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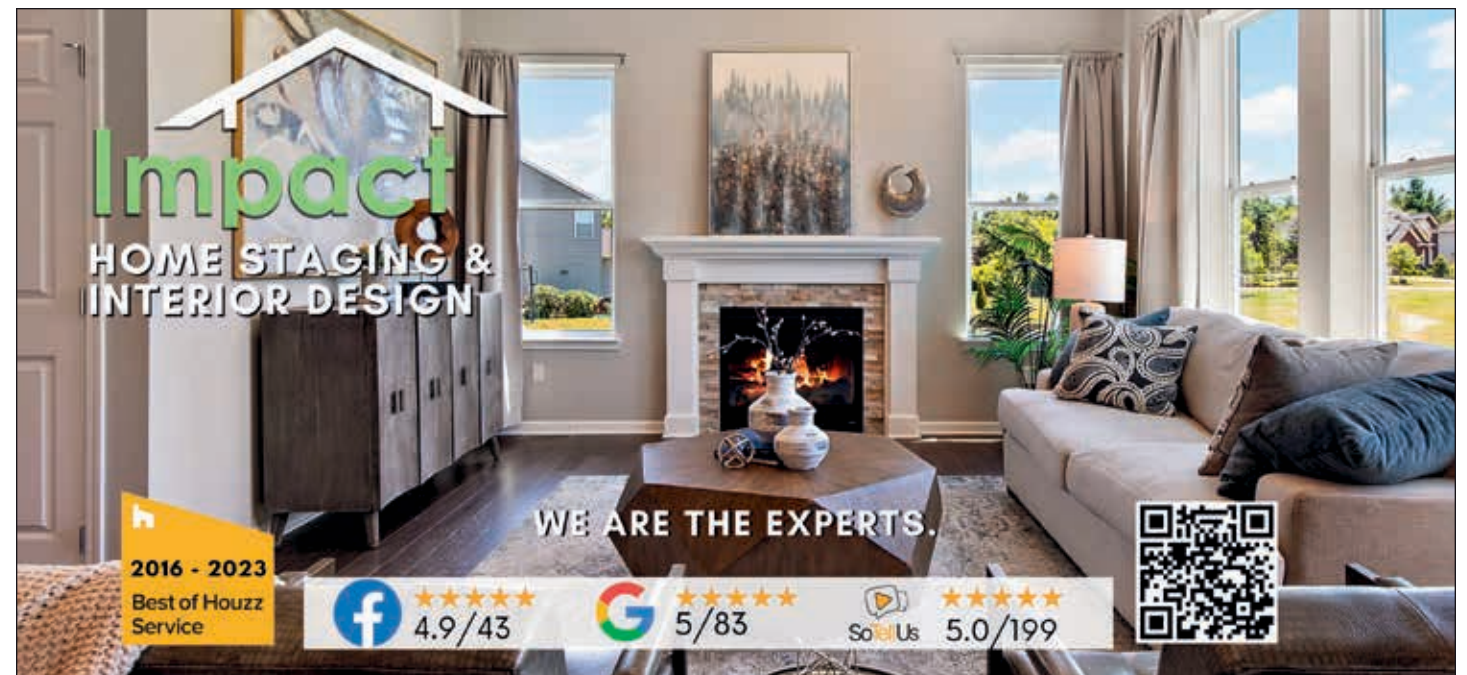
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▶▶ event announcement

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▶ top producer

By Robbyn Moore  
Photos by Jennifer Arnett with Starloft Photography  
Photos taken at Lombardo Homes Model at  
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# JEANINE BURMEISTER

BURMEISTER

## A Career Built on the Welfare of Others

Jeanine Burmeister is a dedicated agent and REALTOR® at Power House Group Realty with nine years of experience in the industry. Over the course of her career, she has successfully sold an impressive average of at least 25 houses per year, with total sales ranging between \$13-15 million.

Before embarking on her real estate journey, Jeanine built a solid educational foundation and gained valuable experience in the field of professional counseling. She earned both her bachelor's and master's degrees in professional counseling, specializing in behavior modification therapy and child therapy.

After graduation, Jeanine worked as a Licensed Associate Professional Counselor (LAPC) for five years before becoming a fully Licensed Professional Counselor (LPC) — a credential

requiring an additional five years of post-graduate work. She further specialized in areas such as child abuse/neglect, domestic violence, family/individual and play therapy.

