




MACOMB COUNTY


MAY 2025

REAL PRODUCERS[®]



TOP GROUP IN CLOSED UNITS

#1	#2	#3
 The Monzo Group THE MONZO GROUP KELLER WILLIAMS REALTY	 NEAL & NEAL TEAM NEAL & NEAL TEAM KELLER WILLIAMS REALTY	 THE EZ SALES TEAM THE EZ SALES TEAM KELLER WILLIAMS CITYWIDE



Rising Star: Nick DiStefano
Partner Spotlight: ACS Roofing

Erick Monzo with The Monzo Group

PHOTOS BY GINA DINVERNO PHOTOGRAPHY

CONNECTING. ELEVATING. INSPIRING.

MAKE SURE **SAFE & SECURE**
YOUR HOUSE IS
Heading into Spring




SAFEGUARD SECURITY SOLUTIONS
SECURITY SYSTEMS

- Residential & Commercial Security Systems
- Video Surveillance & Monitoring
- Smart Home Automation
- Energy Management Solutions
- 24/7 Security Support

CALL US FOR SECURITY SERVICE TODAY

1-800-631-3550 • safeguardsecuritypros.com

Macomb County's Real Estate
MOVES FAST





Follow Macomb County Real Producers
on social media to keep up.

 @realproducersofmacombcounty
 @realproducersofmacombcounty

MACOMB COUNTY
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

**PROUDLY SERVING
THE METRO AREA SINCE 1980**



CARPET SALES • INSTALLATION • SERVICE
CLEANING • VINYL PLANKS • HARDWOOD
LAMINATES • LINOLEUM • LVP

DOBB'S CARPET SERVICE
Mike Dobbelaer - Owner

586-776-7352 • Cell: 586-489-4155
Check out our showroom at 13713 E. 10 Mile Rd., Warren, MI 48089
Tuesday-Friday 10:00 a.m. - 5:00 p.m.

SAVE THE DATE FOR
RP Elevate

SEPTEMBER 29 & 30, 2025
LOEWS ARLINGTON HOTEL & CONVENTION CENTER

Join real estate leaders and the top 5% of agents from across the country for a two-day experience packed with **industry insights**, **cutting-edge strategies**, and **powerful networking opportunities** designed to help you succeed in the ever-evolving real estate market.

Tickets are limited! Reserve your spot today at rpelevate.com.

SPONSORSHIP OPPORTUNITIES AVAILABLE



Come Hail or High Water Protect
Your Transactions with ACS Roofing's
**EXPERT ROOFING
SOLUTIONS!**

Residential Roofing
Commercial Roofs
Flat Roofs
Roof Repairs
Gutters



Get a Quote Today!
586.325.4001 | ACSRoofers.com



Contents



PROFILES



10 Nick DiStefano



16 ACS Roofing

IN THIS ISSUE

- 6 Preferred Partners**
- 8 Meet The Team**
- 10 Event Announcement:** Join Us for a Fiesta!
- 12 Rising Star:** Nick DiStefano
- 16 Partner Spotlight:** ACS Roofing
- 18 WAYA:** We Ask, You Answer
- 20 Top-Producing Team:** Erick Monzo
with The Monzo Group
- 26 Tribute:** Darla Rowley

If you are interested in nominating people for certain stories, please email us at: terra.csotty@realproducersmag.com.



REDESIGNING YOUR MORTGAGE EXPERIENCE

- SIMPLE ONLINE APPLICATIONS
- COMPETITIVE RATES
- EXCEPTIONAL SERVICE



A REPUTATION FOR SERVICE

Visit **loanvisionmortgage.com**
to Start Your Home
Journey Today!

**Madison Heights, MI.
248-929-5767**



Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the real estate community!

ALARM/SMART HOME SYSTEMS
Safeguard Security Solutions
(800) 631-3550
safeguard
securitypros.com

CLEANING SERVICE
Dawn To Dusk Cleaning
(586) 932-4090
dawntodusk
cleaning.com

CUSTOM HOME BUILDERS
Cranbrook Custom Homes
(586) 781-2316
www.cranbrookcustom
homes.com

Lombardo Homes
(586) 781-2316
lombardohomes.com

DRONES
Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerial
videoservices.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

DRYWALL & PAINTING
Briteway
(586) 709-1829

FINISHED CARPENTRY
Briteway
(586) 709-1829

FLOORING
Dobb's Carpet Service
(586) 776-7352

HEATING & COOLING
Controlled Weather HVAC
(586) 625-2121
www.weathercontrol
hvac.com

Rawley HVAC
(586) 634-7929
rawleyhvac.com

VisionAir Heating & Cooling
(586) 256-7300
visionairhc.com

HOME INSPECTION
Comprehensive Property Inspection
(586) 842-4700
www.comprehensive
propertyllc.com

HHI Hodge Home Inspections
(248) 388-4783
www.hhiservices.org

HomeTeam Inspection Service
(586) 783-9957
www.hometeam.com

WIN Home Inspections
(586) 500-0099
newbaltimore.wini.com

HOME REMODELING
CCR Renovations
(800) 988-1710
ccrrenovationsllc.com

HOME STAGING
Impact Home Staging Experts
(248) 591-4290
www.impacthomestaging
experts.com

INSURANCE
Goosehead Insurance
Jessica Dodge Agency
(586) 355-4558
goosehead.com/jessica-dodge

