

MACOMB COUNTY

APRIL 2025

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Zach Carey



**PARTNER
SPOTLIGHT:**
JEFF & JOY
STARR WITH
WIN HOME
INSPECTION

**LEGEND IN THE
BUSINESS:**
JAN CALCATERRA

EVENT RECAP INSIDE

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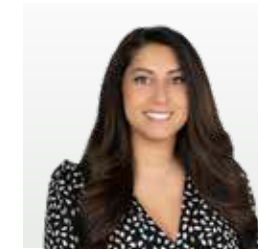
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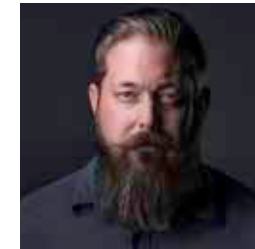
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Jeff & Joy Starr

with WIN Home Inspection

The Dynamic Duo Keeping Homebuyers Safe

PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES

When it comes to making one of life's biggest investments, having a trusted home inspector is invaluable. Jeff and Joy Starr, the dynamic husband-and-wife team behind WIN Home Inspection, are dedicated to uncovering potential issues and providing peace of mind for homebuyers.

With over five years of experience, Jeff and Joy have built a reputation for their meticulous attention to detail and unwavering commitment to their clients.

“Our mission is to ensure that every home we inspect is thoroughly examined, leaving no stone unturned,” Jeff said.

“Buying a home is a significant milestone, and we take immense pride in being a part of that journey,” Joy added. “Our goal is to empower our clients with the knowledge they need to make informed decisions.”

The couple's foray into the home inspection industry was a natural progression, fueled by their passion for

helping others and their desire to make a positive impact. “We wanted to be a part of something bigger than ourselves,” Jeff explained. “Home inspections allow us to play a crucial role in safeguarding families and their investments.”

What sets WIN Home Inspection apart from others in the field is their unique approach, which combines cutting-edge technology with a personalized touch. “We believe in leveraging the latest tools and techniques to deliver accurate and comprehensive reports,



“

For us, success is about making a positive impact on the lives of others,” Jeff said. “We want to leave a legacy of trust, integrity, and excellence in the home inspection industry.”

but we also understand the importance of building strong relationships with our clients and walking them through the process every step of the way,” Joy said.

As the real estate industry continues to evolve, the Starrs remain steadfast in their dedication to adapting and staying ahead of the curve. “We’re constantly seeking



out new training opportunities and staying up-to-date with the latest industry developments,” Jeff explained. “Our goal is to provide our clients with the most comprehensive and accurate information possible.”

WIN Home Inspection’s business motto — “Integrity. Knowledge. Service.” — encapsulates their commitment to excellence. “We strive to uphold the highest standards of professionalism and ethical conduct,” Jeff said. “Our clients can trust that we will always provide them with honest, unbiased assessments.”

For Jeff and Joy, their work is more than just a job: It’s a calling that brings them immense fulfillment. “Knowing that we’ve helped a family make an informed decision about one of the most significant purchases of their lives is incredibly rewarding,” Joy shared.

While their professional lives are undoubtedly demanding, Jeff and Joy find solace in their shared hobbies and quality time with their family. “We love exploring the great outdoors — whether it’s hiking, golfing, or simply enjoying a picnic in the park,” Joy shared. “It’s a chance for us to recharge and reconnect with each other and our loved ones.”

As they look to the future, Jeff and Joy’s definition of success extends far beyond mere financial gain. “For us, success is about making a positive impact on the lives of others,” Jeff said. “We want to leave a legacy of trust, integrity, and excellence in the home inspection industry.”

With their commitment to their craft and their clients, Jeff and Joy are truly a powerful duo with WIN Home Inspection, uncovering hidden dangers and providing homebuyers with the peace of mind they deserve.

For more information about Jeff and Joy Starr or WIN Home Inspection, visit wini.com/newbaltimore or call 586-500-0099.

