

WAYNE COUNTY

MARCH 2025

REAL PRODUCERS[®]

Sam Sakla



Partner Spotlight:
Joe Vitale with State Farm
Broker Spotlight:
Tarita Boone

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FAQ



All about Wayne 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.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?

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Sam Sakla

FROM IMMIGRANT DREAMS TO REAL ESTATE SUCCESS

BY ROBBYN MOORE
PHOTOS BY JENNIFER ARNETT WITH STARLOFT PHOTOGRAPHY
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT WINDRIDGE ESTATES IN NORTHVILLE

For Sam Sakla, success began long ago when his parents took the courageous step of moving their two small children from Egypt to a country unknown, with a language that was largely unfamiliar. There would be sacrifice. There would be struggles. However, on the other end of the hardship, there would be the chance to achieve greatness. It is that early exposure to bold perseverance that Sam said is the cornerstone of his journey to success.

With a bachelor's degree from the University of Michigan and an MBA from Walsh College, Sam began his career in corporate finance, where he spent 15 years in accounting and financial analysis, most recently at Lafarge, a global leader in building materials. His experience taught him that exceptional customer service was critical. "I quickly learned that client satisfaction was paramount for both professional success and personal fulfillment," he said. "This



realization became a guiding principle in my career transition."

In 2017, Sam faced a pivotal decision: A promotion at his finance job required relocation to Dundee, Michigan — a move that wasn't feasible for him at the time due to his growing family. "I opted for a severance package, driven by a vision of financial freedom and a desire to make a meaningful impact," he recalled. "I ventured into real estate because it is a field that had intrigued me for quite a while, especially after witnessing the struggles of families losing their homes to foreclosure. My decision

was not merely a career change but a commitment to helping others navigate challenging times with expertise and compassion."

Sam's real estate journey began with a remarkable start. His first year in the industry earned him the Rookie of the Year award, proof of his dedication and skill. Over the next seven years, Sam's career soared. He consistently achieved top accolades, including being ranked in the Top 5 in Keller Williams Michigan and Northern Ohio and earning recognition for top closed volume and individual listing units each year. By 2021, he had





“I actively pursue real estate knowledge and best practices from colleagues, peers and partners. This profession demands ongoing adaptation and innovation to remain ahead of the competition.”

secured his associate broker license, solidifying his expertise and leadership in the field.

Sam’s dedication as an associate broker at Keller Williams is evident as he has successfully sold an impressive average of at least 75 houses per year, with sales ranging between \$15-17 million.

Sam is passionate about continuous learning and professional growth, which are paramount to his business development. “I actively pursue real estate knowledge and best practices from colleagues, peers and partners,” he shared. “This profession demands ongoing adaptation and innovation to remain ahead of the competition. My commitment to education ensures that I am at the forefront of industry trends, and provides a high standard of service for my clients.”

For Sam, the true reward lies in the personal connections he fosters with his clients. Whether guiding a first-time homebuyer to their dream home or supporting a seller through a complex transaction, he finds immense fulfillment in making a positive difference. “My dedication to client satisfaction is rooted in my belief that real success comes from building lasting relationships and contributing to others’ well-being,” Sam said.

Outside of his professional achievements, Sam is devoted to his family — which is his highest priority. In 2024, he celebrated 15 years of marriage to his wife, Nora. Together, they have three



energetic boys — Noah, 11, Lucas, 7, and Ethan, 6. His children’s involvement in sports and family activities provides Sam with a sense of balance and purpose.

Sam envisions expanding his business, exploring new markets, and enhancing his investment portfolio, particularly in rental properties. “My goal is to build a legacy of trust, integrity, and excellence, leaving a lasting impact on both my clients and the community,” he said.

Sam offered advice to aspiring real estate professionals: “Stay focused on building strong client relationships, embrace

lifelong learning, and develop a robust personal brand. By balancing analytical skills with a client-centric approach, agents can achieve both professional and personal fulfillment.”

For Sam, the focus is on the journey rather than the destination. He has held onto the belief that he could achieve more if he dared to dream, and his success in real estate is merely a reflection of his steadfast resolve. By overcoming obstacles such as adapting to a new country and pursuing a new career, he has shown that self-belief and resilience can pave the way to lifelong success.