State Farm Agency
Aaron Seitz
(586) 992-1175
aaronseitzinsurance.com

KITCHEN & BATH
CCR Renovations
(800) 988-1710
ccrrenovationsllc.com

MORTGAGE LENDER
Fifth Third Bank
Sandi Frith
(586) 871-8002
mortgageadvisors.53.
com/sandi.frith

Lake Michigan Credit Union
Brent Green
(586) 697-0199
www.lmcu.org/brentgreen

LoanVision Mortgage
Stephen Gikas
(248) 686-6488
www.loanvision
mortgage.com

Michigan Schools & Government Credit Union
(248) 260-8906
msgcu.org

Union Home Mortgage
Jennifer La Rose
(586) 855-6136
approvedwithjen.com

MOVING & STORAGE
Morse Moving & Storage
(734) 484-1717
www.morsemoving.com

PAINTING
Briteway
(586) 709-1829

Jon J. Painting
(586) 839-0166

PHOTOGRAPHY & VIDEOGRAPHY
Great Lakes Aerial Video Services & Photography
(586) 246-4203
www.greatlakesaerial
videoservices.com

Stylish Detroit
(313) 799-3686
stylishdetroit.com

PHOTOGRAPHY/BRANDING
Gina Dinverno Photography
(586) 260-9658
ginadinverno
photography.com

PLUMBING & DRAIN SERVICES
Drain Inspectors
(248) 854-6014

PLUMBING/SEWER
J.A. Inspections Plumbing & Sewer Services
Jamyre Anderson
(313) 920-6708

RENOVATIONS/REMODELING
Renovation Sells Northeast Metro Detroit
Andrew Wehrli
(586) 301-6063
renovationsells.com

ROOFING
ACS Roofing
(586) 325-4001
acsroofers.com

GC Commercial Roof Systems
(586) 961-6735
gcroofingservice.com

TITLE COMPANY
Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitleofmi.com

VIRTUAL 3-D TOURS
Stylish Detroit
(313) 799-3686
stylishdetroit.com

HAPPY
SPRING




UNIONHOME
MORTGAGE


Jennifer La Rose
(586) 855-6136
NMLS #1141786

ADD VALUE AND SMILES TO EVERY PROPERTY
With Reliable Heating & Cooling!
586.634.7929
RawleyHVAC.com


Rawley HVAC

Providing Comprehensive HVAC Services for the Detroit Metro Area Since 1968



REAL PRODUCERS PODCAST

Inspiring conversations with the nation's top real estate agents.



Same Brand, New Reach – Tune in for free today

Listen on Apple Podcasts

LISTEN ON Spotify

Listen on amazon music

RP



BRITeway

Painted Curb Appeal That Closes Deals

Drywall Painting Carpentry Insurance Restoration

Transform Your Listings Today!
586.709.1829
Britewayllc@gmail.com

Meet The Team



Terra Csotty
Owner/Publisher



Ashley Streight
Publishing Assistant/Content Coordinator



Elena Filimon
Relationship Manager



Kevin Jurvis
Event Coordinator/
Relationship Manager



Holly Garrish
Relationship Manager



Shenia Schlosser
Ad Strategist



Amanda Matkowski
Editor



Robbyn Moore
Writer



Andy Schwartz
Stylish Detroit
Photographer/Videographer



Jay Dunbar
Great Lakes Aerial
Video Services
Photographer



Gina Dinverno
Gina Dinverno Photography
Photographer



CONSTRUCTION DRAW LOANS

Get financing you can count on, with a one-time close and funds distributed directly to your builder during each phase of construction. Once your home is complete, seamlessly transitions into a mortgage.

Building your dream home just got easier

- Streamlined process with a single closing
- Funds disbursed to your builder in phases to match construction milestones
- Automatically converts to mortgage after construction
- Secure your rate and know all fees upfront for peace of mind
- Pay only the interest during construction
- Finance your lot purchase or build on land you already own
- Utilize your land's value as equity in your construction loan



Sam Jovanovski
Mortgage Consultant
NMLS #1171796
Michigan Schools and
Government Credit Union
16224 26 Mile Rd
Macomb, MI 48042
P: (586) 263-8800, ext. 540
C: (586) 604-6072



Jeff Miller
Mortgage Consultant
NMLS #718451
Michigan Schools and
Government Credit Union
4555 Investment Drive
Troy, MI 48098
P: (586) 263-8800, ext. 764
C: (248) 515-0198

Local Mortgage Consultants offer free consultations and personalized guidance. Available for primary and secondary homes in Michigan and Florida. Applying is easy online or in person.

We're open to all Michiganders and proud to be the financial champion of dream chasers.



Insured by NCUA
Updated 1/2025



MICHIGAN
Schools & Government
CREDIT UNION



PHOTO • VIDEO • DRONE • MATTERPORT
FLOORPLANS • VIRTUAL TOURS • HEADSHOTS

Stunning photography, cutting edge video, and every tool you need to quickly sell your next listing is just a click or call away. With the largest & most talented team of real estate media professionals in Michigan, we create content that gets results.

Find out why Stylish Detroit is the preferred media company for Metro Detroit's top producing REALTORS.

STYLISH DETROIT
STYLISHDETROIT.COM • (313) 799-3686

THE GOLD STANDARD

IN MAGAZINE



& AD DESIGN

But don't just take our word for it. Take *theirs*.



THE N2 COMPANY.



n2co.com

EVENT ANNOUNCEMENT

Join us for a
Fiesta!



