



West Michigan's #1 Recommended Roofing Company

**SKYLINE EXTERIORS**

**ROOFING • SIDING • DECKS  
 WINDOWS/DOORS • GUTTERS**

CALL TODAY FOR A FREE ESTIMATE!

616-822-7719 • [skylineexteriorsgr.com](http://skylineexteriorsgr.com)  
[info@skylineexteriorsgr.com](mailto:info@skylineexteriorsgr.com)

THE ONE-STOP-SHOP FOR REAL ESTATE AGENTS.

**NEW SERVICES AVAILABLE!**

- SOCIAL MEDIA MANAGEMENT PACKAGES
- LOGO CREATION
- WEBSITE CREATION
- VIDEO SERVICES

**OUR CLASSIC SERVICES:**

**LISTING SERVICES**  
 DOT LOOP, SKYSLOPE, PAPERLESS PIPELINE, COMMAND, FLEX MLS, RABBITOM, REAL COMP AND MORE!

**PENDING SERVICES**  
 WE CAN BE A PART OF YOUR TEAM'S LONG TERM STRUCTURE TO HELP WITH ADMINISTRATIVE TASKS, FREEDING THE TEAM UP TO SHOW AND SELL MORE HOMES!

VirtualACS.com | (616) 723-3290 | [Team@VirtualACS.com](mailto:Team@VirtualACS.com)





Inspecting Your Investment with Integrity



#616-454-8500  
overandunderwood.com



## EGRESS WINDOWS A SAFE ESCAPE

**FREE ESTIMATES**  
**\$400.00 OFF**  
select egress packages  
**\$100.00 off all services**  
for new home owners



**BASEMENT EGRESS WINDOWS**  
create safe, secure, and legal bedrooms  
or living space in your basement

- REPLACEMENT WINDOWS
- GLASS BLOCK WINDOWS
- EGRESS WINDOWS
- ENTRY DOORS
- INSULATION & MORE

**CALL OR EMAIL US TODAY TO  
SCHEDULE A FREE ESTIMATE**

616.205.3231 | WMGB.COM  
OFFICE@WMGB.COM

**ASK ABOUT OUR  
REALTOR REFERRAL PROGRAM**  
616.205.3231 | WMGB.COM



★★★★★  
WITH OVER 1200 GOOGLE REVIEWS

# AUSTIN HILYER

▶ all-stars under 35  
Photo by Jacob Harr with harr Creative LLC



FIVE STAR REAL ESTATE

**Age:** 28

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2018

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

A big risk that I took was dropping out of college to fully pursue real estate.

**What is something you're excited about for 2024?**

I am excited to continue building relationships with past and future clients!

**What is important to you right now?**

My family. Real estate can be very time-demanding. One of my goals this year is to spend as much time as possible with my family!

**What is your favorite restaurant in the area?**

Nonno's, The Red Bird Bistro & Grill, Cedar Springs Brewing Company, Thrive Acai Bowl Café

**Tell us one thing on your vision board or bucket list!**

To build my forever home in the community that I have lived in my entire life.

**Tell us one thing you can't live without (family & phones don't count)!**

My three French bulldogs!

**Who do you admire and why?**

My wife. She continues to amaze me. We recently opened a smoothie and acai bowl café in our hometown, and her dreams, determination, and work ethic are captivating. She pushes me to be the best I can be!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I dreamed of owning a supplement store or clothing brand. I also wanted to become an elementary school teacher.

# AMANDA HOLBERT

## BELLABAY REALTY

**Age:** 33

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2022

**FAST FACTS:**

**What are you proud of in your career?**

I am so proud of selling 34 homes in my first full year of real estate alongside being a wife and a homeschooling mom to my four kids!

**What is something you're excited about for 2024?**

Helping more families buy and sell, and purchasing more properties to add to our investment portfolio.

**What is your favorite restaurant in the area?**

San Chez Bistro, Blue Water

**Tell us one thing on your vision board or bucket list!**

To take some time off and travel in our RV with my husband and kids.