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Jan Calcatterra, associate broker at Real Estate One in Clinton Twp., has been a powerhouse in the real estate industry for over 33 years. She has a career volume of over \$150 million, and in the first six months of 2024, she had already surpassed her production from the previous year — showcasing Jan’s extraordinary dedication to her career.



calling, so I quit the bank and became a full-time agent and REALTOR®. I’ve never looked back!” she said. “While working at the bank, a teenage boy would come in with his paperboy money, carefully counting his coins and unfolding his bills. As I helped him, I would smile. He was so proud of his savings. I had no idea back then that, years later, he would come to me to find his first home. Since then, I have listed and sold him two more homes!”

“Right now, it’s all about finding ways to get offers accepted for my buyers,” Jan added. “It may take a few offers and some non-customary terms to get an offer accepted. By explaining in detail to my buyers, they are willing to do whatever it takes to get their dream home! As for sellers, I help them not only with the process but also with staging and with giving them ideas for how to sell for the highest price in the shortest amount of time.”

Licensed in 1991, Jan began her real estate career while working full time as a bank teller. “I was working midnights at Comerica Bank as a single mom, which gave me more time with my two boys,” she recalled. “Once they were in school, I accepted a teller position at a local branch.”

The transition from banking to real estate was fueled by Jan’s passion for homes and her desire for flexibility. “Just selling and buying a home in 1990 fired me up! I realized real estate was my

Jan’s achievements in real estate are impressive. She has earned continuous recognition in the RealTrends top 5-10% of agents nationwide, and from Real Estate One, she has received the ExCITE Award and President through Diamond Club awards in sales. She has also received the Top Agent award from her office.

As for Jan’s career journey, it hasn’t been without its challenges. “In over 33 years, I have seen lots of changes,” she said. “Some good, some not so much. You have to learn to accept change and educate yourself and your clients to the ever-changing market.”

Jan’s ability to adapt has been the key to her success, as has her commitment to communication. “Communication is key! Clients should be kept in tune with the process before it starts,” she shared.

A Detroit native, Jan has lived in Macomb County for the majority of her life. Her strong family values have deeply influenced her career. “My parents were always there for me and my family, and were strong and hardworking. They made me reach for the stars without even knowing it,” she said. This drive is evident in Jan’s work ethic and dedication to her clients.



“I love my job and the friendships and success it has blessed me with,” Jan said. “I am grateful beyond measure!”

Jan is passionate about all things relating to the home. “I love homes, home décor, home gardening, home remodeling, and home décor shopping,” she said. Jan has also recently taken up kitchen design for family and friends.

Jan’s enthusiasm is infectious, and her clients quickly become friends. “My reward has been the many families I have helped and have brought into my life. I have so many long friendships with them,” she said. “I want to be their agent for life.”

Jan’s favorite aspects of being in real estate are “meeting people, finding them their dream home, and building lifelong relationships with my clients and their families.” “I love to talk and listen to people,” she admitted. “I want to be remembered for making their biggest decision in life easy by giving them the knowledge they needed to move forward.”

Jan is committed to taking the time to educate her clients,

especially first-time buyers. “I explain and point out so many things during the first round of showings,” she explained. “By the third set of homes, they are pointing out things to me. I know they were listening.”

Jan is very proud of the business she has built, and it shows with her referral rate. “Pretty close to 100% of my sales are from past clients or their referrals. They trust me from the beginning with the kind words from their family or friends who have referred me,” she said.

Jan’s success is built on perseverance, positivity, and a genuine love for her work. For up-and-coming agents, she recommends that they “keep plugging along.” “The ups and downs will be there, and eventually, the ups will overshadow the downs. Don’t give up!” she said.

