

WAYNE COUNTY

MAY 2025

REAL PRODUCERS®



Agent Spotlight: Dave Rukkila
Making a Difference: Jill Bugeja

Erick Monzo

WITH THE MONZO GROUP

Photos by Gina Dinverno Photography

CONNECTING. ELEVATING. INSPIRING.

COMMUNICATION • TRANSPARENCY • SPEED



YOUR HOME LOAN CHAMPION
REFINANCE & PURCHASE SPECIALIST

RAMY TAHA

Senior Loan Officer

NMLS #1604035

313.903.5548

OlympianMortgage.com

Olympian Mortgage NMLS #2387047



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



Empowering Agents,
Protecting Clients!

Your Trusted State Farm Partner



State Farm

HOME • LIFE • AUTO



Joe Vitale, Insurance Agent • MI-18412012
734.671.6511
3217 Biddle Ave, Wyandotte
JJVitaleInsurance.com

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.





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

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.



Jesse Batayeh
Mortgage Consultant
NMLS #533763
Michigan Schools and Government Credit Union
20595 Farmington Rd.
Livonia, MI 48152
P: (586) 263-8800, ext. 853
C: (313) 580-7148



Chris Meldrum
Mortgage Consultant
NMLS #1719805
Michigan Schools and Government Credit Union
31805 Woodward Ave.
Royal Oak, MI 48073
P: (586) 263-8800, ext. 338
C: (586) 242-7365



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

Perfect Clean for a Perfect Sale.

RESIDENTIAL & COMMERCIAL CLEANING

Carpet & Tile Floor Cleaning

Reliable, Experienced & Dedicated



Even Lucy Knows – A Clean Home Sells Faster!
CALL TODAY!

313-350-3342 • CleaningMMM.com



CALEB'S DRAIN CAMERAS

DRAIN CLEANING EXPERTS

ENSURE A SMOOTH TRANSACTION WITH A PARTNER YOU CAN TRUST!

DRAIN CLEANING • SEWER INSPECTIONS • LINE LOCATING



24/7 EMERGENCY SERVICE

SCHEDULE YOUR SEWER INSPECTION TODAY WITH CDC!

586.648.0113 • CDCINSPECTIONS223.COM



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!

BUSINESS TECHNOLOGY MANAGEMENT

Connexion
(248) 720-6560
yourconnexion.com

CARPET CLEANING

MMM Cleaning
(313) 350-3342
cleaningmmm.com

CLEANING SERVICES

MMM Cleaning
(313) 350-3342
cleaningmmm.com

CUSTOM HOME BUILDERS

Cranbrook Custom Homes
(586) 781-2316
www.cranbrookcustomhomes.com

DRAIN CLEANING

Caleb's Drain Cameras
(586) 648-0113
cdcinspections223.com

DRONES

Metro Shores Media
Ron & Tracie Seeley
(734) 308-1388
metroshoresmedia.com

Stylish Detroit

(313) 799-3686
stylishdetroit.com

HANDYMAN

MMM Cleaning
(313) 350-3342
cleaningmmm.com

HOLIDAY LIGHTING

Glass Guru Window & Gutter Cleaning
(906) 203-6538
glass-guru.com

HOME BUILDER

Lombardo Homes
(586) 781-2316
lombardohomes.com

HOME INSPECTION

KS Inspections
(734) 341-8163
ksinspections.com

HOME STAGING

Impact Home Staging Experts
(248) 591-4290
www.impacthome stagingexperts.com

INSURANCE

Goosehead Insurance
Jessica Finley
(734) 821-9107

Goosehead Insurance
The Mullinax Agency
Jeremiah Mullinax
(313) 820-3853

State Farm

Joe Vitale
(734) 671-6511
www.jjvitaleinsurance.com

LANDSCAPING

J & B Lawnscape
(734) 558-5232

MORTGAGE

Capital Mortgage Funding
(248) 569-7283
www.capitalmortgage funding.com

MORTGAGE LENDER

DFCU Financial
(800) 739-2772
www.dfcufinancial.com

Michigan Schools & Government Credit Union

(586) 871-0266
msgcu.org

Olympian Mortgage

(313) 903-5548
www.olympianmortgage.com

Sonic Loans

Charlie Shami
(313) 488-4888
sonicloans.com

MOVING & STORAGE

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

NEW CONSTRUCTION MORTGAGE

DFCU Financial
(800) 739-2772
www.dfcufinancial.com

PHOTO BOOTH RENTAL

Ooh Snap! Mobile Photo Booth
Chelsea Krejci
(313) 671-2997
oohsnapmobilephotobooth.com

