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Broker Spotlight:  
Erik Wright

Agent on the Rise:  
Kimberly Proszek

Partner Spotlight:  
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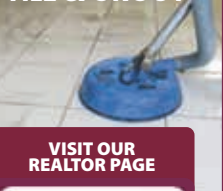
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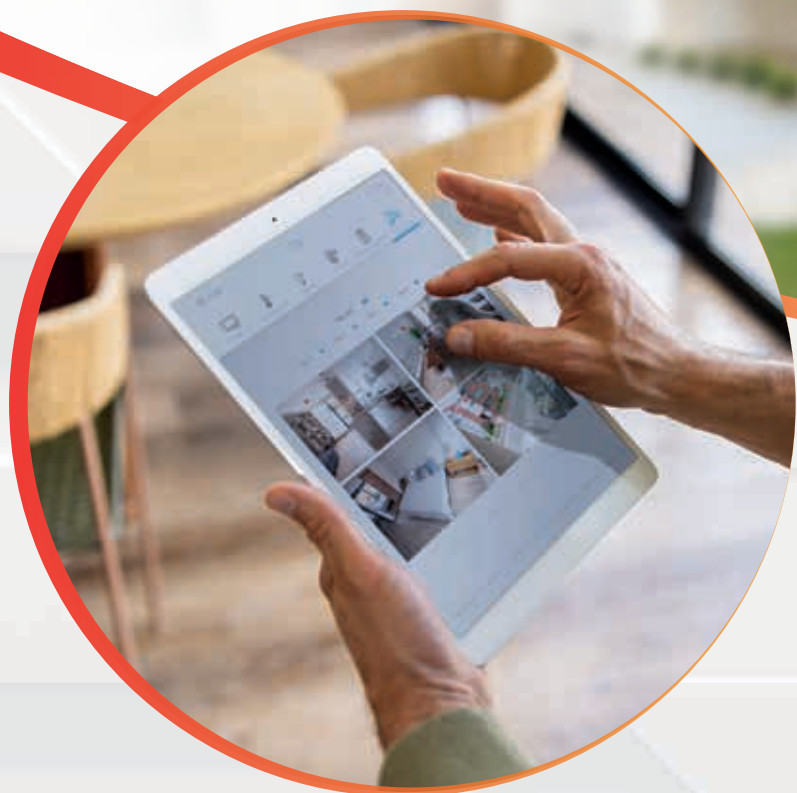
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# Contents



Lia LoChirco **36**  
TOP PRODUCER

## PROFILES



**22** Kimberly Proszek



**30** Galloway & Hommel, LLP



Erik Wright

## IN THIS ISSUE

- 8 Preferred Partners**
- 12 Meet the Team**
- 17 Event Announcement:** Day at the Ballpark
- 18 Broker Spotlight:** Erik Wright
- 22 Agent on the Rise:** Kimberly Proszek
- 26 WAYA:** We Ask, You Answer
- 30 Partner Spotlight:** Galloway & Hommel, LLP
- 36 Top Producer:** Lia LoChirco
- 40 Event Recap:** Thank You for Attending our Breakfast of Champions!

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**Q: WHO RECEIVES THE MAGAZINE?**  
A: The top 500 real estate agents in Oakland 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 Oakland 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?**  
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**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 Oakland 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?**  
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# Erik WRIGHT

For Erik Wright, real estate is much more than a career — it’s a platform to innovate, inspire, and give back. As the broker and founder of Social House Real Estate Group, he has built

a thriving business that blends cutting-edge social media strategies with a deep commitment to supporting his agents and community. With 10 years as an agent, six years as a broker,

and a career volume exceeding \$200 million, Erik is truly extraordinary.

Born and raised in Canton, Michigan, Erik was a talented athlete. He played college baseball at Saginaw Valley State University before transferring to Madonna University, where he graduated cum laude. After college, he worked as a data analyst and in software sales. However, a stint at Valassis Communications exposed him to the world of real estate marketing, which sparked his interest.