**Tell us one thing you can't live without (family & phones don't count)!**

Summer! I look forward to it every year and live it to the fullest!

**Who do you admire and why?**

Kendra Havemeier — my broker. She has been so helpful to me while I started my career in real estate. She's a top producer, mom, and friend. I admire her willingness to teach me everything she knows, and she truly cares about my success.

**What is your superpower?**

Multitasking! I have four kids, and I homeschool them alongside selling real estate full time!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A business owner! I always knew I wanted to be an entrepreneur.



Contact TruMedia Home for all your residential and commercial technology design and consultation needs in West Michigan.

8162 Fulton St E  
Ste D Ada, MI 49301  
616-777-5225  
www.TruMediaHome.com  
@trumediahome

## YOUR LOCAL MORTGAGE EXPERTS

LMCU has the low down payment options to make financing your new home as easy as possible.  
**Contact a loan officer today to get started:**

 Jake Williams, Mortgage Sales Manager (616) 265-3837   NMLS #1084209 Jake.Williams@LMCU.org	 Zach Tebos, Mortgage Loan Officer (616) 234-6361   NMLS #1180225 Zachary.Tebos@LMCU.org	 Peter Latvaitis, Mortgage Loan Officer (616) 234-6556   NMLS #425757 Peter.Latvaitis@LMCU.org
 Rachelle Gumowski, Mortgage Loan Officer (616) 234-6957   NMLS #995289 Rachelle.Gumowski@LMCU.org	 Heather Cronkright-Oliver, Mortgage Loan Officer (616) 234-6582   NMLS #1460844 Heather.Cronkright-Oliver@LMCU.org	 Jenna Mitchell, Mortgage Loan Officer (616) 234-6959   NMLS #580782 Jenna.Mitchell@LMCU.org

\*For well-qualified borrowers. Equal Housing Lender

# JUSTINE HOOPER

## AMPLIFIED REAL ESTATE



**Age:** 34

**Are you an independent agent or do you have a team?:** Broker/Owner

**What year did you get licensed?:** 2016

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Jumped out of a plane, moved across the country for a guy, traveled alone, left a job for less money to be happier, opened my own brokerage

**What is important to you right now?**

Building up my agents

**What are you most thankful for?**

The trust people have in me

**Tell us about a challenge you have overcome — personal or professional!**

I left a business that I loved to open up my brokerage in the way that I wanted to run it. The emotions that came personally and professional were life-changing.

**Tell us one thing you can't live without (family & phones don't count)!**

Traveling

**Who do you admire and why?**

My mentor, Isaiah Colton. He has such strategy and confidence.

**What is your superpower?**

I have perseverance and commitment like crazy.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Veterinarian

# RACHEL MABIE

## BELLABAY REALTY

**Age:** 31

**Are you an independent agent or do you have a team?:** Move Home Realty Group

**What year did you get licensed?:** 2016

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Ironically, I think my biggest risk was getting into this career. One day, I decided to drop all of my college courses from the GVSU campus parking lot mid-semester and signed up for my real estate class online. It was a scary leap for me! I didn't know if I could be successful in a career like this, but it turned out to be one of the best decisions I ever made.

**What are you proud of in your career?**

The thing I am most proud of is having clients who now consider me a close friend or like family. The homebuying or selling process can feel quite stressful at times, and I pride myself on being the calm through the chaos for my clients. They truly do become my friends by the end of it!

**What is your favorite restaurant in the area?**

Bowdie's Chophouse. I'm a big steak girl!

**Tell us one thing on your vision board or bucket list!**

My biggest bucket-list activity has always been to snorkel in the Great Barrier Reef and see Australia in general. I also really want to visit the Australia Zoo owned by the Irwin family.

**What are you most thankful for?**

I am most thankful for my family — my son Liam, my husband Derek, and my second baby arriving in December. They will always be the most important part of my life.

**Tell us about a challenge you have overcome — personal or professional!**

I separated from my business partner of six years in the fall of 2022. Learning to navigate this industry alone and building a new team from scratch was hard. 2023 was definitely a very tough year due to that, but I learned a lot, and I am incredibly grateful for the team I have now.