Date: Wednesday, May 7
Time: 2-4 p.m.
Location: Juan Blanco's in Fraser

Host: Juan Blanco's
VIP Sponsor: Lombardo Homes

Step into summer at Juan Blanco's for our sizzling Fiesta!

Support Sponsors: Berkshire Hathaway HomeServices - Kee Realty, Michigan Schools & Government Credit Union and Elite Network

Enjoy an exclusive afternoon of mouthwatering Mexican cuisine, refreshing cocktails, and fantastic prizes — all set in a vibrant, festive atmosphere.

Photos/Videos by: Stylish Detroit

Register now at
www.realproducersparty.com.



Local service & great rates

Call, click or stop by today

Aaron Seitz
Agent

16392 26 Mile Road
Macomb, MI 48042-1057
Bus: 586-992-1175
aaronseitzinsurance.com



State Farm, Bloomington, IL

FAQ



All about Macomb County Real Producers



More info at www.macombcountyalproducers.com

Q: WHO RECEIVES THE MAGAZINE?

A: The top 300 real estate agents in Macomb 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 Macomb 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 Macomb 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.

**A TEAM OF
HOME INSPECTORS
YOU CAN TRUST.**



HomeTeam of Warren Michigan
(586) 783-9957
warrenmichigan@hometeam.com
hometeam.com/warren-michigan

Each office is independently owned and operated. ©2023 The HomeTeam Inspection Service, Inc. All rights reserved.

Nick DiStefano

Real Estate With a Side of Fun, Family, and Blue Hair

PHOTOS BY STYLISH DETROIT

A Clinton Township native with six years in the real estate industry, Nick DiStefano is redefining what it means to be an agent — blue hair, music, and all.

For Nick, real estate is in his blood. His grandmother, Carol Vitale, was one of the first RE/MAX franchise owners in Michigan. “Out of high school, I needed a job,” Nick said, laughing. He started as a receptionist at his grandmother’s RE/MAX First office, but it wasn’t a walk in the park. “She made me apply formally and interview. Needless to say, I was hired,” Nick added.

After four and a half years and a college degree in music business, Nick found his next opportunity as an administrator with The Susan Vogel Team. “I loved the way they did business, and our personalities fed off each other’s energy,” he explained.

A year into that role, it hit him: He could do this, too. With encouragement from his mentors — including Susan Vogel and his grandmother — Nick got his real estate license. “I was kicked out of the nest and into full-time real estate,” he joked.

Since then, Nick has racked up nearly \$24 million in career volume and secured spots in RE/MAX’s 100% Club for 2022, 2023, and 2024. Last year, he was also recognized as the #20 agent at his brokerage, which proudly holds the title of the #1 RE/MAX in Michigan.

Despite his career achievements, Nick considers people to be the real rewards. “There are a lot of bad actors in this business — people who are unethical or just have bad attitudes,” Nick said. “I feel like this business needs more professionalism, tact, and guidance as the industry gets more complicated.”

Real estate might be Nick’s profession, but music is still very much a part of his life. He’s a songwriter and musician, balancing the demands of being an agent with



his creative pursuits. “Real estate gives me the freedom to tailor my schedule to my many hobbies,” he shared. This flexibility is crucial, especially when his band heads out for weekend tours. “I don’t need PTO — I just rely on some colleagues if I have a showing,” he said.

Beyond music, Nick is an avid fan of board games, video games, martial arts, and history. He’s particularly passionate about historic homes, a niche that has become a cornerstone of his business. “I love historic homes, and I’m uniquely qualified in marketing them!” he said.

Nick’s love for history extends into his personal life as well. He serves on the Mount Clemens Historical Commission, where he works to preserve local heritage. While his charitable giving might be modest — he donates to the Children’s Hospital of Michigan Foundation through RE/MAX — his civic engagement speaks volumes about his dedication to his community.

Nick’s home life is as vibrant as his professional one. He recently married his wife, Hannah, whom he calls “the sweetest, kindest person I know.” The couple met at RE/MAX when they were both receptionists, and after nine years together, Hannah now serves as Nick’s full-time executive assistant. Together, they share a home with their dog, Max, and cat, Saria. “Max wears his heart on his sleeve and loves to cuddle while we watch our favorite shows,” Nick said. As for Saria, she’s “a menace,” but still loved.

The couple enjoys unwinding with board games, video games, and quality time with their pets — simple pleasures that help Nick stay grounded. “Being a spouse to an agent who is always on the move isn’t easy, and she has been more than understanding through our relationship,” he said.

Despite his current success in real estate, Nick admits that getting his start wasn’t easy. “At 24, it was really tough to convince people that I would be the best person to be their real estate expert,” he recalled. His blue hair didn’t exactly scream “traditional agent,” either. Over



“THERE ARE A LOT OF BAD ACTORS IN THIS BUSINESS — PEOPLE WHO ARE UNETHICAL OR JUST HAVE BAD ATTITUDES,” NICK SAID. “I FEEL LIKE THIS BUSINESS NEEDS MORE PROFESSIONALISM, TACT, AND GUIDANCE AS THE INDUSTRY GETS MORE COMPLICATED.”



time, however, Nick’s experience and dedication spoke for themselves. “Nobody questions that now,” Nick added. “Even with my dyed-blue hair!”

Nick defines success as a person accomplishing what they set out to do and doing it well, but he emphasizes that the journey is just as important as the destination. “This is a business that requires serious knowledge and professionalism, but that doesn’t mean we can’t be kind to each other and have fun,” he said. His light-hearted approach is balanced by a deep commitment to his clients. “As a guide for your clients, you need to be the calm in the storm,” he explained.