When not immersed in real estate, Jan enjoys spending time with her family. “I have two amazing

and successful sons, Jason and David. They are married to amazing girls, Jenny and Debbie, who are the best moms and daughters-in-law! I also have six wonderful grandchildren and an awesome boyfriend, Dan, who supports me in every way!” she shared. “We all love hanging out, playing cards, taking walks, going to events for the grandchildren, taking family vacations, and just spending time together. Life is never dull.”

Jan is a proud parent of Macomb County’s Adopt-a-County Road program and has contributed articles to The Detroit News and Detroit Free Press. She held Graduate, REALTOR® Institute (GRI) and Accredited Buyer’s Representative (ABR) designations and has been an associate broker for over 25 years. Additionally, Jan represents her office for the Real Estate One Charitable Foundation, helping raise money for local charities.

“I love my job and the friendships and success it has blessed me with,” Jan said. “I am grateful beyond measure!”

BY ROBBYN MOORE

PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES

PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT STILLWATER CROSSING IN MACOMB TOWNSHIP

ZACH CAREY

FROM AIR FORCE TO REAL ESTATE:

A TRANSITION FUELED BY PURPOSE

A retired 20-year veteran of the U.S. Air Force, Zach Carey is a dedicated agent and REALTOR® at Best Life & Co. with eXp Realty who embodies the spirit of service and commitment in his real estate career. Zach's seamless transition into real estate was motivated by a passion for supporting his fellow veterans and leveraging his extensive military background to excel in his new field.

Zach's previous role as a recruiting trainer for the Air Force involved training recruiters across Michigan, Ohio, and Indiana, and managing large-scale marketing events such as air shows. "This experience equipped me with a unique skill set that I apply to my real estate practice," he shared. "I fiercely advocate for my veteran clients and strive to secure them homes that meet their needs."

A core focus of Zach's real estate practice is working with fellow veterans, which has become a cornerstone of his business and a source of inspiration to make a difference in his community. Each month, Zach works with two to three veteran clients, providing them with the high level of service they are accustomed to and ensuring that they receive the support needed to secure their ideal homes. "My dedication goes beyond traditional real estate transactions," he said. "I actively work to dispel myths surrounding VA loans and educate both

In 2022, as Zach was approaching retirement from the Air Force, he sought a career that matched the excitement and dynamic nature of his previous role. "I wanted to do something that gave me the same thrill and chaos — real estate was a natural fit," he said with a smile. "I obtained my real estate license and began working part time, quickly securing two sales in my first six months. Then, after retiring from the Air Force, I fully committed to real estate, driven by a desire for flexibility and independence."





clients and colleagues on their benefits. I believe that a VA loan is as valuable as a conventional loan and emphasize that the true value of a veteran's down payment is the motivation and dedication earned through their service.

My goal is to challenge and change the stigma associated with VA loans, one transaction at a time."

Zach's approach to real estate is influenced by his upbringing and personal experiences. The events of

9/11 profoundly shaped his decision to join the military, and his parents' work ethic and drive continue to inspire him. Zach brings a strategic and client-focused approach to his real estate practice with a bachelor's degree in human

resource management and a rich background in leadership and training.

In his personal life, Zach enjoys spending time with his beautiful wife of 22 years, Laura, their daughter, Alyssa, and their



“

My main objective in real estate is to leverage my military devotion and enthusiasm to create a significant impact in the lives of others.”

son, Chris. As a family, they take time to recharge by vacationing, swimming, golfing, and walking their two dogs — Mocha and Milo.

Zach emphasized the importance of continuous learning and client-focused service. “I believe real estate professionals should prioritize client needs over paychecks and to view every opportunity as a chance to grow and improve,” he said.

Zach's steadfast commitment to his fellow veterans, his dedication to educating others about VA loans, and his friendly, approachable demeanor has made him a standout in his field. “The most rewarding aspects of my career include helping veterans find their homes and assisting long-time renters in purchasing their first properties,” he said. “My main objective in real estate is to leverage my military devotion and enthusiasm to create a significant impact in the lives of others.”