“My interest peaked when I saw the massive investments agents were making in direct mail,” Erik recalled. “I noticed that social media marketing was virtually non-existent in the industry, and I realized I could leverage my skills to build something unique.”

By late 2014, Erik began his real estate career part time, balancing it with full-time roles at a marketing company, and later, a Detroit-based tech startup. Within two years, he went all-in on real estate. By 2018, Erik was selling over 80 homes annually — a pace that eventually pushed him to found Social House Real Estate Group in January of 2019.

Today, Social House boasts over 60 agents, three support staff, and two offices in Troy and Belleville. It’s not just the numbers that stand out but the ethos. “At Social House, we pride ourselves on being the industry leader in social media strategy and innovation,” Erik said.

Erik’s unique approach stems from his belief that predictability is the biggest challenge for agents. “Most agents don’t know where their next check is coming from,” Erik explained. “We’ve



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**"REAL ESTATE IS MY LIFE. I WANT TO CONTINUE GROWING, GIVING BACK, AND MOVING THE INDUSTRY FORWARD. COLLABORATION OVER COMPETITION IS KEY."**

created proven strategies through social media marketing, SOI (sphere of influence) programs, and coaching to help our agents succeed consistently."

Erik's ambitions, however, go beyond business metrics. "I've never been a broker focused on agent count," he said. "My mission is to change the statistic that most agents fail in this industry. Helping over 50 people build successful, independent careers is an incredible honor."

A recurring theme in Erik's ventures is innovation. Besides real estate, he has also co-founded Social House News, a local media company that spotlights good news. "We reach over 200,000 people across all platforms locally every month," he shared.

Erik's philanthropy is equally impactful. Through Project Promise, a nonprofit he founded, he donates school supplies to underprivileged students and teachers. "Education has always been a passion of mine," Erik said.

"Providing kids with the tools they need to succeed is incredibly rewarding."

At the core of Erik's drive is his family. His brother Brandon, 31, is severely cognitively impaired, non-verbal, and epileptic. Erik grew up alongside Brandon, and as a result, he developed a deep sense of perspective and ambition. "Brandon's never had the opportunity to chase his dreams, so I feel obligated to take full advantage of the gifts I've been given," Erik said.

Erik's parents, Laura and Ed, also play pivotal roles in his life. Laura, a special needs teacher, is the family's anchor, while Ed, a former Gannett writer, is now Erik's business partner in Social House News and the source of his intuitively creative mind.

As for Erik's younger brother, Ben, 24, they share a passion for sports — particularly golf, which they often play together. "Our interests have become synonymous, and we've grown incredibly close," Erik said.

Erik is laser-focused on innovation and collaboration. "Real estate is my life," he said. "I want to continue growing, giving back, and moving the industry forward. Collaboration over competition is key."

For those who are considering a leap into the real estate industry, Erik warns them that they shouldn't do it for the money. "You have to genuinely care about people and their success," he explained. "Helping others succeed is 100 times harder than succeeding yourself." Erik credits much of his growth to learning from others and embracing failure. "Take more chances," he added. "Success comes from many failures, and the lessons you learn are invaluable."

As Erik continues to innovate and lead with heart, his impact — on his agents, his community, and the industry — speaks volumes. "At the end of the day, I just want to be remembered as a genuine person who cared," he admitted. Judging by Erik's track record, he's well on his way.



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# KIMBERLY PROSZEK



## A CAREGIVER AT HEART

PHOTOS BY RENAE FRANCES PHOTOGRAPHY

Kimberly Proszek has always been a caregiver at heart. Whether in scrubs or a blazer, her mission remains the same: to guide people through life's pivotal moments with empathy and patience. As a registered nurse and accomplished real estate agent with Coldwell Banker Professionals - Birmingham, Kimberly has spent 16 years in real estate with additional work experience in a medical setting.

"I became an agent because I wanted to combine my

love for helping others with a desire to learn something new and creative," Kimberly shared. "Both nursing and real estate require empathy and a genuine desire to make a difference. Guiding clients to find their dream home or make sound investments is as rewarding as helping patients."