Jeanine's transition into real estate was born out of a desire for a change in her professional life. "While I found my work as a therapist incredibly rewarding, it was also emotionally taxing, and it became particularly so when raising a toddler," she explained. "The shift to real estate allowed me to focus more on my own family without the emotional toll of my previous career."

Since obtaining her real estate license at the end of 2014, Jeanine has dedicated herself to providing personalized services that cater to the unique needs of her clients. Similar to her work as a professional counselor, Jeanine notably





enjoys working directly with people, listening to and hearing their needs. She is enthusiastic about selling and showing houses, customizing new builds, and having the flexibility to prioritize family time as needed.

On a personal note, Jeanine is married to Grantham Spencer, the branch manager of Michigan First Credit Union in Troy. Together, they have three children — Ella, 14, Harper, 12, and Ryker, 2. They enjoy doing regular family activities, dining out, vacationing, and experiencing the fine arts such as going to the theater, visiting art galleries and attending music concerts.

Jeanine's life journey is marked by resilience and transformation. "I faced significant adversity in my early life, growing up with a struggling mother," she stated. "Following my mother's unfortunate passing, I was adopted. This pivotal turn of events provided me

with access to an abundance of resources and support, which have significantly influenced my progression and achievements today."

For Jeanine, success in real estate is defined by personal referrals, which signify that she has earned the trust and respect of her clients. "Knowing that my clients have felt heard, understood, and provided for by me effectively is the best measurement of success," she said. "I have always been motivated to make a difference for the welfare of others, and real estate has allowed me to continue that objective."

Jeanine specializes in new construction and has future aspirations to expand her credentials by obtaining a builder's license. She firmly believes in prioritizing client interests above all else, which demonstrates her commitment of going above and beyond for client satisfaction and happiness.




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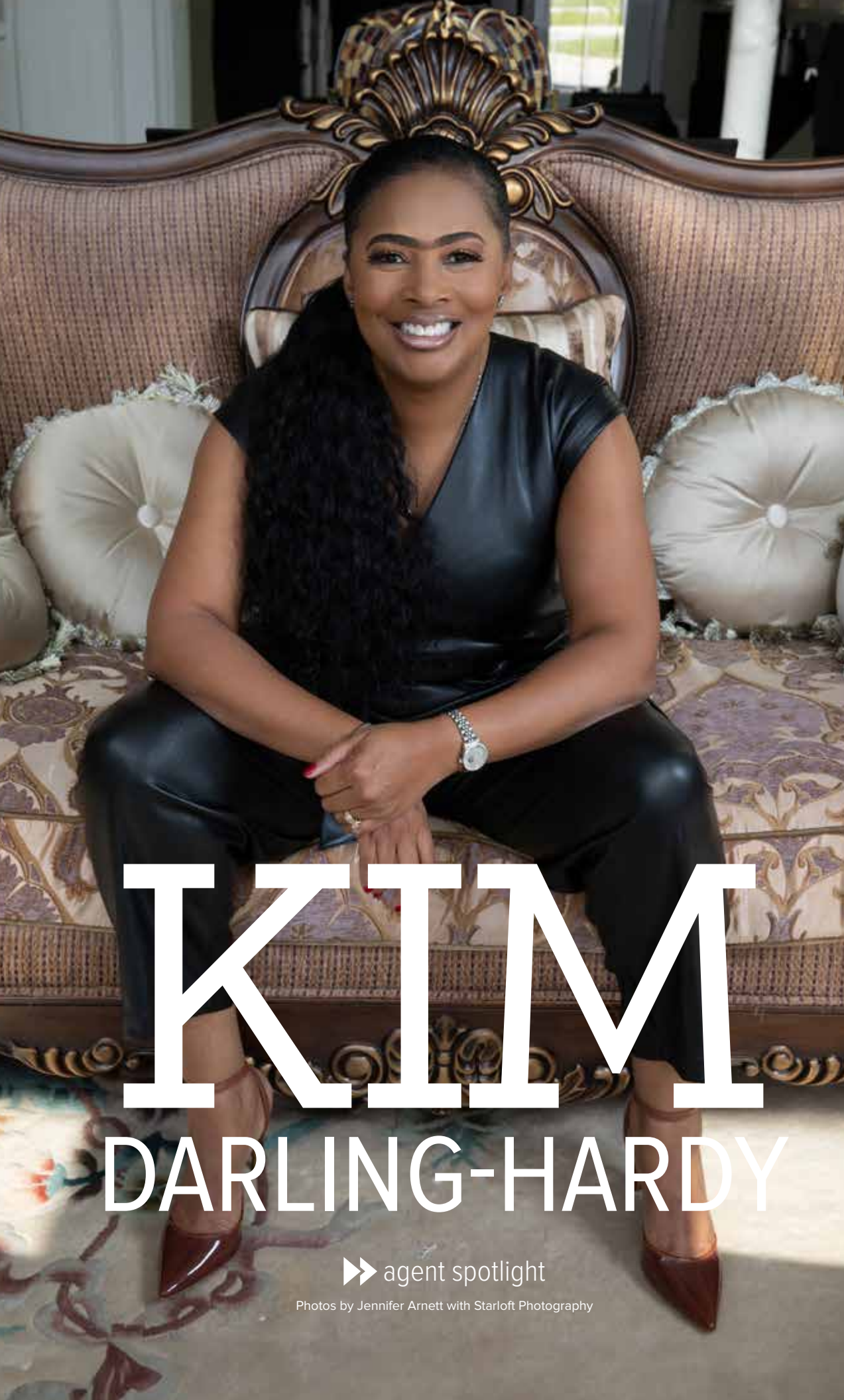
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# KIM DARLING-HARDY