PHOTOGRAPHY & VIDEO SERVICES

Metro Shores Media
Ron & Tracie Seeley
(734) 308-1388
metroshoresmedia.com

PHOTOGRAPHY & VIDEOGRAPHY

Stylish Detroit
(313) 799-3686
stylishdetroit.com

PHOTOGRAPHY/BRANDING

Starloft Photography
(734) 335-0213
www.starloft.com

TITLE COMPANY

Alliance Title of Michigan
Kelly Anderson
(313) 447-0058
www.alliancetitlofmi.com

ATA National Title Group

(248) 341-5077
www.atatitle.com

Embassy Title Agency

(734) 293-2000
www.embassytitle.com

Estates Title

(248) 647-3600
www.estatetitle.com

Sonic Title Agency

Dee Shami
(313) 251-5145
sonictitle.com

Title Solutions

(734) 259-7130
titlesolutionsllc.com

VIRTUAL 3-D TOURS

Stylish Detroit
(313) 799-3686
stylishdetroit.com

BUYING, SELLING, REFINANCING?
You have a choice!



We have one goal - To be the best! No Exceptions! No Excuses!

1700 W. Big Beaver Rd, Suite 340, Troy, MI 48084
248-647-3600 (Office) | 248-647-3700 (Fax)

Call Estates Title Agency for all of your Real Estate selling, purchasing and refinancing Title needs!

CONNEXTION

We Are Your Connexion to Clients!

We help business owners scale and automate processes within their business to quickly Capture & Convert Clients before they Slip Away!

@your.connexion
yourconnexion.com

CULTIVATE CURB APPEAL, SELL WITH

Style!

Edging
Mowing
Trimming
Plant Removal
Mulch Installation
And more...

J & B
LAWNSCAPE LLC

734.558.5232

Contents

PROFILES



16 Dave Rukkila



20 Jill Bugeja



IN THIS ISSUE

- 6 Preferred Partners**
- 10 Meet the Team**
- 12 Event Recap:** Toast to the Top
- 16 Agent Spotlight:** Dave Rukkila
- 20 Making a Difference:** Jill Bugeja
- 24 Top-Producing Team:** Erick Monzo with The Monzo Group
- 28 Tribute:** Darla Rowley



24 Erick
TOP-PRODUCING
TEAM
Monzo

If you are interested in nominating people for certain stories, please email us at: terra.csotty@n2co.com

Be a Hero's Hero

Make it easier for a local hero to become a homeowner with a **Gratitude Mortgage from DFCU Financial.**

The unsung heroes in education, law enforcement, fire and rescue, healthcare, emergency services, and the military play a crucial role in keeping our communities running. It's with these individuals in mind that we created our Gratitude Mortgage that provides the following benefits to make buying a home easier:

- A down payment as low as 1%
- No PMI (Private Mortgage Insurance) requirement
- Loan amounts up to \$806,500
- 7 and 10 year ARM products

If you have clients working in any of these fields, scan the code, visit dfcufinancial.com/Gratitude or give us a call and let's talk about how our Gratitude Mortgage can help. Equal Housing Lender.



Ensuring Peace of Mind for Your Clients
Home, Auto, Life & More

Jessica Finley, Agency Owner
734.821.9107
jessica.finley@goosehead.com

OOH SNAP!
mobile photo booth

CONFIDENCE CAPTURED, PROFESSIONALISM DEFINED!

Book your Photo Booth Services or Luxe Professional Headshot Package today!

Chelsea Krejci, Owner
OohSnapMobilePhotoBooth.com



Dan Meister
Loan Officer
NMLS License 130901
dan.meister@dfcufinancial.com
C: 248.765.9303



Bryan Dekraker
Loan Officer
NMLS License 143461
bryan.dekraker@dfcufinancial.com
C: 248.891.2742



The Cash Back Credit Union



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



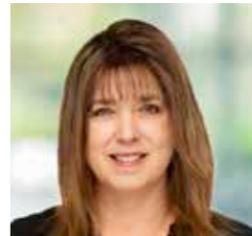
Amanda Matkowski
Editor



Robbyn Moore
Writer



Andy Schwartz
Stylish Detroit
Photographer/Videographer



Tracie Seeley
Metro Shores Media
Photographer



Jennifer Arnett
Starloft Photography
Photographer



Follow us on social media and check out our new website:
www.waynecountyrealproducers.com.



