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A portrait of Mary Jane Mattera, a woman with long, wavy brown hair, smiling. She is wearing a green long-sleeved top with a gold necklace and a watch on her left wrist. Her arms are crossed.

Mary Jane  
Mattera



Agent Spotlight:  
**NADER HERSH**

Partner Spotlight:  
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**EVENT RECAP INSIDE**

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# In the Business of **BUILDING TRUST**

In an industry focused on transactions, Nader Hersh has found his purpose in the relationships behind them. An accomplished agent with Epique Realty, he has built his business on honesty, trusting that the results will follow by putting people first.

“I’ve always been a people person,” Nader shared. “I believe adaptability and authenticity are key. That’s what makes people remember you — and trust you.”

Since launching his real estate career in 2017, Nader has achieved over \$70 million in career volume, with \$6.5 million closed in 2024. “Successes followed by failures have shaped me into the position I am in today,” he said. “It’s the challenges that taught me how to grow.”

Nader’s growth was evident during his time at his former brokerage, Brookstone, REALTORS®, where he earned the Platinum Award five years

in a row and consistently ranked among the top two agents out of 225 company-wide. “It was validating to be recognized, but even more rewarding to know I was making an impact on people’s lives,” he said.

Before real estate, Nader worked as a recruiter at Robert Half, sharpening his instinct for matching people with opportunities — a skill that now serves him daily in helping clients find their perfect homes. “I’ve always enjoyed design, house hunting, and sales. Real estate was a path I always planned to take,” he explained. “I grew up around a family of entrepreneurs, which led me to want some variation of owning a business.”

As a solo agent, Nader values one-on-one client interactions. “Every transaction has its own defining moment,” he said. “That’s what keeps it exciting.”

Like most other agents, Nader will admit that managing emotions — both his own and



Photo submitted by Nader Hersh

others’ — is one of the biggest challenges in his career. “Dealing with agents on the opposite side of the transaction can be tough,” he admitted. “I’ve learned to stay focused and let the work speak for itself.”

Nader has taken the emotional resilience he has developed over the years and is now applying it toward creating a plan for entering the luxury space. “I love exploring new cities, learning their character, and helping clients find their place in them,” he shared.

At home, Nader’s proudest role is that of husband and father. He has been married to his wife, Ann, for nearly 13 years, and together they have two children — Adriana and Christian. “They



Photo submitted  
by Nader Hersh





are my everything,” Nader said. “All of this is for them.”

When he’s not spending time with his family or working, Nader keeps life balanced with a healthy routine and strong community. He hits the gym four times a week, plays golf in the warmer months, hosts weekly poker nights with friends, and travels the world with his family. “Having a happy, healthy home life and the freedom to live fully — that’s my definition of success,” he said.

“

Successes followed by failures have shaped me into the position I am in today. **IT’S THE CHALLENGES THAT TAUGHT ME HOW TO GROW.”**

For up-and-coming agents, Nader recommends that they focus on building lasting relationships. “Have patience, join a team to streamline your learning, and never chase the commission check,” he added. “Be honest at all times. That’s how you build trust, and that’s how you build a business worth being proud of.”

Whether he’s negotiating deals or expanding into the luxury market, Nader approaches every aspect of his career with integrity and intention. By staying true to his values, he proves that success comes not just from what you achieve but also from how you support others.

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# Gina Dinverno

PHOTOGRAPHY

THE POWER OF VISUAL STORYTELLING

PHOTOS BY RENAE FRANCES PHOTOGRAPHY

In a world where first impressions can make or break a sale, Gina Dinverno has found her niche in the real estate community. Through her thriving business, Gina Dinverno Photography, Gina specializes in creating stunning headshots, personal branding portraits, and family photographs that tell compelling stories through carefully composed images.

“I’ve always been drawn to the power of visual storytelling,” Gina said. “Magazine-style brand headshots and portraits allow me to combine my artistic eye with the practical needs of my clients.”