▶ agent spotlight

Photos by Jennifer Arnett with Starloft Photography



## A Real Estate Trailblazer With a Heart of Gold

Kim Darling-Hardy, a prominent figure in the real estate world, is more than just a successful real estate agent: She's a force of nature. Known for her unwavering dedication to her clients and her community, Kim's journey in real estate is not only a testament to her hard work but is also a story of resilience and determination.

Kim started her career as a full-time agent seven years ago, and her passion for helping people find their dream homes has only grown stronger. Before she ventured into the real estate industry, she was engaged in the world of wholesaling while also working for a Detroit builder for eight years. This builder introduced Kim to many major players in the city of Detroit — all of which she says helped her along the way.

For Kim, the joy and happiness she sees in her clients' faces when they find the perfect home are what truly drives her in this profession. "I love helping people," she said. "I love making people happy."

Born and raised in Detroit, Kim was significantly influenced by her grandfather Willie. He was a hard worker who instilled valuable life lessons in her. "He taught me that nothing

comes easy and that I should have tough skin so things will roll off. Never take things personally when it comes to business," she shared.

Kim's educational journey led her through Martin Luther King, Jr. High School and Ferris State University, where she honed her skills and laid the foundation for her future success. However, it was the early struggles she faced, having to ensure her brother's and her own well-being at a very young age that truly defined her path.

Kim's unshakable drive and her desire to overcome life's challenges continue to fuel her success in the real estate industry. "I never wanted to stop," she said. "I love it when people doubt me or don't think I can do something — because then I go even harder."

Today, as the face of Front Page Properties, Kim is passionate about helping people and giving back to the community. Her commitment to fighting for her clients' needs sets her apart in the competitive real estate market.

One remarkable aspect of Kim's career is that she operates independently and without a team. She believes in being a one-woman show and



Kim is her family's rock. She has been married to Romero, Sr. for 30 years, and they have a son — Romero, Jr. Together, the family enjoys simple pleasures such as dining out, watching movies, and trying new food and drinks. Their laughter and time spent together are what truly define their happiness.

In her spare time, Kim loves shopping, hosting family events and traveling. She also enjoys spending time with her close friends and cousins. "We laugh nonstop, try new drinks, go on fun girl trips, and visit new brunch spots," she said with a smile. These hobbies allow her to unwind and create cherished memories with her loved ones.

has carved her path to success. Her ability to handle every aspect of a deal, from client negotiations to property showings, speaks volumes about her dedication to her craft.

The most rewarding part of Kim's real estate adventure has been her ability to provide for her extended family and help those in need. She's always ready to offer support whenever someone requires it, regardless of what is needed.

However, like any profession, Kim has faced challenges along the way. Her key to overcoming these hurdles is to "never give up. Keep going, pray, and keep God a part of your business."

Looking to the future, Kim is determined to elevate her real estate career to new heights. She aspires to obtain her broker license and hopes her son will join her in the industry so they can work together as a team, helping even more people find their perfect homes.

When asked about her favorite part of being an agent, Kim points to the flexibility, the independence, and the ability to call her own shots. For her, it's not just a career: It's a lifestyle that allows her to balance work with her family life.