Nick credits much of his success to his dedication to relationships. “There’s no such thing as a past client,” he said. “You are your clients’ real estate expert for life if you do this business correctly.”

If there’s one message Nick wants to leave with aspiring agents and clients alike, it’s this: Be authentic. “You have to be authentic to yourself and who you are,” he said. “This is a people business, and if you’re trying to put on a face when talking to people, they’ll see right through you.”

According to Nick, authenticity and standing out from the crowd are essential to building meaningful connections and lasting success. He embraces the words of Dr. Seuss: “Why fit in when you were born to stand out?”

For Nick, the sky’s the limit. He also draws inspiration from Henry Ford’s quote: “Whether you think you can or think you can’t, you’re right.” After all, if a 30-year-old with blue hair can make six figures, anyone can — if they’re willing to put in the work and stay true to themselves.

Great Lakes

AERIAL VIDEO SERVICES & PHOTOGRAPHY

ONE STOP SHOP

AERIAL VIDEOS • AERIAL PHOTOS
LISTING PHOTOS
WALKTHROUGH
VIDEOS
FLOOR PLANS
PROPERTY
WEBSITES
FREE MARKETING
VIRTUAL STAGING

586.246.4203
Contact@GLAerial.com

www.greatlakesaerialvideoservices.com



First Impressions Matter

Quality painting for standout listings!



Contact us today for a free estimate!

Jon J. Painting

We Specialize in Interior and Exterior Painting

586.839.0166

WE DON'T INSPECT WE EDUCATE

We will teach you how your home works, how to maintain it, and how to save money.

We are a home inspection company serving our neighborhoods in Wayne, Oakland and Macomb counties in Eastern Michigan.

We are founded by former teachers who wish to educate home owners about the benefits and possible hazards associated with their largest investment; their home.

Book an Inspection Online!



aaronjackson@comprehensivepropertyllc.com | (586) 842-4700





Aaron Jackson

Owner and Senior Inspector

During the inspection, we complete a non-invasive walk-through of the home to assess its current condition, repair needs, operation, and maintenance requirements.

Unlock Exclusive Benefits for REALTORS® with



Expert Fleet Allocation for Real Estate
Seamless Client Transitions & Personalized Service
Active Involvement in Real Estate Industry Events
Trusted by Top Agents for 65+ Years

Partner with Morse Moving & Storage Today to Elevate Your Client Experience

734.484.1717
morsemoving.com

USDOT 274486 | PUCO HHG#509459-HG

WINNER
OFFICIAL MOVING PARTNER



ACS ROOFING

In the world of exterior home renovations, ACS Roofing Inc. stands out for its quality and affordability. The Clinton Township, Michigan-based company is redefining industry standards with its commitment to excellence and customer satisfaction, and has become a trusted name in the community.

ACS Roofing was founded four years ago by David Kuczynski, a seasoned professional with a rich background in sales and management. The president of ACS Roofing, he had an ambitious vision to provide top-notch roofing services at prices that wouldn't break the bank. "I saw competitors charging exorbitant prices, and I knew there had to be a better way," he explained. His determination to offer affordable solutions without compromising on quality has been the driving force behind the company's success.

ACS Roofing's customer-first approach has propelled it to impressive heights, making it the fastest-growing roofing company in southeast Michigan. ACS Roofing has seen a remarkable 30% year-over-year growth and experienced an impressive 100% expansion in 2024, thanks to its growing

commercial division, an expanded fleet of company vehicles, and a strengthened sales team. Its motto — "Building relationships one roof at a time" — reflects its determination to not only complete projects but also foster meaningful relationships with clients.

ACS Roofing offers comprehensive exterior renovations, including gutters, siding, soffit, fascia, and metal trim work. The team's willingness to take on repairs that competitors often avoid sets them apart in the industry. "We stand by our warranty work and always make things right," David said. This commitment to customer satisfaction has earned ACS Roofing a perfect 5.0 rating from clients, a testament to their dedication to quality and service.

ACS Roofing's dedication to going the extra mile is further exemplified by their ability to provide roof inspection letters for mortgage companies. "We can even wait until closing to receive funds for a project if a contract is in place with the seller and an addendum is created," David said. This flexibility ensures clients receive top-tier service, customized to their unique needs.

RAISING THE BAR IN EXTERIOR RENOVATIONS



Photo by Gina Dinverno Photography



Photo submitted by David Kuczynski

When it comes to real estate, David acknowledges the challenges posed by rising labor and material costs — but he still continues to maintain affordable prices for clients. "We work better deals with suppliers and sometimes absorb some of the costs ourselves," he explained. This proactive approach also strengthens relationships with suppliers, guaranteeing a steady supply of quality materials.

For David, the most fulfilling aspect of his work is the positive feedback from satisfied customers. "When clients tell me how happy they are that they chose us, give us a good review, and mention that we saved them money — that's what it's all about," he said. Happy customers fuel David's passion for the business and drive him to continually improve and innovate.