Gina’s love for photography began in high school, and it continues to be an avenue of creativity for her. “Back when I first started, I loved to photograph urban and rural landscapes as a creative outlet for myself,” she said.

Nowadays, Gina has a photography career that spans several disciplines, from capturing professional headshots to creating meaningful portraits for families and businesses. While many of her clients are from the real estate industry, she has worked with attorneys, business owners, sales professionals, and individuals just starting their



careers, particularly those fresh out of college. “I love the variety of people I get to work with,” Gina shared. “The power of a client consultation before a photo session is to learn about their vision and create a shoot to align with it. This sparks my creativity to design a shoot specifically for the individual, and I always try to add a little something different in each one.”

In addition to her branding and professional headshots, Gina recently added family photography sessions to her offerings. “Family sessions add another dimension to my work,” she shared.

While Gina still occasionally works with a few agents by shooting photos of their listings, she’s primarily focused

on creating headshots and branding photos that help her clients stand out in their industries. “In today’s digital-first world, online presence is everything,” she said. Through Real Producers, Gina enjoys getting a chance to work with top-producing agents in the area and to meet new people.

Although her real estate photography work is limited, Gina understands the fast-paced nature of the real estate market and offers quick turnaround times without sacrificing quality. “The real estate industry is always evolving, and we have to evolve with it,” she said. “I’m constantly learning new techniques and investing in the latest technology to stay ahead of the curve.”

In her downtime, Gina enjoys exploring Michigan’s natural beauty with her family. These outdoor adventures often inspire her work as she captures nature through the lens of her camera.

Gina is also actively involved in her local community, volunteering her photography skills for various charitable causes. Her work has helped showcase historic preservation efforts and spotlight local businesses. “I believe in using my talents to give back,” she shared. “It’s not just about growing my business: It’s about contributing to the community that supports me.”

As she looks to the future, Gina has ambitious plans. “My dream is to be the go-to photography service for top-producing agents in the state,” she explained. “But growth isn’t just about numbers: It’s about maintaining the quality and personal touch that my clients value.”

Whether it’s for a real estate agent, a business owner, or a family looking to preserve memories, Gina continues to tell compelling stories through Gina Dinverno Photography, one stunning image at a time.

For more information about Gina Dinverno Photography, email her at [info@ginadinvernophotography.com](mailto:info@ginadinvernophotography.com) or visit her website at [ginadinvernophotography.com](http://ginadinvernophotography.com).





# MARY JANE

## MATTERA

### FROM BLUEPRINT TO WELCOME MAT

PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES  
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT PRESTON CORNERS IN SHELBY TOWNSHIP



For Mary Jane Mattera, real estate is a family legacy. As the vice president and sales manager at Gateway Realty Associates Inc., Mary Jane brings over a decade of

experience and a lifetime of passion to the new home construction industry.

Born and raised in southeast Michigan, Mary Jane grew up surrounded by real estate.

Her family has a 60-year history in the field, so Mary Jane naturally developed an innate understanding of its complexities. “It’s in my blood,” she joked.

Mary Jane eventually noticed a gap in the real estate market, which sparked her professional path. “I saw firsthand how overwhelming the selection and construction journey could be for clients,” she explained. As a result, Mary Jane transitioned from her design career to become the founder of Gateway Realty Associates Inc., a company that specializes in guiding clients through the intricate process of new home construction. Her design background gave her a unique perspective, blending creativity with practicality in her approach to real estate.

At Gateway Realty Associates Inc., they are committed to supporting a client’s entire journey — from the initial design phase to the final walkthrough. “We’re not a transactional-based real estate company,” Mary Jane said. “Most of our clients work with us for over a year as we guide them

through their selection and construction process.”

The brokerage’s dedication to client care has paid off, achieving top producer status for two consecutive years. “In today’s fast-paced, high-tech world, speed often overshadows experience,” Mary Jane explained. “I’ve built my business instead on old-fashioned principles — getting to know my clients, having direct communication, and establishing trust.”