In 2008, a year when the housing market was in turmoil and many seasoned agents were exiting the field, Kimberly was just getting started. She balanced her role as a part-time

registered nurse with her new foray into real estate, but she was undeterred by the challenges. "Starting during the recession meant that short sales were just emerging. I was able to compete on the same level as experienced agents because we were all learning together," she recalled.

Kimberly's background in nursing provided a strong foundation for her approach to real estate. She credits her caregiving skills — listening, problem-solving, and staying calm under pressure — for

her success in navigating complex transactions.

Kimberly worked part time in real estate for years while raising her family and continued her nursing career at Providence Hospital and Beaumont. During the pandemic in 2020, she finally transitioned to full-time real estate. "The pandemic shifted my focus," she explained. "Real estate offered the flexibility I needed while still allowing me to help people in a meaningful way."

Kimberly's passion for her work shines brightest when she's helping clients visualize their futures. "My favorite question to ask is, 'What do you want to view when you wake up every day?'" she said. "Finding that unique view for someone — whether it's a sunrise over the lake or a bustling cityscape — is incredibly fulfilling."

Kimberly's dedication has earned her accolades such as the International Sterling Society Award, the Crescendo Award for the highest percentage increase, and a Relocation Award for outstanding service. In 2023, she closed over \$5.5 million in sales, further cementing her status as a top-tier agent.

Kimberly's family is her greatest source of joy and inspiration. She and her husband, Alan, share three daughters — Rachel, Jessica, and Amanda — and 10 grandchildren. Weekends at their lake house are filled with boating, dancing, and watching sunsets with their dog, Ollie.

"My family is my center," Kimberly said. "The



milestones of marriage, the birth of my children, and the joy of being a grandparent have all shaped who I am.”

## “MY FAMILY IS MY CENTER”

Outside of work, Kimberly finds joy in hobbies such as cake decorating, cooking, and supporting local neighborhood fundraisers. She’s also inspired by films like *The Family Man*, which resonate with her belief that success is about love and fulfillment, not just achievements.

Kimberly’s adaptability has been the key to her success. “Real estate is always changing,” she said. “You have to stay flexible and adjust strategies based on feedback and market conditions.”

Among Kimberly’s many memorable real estate experiences, one stands out: a hospital closing. “The buyer went into labor, so we had to finalize everything at the hospital,” she recalled with a laugh. “It’s moments like these that make this job unforgettable.”

When asked what she wants to be remembered for, Kimberly doesn’t hesitate. “Making a positive impact in every interaction — personal and professional,” she said. “That’s what matters most.” Whether she’s navigating the corridors of a hospital or the complexities of the real estate market, Kimberly is proof that a compassionate heart and a willingness to learn can lead to extraordinary success.



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What’s one thing you think everyone should try at least once?



Exploring new cultures in third-world countries  
**Nicole Abbiss** — Keller Williams Metro



Moving out of your hometown  
**McKenzie Cox** — Real Estate One - Oxford



Volunteer or raise funds for a noble cause  
**Jessica Juel** — Arterra Luxe



Skydiving!  
**Brittany Schreck** — Quest Realty



Being poor or broke  
**Cameron Boutros** — Anthony Djon Luxury Real Estate



Parasailing!  
**Steve & Kim Durecki** — Great Lakes Aerial Video Services and Photography



Sushi  
**Mark Kent** — Berkshire Hathaway HomeServices Kee Realty



Riding a hot-air balloon and also snorkeling in the Caribbean  
**Stacey Taylor** — Quest Realty



Every real estate agent should renovate a home! So much fun!  
**Sarah Budreau** — Oakland Corners Realty



