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APRIL 2025

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Broker Spotlight:
Mike Tripoli
Dynamic Duo:
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FAQ



All about Wayne County Real Producers




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

More info at www.waynecountyrealproducers.com

Q: WHO RECEIVES THE MAGAZINE?

A: The top 300 real estate agents in Wayne 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 Wayne 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 Wayne 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?

A: Yes, we would love to hear from you! Email your ideas to terra.csotty@n2co.com.



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MIKE

'Life Is Short,
Make a Move'

TRIPOLI

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JENNIFER
ARNETT WITH
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Real estate success wasn't a straight line for Mike Tripoli; instead, it was a winding path filled with diverse experiences and a relentless work ethic. From building custom furniture to owning pizza shops, and now leading his own real estate brokerage, Mike is known for his determination, adaptability, and rock 'n' roll spirit.

Mike's varied background equipped him with a unique skill set and a knack for understanding both homes and people. "I started full time in real estate in 2014," he explained. "Before that, I built custom furniture, did home remodeling, owned three Little Caesars pizza shops, and released three albums as a musician!"

Originally from Westland, Michigan, Mike credits much of his drive and success to his father. "My dad is my role model and inspiration. He always owned his own businesses and taught me a lot about work ethic," he said. After Mike graduated from John Glenn High School in 1993, he joined his father's carpentry business, All Phases

of Carpentry, further solidifying his entrepreneurial spirit.

Life took a turn when Mike discovered that owning pizza shops wasn't his true calling. "I didn't want to go back to remodeling, so I decided to try real estate. With my background in doing remodels and helping my dad with rental homes, I had a strong foundation," he explained. This decision proved to be a pivotal one, which launched a career that has since amassed approximately \$100 million in sales volume.

Mike quickly made a name for himself in the industry, listing among the Real Producers Top 300 for seven consecutive years and receiving multiple Hour Detroit Real Estate All-Star awards. He became an associate broker in 2017 and a principal broker in 2022, founding Opol Realty.



Mike's firm is more than just a business: It's a family. "I only hire agents I know, like, and trust, and who share my business mindset. It's not about production but about feel," he said. "We do events together and really work well as a team. I love what I'm building." His brokerage currently boasts 15 agents and one admin, and operates out of Northville, Michigan.

As a broker, Mike seeks to be available and transparent. "I've worked at four different





“Be available for your agents and understand that **we’re all different**. I’m really good at building relationships and teaching my agents everything I’ve done to build my own business.”

takes a measured approach as a broker, building his business slowly and making sure that each step is efficient before moving onto the next.

Mike’s favorite part of real estate is the constant challenge and the opportunity to reconnect with old friends and acquaintances through his personal network. “Every day is a new challenge, and it’s never the same,” he said.

When he’s not working, Mike enjoys spending time with his friends and family. He loves golfing, working out, attending concerts and sporting events, and having family pasta nights with his parents. Mike and his girlfriend, Jennifer, have five kids between them — Dominick, 28, Olivia, 25, Nazem, 23, Chadi, 22, and Mahdi, 20.

Mike’s advice for aspiring real estate professionals is straightforward: “Be available for your agents and understand that we’re all different. I’m really good at building relationships and teaching my agents everything I’ve done to build my own business,” he shared. His trademarked slogan, “Life Is Short, Make a Move,” encapsulates his proactive and enthusiastic approach to life and business.

brokerages, each with its own approach. I found most were misleading and overcharged with fees,” he said. “I owe a lot of my success to Craig Lescoe at National Realty Centers. He was my mentor and showed me the right way.”

Mike is passionate about helping his agents thrive. “I teach classes, go on appointments with them, and make myself available to help. I’m doing everything I would want in a broker — a sort

of player’s coach,” he shared. This hands-on approach has made Opul Realty a place where agents feel supported and valued.

When asked about his biggest challenges, Mike reflects on the early days of his real estate career. “Learning to generate my own leads and not relying on anyone was crucial. Thankfully, I learned this within the first eight months, or I might not be here today,” he admitted. Mike

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Photo by Noreen Owens

Kent Tyrrell & Lisabeth Riopelle

POWERED BY CONNECTION & UNITED IN SUCCESS

BY ROBBYN MOORE

As a married couple for 35 years, Kent Tyrrell and Lisabeth Riopelle are a dynamic husband-and-wife team that leveraged their unique talents in 2014 to form their real estate duo — 4 All Your Moves brokered by Signature Sotheby's International Realty. Over the past decade, this formidable pair has

carved a niche for themselves in the sector, amassing an impressive career team volume of nearly \$150 million.