Besides clients, Gateway Realty Associates Inc. has built strong partnerships within the industry, further enhancing its reputation for excellence. “I understand that every agent and every client is a precious resource,” Mary Jane said. “When we work with agents and their clients, we provide seamless services to ensure an outstanding experience.”

One of the brokerage’s proudest achievements has been its work with veterans. “The veterans have earned the benefit of a VA loan through their sacrifices for this country,” Mary Jane said. “In the past





three years, we've helped many veterans achieve homeownership through the use of their VA loan benefit."

Although Gateway Realty Associates Inc. leverages technology to streamline the process and enhance communication, they are

still dedicated to the human touch. "We use technology as an important tool, but we stay true to our core focus of customer satisfaction," Mary Jane shared.

When it comes to business success, Mary Jane is more focused on building long-

term relationships and creating a loyal client base that continues to grow year after year than on closing the most deals possible. "To me, success means delivering a client experience that's both seamless and deeply personal," she explained. "I measure success by the

relationships I've built and the satisfaction my clients feel long after the keys are handed over."

Beyond real estate, family is at the heart of everything Mary Jane does. "I'm lucky to work with my husband, my son, my sister-in-law, and one of my daughters-in-law every day," she said. With eight children and 11 grandchildren, the entire family enjoys having weekly dinners and visiting their northern Michigan cottage, where summers are filled with lakeside activities and winters with snowmobiling and skiing.

As for Mary Jane, she spends her free time doing yoga, traveling, cooking, and babysitting her grandchildren. She also indulges her passion for design by helping friends and family decorate their homes and has recently taken up furniture refinishing.

When she looks to the future, Mary Jane remains focused on building a legacy that puts people first while balancing tradition with innovation. "It's not just a career: It's a legacy we're building together," she said.

Through Gateway Realty Associates Inc., Mary Jane has redefined what it means to guide clients through the homebuilding journey, combining deep industry knowledge with heartfelt care. Whether she's collaborating with industry partners or working alongside her own family, Mary Jane continues to elevate the experience of new home construction.



“

I measure success by the relationships I've built and the

S A T I S F A C T I O N

my clients feel long after the keys are handed over.”





EVENT RECAP



**Mike Smallegan**  
KW- Smallegan Real Estate  
Grand Rapids Agent  
of the Year



**Renee Jadan**  
Z Real Estate Experts  
Oakland County  
Agent of the Year



**Justin Ford**  
Justin Ford Real Estate Team  
powered by eXp Realty  
Wayne County Agent  
of the Year  
National Real Producers  
Agent of the Year



**Erick Monzo**  
KW- The Monzo Group  
Macomb County  
Agent of the Year



# RP Elevate

## RP ELEVATE MARKS FIRST NATIONAL REAL PRODUCERS EVENT

The Real Producers community reached a milestone this year with the launch of **RP Elevate**, the first national Real Producers event. For the first time, every Real Producers market across the United States selected an Agent of the Year, recognizing more than 100 of the nation's top real estate professionals. Each honoree had 10 days to rally nominations and votes for the title of **National Agent of the Year**, creating excitement throughout the industry.

Four agents represented Michigan: **Renee Jadan**, Oakland County Real Producers Agent of the Year; **Justin Ford**, Wayne County Real Producers Agent of the Year; **Erick Monzo**, Macomb County Real Producers Agent of the Year; and **Mike Smallegan**, Grand Rapids Real Producers Agent of the Year.

Renee, Justin and Mike traveled to Arlington, Texas, for the event, held at the new Loews Arlington Hotel between AT&T Stadium and Globe Life Field. The two-day experience brought together top agents, publishers and partners from across the country for learning, networking and celebration.

The agenda featured keynote speakers **Tom Ferry, Rory Vaden** and **Molly Bloom**, along with Real Producers cover stars **Mike Little, Jim Allen** and **Erin Krueger**. Between motivational sessions, sponsor exhibits and evening mixers, attendees left energized and inspired to elevate their businesses.