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

MAY YOUR CLOSINGS *Bloom* WITH US!

AS YOUR TRUSTED LENDER YOU CAN EXPECT:

- RELIABLE PRE-APPROVALS
- ON-TIME CLOSINGS
- WIDE VARIETY OF PRODUCTS
- MARKETING SUPPORT
- SUPERIOR CUSTOMER SERVICE
- TRANSPARENCY

BECKY ALLEY
SENIOR LOAN OFFICER
NMLS ID# 133979 / GA# 43173 | BRANCH NMLS# 2562040
CO-HOST OF THE HARDCORE MORTGAGE REAL ESTATE & BUSINESS SHOW
248-833-5197 . TEAMALLEY@CMGHOMELoANS.COM
LICENSED: CA, CO, FL, GA, IL, IN, KY, MI, MO, NC, OH, SC, TN, TX

CAPITAL MORTGAGE FUNDING | **CMG HOME LOANS**
The Best Mortgage Banker

CMG MORTGAGE, INC. DBA CMG HOME LOANS, NMLS ID# 1820 (WWW.NMLS.CONSUMERACCESS.ORG), IS AN EQUAL HOUSING LENDER, REGULATED BY THE DIVISION OF REAL ESTATE, GEORGIA RESIDENTIAL MORTGAGE LICENSING #15438, OHIO MORTGAGE BROKER ACT MORTGAGE BANKER EXEMPTION #MBMB.350204.000, LICENSED BY THE NJ DEPARTMENT OF BANKING AND INSURANCE, REGISTERED MORTGAGE BANKER WITH THE TEXAS DEPARTMENT OF SAVINGS AND MORTGAGE LENDING, LICENSED BY THE VIRGINIA STATE CORPORATION COMMISSION #MC-5521. TO VERIFY OUR COMPLETE LIST OF STATE LICENSES, PLEASE VISIT WWW.CMGFL.COM/CORPORATE/LICENSING. 17170 W. 12 MILE RD. SOUTHFIELD, MI 48076 | BRANCH NMLS# 2562040, 248-569-7283.

METRO SHORES MEDIA

Your One Stop Shop for All Your Real Estate Needs

- Real Estate Photos
- Virtual Walk Throughs
- Listing Videos
- Drone Photos and Videos
- Headshots (On & Off Location)

Ron and Tracie Seeley Metro Shores Media
966 Ford Ave. | Wyandotte, MI | 734.308.1388

ALLIANCE TITLE

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

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

Thank You for Attending our Toast to the Top!

Thank you for joining us at our Toast to the Top! and FIRST Wayne County event of 2025 at Kudos Taproom & Fieldhouse in Taylor, MI.

Check out next month's issue and our social media pages for pictures from the event!

THANK YOU TO OUR SPONSORS:

HOST/Sponsor: Kudos Taproom & Fieldhouse

VIP Sponsors: Morse Moving & Storage, ATA National Title, Joe Vitale with State Farm and DFCU Financial
Support Sponsors: Michigan Schools & Government Credit Union, Embassy

Title and Berkshire Hathaway HomeServices - Kee Realty
Photos & Video by: Stylish Detroit
DJ Todd Everett sponsored by: Becky Alley with Capital Mortgage Funding

If you haven't yet, please fill out the post-event survey!



Home Inspections
Sewer Camera with video • Mold / Air Testing • Radon Testing

KS Inspections Inc.
Residential home inspections

KEVIN SCHAAF
734-341-8163 (call or text) • kevin@ksinspections.com

STARLOFT PHOTOGRAPHY

headshots • personal brand • portraits
www.starloft.com • 734-335-0213

WAYNE COUNTY
REAL PRODUCERS.
CONNECTING. ELEVATING. INSPIRING.

WHO DO YOU TRUST

With Your Real Estate Business?