Waterskiing  
**Thomas Gaunt** — Keller Williams Showcase Realty



Sushi  
**Stacy Milette** — Real Estate One



Jumping off a waterfall  
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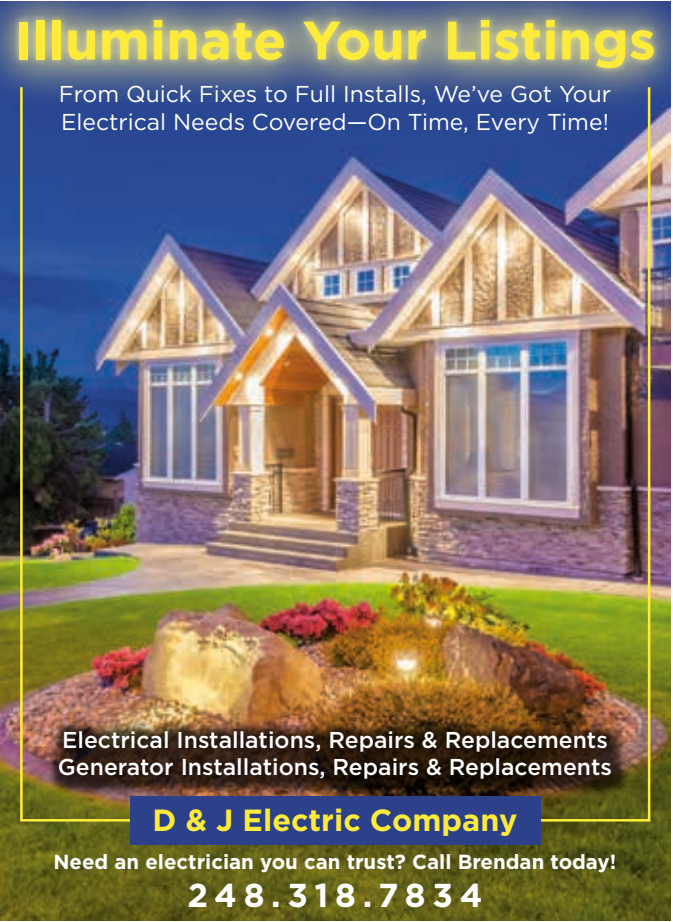
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# GALLOWAY & HOMMEL, LLP

SETTING THE STANDARD IN REAL ESTATE LAW

BY ROBBYN MOORE • PHOTOS BY RENAE FRANCES PHOTOGRAPHY

Navigating the complexities of real estate contracts, disputes and transactions requires a level of expertise and dedication that few can match. However, attorneys Scott Galloway and Brian Hommel at Galloway & Hommel, LLP have met those challenges with ease and confidence. As leaders in Michigan's fast-paced and high-stakes world of real estate, the business partners have paved their own legal landscape by providing strategic counsel and unmatched advocacy to clients in both residential and commercial real estate matters. The new firm is continuing its attorneys' reputation for excellence, problem-solving and client-focused service.

While Scott and Brian's paths to law were different, they shared a passion for real estate and a commitment to helping clients, which brought them together to build a partnership based on trust and advocacy. Scott has been practicing law since 1994 and Brian since 2019. The two formed Galloway & Hommel, LLP in August of 2024.

Scott's journey began with inspiration from his uncle, a public defender turned prosecutor who later opened his own law office. "From the time I was in elementary school, I always wanted to be a lawyer," Scott recalled. "Watching my uncle's work ethic and the impact he made for his clients and in the community inspired me to follow a similar path." After earning his law degree from Indiana University and working for the UAW Legal Services Plan, Scott launched his own practice in 2003. His natural leadership and deep legal acumen led to his election

to the Ferndale City Council three times and his current appointment to the Planning Commission for the City of Pleasant Ridge.

Brian's entry into law was driven by his fascination with problem-solving and communication. "I was captivated by how lawyers could use logic, language, and strategy to persuade and help others," he shared. His parents instilled in him a strong work ethic and attention to detail — traits that carried him through law school at Wayne State University. "Real estate law is like a puzzle — there's always more than one way to solve an issue, but finding the best solution for each client is the challenge I love."

The two met at Scott's prior law firm, and they quickly discovered a shared approach to client service and problem-solving. Their decision to combine their strengths and establish Galloway & Hommel, LLP was rooted in a mutual understanding that real estate law required not only technical expertise but also deep knowledge of the market and the people involved.