Before their foray into real estate, Kent and Lisabeth held prominent positions in the automotive industry. Kent enjoyed a successful 20-year career in automotive manufacturing, marketing

and sales management. In 2002, he decided to use his wealth of experience to shift into real estate. Lisabeth, on the other hand, was a metallurgical engineer, performing diverse roles such as failure analysis, product design and testing, market development, and raw material sales to automotive suppliers.



Photo by Noreen Owens

“The decision to enter the real estate industry was driven by a desire for personal fulfillment and a more balanced lifestyle,” Kent said. “I was inspired by Lisabeth to explore a career change that would provide emotional and financial satisfaction while also allowing more time for family.” Lisabeth echoed this sentiment, seeking a career that would offer personal fulfillment.

The couple’s decision to work together was a defining moment in their careers. In 2013, as the industry began to recover from the mortgage meltdown, Kent realized his need for a more structured approach to serve his clients. He invited Lisabeth to join him, combining her growth mindset and systems-

oriented approach with his client-focused strategy. “Our teamwork and complementary skills serve us well in the industry,” Lisabeth said. “We are not afraid to get our hands dirty and work closely with clients even after the sale.”

The couple’s shared belief in providing five-star service at every point of contact guides their business practices. For them, the most rewarding aspect of their business is the lasting client relationships they have built. “We call the people we work with ‘cli-riends,’ because they start as clients but soon become friends,” Lisabeth explained. “We often get text messages from clients telling us that they miss us or an invitation to stay with them when

we’re traveling.” Kent added, “We take pride in serving clients with a positive experience, often forming deep bonds that transcend the professional realm. Working together as a couple in real estate has allowed us to solve problems proactively and help clients navigate their real estate journeys seamlessly.”

Kent and Lisabeth balance each other out perfectly. Kent’s calm demeanor complements Lisabeth’s fiery spirit. Lisabeth’s love for spreadsheets and charts is matched by Kent’s ability to strike up a conversation with anyone and work a crowd. “Together, we believe in the power of relationships to build our business, and are continuously refining our strategies to stay ahead in a constantly evolving market,” Kent explained. “Working in a multicultural market enriches our lives both personally and professionally.”

The husband and wife are distinguished by their ability to provide seamless support to their clients. “Our structure as a duo allows for flexibility when one of us is traveling, ensuring that our client’s needs are always met without any disruption,” Kent said. “Most of our listings are handled as a partnership, allowing us to adjust our approach to suit the unique personality and requirements of each client and situation.”

The couple also has a unique ability to preemptively address issues before they escalate. “Working alongside my best friend, having a built-in partner for role-play scenarios, and a sounding board for ideas adds to the rewarding nature of our work,” Lisabeth shared.

Both Kent and Lisabeth have had extensive international experience in the automotive industry and have participated in several Ninja Selling installations and mastery groups around the country. These experiences have given them a great understanding of different markets and real estate practices, and an extensive referral network.

As in any self-driven business, challenges are part of the journey,



Photos by Jennifer Arnett with Starloft Photography

“Most of our listings are handled as a partnership, allowing us to adjust our approach to suit the unique personality and requirements of each client and situation.”

and the couple has faced their fair share. However, their unwavering determination, complementary skills, and shared vision have allowed them to overcome obstacles and continue driving their success.

Kent and Lisabeth are proud parents to their son, Andrew, who is happily married and residing in Jacksonville, Florida. When they're not working, Kent and Lisabeth enjoy traveling, golfing, trying new restaurants, and taking walks with their dog, Misty.

In addition to their professional endeavors, Kent and Lisabeth are actively involved in various charitable organizations. They have chaired the gala for FirstStep in 2021 and 2022 and have been contributing to the Living and Learning Enrichment Center by assisting with their databases. They are also involved with Habitat for Humanity's Women Build initiative, and Kent regularly donates platelets through the American Red Cross to support individuals undergoing chemotherapy. Kent and Lisabeth are deeply committed to causes that also resonate with their clients. For instance, they actively support Ayaka Hope, an organization dedicated to ending illiteracy through education.



Kent and Lisabeth offered insightful advice for couples considering a joint business venture: “Identify each person's strengths and learn from each other,” Kent said. “Residential real estate market is abundant with opportunities regardless of the business cycle. Understanding clients' needs, which often stem from life changes, are crucial.” Lisabeth added, “It's also essential to define your roles, exceed expectations, and prepare to provide emotional support for clients when needed, as well as looking to your partner for help when needed.”