**Who do you admire and why?**

My mom. Since becoming a mom myself, I've started to understand so much more about what she gave up to stay home and raise me and my sister. Now she is the best grandma to my little boy.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A "popstar." Don't laugh! I really thought I was going to be like Britney Spears when I grew up. (Even though I can't sing to save my life!)



# EMILY MAGLOTHIN

▶▶ all-stars under 35

Photo by Jacob Harr with harr Creative LLC

BERKSHIRE HATHAWAY HOMESERVICES



**Age:** 32

**Are you an independent agent or do you have a team?:** Brace Homes

**What year did you get licensed?:** 2019

**FAST FACTS:**

**What are you proud of in your career?**

Helping so many first-time homebuyers. I know the feeling, and it has been so rewarding to see buyers close on their first home!

**What is your favorite restaurant in the area?**

This is so hard! It's a tie for me between Noco Provisions and Butcher's Union. Oh, or Olives. I can't possibly pick just one.

**Tell us one thing on your vision board or bucket list!**

An Alaskan cruise, specifically to go whale watching.

**Tell us about a challenge you have overcome — personal or professional!**

When I became an agent two years ago, I'd be lying if I said I wasn't extremely nervous. It felt uncertain, and I had a ton of self-doubt. I've worked

hard and proven to myself that I'm capable, and I'm really proud of that.

**Tell us one thing you can't live without (family & phones don't count)!**

Comfy clothes

**Who do you admire and why?**

My grandma. She has always been able to see the silver lining, even when it seems like the worst of times. She has always been able to point out what she's thankful for and has always made every person she has been around know that they are so important.

**What is your superpower?**

Problem-solving. Everything is "figure-out-able."

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Oh wow, it's funny, I just came across one of my old yearbooks, and it said I wanted to be a nurse. I imagine it was probably the same — around 12-15 years old. I hate the sight of blood, so that didn't last long.

@realproducers



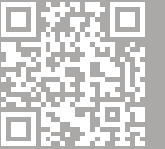
Custom homes | Kitchens  
Additions | Basements

PEAR TREE  
HOMES

Contact us today!

616.644.2942

PearTreeHomesGR.com



Shingles Flat

## Complete Roofing & Repair

- Residential & Commercial Roof Replacement Services
- Residential & Commercial New Construction Services
- Roof Evaluations & Reports • Roof Repairs

**Don't just get it done, get it Complete.**

**616-241-6688**  
www.completerooferingrepair.com  
info@completerooferingrepair.com

**REAL ESTATE INSURANCE MADE EASY. EVERY TIME.**

Partner with the experts who understand the home buying process and never miss a closing date again!

**HOME, AUTO, LIFE, BUSINESS, FLOOD**

Certified Insurance Counselor and Licensed Insurance Counselor

**goosehead**  
INSURANCE

616.755.6411  
GooseHeadGR.com  
6440 E Fulton Street  
Suite 201, Ada, MI 49301

Philipp Reinartz CIC, LIC  
Independent Agent

Tom Voglewede  
Independent Agent

We partner directly with Lenders and Realtors.  
**Let's get started!**

# GABRIEL A. MILLER

## GRAND RIVER REALTY



**Age:** 28

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2020

**FAST FACTS:**

**What are you proud of in your career?**

That I have been able to utilize platforms and the connections I have made and earned (Rookie of the Year, GRAR Award 2021) to speak about victim advocacy for adolescent victims of assault in our communities, make connections with others who are passionate in my community and organization about this cause, and spread awareness — as well as lay the foundation for a future nonprofit organization that I would like to run and fund for adolescents transitioning to a safe place (REALTORS® Providing a Safe Space [RPASS]).

**What is something you're excited about for 2024?**

Continuing to build my business further and work with a few of the clients I have been helping prepare for years in advance to become first-generation homeowners.

**What is your favorite restaurant in the area?**

Hancock, if it is quick food (the jalapeño cheddar cornbread and spicy chicken are amazing), or Butcher's Union for some steak and Brussel sprouts.