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

Recommend a vendor at
www.waynecountyrealproducers.com

Send your list of most trusted partners to 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

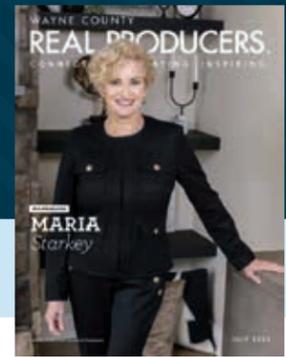


\$11,927,946
AVERAGE SALES VOLUME PER AGENT

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.

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?

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.

EST. 2001/ LIC'D IN MI, OH, IN & FL

Title Solutions Agency, LLC

ELEVATE YOUR EXPERIENCE

LET'S THRIVE TOGETHER

"YOUR TITLE CONCIERGE" | IN-HOUSE ATTORNEY ON STAFF | PROFESSIONAL & PRECISE

734-259-7130 | titlesolutionsllc.com

41486 Wilcox Road, Suite 2, Plymouth, Michigan 48170



Brian Tiller
Owner/President

248-563-1443
btiller@titlesolutionsllc.com



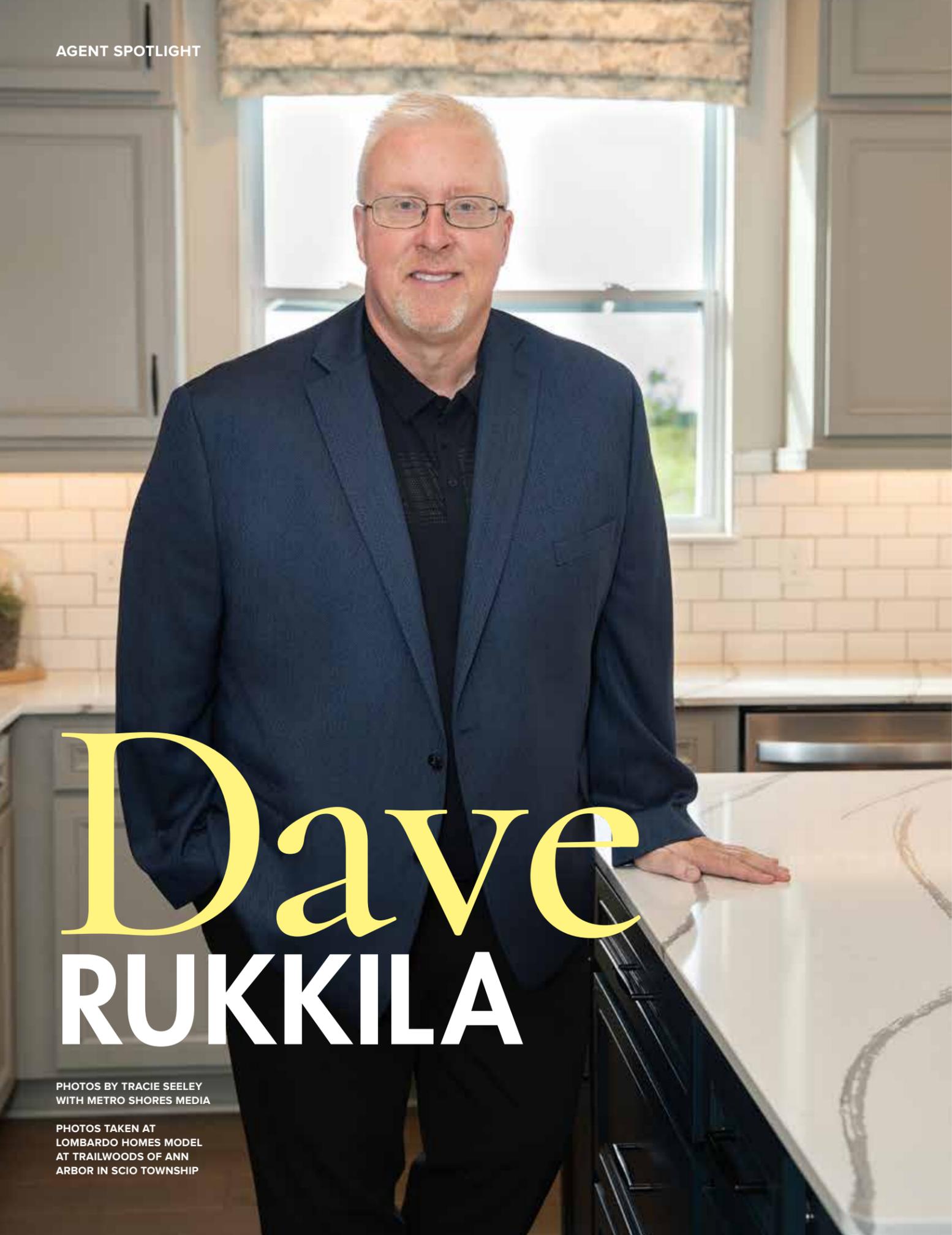
- Residential Windows, Chandeliers and Gutter Cleaning
- Pressure Washing & Soft Washing
- Holiday Light Installation