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Joe Vitale has carved out a remarkable niche in the insurance and financial services industry, distinguishing himself through exceptional customer service and his deep commitment to the community. His journey to

becoming a successful State Farm agent is evidence of his passion for helping others and his knack for sales.

Born and raised in Riverview, Michigan, Joe was known as a chatty boy. “My

teachers always said I talked too much, but that ability to strike up conversations turned out to be a real asset,” he said with a laugh. From a young age, Joe showed a natural talent for sales, becoming the top seller

for his high school baseball team’s fundraiser. This early experience sparked his interest in a sales career, although he didn’t immediately know where it would lead him.

Joe’s path into sales became clearer during his college years. While working at Texas Roadhouse, he landed an internship at State Farm through a connection with a waitress. “It was a perfect fit from the start,” Joe recalled. “I realized that being an agent would allow me to combine my love for sales with my desire to help people.”

Joe honed his skills and learned the ropes of the industry under the guidance of Dave Arce, a seasoned State Farm agent who has over 30 years of experience. “Dave taught me everything and has been there for me every step of the way,” Joe said. “His influence shaped my career and my approach to business.”

Within his first year as an agent, Joe hit a significant milestone in his new career when he received the prestigious Ambassador Club Travel award, which included a trip to Germany. “It was my first time overseas, and it was an amazing experience,” Joe shared. This accolade, reserved for agents who achieve high sales targets, underscored Joe’s dedication and skill in the industry.

Joe has been working with State Farm for seven years now, but three years ago, he opened his own agency aptly named Joe Vitale - State Farm. The agency offers a comprehensive range of services, including auto, home, life, and health insurance, as well as bank products, mortgages, and investment planning. “Our mission is to help people manage the risks of everyday life, recover from the unexpected, and realize their dreams,” Joe explained. “We go beyond being just an insurance company: We ensure that all aspects of our clients’ lives are protected.”

What sets Joe Vitale - State Farm apart from other agencies is its unwavering commitment to customer service. “My service team is the heart of our



agency,” Joe said proudly. “They’re friendly, caring, and understanding. Our sales team is quick and efficient, always ready to help our clients.” This focus on exceptional service has built a loyal customer base and earned Joe a reputation as a dependable agent who prioritizes his clients’ needs.

“MY SERVICE TEAM IS THE HEART OF OUR AGENCY. THEY’RE FRIENDLY, CARING, AND UNDERSTANDING. OUR SALES TEAM IS QUICK AND EFFICIENT, ALWAYS READY TO HELP OUR CLIENTS.”

Another key to Joe’s success is his ability to adapt to changes within the industry. The 2020 Personal Injury Protection (PIP) reform in Michigan, which altered medical options for auto policies, presented significant challenges. “It was a big hit for everyone in Michigan, but we focused on educating our customers and ensuring them that they

understood their policy choices,” Joe said. “Our priority is always to provide proper coverage at an affordable rate.”

Outside of his professional life, Joe cherishes time with his family. Whether boating, golfing, or attending sporting events, family gatherings are an important part of his life. “We love spending time up north and are looking forward to a family cruise in the future,” Joe said.

When he’s not working, Joe enjoys golfing, practicing Brazilian jiu-jitsu, working out, playing softball, gaming, and indulging in good food. His diverse interests reflect a well-rounded personality that values both physical activity and relaxation.

As for community involvement, Joe is committed to sponsoring local sports teams and charity events. “I played sports throughout my school years, and I know how important it is to have a focus to stay on a successful path,” he explained. “Our future is the youth of today, which is why I donate to their organizations.”


Looking ahead, Joe hopes to be remembered as someone who gave back to the community and cared for people in their time of need. "I want to be known as a successful, dependable businessman who cares about his team and customers," Joe shared. "I strive to be there when people need me."

For top-producing real estate agents, Joe offers a promise of top-priority service. "If agents reach out to Joe Vitale - State Farm, they can expect quick and efficient quotes," he said. "Our referrals are number one, and

we understand the urgency of real estate and mortgage companies needing quotes for their closings."