**Tell us one thing on your vision board or bucket list!**

To eventually purchase an investment property to turn into a halfway/safe house for the nonprofit organization I want to start in my five-to-seven-year goal.

**What are you most thankful for?**

The support of some of my mentors, even from my past brokerage, who helped me develop my business model and taught me how to build a career that reflects how I want to grow my business in a way I am happy and proud of.

**Tell us about a challenge you have overcome — personal or professional!**

My first closing was during COVID, and I was quarantined into the house for it due to someone else in my home having it, which was a bummer. I've never sold a home for my family because only my immediate family is in Michigan.

**Who do you admire and why?**

Leandra Davies from RE/MAX of Grand Rapids, who is an agent care coordinator. She knows how to connect with anyone and truly shows that she cares and empowers others while building strong relationships, which is something I want my business to reflect.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A basketball player or professional video gamer. My parents definitely limited my screen time, haha.

# MICHAEL MOELKER

## RE/MAX OF GRAND RAPIDS



**Age:** 24

**Are you an independent agent or do you have a team?:** Glover Home Group

**What year did you get licensed?:** 2021

**FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Honestly, starting up my own business in real estate, where you never know when you will get your next paycheck. That was probably the scariest thing I've done. No lifeline if I fail.

**What are you proud of in your career?**

I'm proud that people trust me to help them with their real estate needs. The amount of faith and trust people have put into me to help me start and build this business as a 24-year-old has been amazing. After all, this whole business is built around people trusting you to get the job done in their best interest. That's what I strive to do and will continue to do for my clients.

**What is something you're excited about for 2024?**

Business: I'm excited to grow my business, learn more about real estate, and sell a lot of houses!

Personal: I'm excited to buy my first house and go on a couple of hunting trips with my family and friends!

**What is your favorite restaurant in the area?**

Condado Tacos

**Tell us one thing on your vision board or bucket list!**

Bucket list: Go on my first Western big-game hunting trip

**Tell us one thing you can't live without (family & phones don't count)!**

I can't live without my hobbies. Hunting, fishing, and playing softball really help me relax and get away from the busy work life. Without my hobbies, I would be stressed out a lot.

**Who do you admire and why?**

I really admire my dad. He took a leap of faith and went from his construction job with a regular income to starting his own inspection company. He had three kids and a wife to support, and he made ends meet through hard work and perseverance. Now he's running one of the best inspection companies in West Michigan. I'm trying to do the same thing — just without the three kids and a wife!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Believe it or not, I always wanted to be a veterinarian. I love dogs and other animals. I thought it would be my dream job to work with them every day, but then I found out that you had to go to school for seven years.

# IGNACIO PERALTA

BELLABAY REALTY



Age: 35

**Are you an independent agent or do you have a team?:** Independent

**What year did you get licensed?:** 2021

**FAST FACTS:**

**What are you proud of in your career?**

The fulfillment I get every time I have a family move into a new home or help them achieve financial success.

**What is something you're excited about for 2024?**

I'm excited about educating more buyers and sellers in the evolving real estate market.

**What is important to you right now?**

Practicing self-care and staying healthy, and focusing on my family

**What is your favorite restaurant in the area?**

Margo's Family Restaurant

**What are you most thankful for?**

My wife. We got married when I was 19 and were high school sweet-hearts. Now we have five wonderful children together.

**Tell us about a challenge you have overcome — personal or professional!**

As a Mexican immigrant who arrived in the USA at 8 years old, I found a way to start investing in real estate while working two minimum-wage jobs. I diligently saved and bought my first house — a duplex — at age 24, and now I want to help others with their generational wealth journey.

**Who do you admire and why?**

My mom, because as a single mother, she gave us everything we needed and had the courage to come to the USA without knowing the language or the culture.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Firefighter

## We can't predict the future, but we can protect it.

**FARM BUREAU INSURANCE®**  
Hansen Insurance Group  
(616) 422-7610

Get accessible and personalized multi line insurance based in intention, commitment, and integrity.