### Michigan Agents Reflect on Their Experience

**Justin Ford**, Wayne County's Agent of the Year — and ultimately the **2025 National Real Producers Agent of the Year** — said Real Producers has been a defining part of his growth.

"I was first introduced to Terra and Real Producers magazine back in 2019. Before then, I had never even heard of it, and since that time, Real Producers has become a true staple in our industry. I've been honored to be featured multiple times, and I still look forward to seeing who's on the cover every month when it shows up in my mailbox.

Getting the chance to attend the Real Producers Elevate conference

was another level. I not only got to connect with incredible agents from across the country, but I also had the opportunity to meet Remington and so many of the amazing people who make Real Producers what it is.

I'm grateful for the impact Real Producers continues to have on our industry, and proud to be part of the community they've built."  
— Justin Ford, National Agent of the Year

**Renee Jadan**, Oakland County's Agent of the Year, said Real Producers has shaped her career since her early days in real estate.

"When I first stepped into real estate five years ago as a full-time agent, I had never even heard of Real Producers. My very first feature was as a Rising Star — and that moment opened my eyes to the incredible community and platform RP provides. Soon after, I began seeing colleagues and peers gracing the cover, and I thought to myself: What do I need to do to get there? From that point on, I set the goal — and I made it happen.



Real Producers has been more than just a magazine: It has created aspiration, motivation and a deeper passion to succeed. Watching others rise to the top in such a short period of time has been inspiring, and without RP, I truly don't believe I'd be where I am today.

On top of that, RP Elevate was one of the most impactful events I've attended. It brought together world-class speakers

who poured into us, challenging me to become the best version of myself. The lessons I took away and the people I met there will continue to shape my business and my journey for years to come."  
— Renee Jadan, Oakland County Agent of the Year

**Mike Smallegan**, Grand Rapids' Agent of the Year, reflected on his longtime connection with Real Producers.

"When I was featured on the very first Grand Rapids Real Producers cover, it felt like a defining moment in my career. At that point, I was still building my name and growing my team, and seeing myself on that cover was both humbling and motivating. Being featured again in August 2023 was another milestone, a reminder of how far I have come and how much this community has meant along the way.



Real Producers has always been about more than magazine features: It is about the connections, collaboration and inspiration that come from being part of something bigger than yourself. Watching peers succeed, learning from their stories, and building lasting relationships through RP has been a huge part of my growth as both an agent and a leader.

The recent RP Elevate conference took that impact to another level. It was one of the most energizing events I have attended. The speakers stretched my vision, and the agents who came from across the country shared openly. I left Elevate with fresh ideas, a sharper focus, and a renewed passion for what is possible.”  
— Mike Smallegan,  
Grand Rapids Agent of the Year

A Proud Moment for Michigan

The second day of RP Elevate culminated with the announcement of the National Agent of the Year. The top 10 finalists were revealed before Justin Ford was named the winner, earning national recognition for his leadership, influence and extraordinary success.

The celebration continued that evening with a networking event at the hotel, closing out a weekend filled with connection, learning and collaboration.

Real Producers extends congratulations to **Justin Ford** and to all 2025 Agents of the Year for representing their markets and embodying the mission to connect, inspire and elevate. Their achievements reflect the spirit of the Real Producers community — one that continues to raise the standard of excellence in real estate nationwide.

To sponsor a future event,  
email [terra.csotty@n2co.com](mailto:terra.csotty@n2co.com).







# 2024

## BY THE NUMBERS

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



[\$2,497,874,124]

SALES VOLUME



[7,720]

TOTAL TRANSACTIONS



[\$8,326,247]

AVERAGE SALES VOLUME PER AGENT



[26]

AVERAGE TRANSACTIONS PER AGENT

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\*Marketrac, January 2023.