CALL OR TEXT TODAY!

WINDOW CLEANING IS A PAIN IN THE GLASS!

Partner With The Experts For A Stress-Free Sale.

906.203.6538 | Glass-Guru.com



Dave RUKKILA

PHOTOS BY TRACIE SEELEY
WITH METRO SHORES MEDIA

PHOTOS TAKEN AT
LOMBARDO HOMES MODEL
AT TRAILWOODS OF ANN
ARBOR IN SCIO TOWNSHIP

A Legacy of Faith, Family & Service

Dave Rukkila may have started his career behind a desk in the corporate tax department at Borders bookstore headquarters, but today, he's a residential real estate agent with an impressive \$130 million in career volume. With over two decades of experience, Dave has found his niche at Moving The Mitten Real Estate Group, where he has built a thriving business and has nearly 1,000 closings to his name. His journey is one of unexpected twists and family-driven decisions, and a deep commitment to his faith and community.

Dave's path to real estate wasn't the traditional one. After earning a Bachelor of Business Administration from Eastern Michigan University in 1988 and a Master of Science in Taxation from Walsh College in 1996, he spent years working in corporate tax — first at Borders, then in tax software development, and then as a division financial analyst. "I was tired of the corporate grind and doing spreadsheets, budgeting, and tax research," he said.

The lure of building something for himself began to take shape, but it was a chance encounter that changed everything for Dave. "I wanted to start my own business, but I wasn't sure what to do," he recalled. "Then, I went to a real estate career night." That fateful evening set the stage for a major career pivot, and in June of 2002, Dave embarked on a new adventure with Edward Surovell, REALTORS® in Ann Arbor.

It wasn't long before Dave discovered that he had a knack for the real estate business. In 2023, he sold an impressive \$6.7 million in sales, and in 2022, he was honored as the Top Producing REALTOR® for



Moving The Mitten Real Estate Group and earned the prestigious President's Club Honor for top sales from past work at Edward Surovell, REALTORS®. For Dave, finding success in the industry is more than just the financial rewards, however. "The most rewarding part is seeing the smile on a client's face when they buy or sell a home," he said.

Today, Dave works as part of a corporate team at Moving The Mitten Real Estate Group, with five agents in total. The company is a tight-knit group, and for Dave, the sense of camaraderie is a key reason why they've been so successful. "Our broker, Therese Antonelli, makes this company special. Plus, everyone who works here is like family to me," he said. "We all pitch in and help each other when needed. Therese is the best broker I have worked for. She's kind and giving, and one of the smartest people I have had the privilege of working with."

The team spirit at Moving the Mitten is what keeps Dave motivated to face the daily

challenges of acquiring new business and navigating the unpredictable nature of real estate transactions. "There are landmines that can pop up in real estate deals, but it's also what makes it exciting," he said with a smile.

For Dave, real estate hasn't always been smooth sailing. Like many seasoned professionals in the industry, he weathered the storm of the 2008-2010 housing crisis. "The housing crisis was extremely tough," he recalled. "We were selling nothing but foreclosure and short sale homes." Conversations with struggling homeowners became a regular part of his job, and trying to help them through tough situations was, at times, heartbreaking.

Those challenges, however, only reinforced Dave's belief in the importance of excellent customer service and genuine care for his clients. "It's important to remember that our clients are real people, not just someone to use toward collecting a commission check,"

Dave said. “They have goals and aspirations for their families, and it’s important to help them achieve those goals.”