In Kim's eyes, success is about reaching a certain point in your career where you are content and happy with your life. It's also about personal growth and the positive changes a person makes on their road to becoming a better version of themselves.

For aspiring real estate agents, Kim doesn't mind helping other agents get to where she is. "I will co-list a property to be able to help them grow," she explained. "Never think you're better than another agent — show them and help them. There is enough money for everyone."

Kim's legacy will undoubtedly be about her steadfast support for others in the real estate community and her boundless commitment to her clients. She will be remembered as a trailblazer who defied the odds and was a compassionate agent who never turned anyone away.

"Sometimes your success can come from one deal," Kim said. "Never turn anyone away, and don't judge a book by its cover. Don't let someone's words or their doubts stop your destiny. My husband did not want me to do real estate and didn't think it was the right fit; he wanted me to stop. But I never gave up. I kept going to get here."

Kim's story is not just a tale of triumph in the real estate industry: It's a story of perseverance, resilience, and the power of believing in oneself. Her journey from a challenging upbringing in Detroit to becoming a top-producing agent is a testament to what can be achieved with dedication and a big heart. In an industry that can be fiercely competitive, Kim not only stands out for her professional success but also for her firm commitment to helping others and for giving back to her community.

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# Burkhalter

A NEIGHBORLY APPROACH TO REAL ESTATE

**R**on Fox had always dreamed of having his own brokerage, and when the unexpected opportunity arose during the COVID-19 shutdown, he found the time he needed to get his broker's license and turn his dream into a reality. Malory Burkhalter had experienced Ron's dedication firsthand as her real estate agent when she bought her first home. "His dedication to his work and attention to client service inspired me to want to become a real estate agent and do the same for others," Malory recalled. "It wasn't long after I got my license that I joined Ron on his real estate journey."

For more than six years, Ron and Malory have been a real estate dynamic duo by establishing Downriver Homes as a brokerage that feels like a neighborhood family. "Malory is the only person I would want to do this with," Ron said. "In a short period of time, we established ourselves as top performers in our field and achieved a brokerage volume totaling nearly \$40 million. We are a boutique brokerage focused exclusively on residential sales in the Downriver area."

Downriver Homes' unique specialization allows them to provide personalized and tailored services to their clients, making them the go-to choice for anyone looking to buy or sell a home in the area. When it comes to their individual strengths, Ron brings a wealth of experience in marketing, advertising and managing client expectations. "Having previously managed a dealership, I know the importance of creating realistic expectations and going above and beyond to exceed them," Ron explained. "Malory's expertise in client service and phone sales enables her to build strong relationships with clients even before we meet them in person."

While they have their unique roles within the team, both Ron and



Malory share a common goal: to put their clients in a better position than when they first met. They genuinely care about the well-being of their clients and are dedicated to providing exceptional service throughout the entire real estate process. "I always say that we are like the 'mom-and-pop' shop of Downriver real estate," Malory said. "The Downriver area is a very small community, so our approach fits perfectly."

Ron and Malory's innovative business style is attributed to their separate but equal strengths. Ron takes charge

of the daily marketing efforts, ensuring that their brand is visible and engaging, while Malory handles all of the buyer-related tasks — from showings and answering leads to building relationships. Together, they form a well-rounded team that covers all aspects of the real estate business.

One of Ron and Malory's passions is their mobile app, Downriver Homes, which they strive to get onto as many phones as possible. Packed with useful tools, the app benefits not only homeowners but also anyone living in the Downriver area. "We believe in



the power of technology to enhance the real estate experience and are committed to leveraging it for the benefit of our clients,” Ron said.

When it comes to their work, Ron and Malory find satisfaction in knowing that they have guided their clients through a complicated process and have helped them achieve their homeownership dreams. “Seeing the excitement on our clients’ faces, especially when they thought homeownership wasn’t possible, brings us immense joy and fulfillment,” Malory shared.

Behind every successful team are supportive loved ones. Ron expressed

his gratitude for the unwavering support from his mother, Patti, and also his wife, Jessica. Likewise, Malory is thankful for her family as well as for Ron, who took her under his mentorship, guiding and training her to become the outstanding agent she is today.

Beyond their professional lives, Ron and his wife, Jessica, have grown children and two American Staffordshire terriers. Malory and her husband, Anthony, are proud parents to three kids aged 13, 9, and 4. Both Ron and Malory find joy and balance in their personal lives, which undoubtedly fuels their energy and dedication in serving their clients.

