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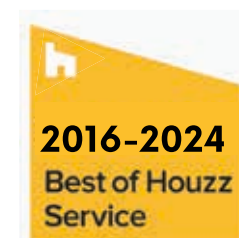
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**20** TOP PRODUCER **Matt Jankowski**

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**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.

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In the bustling Metro Detroit real estate market, a unique mother-daughter team is making waves with their complementary skills, shared passion, and dedication to clients. Nicole Pelton, associate broker and agent, and her mother, Denise Sieb, also an agent, have transformed their family bond into a powerhouse partnership under the banner of House Calls Realty Co. with Keller Williams Professionals.

Nicole began her real estate journey in 2018, inspired by her lifelong interest in homes and interior design. “Growing up, my family moved 13 times, which sparked my fascination with how a home can transform someone’s life,” she shared. Nicole’s early career in commercial and residential interior design laid a strong foundation for her transition to real estate — a move that was also influenced by her mother’s unfulfilled dream of becoming a real estate agent.

Denise, meanwhile, had spent over three decades excelling in information technology, supporting engineering and design in the automotive industry and the federal government. Her dream of selling real estate simmered on the back burner until Nicole’s success reignited her desire to pursue it. “Selling real estate is something I’ve wanted to do for as long as I can remember,” Denise admitted.

In 2020, Denise and Nicole officially teamed up, bringing a special dynamic to their clients. “We’ve always been each other’s biggest cheerleaders,” Denise said. “Our complementary strengths make us a great team.” Nicole’s design expertise allows her to envision possibilities in homes



# Denise Sieb

# NICOLE PELTON





that others might overlook, while Denise’s analytical mindset and problem-solving skills ensure a detail-oriented approach to transactions.

Denise and Nicole have achieved remarkable success as a team. Their combined efforts have driven impressive growth, with sales volume exceeding \$8.7 million in 2024. “It’s rewarding to see how far we’ve come,” Nicole said.

While the rewards are plenty, Denise and Nicole’s paths into real estate haven’t been without challenges. Nicole, who experienced personal hurdles such as imposter syndrome and a major career pivot, uses self-doubt as fuel to set and achieve new goals. “There are days I feel like I haven’t reached my full potential, but that drives me to keep improving,” she said.

As for Denise, she balanced raising two children as a single mother in the 1990s while building a career in a male-dominated field. Her resilience has become a cornerstone of her success in real estate. “My experiences taught me the value of perseverance and adaptability, which are crucial in this industry,” she shared.

When it comes to real estate, the duo has a client-centered philosophy and particularly enjoys working with first-time homebuyers. “Helping someone



navigate such an important milestone is incredibly fulfilling,” Denise said. Nicole added, “Building relationships and seeing the joy on a client’s face when they find the perfect home is what makes this work so rewarding.”

Outside of work, Denise and Nicole prioritize family. Denise — who has been married for 21 years — enjoys camping in a travel trailer with her husband and grandchildren. Nicole balances her career with community involvement, living by her personal motto: “Be the light! By helping others, you create a ripple of positivity.” She and her fiancé are currently planning their destination wedding that will take place in Glacier National Park in Montana this fall.

Both mother and daughter share a commitment to making a positive impact, which extends beyond real estate transactions. Nicole founded their brokerage’s Christmas Decoration Drive in 2008, a cherished annual tradition, and both women support Humble Design, a nonprofit that aids families transitioning out of homelessness.

Looking ahead, the team is planning to expand House Calls Realty Co. “We’re excited to bring on a buyer’s agent and an admin to help us grow while maintaining our focus on clients and family,” Nicole shared. Denise, who retired from IT in 2024, is fully dedicated to the business and envisions selling real estate “for as long as I’m able to work.”

For those considering a career in real estate, Nicole recommends that they find a mentor, ask questions, and never stop learning. “Your growth will accelerate when you surround yourself with the right people,” she said. Denise added, “It’s never too late to pursue your passion.”

Together, Denise and Nicole are not only reshaping the lives of their clients but also proving that passion, perseverance, and a familial bond can lead to extraordinary success. “We’re building something meaningful — for our clients, our community, and our family,” Nicole concluded.

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# MATT Jankowski

## BUILDING TRUST & SUCCESS IN REAL ESTATE

BY ROBBYN  
MOORE

PHOTOS  
BY STYLISH  
DETROIT

Matt Jankowski has carved a remarkable path in the real estate industry, blending passion, perseverance and an unwavering commitment to his clients. With over a decade of experience since earning his license in 2013, Matt has achieved \$50 million in career sales volume while also earning recognition as a Wayne County Top 300 REALTOR® in 2023 and 2024. His journey, however, is as much about building trust and growth as it is about family and community.

In Matt's family, real estate runs deep. His grandfather had built homes and apartment complexes, which inspired Matt to pursue his real estate license while he was studying at Oakland University. He began his career in commercial real estate at Colliers International, but he quickly realized his passion lay elsewhere.