Dave’s real estate career may be flourishing, but his heart is firmly rooted in his family. He has been married to his wife, Patti, for 36 years, and together, they have raised three daughters — Emily, Samantha, and Hannah. “My wife and kids are a huge influence,” Dave said. “They remind me daily of why I’m in this business.”

Emily, 33, is a traveling respiratory therapist, while twin daughters Samantha and Hannah, 27, are equally impressive. Samantha works in radiology at the University of Michigan Health hospital and is engaged to be married, all while balancing life as a young mom to her 15-month-old daughter. Hannah, on the other hand, holds a doctorate in occupational therapy.

Being a husband and father has not only shaped Dave’s personal life but also his business philosophy. “Going through a lot of success and failure in life has taught me to keep calm in most any situation I encounter today,” he explained. “Being a husband and dad has taught me to be a more giving person and to not focus so much on myself.”

In addition to real estate, Dave has a passion for day trading and enjoys classic rock and country music. He’s an active supporter of the American Cancer Society — motivated by a personal cancer scare his daughter Emily experienced at age 18 — and the Tunnel to Towers Foundation, which supports veterans.

As Dave reflects on his career and looks toward the future, real estate remains a core part of his life’s dreams and goals. “Real estate has given me the opportunity to earn a nice



“THERE ARE **LANDMINES** THAT CAN POP UP IN REAL ESTATE DEALS, BUT IT’S ALSO WHAT MAKES IT EXCITING.”

living, retire in a few years, and spend more time with my wife and family,” he said.

When it comes to how he hopes to be remembered, Dave wants

his legacy to be one of faith, family, and service. “I want to be remembered as a follower of Christ, as someone who enjoyed helping others, and as a good dad and husband,” he shared.

As for his definition of success, Dave mentioned that it’s “accomplishing the goals I set out to achieve and seeing my daughters and their life partners being successful in their career fields.”

In Dave’s world, success is about more than just closing deals — it’s about making a meaningful difference in the lives of others.

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

Impact HOME STAGING EXPERTS & INTERIOR DESIGN SOLUTIONS

Call us today!
248-591-4290



SCAN FOR HOME STAGING



SCAN FOR INTERIOR DESIGN

2016-2024 Best of Houzz Service



EMBASSY TITLE AGENCY, INC.

Our Customers are Our Foundation

Embassy Title Agency, Inc. is proud to be celebrating our 20th Anniversary in business! We go above and beyond to service all of our clients. Our dedicated approach ensures all of our client's needs come first!

Customer service is our middle name.



Kate McCarty
President/Owner
734.293.2000
EmbassyTitle.com

Suzy Crossley
Account Executive
Cell: 248.207.0536
Scrossley@embassytitle.com

15704 Farmington Rd, Livonia, MI 48154

REAL PRODUCERS PODCAST



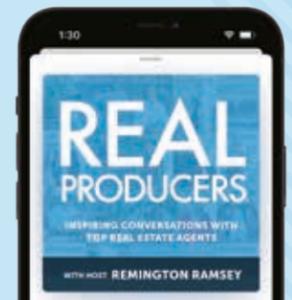
Inspiring conversations with the nation's top real estate agents.

Same Brand, New Reach – Tune in for free today

Listen on **Apple Podcasts**

LISTEN ON **Spotify**

Listen on **amazon music**



podcast.realproducersmag.com



A Real Estate Agent With a Heart for *Rescues*

In the fast-paced world of real estate, Jill Bugeja stands out with her 19 years of expertise as an agent at Elite Realty. With a passion for animal rescue, she has found a way to merge her professional life with her dedication to making a difference in her community, particularly in the lives of dogs in need. “I believe every animal deserves a home where they can be loved and cared for throughout their lives,” Jill said. Her commitment to that belief is evident in her work with two local dog rescues — Haven of Love Dog Rescue and P.O.E.T. Animal Rescue.

Jill’s involvement with these dog rescues isn’t simply a side project: It’s an integral part of her life. For the past six years, she has volunteered and supported the organizations financially and through active community engagement. “I help collect donations, organize fundraisers, and offer monetary support for medical care,” she explained. Her efforts go a long way — particularly in helping to get dogs ready for adoption after they’ve been rescued from shelters, surrendered by owners, or pulled from dangerous situations. “The look in a rescue dog’s eyes when they know they’re safe warms your heart,” Jill shared.