Joe's journey from a talkative boy in Riverview to a respected State Farm

agent is a story of dedication and a relentless pursuit of excellence. His agency stands as a beacon of reliability and compassion, ensuring that clients are well-protected and supported through all of life's uncertainties.

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Tarita Boone

Going the Extra Mile

In the world of real estate, there are movers and shakers, and then there are quiet storms. Tarita Boone, broker at Real Estate by Rita, epitomizes the latter. With a career volume surpassing \$50 million and a team she considers like family, Tarita has created a unique pathway for herself in the real estate industry.

PHOTOS BY TRACIE SEELEY WITH METRO SHORES MEDIA

Before Tarita began her career in the world of property listings, she spent over 20 years working in the dental field. Her aspirations, however, extended beyond the dental offices. “I thought I wanted to become an interior designer,” she explained. “Once I started flipping properties, I thought, why stop there? I can wear many hats. Why not an agent?”

In 2017, Tarita took the plunge and transitioned from doing property management and investing to become a licensed real estate agent. “I found that I loved being in the field, but handing off properties that I could sell didn’t make sense,”

she said. “I knew more about them, so I decided to get my license.” After obtaining her license, she promptly pursued and achieved her broker’s license, opening her own brokerage just two weeks later.

At the heart of Real Estate by Rita is a close-knit team of five agents. “What makes us unique is that we are a family,” she said. “Our best moments are sitting at our conference table and cultivating amazing ideas on how to increase sales production and creative leads.” She is also passionate about nurturing new talent and is always present at their first closing to remind them of the significance of

their achievement. “I want them to be better than me and more successful. We all win together!” she added.

Tarita’s biggest challenge in the real estate field has been learning not to take deals that she lost personally. Through reading and watching videos on negotiation strategies, she has honed her skills and emerged stronger. She also has aspirations to expand internationally and create safe housing for abused individuals. “My goal is to push B1 Real Estate LLC — doing business as Real Estate by Rita — into the stratosphere,” Tarita said.

Born in Detroit but having spent many years in Minnesota, Tarita calls herself a “Detroit-esotian.” Her roots and experiences in both places significantly shaped her. “Watching my single mother handle moving her two children to another state and navigating it in a way to try to ease the impact on her children was amazing,” she said. This resilience and adaptability became core to Tarita’s approach to life and business.

Tarita acknowledges that her mother and spouse have been huge supporters in her life, but when it comes to her career, she recognizes how her mentor, PD Dandnaik, played a significant part. “A great businessman who pushed me to never take no for an answer. He helped me to understand persistence!” Tarita said. She also derives inspiration from real estate mogul





Nicole Curtis, whom she once met and had an “amazing” conversation with. “To have the person you’ve looked up to be amazed by your work was a dream come true!” Tarita added.

Not one to rest on her laurels, Tarita has completed a three-year program in half the time at Harvard University for Real Estate Development. Her commitment to continuous learning is paralleled by her philanthropic efforts. She founded PRETTI (Protection and Restoration of Tattered and Torn Individuals), a foundation that provides emergency housing and resources for domestic abuse victims. “With the introduction to Women’s Heart Association, I was happy to start supporting and wanted to do more that I felt passionate about, which inspired me to form a foundation for abused and battered individuals,” she explained.

Tarita finds joy in her family whenever she’s not working. She is married with three children and has a 5-year-old granddaughter. “We all enjoy the granddaughter, and watching her grow

is the highlight in all of our lives!” she shared.

In her free time, Tarita indulges in creating art, sewing, and exploring places with remarkable architectural features. Her favorite books are “To Kill a Mockingbird” by Harper Lee, “Raisin in the Sun” by Richard Wright, and “I Know Why the Caged Bird Sings” by Maya Angelou. As for movies, her favorites are “Breakfast at Tiffany’s” and “Carmen Jones.”

For up-and-coming agents, Tarita offers savvy advice: “Persistence, preparation, and understanding the art of negotiation and strategy will be your best tools. Use them wisely.” She also wants agents to remember that nothing happens overnight and that they should write down the step-by-step path toward their dreams. “If your dreams don’t scare you, then you are not dreaming big enough,” she added.

As for her legacy, Tarita hopes that people will know her as someone who stuck by her word. “I want to be remembered as an individual who stands up for what I believe in,” she concluded.



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