Outside of work, David cherishes time spent with his daughter, traveling and playing softball together. This work-life balance contributes to his holistic view of success and shapes his business practices. By prioritizing family and

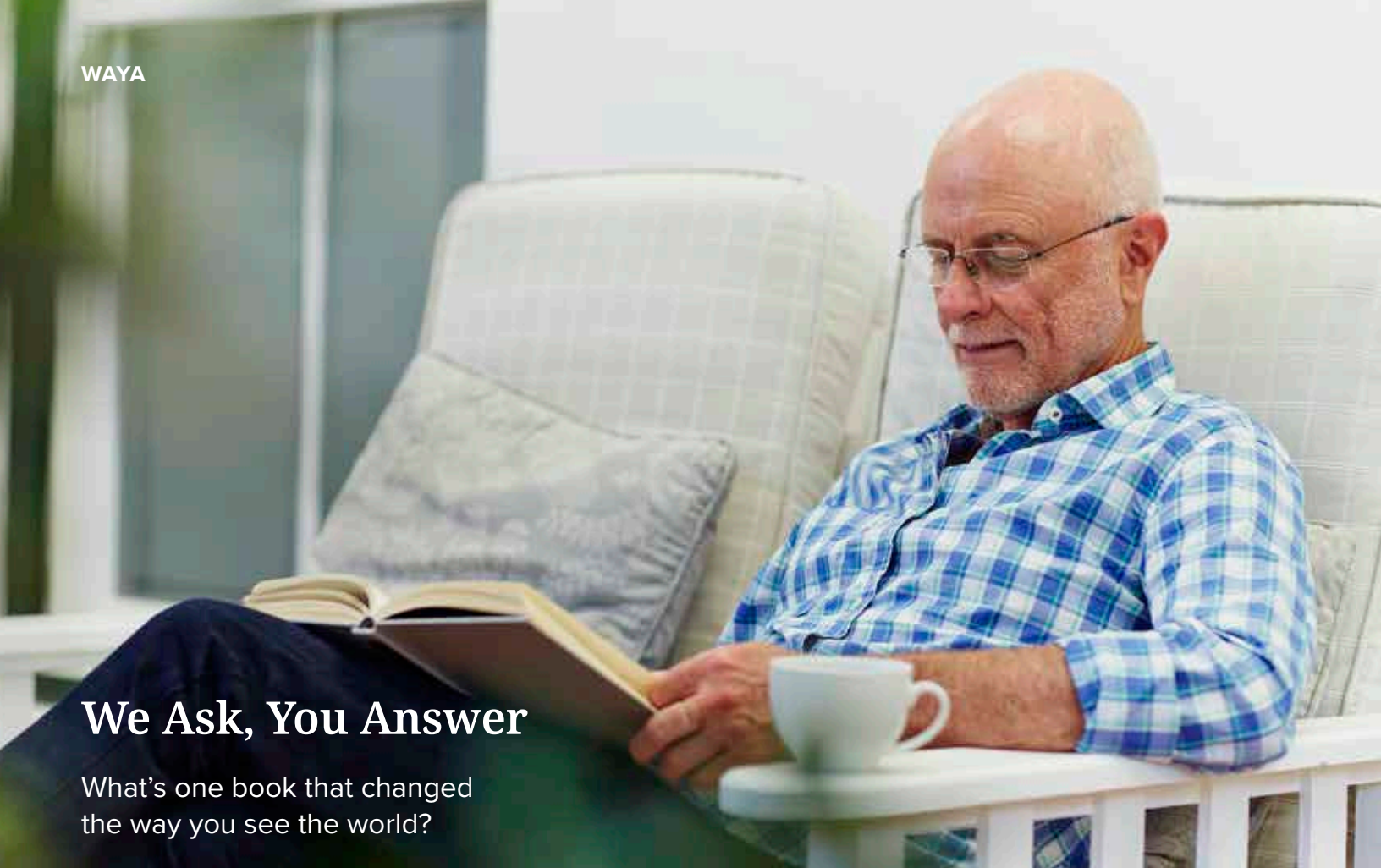
personal well-being, he ensures that his professional life is equally rewarding and fulfilling.

David aims to leave a legacy built on honesty and integrity, and on being a good father. These personal values infuse every aspect of ACS Roofing's operations, creating a business that not only excels in exterior renovations but also in building lasting relationships with clients and the community. His vision is to create a company that stands the test of time, known for its ethical practices and commitment to excellence.

“When clients tell me how happy they are that they chose us, give us a good review, and mention that we saved them money — that's what it's all about.”

Top-producing real estate professionals seeking a dependable partner in exterior home renovations will find ACS Roofing to be a top choice, offering quality, affordability, and exceptional customer service. With their comprehensive approach to exterior work and willingness to go above and beyond, they're proving that success in the industry isn't just about the bottom line — it's about making a positive impact, one roof at a time. Their dedication to excellence and customer satisfaction makes them a preferred choice for those seeking reliable and high-quality renovation services.

To learn more about ACS Roofing Inc., please visit [acsroofers.com](https://www.acsroofers.com) or call 586-325-4001.



We Ask, You Answer

What’s one book that changed the way you see the world?



“Essentialism: The Disciplined Pursuit of Less” by Greg McKeown

Nick DiStefano
RE/MAX First



“Rich Dad Poor Dad” by Robert Kiyosaki and Sharon Lechter

Jimmy Nelson
eXp Realty Elite



“Mind Magic” by James R. Doty

David Izaguirre
Berkshire Hathaway
HomeServices Kee Realty



“Atlas Shrugged” by Ayn Rand

D. Mark Romano
Realty Executives Home Towne



The Bible

Carol Lukity
Berkshire Hathaway
HomeServices Kee Realty



“How Not to Die” by Gene Stone and Michael Greger

Crystal Silveri
Brookstone, REALTORS®



“Think and Grow Rich” by Napoleon Hill

Erick Monzo
The Monzo Group - Keller Williams



The Bible

Gino Tozzi Jr.
Real Estate One



Keep Surprises Out of the Sale -
Your Partner for
Drain & Sewer
Inspections

CALL ERIK TODAY!