Jill

BUGEJA

PHOTOS BY TRACIE SEELEY WITH METRO SHORES MEDIA
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT PROSPECT POINTE WEST



"I WANT TO BE REMEMBERED FOR HELPING PEOPLE AND ANIMALS. FOR BEING A CARING PERSON WHO MAKES EVERYONE smile."

horse rescue. We coordinate efforts to help as many animals as possible through donations and volunteer work," Jill explained. This community of like-minded professionals has allowed Jill to amplify her impact, from collecting bottles to offset rescue costs to hosting fundraising events like drag queen bingo — one of her most successful efforts to date. "It was a great fun show, and we made a lot of money through a basket raffle," she said with a smile.

Through it all, Jill has found a way to weave her love for rescue dogs into her real estate career. Clients often connect with her over their shared love for animals, and she has created a program where she donates a portion of her commission to the rescue after a client closes on a property. "It has become common ground between me and my clients who are dog lovers and appreciate the rescue efforts," she said. Her charitable work also helps her build stronger relationships with her clients and the community she serves. A Wayne County Top 300 agent, Jill not only is a hard-working and successful agent but also continues to work tirelessly for animal rescue.

Jill is focused on continuing her efforts to support the rescues, raise awareness, and help as many dogs as possible find forever homes. "I want to help more people understand the need for spaying and neutering their pets and to choose adoption over pet stores or breeders," she explained.

Jill is proud to be making a difference — not only in the world of real estate but also in the lives of countless dogs that have found love and safety through her efforts. She hopes her work inspires others to do the same. "I want to be remembered for helping people and animals. For being a caring person who makes everyone smile," she said. With each dog that finds its way to a forever home, Jill is doing just that.

Both Haven of Love and P.O.E.T. Animal Rescue focus on educating the community about responsible pet care and providing critical supplies — such as food, hay, and housing — to pet owners who may not have the resources to properly care for their animals. Jill's work with these rescues has also allowed her to become a trusted advocate for adoption and care, ensuring that many dogs find their way to safe and loving homes. "You can't change the world for every dog, but for that one dog, you've changed the world," she said. Jill recalled a female mastiff that came into P.O.E.T. Animal Rescue, scared and mistrustful after years of abuse. "Through slow introductions and soft talking, she finally came out of her shell," Jill shared. Moments like these drive her to continue her efforts, even when balancing her busy real estate career.

Jill's passion for animal welfare is deeply personal. In December of 2020, she adopted her dog, Jasmine, from P.O.E.T. Animal Rescue, cementing her bond with the organization. "Rescue dogs give the best love," she said. Jill's personal experience with adoption has only strengthened her resolve to help other dogs in need. Her social media posts often feature rescue dogs waiting for homes, and her community engagement has helped countless dogs get adopted. "When I became an adult and wanted to get dogs of my own, I made sure that rescue dogs were my choice," she added.

Jill's charitable work extends beyond her personal involvement. Her real estate office, Elite Realty, runs a program called Elite Cares, which helps various organizations, including local dog rescues. "My friend and office mate, Rachel Blue, is also involved in dog and



Summer Mixer in the D

June 4th
3:00 - 5:00 PM
Detroit Shipping Company
474 Peterboro St, Detroit, MI



Get ready to kick off summer with the hottest networking event in the city! Join us for our **Summer Mixer in the D**, a vibrant happy hour-style gathering at the one-and-only **Detroit Shipping Company**.

We're bringing together the top real estate agents and preferred partners from across Wayne County for an afternoon of drinks, conversations, and new connections.

- Craft cocktails & delicious bites
- A lively, urban summer vibe
- Great music & photo ops
- Networking with the best of the best

Register now at www.rpwayneevents.com

Interested in sponsoring this event? Email terra.csotty@n2co.com.

ATA National Title Group

Our Products and Services Include:

- Residential title insurance
- Commercial title insurance
- Title searches
- Escrow services
- 38 offices statewide

Amber Majtyka
amajtyka@atatitle.com
atatitle.com

Home Insurance Solutions
Tailored for Realtors

First-Time Home Buyers • Detroit Residents
Military Veterans

Jeremiah Mullinax
Agency Owner

goosehead INSURANCE

100 Maple Street, Suite 205, Wyandotte, MI
(734) 272-4700

Erick Monzo

with THE MONZO GROUP

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,



**FROM INVESTOR TO
INDUSTRY LEADER**





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 leaders 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

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



Photo submitted by Erick Monzo

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.