[hanseninsurancegrp.com](http://hanseninsurancegrp.com)



**Hansen Insurance Group**  
Victoria Hansen  
Vhansen@fbinsmi.com  
(616) 422-7610

PRINT IS STILL ALIVE.



Celebrating two decades of print excellence, now 800 niche magazines strong (and counting).

THE N2 COMPANY.  
STROLL greet REAL PRODUCERS LOCAL hyp:rt

FRESH START STUDIOS  
REAL ESTATE photography

One-stop-shop for all your Real Estate Imagery services:

Photography, Videography, Drone/Aerial Photo & Video, 3D Virtual Tour, Floor plans, Virtual Staging (servicing Grand Rapids and surrounding areas)

[www.freshstartstudios.com](http://www.freshstartstudios.com)  
616.550.9871 • [jen@freshstartstudios.com](mailto:jen@freshstartstudios.com)

# JESSICA PLATKO

▶▶ all-stars under 35

Photo by Jacob Harr with harr Creative LLC

## MITTEN REAL ESTATE

**Age:** 28

**Are you an independent agent or do you have a team?:** Broker/Owner

**What year did you get licensed?:** 2019

### **FAST FACTS:**

**Tell us about a risk you have taken in your life!**

The best risk I think I have taken was attending GVSU, moving from my small town in Northern Michigan, and establishing a life here. It led me to incredible friendships, my career, and opportunities I would not have had if I stayed up north. It does not sound too groundbreaking, but at the time, I was terrified about leaving behind what I knew.

**What are you proud of in your career?**

My proudest moment is currently what I am experiencing now as I become the owner and broker of Mitten Real Estate. I had asked for this opportunity back in 2022, but it was not the right time for anyone. When Alison presented the idea in fall of 2023, I could not say no. I had loved what she had created and thought that the brand was extremely cohesive for other agents who wanted to be a part of a boutique brokerage that focused heavily on the community. I did not expect this to happen within the first five years of my career, but here we go!

**What is your favorite restaurant in the area?**

Nonna's: The Trattoria

**Tell us one thing on your vision board or bucket list!**

A cottage in Glen Arbor! This area of

Michigan is incredibly special to my family, so my husband and I would love to find a quaint space that allows for our families to come together throughout the summers. Truly just a place for us to make memories in our favorite small town!

**Tell us one thing you can't live without (family & phones don't count)!**

Madcap coffee, preferably an iced vanilla latte. Otherwise, my three Bernese mountain dogs are my entire world.

**Who do you admire and why?**

My grandmother, Janet Young. She has always taught me the importance of being an independent and self-sufficient woman, and truly pushes herself beyond limits. Janet is a retired school teacher, but as she nears 80 years old, she is currently an author and is well-involved with the research concerning shipwrecks throughout the Great Lakes.

**What is your superpower?**

Gift giving!

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

Oddly, I had a fascination with HGTV, which transpired into me looking at homes online in my area — more than an average 10- to 12-year-old would! I would write down all of the facts regarding the home and then try to tell my parents we should move — which is humorous, because my parents have been in the same home for over 25 years. I had no real estate figures in my life, so I truly do not know why I had this fixation, but it went on for quite a few years!



▶▶ all-stars under 35

Photo by Jacob Harr with harr Creative LLC

# RYAN PRICHARD

## BLUE BEACON BROKERAGE

**Age:** 33

**Are you an independent agent or do you have a team?:**

Prichard Properties

**What year did you get licensed?:** 2016

### **FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Starting my own brokerage with a partner!

**What is something you're excited about for 2024?**

Expanding Blue Beacon and taking my wife to Hawaii for three weeks!

**What is important to you right now?**

My daughter and son. I'm constantly thinking about their growth and future stability.

**What is your favorite restaurant in the area?**

Leo's Seafood Restaurant & Bar

**Tell us one thing on your vision board or bucket list!**

To sell \$30 million in one year!

**Who do you admire and why?**

My wife. Being a mom is an incredibly hard role.