DRAIN INSPECTORS LLC
COMPLETE DRAIN & SEWER
SPECIALISTS

248-854-6014
586-256-5079
WWW.DRAININSPECTORS.COM

Magazine-Style Brand Headshots!

In today’s digital world, your headshot is often the first impression you make on potential clients.



GinaDinvernoPhotography.com



WE KNOW PEOPLE,
WE KNOW TITLE,
LET US GET TO KNOW YOU!

CONTACT US TODAY
(313) 447-0058 | AllianceTitleMI.com
CustomerService@AllianceTitleMI.com



YOUR
Trusted Partner
FOR EXPERT HVAC SOLUTIONS!

VISION Air LLC
HEATING & COOLING

Heating Services | Cooling Services | Air Quality Solutions
24/7 EMERGENCY SERVICES | FREE ESTIMATES

Call to Get a Free Consultation | **586.256.7300** | VisionAirHC.com | **33855 Harper Ave**

Erick Monzo

WITH THE
MONZO GROUP

*From Investor
to Industry Leader*

PHOTOS BY GINA DINVERNO PHOTOGRAPHY

Erick Monzo has built a thriving career driven by his passion and commitment to real estate. As the owner and team leader of The Monzo Group at Keller Williams, he has cultivated a team known for its dynamic agents, collaborative spirit, and consistent success. From his early days as an investor to

becoming a respected leader, Erick remains dedicated to his team, clients, and the real estate profession.

For Erick, his affinity for real estate was nurtured at a young age. “Both of my grandparents were agents at one time, so when I was younger, I always knew I wanted to do some



type of real estate,” he said. When Erick was just 19 years old — and after a nudge from his father — he invested his savings into his first rental property in 1999. This early venture laid the groundwork for a flourishing career.

Before his real estate career, Erick thrived in the IT sector, where he sold hardware, software, and services to major companies in Metro Detroit. In the late ‘90s, the IT margins dwindled, and he began to consider other career options. “CompUSA, the company I worked at, wanted me to move to Texas,” Erick explained. “I asked myself, ‘why am I making 7% of \$20,000- and \$30,000-computer purchases when I could be making 3% and 6% of a much higher transaction size?’” This realization, combined with his desire for passive income and true freedom, propelled him into the real estate arena.

Erick obtained his real estate license in 2004, and ever since then, his trajectory has been meteoric. He has achieved a staggering career volume of \$1.2 billion after over two decades in the industry, with \$170 million in the past year alone. His accolades are also numerous, which include being the #1 Keller Williams group for sold homes in the country and the #1 group in Michigan for actual sold homes by the Wall Street Journal and RealTrends for five years in a row.

As the owner and team leader of The Monzo Group, Erick has cultivated a formidable team of over 100 agents that sells more than 1,000 units annually. “Our team protects, motivates, and feeds together,” he said proudly. “They are ferociously loyal and quick-witted, and help each other in a time of need.”

Erick is deeply committed to educating both his agents and investors. “Our mission statement is, ‘Investing knowledge in people as they invest their future in real estate,’” he shared. This dedication is evident in the myriad of events he organizes — from



“SOME PEOPLE LOOK FORWARD TO RETIRING,” HE EXPLAINED. “I WILL USE MY SKILLS TO HELP OUR TEAM UNTIL THEY PUT ME IN THE GROUND.”

annual boat days and wine tastings to monthly investor meetings and community outreach programs.

Erick also has a philanthropic spirit. The Monzo Group has supported many charities — such as YMCA, Habitat for Humanity, and Reunite The Fight — through their monthly investor meetings in Mount Clemens. In addition, Erick founded the “Miracle on Monzo Street” charity, which provides assistance to families in need during the holiday season. “If you don’t give, you don’t deserve to receive,” he said.

Erick attributes much of his drive to his upbringing. He was raised in Michigan and had brief stints in Tennessee, but he remains rooted in strong family values. “Being disrupted my senior year in high school gave me the strength to stand on my own two feet,” he said.

Erick’s deep connection to family is evident not only in his personal life but also in his professional one. He relies heavily on his close-knit family, including his three brothers — Aaron, Regan,

and Adam — as well as his aunt Carol and sister-in-law Sarah, all of whom work at The Monzo Group.

Today, Erick cherishes time with his wife, Michelle — a school teacher at Immanuel Lutheran — and their two children, Madison and Mason. Weekends are often spent at the rink, supporting their kids’ passion for travel hockey.

While many view retirement as the ultimate goal, Erick has his sights on setting a legacy. “Some people look forward to retiring,” he explained. “I will use my skills to help our team until they put me in the ground.” His dream is to pass the business to the next generation, envisioning his children working alongside the children of his current team members.

For those entering the real estate industry, Erick recommends that they find their passion and niche within the field. His journey, marked by a deep commitment to others, exemplifies how dedication and the right support system — like the one found at The Monzo Group — can lead to unparalleled success.



Photo submitted by Erick Monzo

STAGING TO SELL, DESIGNING TO DWELL.

DESIGN. STAGE. SHADE.