After a brief but rewarding stint as a junior sales representative for TaylorMade-Adidas Golf — a role that reflected his lifelong love of golf — Matt transitioned into residential real estate. In 2016, he found his home at Lucido Real Estate and fully committed to building his career in the field. "I knew right away that this was going to be the brokerage that I wanted to build my business," he said.



Early in his career, Matt faced the challenge many new agents experience: building a client base and gaining confidence. "People think selling houses is easy, but if it was, everyone would do it," he said. By staying patient and grinding through the tough early years, Matt not only overcame these hurdles but also discovered the key to success in real estate — hard work.

For Matt, the most rewarding aspect of his work is growth. Over the years, he has honed his skills and expertise through experience, becoming a trusted advisor at every stage of the buying and selling process. "Success to me is when both the buyer and seller walk away from a transaction happy," Matt said.

"Helping clients find their dream home and guiding them through one of life's biggest transactions is the ultimate reward."

Beyond traditional real estate, Matt has ventured into other aspects of the industry. Since purchasing and flipping his first investment property in 2014, he has completed renovations on eight properties and taken on general contracting projects. His work now includes property management, overseeing multi-family properties for clients.

Whether he's advising clients about long-term investments or ensuring a seamless transaction, Matt is dedicated to building strong relationships, which are prioritized with honesty and trust. "Real estate is not just about representing buyers and sellers," he said. "There are so many branches to explore. My multifaceted approach has allowed me to diversify my expertise while delivering even greater value to my clients."

Matt's community involvement reflects this same spirit. Through Lucido Real Estate's Referrals 4 Charity program, Matt and his team donates \$1,000 to the charity of their client's choice with every successful deal. "We know that referrals are the lifeblood of our success in this business, and as





“

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REWARD.”

a way to give back and show our appreciation, we came up with this program,” he said. Matt also supports Children's Charities at Adios, continuing his family's legacy of giving back.

Beyond his career, Matt and his wife, Erin, have been married for five years, and they recently celebrated their son Leo's first birthday. They love traveling and spending time with friends and family, which Matt says keeps him grounded and motivated.

As Matt continues to grow his career, he remains focused on providing unparalleled service to his clients. “Your reputation is everything,” he said. “Whether it's a \$100,000 home or a \$3 million property, I approach every transaction with the same level of care and dedication.”

For Matt, success is not just about sales numbers; rather, it's about building trust, delivering value, and making a positive impact — one client, home, and relationship at a time.







# Thank You for Attending our Toast to the Top!

Our first event of 2025 for Real Producers of Wayne County — Toast to the Top — kicked off at the incredible Kudos Taproom and Fieldhouse in Taylor, MI. Top real estate agents in Wayne County and our Preferred Partners joined together to mingle, connect, celebrate and toast to the best of the best! Attendees enjoyed great food, drinks, music, and games provided by Kudos while making connections with colleagues across the real estate industry. Thank you to our partners, without whom these events and this publication would not be possible!

Special thanks to our HOST & Sponsor — Kudos Taproom and Fieldhouse — for providing this incredible space! Thank you to our VIP Sponsors — DFCU Financial, Morse Moving & Storage, ATA National Title Group, and Joe Vitale with State Farm — as well as our Support Sponsors — Michigan Schools and Government Credit Union, Embassy Title, and Berkshire Hathaway HomeServices - Kee Realty — for helping to make this event possible! Thank you to Becky Alley with Capital Mortgage Funding for sponsoring DJ Todd Everett, who provided the live music for this

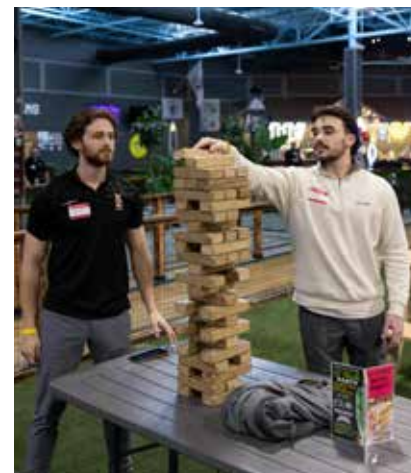
event! Thank you to Stylish Detroit for taking photos and videos of the event for our attendees to relive this amazing experience! We'd also like to thank Suzy Crossley from Embassy Title for helping with guest check-in!

If you haven't yet, please fill out our post-event survey at [rpeventsurvey.com](https://rpeventsurvey.com)