What sets the law firm apart from others is their exclusive focus on real estate law. Unlike general practice firms, Scott and Brian have built their entire practice around the nuances of property law, handling everything from transactional work to complex litigation. The firm's services span the full spectrum of real estate issues, including: brokerage law, commercial and residential transactions, boundary line disputes, contract

“In today's real estate market, quick response time, document sharing, review and legal analysis are more important than ever. We've adapted to the speed and expectations of modern real estate transactions and recent changes in the court.”

disputes, quiet title actions, fraud and misrepresentation claims, and criminal actions involving real estate.

Scott is the current Chair of the Oakland County Bar Association Real Estate Committee, and also serves on the Government Affairs and Strategic Partners Committees for the Greater Metropolitan Association of REALTORS® (GMAR) and is on the Board of the Greater REALTORS® Foundation. His leadership in the legal and real estate communities has earned him recognition as one of the top real estate attorneys in Michigan by Super Lawyers, DBusiness magazine, and Leading Lawyers magazine. He was recently honored as a “Go To Lawyer” for commercial real estate by Michigan Lawyers Weekly.

Brian’s professional involvement includes membership in the State Bar of Michigan Real Property Law Section (RPLS) and the Oakland County Bar Association. He’s also an active member of the Royal Oak, Madison Heights and Hazel Park Chambers of Commerce. His reputation for excellence in Michigan real estate law has led to repeated recognition in DBusiness magazine and as a “Rising Star” by Super Lawyers.

The lawyers’ approach to client service is rooted in understanding and transparency. “Solving problems



for real estate professionals, property managers, homeowners and investors is at the heart of what we do,” Scott said. “Our experience and vast network of connections in the industry allow us to deliver creative, effective solutions.”

“Since I started practicing law, there have been dramatic changes in court processes, laws, and real estate transactions,” Brian explained. “In today’s real estate market, quick response time, document sharing, review and legal analysis are more important than ever. We’ve adapted to the speed and expectations of modern real estate transactions and recent changes in the court. One tool to help is the firm’s client portal, which allows clients to communicate directly with us and access documents securely, improving efficiency and client satisfaction.”

One of the firm’s key differentiators is their emphasis on collaboration and cost-effective solutions. Prior to working with Scott and Brian, their office administrator and paralegal, Michele Willoughby, was a licensed real estate agent, which now allows her to provide valuable insight into the practical side of real estate transactions. Scott’s father was also an agent at Real Estate One, giving Scott a unique perspective on the industry’s inner workings.

Scott and Brian’s success is not only measured in legal victories but also in the strength of their relationships — both personal and professional.

Scott resides in Pleasant Ridge with his wife, Andrea, and son, Jack. He’s a passionate supporter of Detroit’s cultural scene, regularly attending events at the Orchestra Hall, the Detroit Institute of Arts, the Fisher Theater, and the Detroit Opera House. Scott is an avid gardener, cook, and home improvement enthusiast as well, who also enjoys cycling, camping, and volunteering in his community.

Brian and his wife, Paige, have two young children — Holden and Sophia (Sia). Family time is a priority, and Brian cherishes the simple joys of watching his kids grow and discover the world. He’s a sports fan, puzzle solver, and active volunteer in his community.

As Scott and Brian look toward the future, their focus remains clear: delivering high-quality legal services, finding creative solutions, and helping clients achieve their real estate goals with confidence.

“Success is being the person people trust when they need help,” Brian said. “It’s about making a real difference in people’s lives.”

“Success for me is defined by the quality of my relationships,” Scott added. “Surrounding myself with smart, fun, empathetic people of high integrity has made all the difference.”

Galloway & Hommel, LLP’s success is no accident. Scott and Brian have combined their legal expertise, industry knowledge, and client-focused approach to build a law firm that stands out in the competitive real estate market. Their commitment to professionalism, integrity, and results continues to make them a trusted partner for real estate professionals, property owners, and investors across Michigan.

For more information or to schedule a consultation with one of the attorneys, visit [gallowayhommel.com](http://gallowayhommel.com) or call 248-574-4450.