From first-time buyer to seasoned homeowners seeking luxury, our expertise guides your journey. Our designers curate your ideal aesthetic. Our staging pros create a captivating atmosphere that attracts buyers. Our custom window treatments complete the picture. 20 years of combined experience, tailored to your home's unique needs.

**YOUR DREAM HOME IS WAITING.
SELL AND DESIGN WITH US TODAY.**

IMPACTHOMESTAGINGEXPERTS.COM | IMPACTIDS.COM

Now offering custom
window treatments
featuring
ALTA
WINDOW FASHIONS

Call us today!
248-591-4290



SCAN FOR
HOME STAGING



SCAN FOR
INTERIOR DESIGN

Impact
HOME STAGING EXPERTS
&
INTERIOR DESIGN SOLUTIONS

2016-2024
Best of Houzz
Service



Renovations Simplified 
Design. Construction. Financing.




Chat with *Andrew*
(586) 301-6063
andrew@renovationsells.com

 **Hodge Home Inspections**

Serving Oakland,
Macomb, and
Lapeer counties.

DON'T LET YOUR DREAM HOME BECOME A NIGHTMARE




Scan to
Learn More

Erik Hodge • 248-388-4783
erikhodge@hhiservices.org • www.hhiservices.org

Home Inspection • Radon Testing
Water Quality Testing • Air Quality Testing
Thermal Imaging • Sewer Scope Inspections



**HHI is an InterNACHI and ICA
Certified Home Inspector.**
NACHI21041416 | ICA # 24628

MACOMB COUNTY
REAL PRODUCERS.

WHO DO YOU TRUST

With Your Real Estate Business?

We want to know which local vendors you'd recommend to other agents in Macomb County.

- Insurance
- Mortgage Lending
- Home Repairs
- Builders
- Property Management
- Moving Services
- Title Company
- Home Warranty
- Client & Referral Gifts
- Inspections

Send your list of most trusted partners to terra.csotty@n2co.com.
www.macombcountyrealproducers.com

DAWN to DUSK
RESIDENTIAL & COMMERCIAL
CLEANING SERVICE

586-932-4090
DawnToDuskCleaning.com



 **Rewards-Driven Employees!**
Based on quality reviews after every cleaning!

EXCLUSIVE OFFER:
Enjoy \$50 off Your First
Cleaning as a New Client!

We'll make it clean, fresh and ready to call home!

FAMILY OWNED SINCE 2006

 **Inspections,
Plumbing & Sewer**

Dedicated to **Plumbing Excellence**
and **Customer Satisfaction!**

★★★★★ Over 120 5-star reviews on Thumbtack

Customer Satisfaction is our
NUMBER ONE goal and to
always leave you confident in
the services we provide for
you and your clients.

Jamyre Anderson | Owner
(313) 920-6708
jamyreanderson726@gmail.com




DARLA ROWLEY

You will be remembered

“Darla was one of the first people I met when I embarked on real estate investing. She was there for my first flip, the day I received the keys. She pointed out things that only an expert would notice. With her invaluable design direction and staging support, the house sold quickly and for the asking price. I was instantly hooked. Since then, I’ve used her company numerous times and also recommend her company to my clients.” - Brenda Loveday



“One of my favorite memories was lunching with Darla and talking about the ‘what’s next.’ She was open, bold and very sure of herself. Loved having our conversations!” - Johnna Struck

“I met Darla about 10 years ago when I had a client who wanted to do a quick flip of a Bloomfield property. Darla was such a valuable resource and helped us with contractors and gave wonderful advice about what needed to be done and what to avoid. She was so passionate and knowledgeable about her business. As we worked through the project, I learned what a wonderful, kind, and smart individual Darla was. I have a deep respect and admiration for her.” - Rob H.

“Darla is a truly gifted artist when it comes to staging. Her tastes are reflective of the times, and often times, buyers want to buy her stuff because it is so great. She is always there to help, too.” - Gwen Schultz

“I will miss her smiling face, and she really had the knack for making you feel like you were her most important client. I love that we connected through Women Build as well — all the great memories will not be forgotten.” - Jennifer Zardus

“I loved that she got into boating. We met a couple of times on Lake St. Clair, rafting our boats together. She really enjoyed being on the water.” - Melinda Nagler

“We are heartbroken to learn of the passing of Darla Hunter Rowley. Darla was not only a valued Preferred Partner of the Women’s Council but also a true advocate for women in real estate and a generous supporter of our mission. She once received our Partner of the Year award — just one reflection of the impact she made on our board and members over the years. Darla’s passion, warmth, and leadership left a mark on all of us. Her legacy lives on through the incredible team at Impact Home Staging Experts, and she will be deeply missed. Our thoughts are with her family, friends, and everyone at Impact during this time.” - Women’s Council of REALTORS® Birmingham-Bloomfield



The Impact Home Staging Experts team



Darla was featured in our publication for writing a book about home staging.

“I had the privilege of working closely with Darla for many years, where she served as my mentor. For the better part of two years (2021-2023), she was my constant guide, shaping me into the person I am today. That time being by her side — learning, growing, getting on each other’s nerves, drinking too much at the airport, and simply being present — are deeply etched into my heart forever. She saw potential in me that I couldn’t see in myself and nurtured it with infectious energy. Even in her hardest hours and difficult moments, I was honored to be there

to offer a hand and to share those times together. What a privilege it was to offer support. The gratitude I feel is immeasurable that words can barely touch.” - Tina Stratton

“From the very beginning, Darla believed in Real Producers when we launched our publication seven years ago. It was truly a joy to be in her presence — her confidence, determination, and strength were incredibly inspiring. She will be deeply missed by so many. Our thoughts are with the entire Impact Home Staging team and her family during this time.” - Chris & Terra Csotty



Darla with Tina Stratton from Impact Home Staging Experts. They have been a Preferred Partner in Oakland, Wayne and Macomb for seven years now.