The Downriver Homes team leads with their hearts in every transaction. “We are real estate agents by profession, but more importantly, we are people who deeply care about what we do,” Malory said. “We understand that buying or selling a home is not just a transaction: It’s a significant life event that impacts individuals and families in profound ways.”

“In the face of naysayers, I have a valuable piece of advice to other team leaders: Don’t let others determine what you are capable of,” Ron added. “With determination, hard work, and a heart-led approach, success is within reach.”

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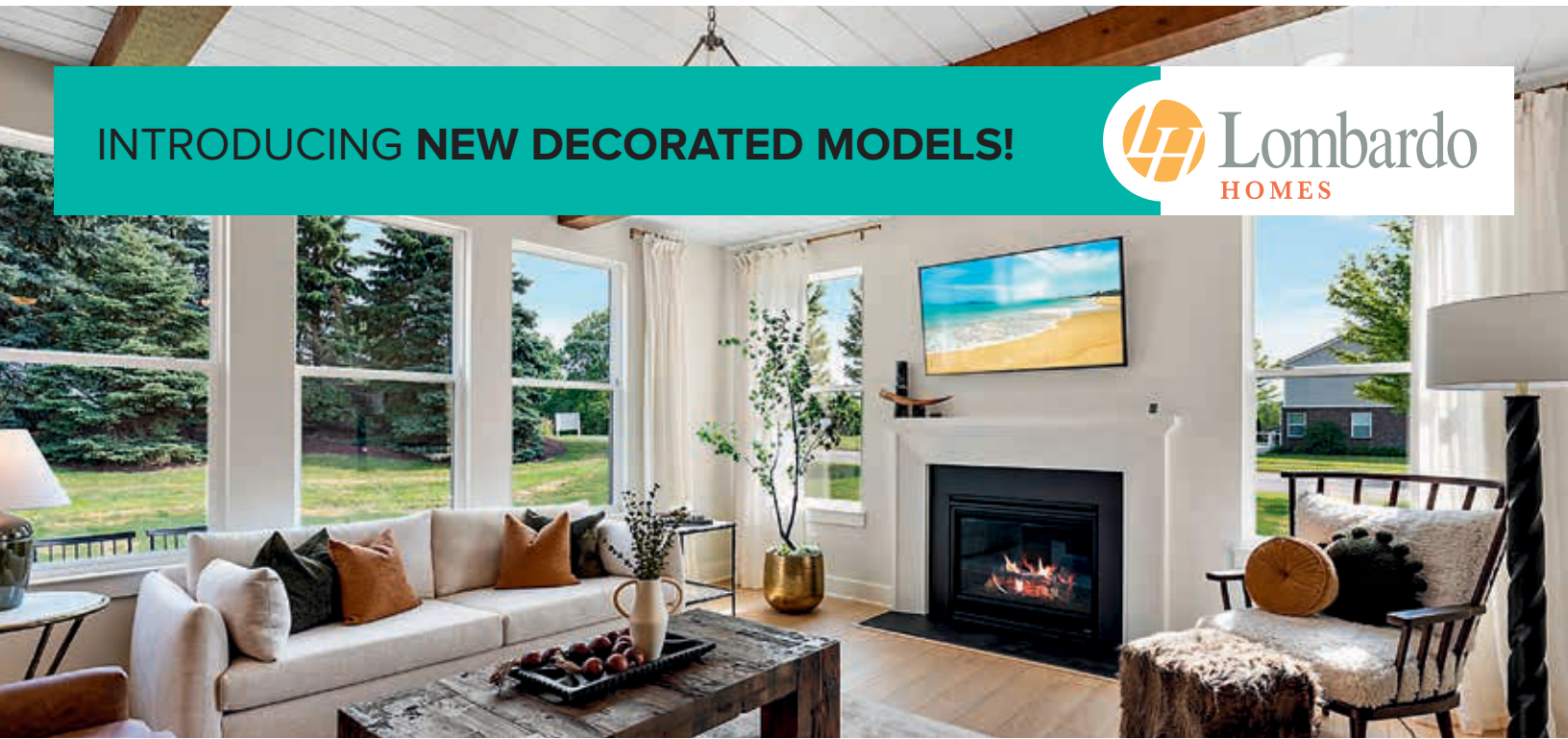
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