**What is your superpower?**

Knowing the right decision to make and being able to make the decision quickly.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

A builder and elementary school teacher



# LAUREN ROCKEL

▶▶ all-stars under 35

Photo by Jacob Harr with harr Creative LLC

KELLER WILLIAMS - GRAND RAPIDS NORTH

**Age:** 32

**Are you an independent agent or do you have a team?:** The Blehm Group

**What year did you get licensed?:** 2017

#### **FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Pertaining to real estate, I quit my job and decided I was joining my team before I got my license. I didn't really think about my Plan B if I didn't pass the test. I also didn't have a Plan B for being able to pay my bills if I didn't sell a home or two right out of the gate. I literally didn't have any savings. Plan A was real estate and so was Plan B. My team leaders just said "do what we tell you to do and we promise you'll be okay," and I fully trusted them.

**What is something you're excited about for 2024?**

Personal: I'm excited to spend time outdoors with my family. We love camping, having beach days, hiking, and doing all things "Michigan." I'm excited for the experiences and memories.

Business: I've been enjoying working with families who are relocating from out of state, so I am looking forward to our upcoming relocation season. I'm always eager to show gorgeous old homes to awesome people! There's a lot to look forward to in this industry.

**What is important to you right now?**

I have a wife and a 3-year-old, and spending

time with them is super important to me. My kiddo made me realize that work can wait, but life can't — I'm constantly working on being more present, balancing work with family.

**What is your favorite restaurant in the area?**

Just one? Probably Linear Restaurant ... or maybe Divani. And also Yesterdog ...

**Tell us one thing on your vision board or bucket list!**

To visit every state!

**Tell us one thing you can't live without (family & phones don't count)!**

My watercolors!

**What is your superpower?**

I'm extremely optimistic when it comes to knowing that "things will work out." I just believe that there is an answer and a reason for most things.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

I thought I'd be burning my bra in the street and protesting deforestation or something while simultaneously being some type of starving artist in a cool, grungy apartment in NYC.



▶▶ all-stars under 35

Photo by Jacob Harr with harr Creative LLC

# ALLYSON WARNERS

EXP REALTY

**Age:** 26

**Are you an independent agent or do you have a team?:** Blu House Properties

**What year did you get licensed?:** 2022

#### **FAST FACTS:**

**Tell us about a risk you have taken in your life!**

Moving to Michigan was a big risk for me! I grew up in central Pennsylvania and lived there for most of my childhood! My town was pretty small, and I was very much a homebody. However, I was also very tall and not terrible at volleyball. I prayed a lot about where I wanted to attend college, and ultimately, God led me to Calvin University, where I played volleyball for four years. I quickly fell in love with West Michigan and decided to stay here permanently. I have met so many beautiful people here and have grown in ways I could have never imagined when I moved eight years ago. None of that would have happened if I had not trusted God with my life and taken the risk to leave home!

**What is something you're excited about for 2024?**

I am so excited for everything our team at Blu House and eXp Realty Grand Rapids has going on. It is so much fun to collaborate with such amazing people every day — people with unique ideas and strengths who are unafraid to share them. I learn something new every day just by working around our group, and I am excited for even more growth and learning experiences this year. Bonus: This is my first year on the GRAR Community Involvement Task Force, and

I am looking forward to everything we are planning this year as well!

**What is your favorite restaurant in the area?**

Wolfgang's! Can't beat their breakfast!

**Tell us one thing you can't live without (family & phones don't count)!**

Thrifting! I love thrift shopping. I find so many interesting treasures at local thrift stores and estate sales! Ninety percent of my closet is thrifted clothing, and I love finding unique pieces for family and friends, too!

**Who do you admire and why?**

I admire my parents. They have both devoted their lives to education and are two of the most loving, selfless, hard-working people I have ever met. Everything I have learned about life, faith, work ethic and love, I learned from them.

**When you were younger (say, 12-15 years old), what did you dream of becoming?**

My dad is a history professor, so naturally I wanted to be an archaeologist. I loved the idea of digging up artifacts and using them to learn about people of the past and share their stories. Real estate has a lot to do with stories in my opinion! Every person and home has a story to tell, and as we work with people and their houses, we get to hear and take part in these stories.