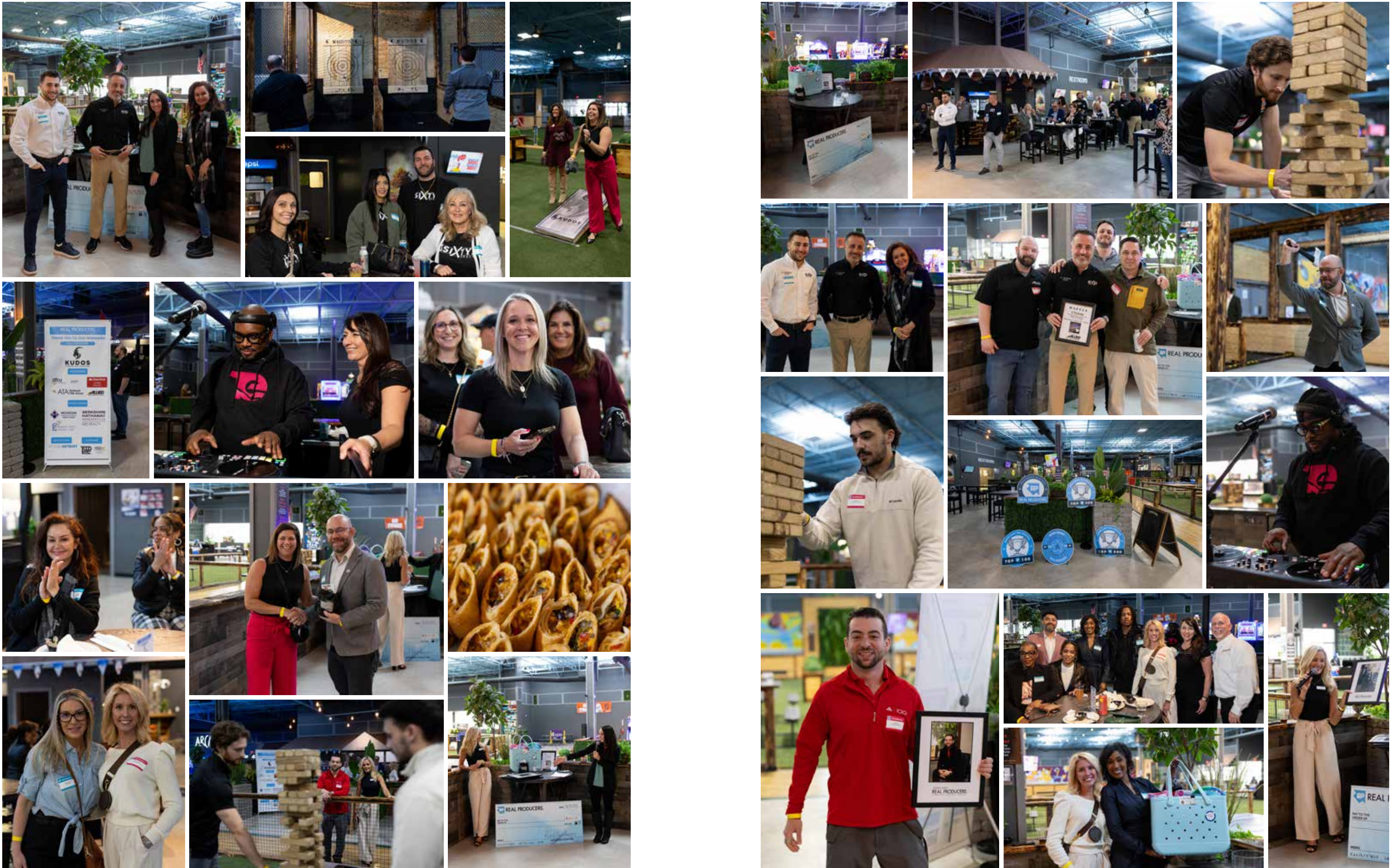
We are so grateful to all of you who joined us, and we look forward to making more memories with you at our next event at Detroit Shipping Company on June 4!



Interested in sponsoring a future event? Reach out to [terra.csotty@n2co.com](mailto:terra.csotty@n2co.com).











# 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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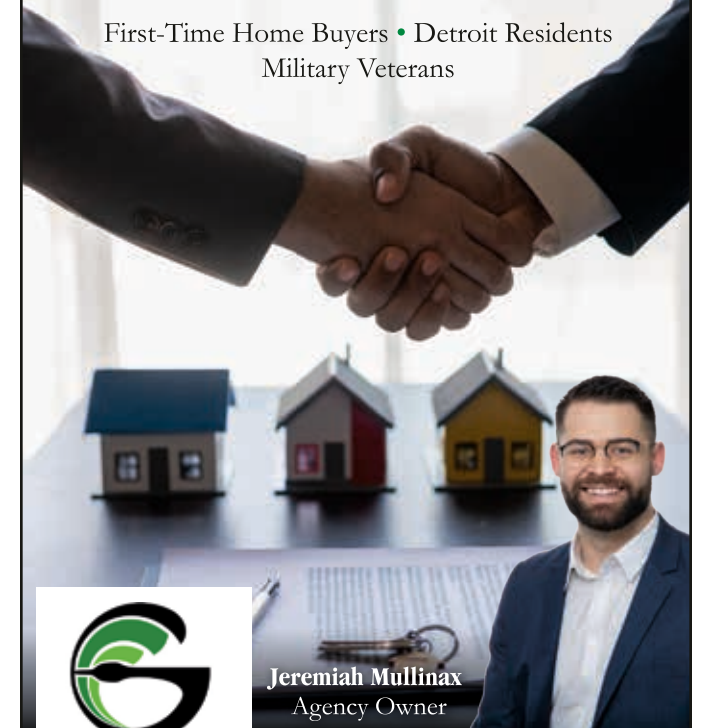
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Road, east of Dixboro Road

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