FAQ



All about Macomb County Real Producers



Real Producers magazine started in Indianapolis in 2015 and is now in more than 130 markets across the nation.

More info at www.macombcountyalrealproducers.com

Q: WHO RECEIVES THE MAGAZINE?

A: The top 300 real estate agents in Macomb County. We update our mailing list annually to ensure Real Producers reaches our area's top-producing agents.

Q: WHAT IS REAL PRODUCERS ALL ABOUT?

A: Real Producers is a platform that brings together the most elite individuals and affiliates in Macomb County real estate. Every month we share stories of some of the area's most recognizable names in real estate, as well as the rising stars in the industry and the preferred partners that are highly recommended by top agents. Beyond the magazine, we host exclusive events that bring titans of real estate together.

Q: HOW DO YOU GET FEATURED IN THIS MAGAZINE?

A: You have to be on the top 500 list to be a featured agent. We welcome nominations for other real estate agents, businesses, brokers, owners, or yourself. Office leaders can also nominate real estate agents. Though we can't guarantee a feature, we strongly encourage you to meet our team and attend our private events so we can get to know your story.

Q: HOW MUCH DOES IT COST TO BE FEATURED AGENT?

A: Absolutely nothing! Real Producers is not a pay-to-play model. We share real stories of Real Producers – no price tag attached.

Q: WHO ARE THE PREFERRED PARTNERS SHOWN IN THE MAGAZINE AND AT EVENTS?

A: The businesses that sponsor the magazine and attend our events are some of the best vendors in Macomb County in their category. Find them listed in our index. We partner with businesses that top agents have recommended to us, so every single business you see in this publication has earned its "stamp of approval." Our team also vets every business to make sure they are a good fit and bring value to our powerhouse network.

Q: HOW CAN I RECOMMEND A BUSINESS?

A: If you've enjoyed working with a local business that isn't part of our preferred partner network, please email us their information at terra.csotty@n2co.com.

Q: CAN I SUBMIT AN ARTICLE OR IDEA FOR REAL PRODUCERS?

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LUNCH ON THE LOT: A TOAST TO THE TOP!

PHOTOS BY ANDY SCHWARTZ WITH STYLISH DETROIT

Our Lunch on the Lot: A Toast to the Top! kicked off at Elder Hyundai in Macomb, MI, where top real estate agents from Macomb County and our Preferred Partners joined together to have some fun mixing, mingling and checking out the latest vehicles that Elder Hyundai had to offer! Attendees enjoyed great food and drinks, and made connections with colleagues across the real estate industry. Thank you to our partners, without whom these events and this publication would not be possible!

The proceeds from this event were awarded to one lucky attendee who would be able to donate the winnings to a charity of their choice! We'd like to congratulate Helen Hambrick from Real Estate by Rita for winning our charitable donation raffle! Helen has chosen to donate the \$480.00 to the PRETTI Foundation. Congratulations Helen!

Special thanks to our HOST & Sponsor Elder Hyundai for hosting this event and providing food and drinks! Also, thank you to our VIP Sponsor — Morse Moving & Storage — as well as our Support Sponsors — Michigan Schools & Government Credit Union and Berkshire Hathaway HomeServices - Kee Realty — for helping make this event possible! Thank you to Stylish Detroit for taking photos and videos of the event for our attendees to relive this amazing experience!

If you haven't yet, please fill out our post-event survey at rpeventsurvey.com.

We are so grateful to all of you who joined us, and we look forward to making more memories with you at our next event on May 8!



Reach out to Terra Csotty to sponsor a future event at Terra.Csotty@n2co.com.







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2024

BY THE NUMBERS

Here's what the top agents in MACOMB COUNTY sold in 2024



[\$2,497,874,124]

SALE VOLUME



[7,720]

TOTAL TRANSACTIONS



[\$8,326,247]

AVERAGE SALES VOLUME PER AGENT



[26]

AVERAGE TRANSACTIONS PER AGENT



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