“OUR TEAM PROTECTS, MOTIVATES, AND FEEDS TOGETHER. THEY ARE FEROCIOUSLY LOYAL AND QUICK-WITTED, AND **HELP EACH OTHER** IN A TIME OF NEED.”

Darla Rowley



Photo by Dawn Townsend Photography

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



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



The Impact Home Staging Experts team

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

“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 Cotty

▶▶ beyond the book
DARLA ROWLEY
 Home Staging by the Book

Author: Jana Liebman, founder of Impact Home Staging and Real Estate Association and owner of Model My Home, and Tina Stratton, co-owner/president of Impact Home Staging Experts

Date of Publication: 2020

Publisher: Self-published through myhub.com

What inspired you to write your book?
 I wanted to provide engaging, step-by-step, real estate agents and home sellers a handbook of practical knowledge for what staging is and is not.

What key content is included in your book?
 “Home Staging by the Book” is the ultimate resource and guide of staging, explaining when to hire a professional, providing professional definitions of what staging is and is not, explaining the common misconceptions, and offers practical examples of when and when not to stage.

What do you hope your readers take away from your book?
 My desire is to have real estate professionals understand that home staging is an important component for maximizing value and delivering a successful sale. My hope is to inspire real estate agents to have more control over the process and their own business.

90 - March 2021

What was your favorite part of the writing/staging process?
 Staging is often looked at as a fun job, it is definitely fun, but it involves much more than just picking out furniture and accessories and setting up. I enjoyed the opportunity to discuss the many behind-the-scenes aspects and value of the process.

What was your least favorite or most challenging part of the writing/staging process?
 Grammar and spelling.

Who do you pay tribute to in your book or organization?
 I acknowledge the entire Impact Team for their contribution over the past 17 years as well as my husband and family, who were essential to me before I met it in myself.

Do you have your readers' email?
 Real estate agents have found it helpful to share with home sellers who are considering our services. As a company, we are always offering additional opportunities for teaching the value of staging, so this book is a great reference tool for staging terms, tips and tricks — and especially beneficial for individuals who have not previously conceptualized staging into the selling process.

Where can readers purchase your book? What formats of the book are available?
 Readers can purchase the print version through our company website: impacthome stagingexperts.com. Friends of the rules go to darla.com to support our company.

Where can readers learn more about you and your book?
 The best way to learn about me

and my company and/or the book is to visit impacthome stagingexperts.com.

Do you have any tips or advice for aspiring authors?
 Writing the book was a great way to get some ideas out of my head and free up space for new ideas, as well as give me a chance to share my story, it is a worthy effort. There are also many new tools and apps to help make the writing and transcription process easier and quicker.

Do you plan to write another book in the future?
 I am exploring writing a book about small business content and the unique opportunity to build something new around it. My goal would be to highlight challenges and solutions, as well as provide the necessary inspiration and courage to take personal risks to go for your dream.

In these troubling times, is there anything else you'd like to share about your writing process, your book or the reception of your book?
 I am honored to have had the opportunity provided to me by Jana Liebman. This is a great business prospect and an industry leader.

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

**SONIC
TITLE[®]**

WWW.SONICTITLE.COM

313-251-5145

**TITLE
DELAYS?**

C all

D ee!



Dee Shami

WHEN SPEED MATTERS..



**SONIC
LOANS[®]**

WWW.SONICLOANS.COM

313-488-4888

**COMPLICATED
MORTGAGE?**

G et

C harlie

I nvolved



Charlie Shami

CALL SONIC!

NMLS: 1955855 | EQUAL HOUSING LENDER | NOT A COMMITMENT TO LEND

TOUR OUR DECORATED MODELS!



FIND YOUR CLIENT'S NEW HOME WITH LOMBARDO.

Lombardo Homes has multiple decorated models to tour! 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!

Trailwoods of Ann Arbor in Scio Twp

Located east off Staebler Road, south of Jackson Road

734-489-9247

Prospect Pointe West in Superior Twp

Located south off Geddes Road, west of Prospect Road

734-887-6095

Kinsley in Superior Twp

Located north off Plymouth Road, east of Dixboro Road

734-436-1538