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# Lia LoChirco

PHOTOS BY  
RENAE FRANCES  
PHOTOGRAPHY

When Lia LoChirco reflects on her illustrious 32-year career in real estate, she describes it as a journey that felt like “second nature.” The daughter of immigrant parents, Lia has grown from watching her family build homes to leading LoChirco Realty LLC, a boutique real estate company in Downtown Rochester.

“My career started very young,” Lia explained. “I am the daughter of immigrant parents who gave me a front-row seat to their achievements in home building. Although I wasn’t asked to do much due to my age, I watched and learned.”

Lia graduated from high school in 1992 and attended Oakland University, where she paused her studies to earn her real estate license. She initially dabbled in new construction home sales, but during the recession in 2008, Lia fully embraced her real estate career and transitioned from a full-time family engineer to a full-time sales agent. “I found it fascinating to help clients, and the rewards were addicting,” she said.

Lia’s real estate path was marked by mentorship and professional growth. She joined CENTURY 21 in 2009 and RE/MAX in 2017, but in 2021, she took the courageous step of running her family brokerage — LoChirco Realty. “I didn’t actively recruit agents, but my

reputation attracted those who wanted to be a part of a small boutique real estate company,” she said. Today, Lia leads a team of eight agents, providing personalized attention and upholding high ethical standards.

Lia’s dedication and hard work have earned her the Oakland County Top Producer 300 award. She is also an active member of the National Association of REALTORS® (NAR). Last year, she amassed an impressive \$8 million



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in sales, which has contributed to her career volume of \$96 million.

One of Lia’s proudest professional accomplishments is when she gets to lead agents to follow her path. “My success is reflected in their excitement when they achieve their own levels of success,” she said.

Lia’s approach to real estate is deeply influenced by her background. She is fluent in English and Italian, and she leverages her multicultural skills to cater to a diverse range of clients. “I am fluent in customs and can pivot to both

cultures, which opens a lot of doors for me,” she added.

Despite her professional success, Lia remains deeply rooted in her family. She has been married to her husband, Joe, for 32 years. Together, they take pride in their four children — Francesco, 28, Rosella, 26, Gaetano, 21, and Gianmarco, 19. “Everything I do is for my family,” Lia said. “I strive to be an example to them so they continue to aim high.”

Lia’s passion for real estate is paralleled by her commitment to philanthropy. She supports St. Jude Children’s Research Hospital,

a charity that is close to her heart. “St. Jude was a place of respite for my nephew and my sister and brother-in-law,” she explained.

Beyond her business and philanthropy, Lia enjoys traveling, working out, and having happy hours with friends. She also owns a soccer training organization. Her favorite book, “The Good Earth” by Pearl S. Buck, resonates with her belief in the power of investing in land and building a legacy.

Lia’s future dreams involve continuing to grow LoChirco Realty into a local real estate powerhouse that supports agents and provides exceptional service to clients. “I want to continue to build a local real estate machine that empowers agents as professionals and gives clients the respect and service they deserve,” she shared.

Lia wants to be remembered as a woman who successfully built and led a business in an industry that is typically dominated by men. “I am proud to be a woman who is leading and making an impact in the business world,” she said.

“There are no limits anymore, and I am proud that this is the legacy our mothers before us have paved the way for,” Lia added. “I am achieving things they could only dream of, and my own mother did things that no one else had done, setting an example for me to always strive for better.”

As a mentor and leader, Lia emphasizes the importance of hard work and consistency — values that have defined her path and success. “Be consistent in all that you do,” she said. “How you do the small things is how you will handle the larger things.”

EVENT RECAP



Renee Jadan  
Z Real Estate Experts



Cameron Boutros  
Anthony Djon Luxury Real Estate



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# 2024

## BY THE NUMBERS


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




**31**  
AVERAGE TRANSACTIONS PER AGENT



SALES VOLUME  
**\$7,182,771,404**



TOTAL TRANSACTIONS  
**15,316**



**\$14,365,543**  
AVERAGE SALES VOLUME PER AGENT



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