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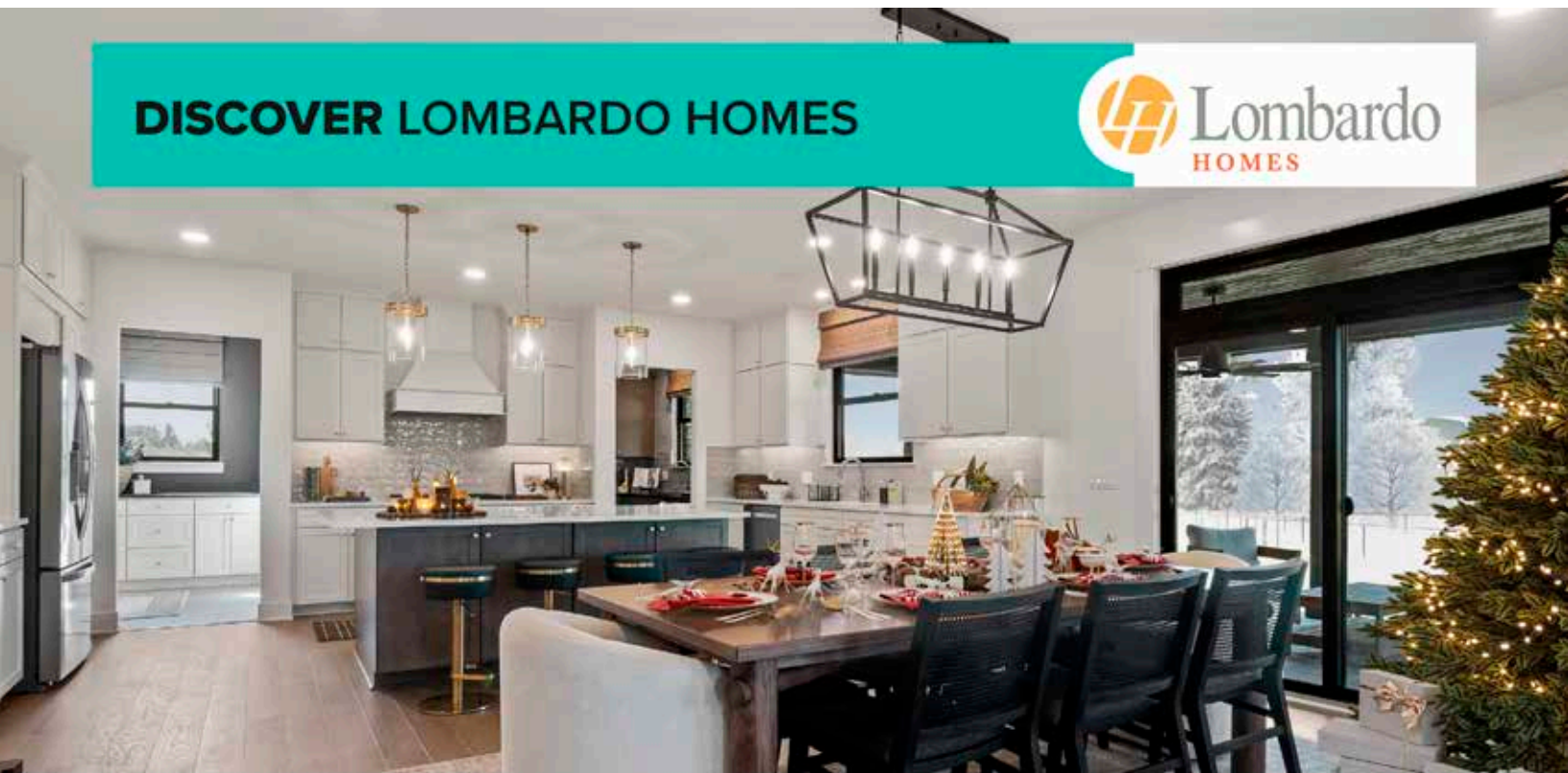
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