Both Kent and Lisabeth share a love for their business, their clients, the agents they collaborate with, and the communities they serve, stressing that their client relationships extend beyond the closing table.

As they look to the future, Kent and Lisabeth remain committed to providing exceptional service and building lasting relationships in the world of real estate. With their strategic planning, superior customer service, and unique blend of skills, they continue to make waves in the industry, proving that together, they are indeed a power couple.

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Before becoming a real estate professional, Stephen Hohl spent 23 years as a full-time insurance fraud investigator in a Special Investigations Unit. Alongside his investigative career, he pursued his passion for ministry, working part time as a youth pastor from 2010 to 2016 and as a family minister from 2016 to 2019. His combination of analytical prowess and people skills proved invaluable for his future success in real estate.



In 2019, Stephen obtained his real estate license and began working part time as an inside sales agent (ISA) for The Packer Group with Preferred, REALTORS®. His exceptional performance, boasting an 80% conversion rate, caught the attention of his wife, Kris Hohl, who is the director of operations, and his team lead, Jeff Packer. This success, coupled with the challenges posed by the COVID-19 pandemic in his investigative role, led Kris to have heart-to-heart conversations with Stephen, and he quickly transitioned to full-time real estate in July of 2020.

Since making the career switch, Stephen has achieved remarkable success. He has facilitated transactions totaling approximately \$39 million — his highest sale

reaching over \$9.3 million. He has also been among the top 15 at Preferred, REALTORS® since 2021.

Stephen attributes part of his real estate success to his supportive team, The Packer Group. They are a well-structured organization consisting of a three-person executive leadership, directors of sales and operations, coordinators for listings and closings, a photographer, a staging team, and 11 agents. Stephen's wife, Kris, continues to serve as the director of operations, adding a personal touch to his professional life. The team's collaborative environment, with daily office presence and regular roundtable discussions, contributes to their collective success.



daughter Morgan and son-in-law Eric, enjoys golfing, having game nights, and playing fantasy football together. Stephen is also an avid reader of self-help books, with “Cherish” by Gary Thomas and “Crucial Conversations” by Joseph Grenny, Kerry Patterson, Ron McMillan, Al Switzler and Emily Gregory as two of his favorites.

Looking to the future, Stephen has ambitious goals. He aims to generate passive income through real estate, setting his sights on financial freedom by the age of 65. Beyond financial objectives, he aspires to serve all his past and current clients effectively, spend more quality time with his wife, and enjoy more vacations. He envisions a future where he can make time whenever he wants for himself, his friends, and his family.

For those considering a career in real estate, Stephen emphasizes the importance of continuous learning in the ever-changing industry. “Once you find your niche, stick to it,” he said. “Don’t try to reinvent the wheel. Others have done this well for many years. Seek them out, let them mentor you, and develop who you are as an agent.”

As Stephen continues to build his career and serve his clients, he remains committed to maintaining his integrity and professional reputation. With his rapid rise in the real estate industry, he is proof that — with hard work, dedication, and a willingness to adapt — success is always within reach.

The other part of Stephen’s real estate success stems from his growth mindset. He believes that, if a person has the mindset to only move forward, there is no such thing as failure — only setbacks. For him, real estate is all about serving his clients and helping them with their dreams.

When it comes to real estate, Stephen is passionate about helping others and building relationships. He views his career as an opportunity to have meaningful conversations with others and create lasting connections — a stark contrast to his previous role as an investigator. This people-centric approach allows

him to serve his clients effectively and efficiently.

Like any professional who is transitioning careers, Stephen has faced challenges. The biggest hurdle was how to achieve a work-life balance, particularly given the demands of real estate and his wife’s role in the same organization. To address this, Stephen has implemented block scheduling, which demonstrates his commitment to personal growth and adaptation.

Stephen’s personal life is as rich as his professional one. He and his wife, Kris, recently became first-time grandparents to twin girls. Their family, including

“
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FIND YOUR
NICHE, STICK
TO IT. DON’T
TRY TO
REINVENT THE
WHEEL. OTHERS
HAVE DONE
THIS WELL FOR
MANY YEARS.
SEEK THEM
OUT, LET THEM
MENTOR YOU,
AND DEVELOP
WHO YOU ARE
AS AN AGENT.”





2024

BY THE NUMBERS

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



33
AVERAGE TRANSACTIONS PER AGENT



SALES VOLUME
\$3,578,383,838



TOTAL TRANSACTIONS
10,029



\$11,927,946
AVERAGE SALES VOLUME PER AGENT

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