Grand Rapids Real Estate  
**MOVES FAST**

Follow Grand Rapids Real Producers on social media to keep up.



 @grrealproducers  
 @grrealproducers




GRAND RAPIDS  
**RP** **2023** BY THE NUMBERS


Here's what the top 300 agents in GRAND RAPIDS sold


 <p>\$3,685,973,817 SALES VOLUME</p>	<p>10,228 TOTAL TRANSACTIONS</p> 	<p>34 AVERAGE TRANSACTIONS PER AGENT</p> 	<p>\$12,286,579 AVERAGE SALES VOLUME PER AGENT</p> 
---	--	--	--

**DURAPRO**  
PAINTING LLC

Professional Painting

- Exterior
- Interior
- Cabinets



 Randy Smith  
(616) 514-9535  
durapropainters.com

Proudly Serving West Michigan Since 2001



*A proper inspection depends greatly on the inspector you hire!*  
After performing thousands of inspections, we have the knowledge and training to help you make informed decisions.

 **ALERT INSPECTION SERVICES**  
Residential & Commercial

 616.662.6990  
[alertinspections.com](http://alertinspections.com) 

Homes, Condos, Rentals, Commercial, Radon Testing, Multi-Unit, Insects, Pre-List, Walk-Thru & Post-Purchase



**M. SCHNEIDER ELECTRIC LLC**  
SHOCKINGLY GOOD SERVICE

**VETERAN OWNED BUSINESS**

[MSCHNEIDERELECTRIC.COM](http://MSCHNEIDERELECTRIC.COM)  
616-550-3348



# May Mingle at Vander Mill

▶▶ event recap



Thank you for joining us for our Grand Rapids Real Producers May Mingle!

sponsors: Agent Concierge Services and CertaPro Painters of Grand Rapids.

See photos from this event in the August issue.

Thank you Jacob Harr from harr Creative for taking photos and Brian McDonald Photography for taking video at the event.

Special thanks to Vander Mill for hosting and sponsoring us. We also appreciate our support

Interested in sponsoring a future event or have an idea for our next event? Reach out to kevin.jurvis@n2co.com.

BRIAN MCDONALD  
PHOTOGRAPHY



DECKS | SIDING | ROOFING | WINDOWS | REMODELS | FLOORING

## CURTIS CREATIONS

TRANSFORMING VISIONS INTO REALITY

Enhance Your *Property Potential*  
with Our Expert Services!

616.822.1265 | CurtisCreations49@gmail.com

SAVE 10-15% ON EVERY ORDER  
EXPLORE OUR NEW BUNDLES



[harrcreative.com](https://harrcreative.com)

PREMIUM PHOTOS • VIDEO TOURS • FLOORPLANS • DRONE • VIRTUAL TWILIGHT  
BUNDLES • BRANDING • ZILLOW TOURS • MATTERPORT TOURS • VIRTUAL STAGING

REAL ESTATE MADE BEAUTIFUL



**20** YEARS OF  
THE N2 COMPANY

# Your home, our expertise: the mortgage team you trust!



first community mortgage

## branch managers

Ben Kakkuri *NMLS ID 728157* Greg Clausen *NMLS ID 1065023* Neil Siebert *NMLS ID 136552*

## the grand rapids team

Whitney Irwin *NMLS ID 2442554* Ed Napieralski *NMLS ID 1527296* Steve Wiltz *NMLS ID 439541*  
Julie Smith *NMLS ID 441762* Emily Napieralski *NMLS ID 2211525* Lou Moratti *NMLS ID 1719350*  
Andrea Wilson *NMLS ID 1227514* Shelby Cutler *NMLS ID 2316186* Janae Fredline *NMLS ID 1696771*



NMLS ID 629700

[www.firstcommunitymortgage.com/grand-rapids-mi](http://www.firstcommunitymortgage.com/grand-rapids-mi)

1188 East Paris Avenue SE, Suite 200, Grand Rapids, MI 49546