2024

BY THE NUMBERS

HERE'S WHAT THE TOP AGENTS IN MACOMB COUNTY SOLD IN 2024



[\$2,497,874,124]

SALE VOLUME



[7,720]

TOTAL TRANSACTIONS



[\$8,326,247]

AVERAGE SALES
VOLUME PER AGENT



[26]

AVERAGE TRANSACTIONS
PER AGENT

Best Home Inspector in Clinton Township, Macomb, Roseville, and New Baltimore

No.1 Ranked Home Inspection Company in the U.S.

- Trained and Certified Inspectors
- Fast and Easy Scheduling
- Reports within 24 Hours
- Weekend Availability

Jeff and Joy Starr
(586) 500-0099
jstarr@wini.com

WIN is the Most Innovative Home Inspection Services Company

To deliver actionable insights for hard-to-access spaces such as attics, roofs, chimneys, sewer drain lines, interior walls, vents and crawlspaces, we utilize state-of-the-art tools and technologies including drones, infrared scanners, 3D and 2D imaging, scope cameras, and robotics.



THE PERFECT HOMESITE
DESERVES THE PERFECT HOME.



**YOUR CLIENTS HAVE THEIR DREAM HOMESITE.
NOW LET'S BUILD THEIR DREAM HOME.**

When your clients build on their own lot with Cranbrook Custom Homes, our team will guide them through the process from start to finish. This includes soil analysis to ensure they're building on solid ground, financial estimates for site improvements, securing permits, and site development.

By choosing Cranbrook, your clients will have the benefits of our design-build process — which helps us meet client expectations, ensure transparency, and guide clients on their homebuilding journey — while enjoying the flexibility of building exactly where they want to live. Our guaranteed fixed pricing revolutionizes the custom home building process, allowing you to know how much you'll pay at time of contract. That means no budget overages or surprises. Contact a Cranbrook Custom Homes sales manager to learn more.



248-266-2795 | CranbrookCustomHomes.com

All information contained herein was accurate at the time of publication and is subject to change at any time without notice. Please see a Cranbrook Custom Homes sales manager for more details.





Partner with Michigan's
#1 construction lender.*



When your client is finally ready to build their one-in-a-million dream home, a bunch of numbers shouldn't get in the way. With our low rates, low down payments, one-time closing costs, and a streamlined builder activation process, we'll work with you to keep things moving.



Contact me today to get started.

Brent Green
Mortgage Sales Manager
(248) 848-7117
Brent.Green@LMCU.org
NMLS #709719

*Marketrac, January 2023.



COME FLY WITH US

OUR ENTIRE BUSINESS IS DESIGNED TO COMPLEMENT THE HOME-BUYING PROCESS.

Home, Auto, Life, Business, Flood

- **OPTIONS FOR EVERY TYPE OF BORROWER SITUATION**
I WILL COMPARE MULTIPLE QUOTES TO FIND THE BEST OPTION
- **WE WILL NEVER HOLD UP A CLOSING**
SAME-DAY EXECUTED BINDERS AND BINDER CHANGES
- **THE BENEFIT OF OUR MORTGAGE INDUSTRY EXPERTISE**
I KNOW YOUR PROCESS, RATIOS AND WHAT MATTERS WHEN IT COMES TO INSURANCE
- **WE REPRESENT THE BEST IN THE INDUSTRY**

BUILT FROM THE GROUND UP TO PARTNER DIRECTLY WITH LENDERS AND REALTORS

+ dozens more!

SafeGuarantee
INSURANCE
NATIONWIDE

dozens more!

SCAN FOR A QUOTE

Jessica Dodge
Agency Owner

586.206.9500
jessica.dodge@goosehead.com
Licensed Independent Insurance Agent

Transform Your Home with

CCR Renovations

*Restoring the American Dream
One Home at a Time*

**FROM CONCEPT TO COMPLETION,
WE HANDLE IT ALL**

Contact Us to Start Your Home Transformation

→ **1.800.988.1710**
CCRRenovationsLLC.com

Your Client's Comfort is Our Top Priority!

**IS YOUR AC READY?
GET A \$59 INSPECTION NOW!**

- Installation, Repair & Maintenance
- Emergency HVAC Services
- Residential & Commercial

Call Now for Fast & Reliable Cooling Service!
586.625.2121

TOUR OUR DECORATED MODELS!



FIND YOUR CLIENT'S NEW HOME WITH LOMBARDO.

Lombardo Homes has multiple decorated models to tour in Macomb County! Thoughtfully crafted with today's home buyers in mind, these models showcase current design trends, as well as open floor plans, private primary suites, and work-from-home spaces. We invite you to bring your clients to tour a Lombardo Homes decorated model this season!

Pembroke South in New Haven

Located northwest off Gratiot,
north of 26 Mile in New Haven

586-315-5320

Stillwater Crossing in Macomb

Located north off 23 Mile Road,
east of North Avenue in Macomb

586-738-0312

Wolverine Country Club Estates II

Located east off Romeo Plank Road,
north of 25 Mile in Macomb

586-372-8278