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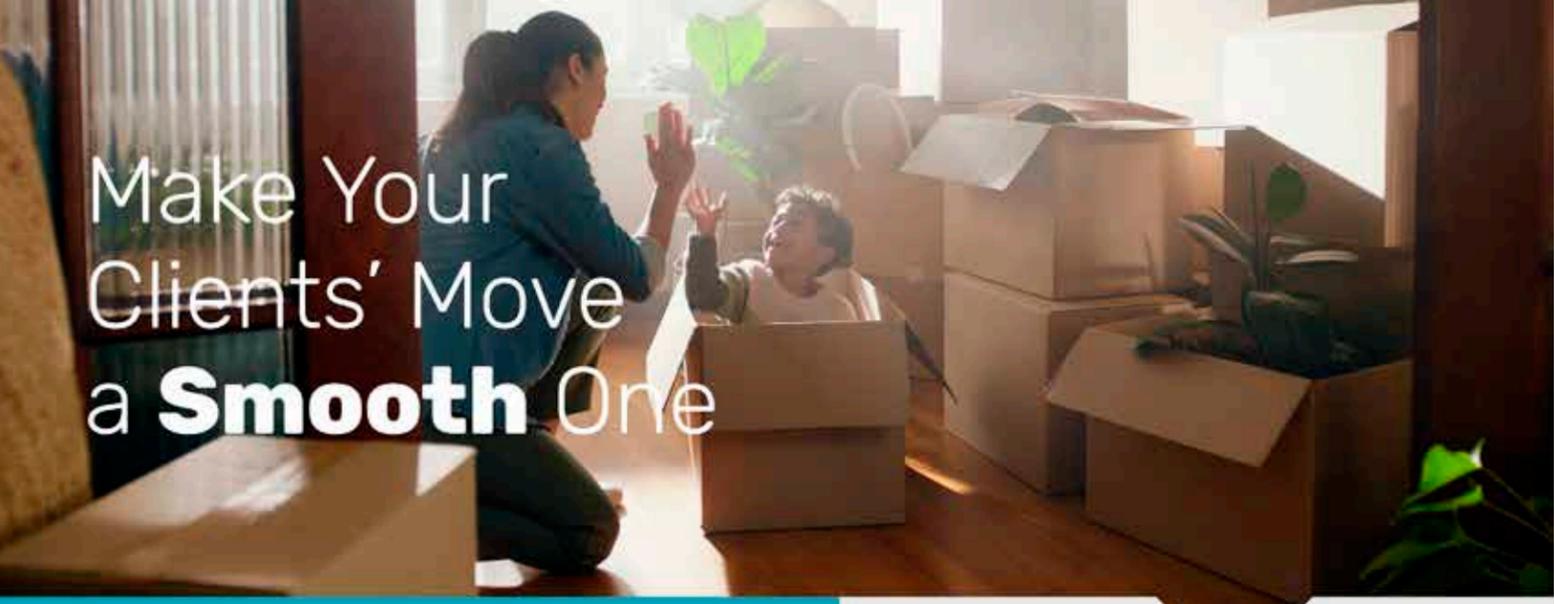
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Contents

PROFILES



14 Jamal Kabbani



18 Sean Walker

IN THIS ISSUE

- 6** Preferred Partners
- 10** Meet the Team
- 12** Event Announcement: Breakfast of Champions
- 14** Agent on the Rise: Jamal Kabbani
- 18** Agent on the Rise: Sean Walker
- 22** Top Producer: Ryan Kain
- 26** Event Recap: Toast to the Top



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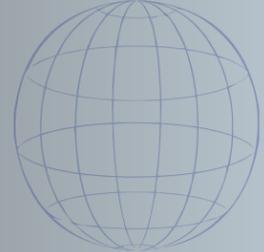
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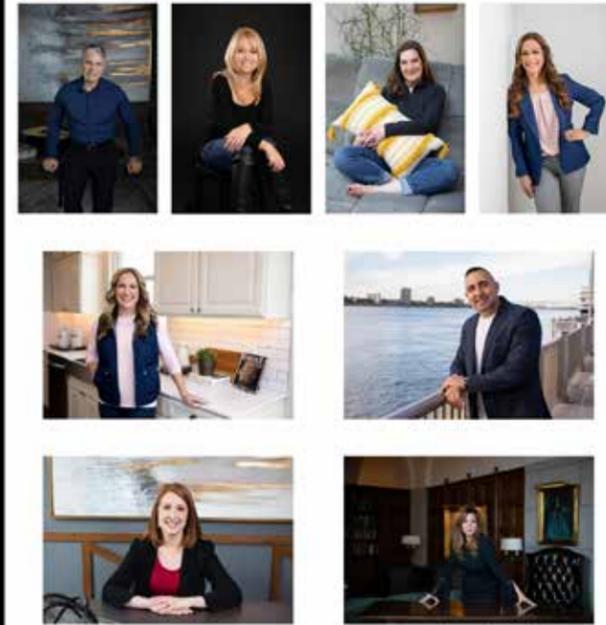
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JAMAL KABBANI

THE GRIND BEHIND THE GROWTH

As a young father, Jamal Kabbani had to forge his own path to success — starting with late nights as a restaurant waiter and manager to eventually finding his passion for real estate. “I got licensed in 2017 while working as a waiter,” he explained. “In 2019, I finally transitioned into a full-time agent. It took time and sacrifice, but I knew I was meant for something more.”

Now an agent at Keller Williams Legacy, Jamal has built a business that is rooted in service and growth. “As cliché as it sounds, I love helping people be successful in their real estate endeavors,” he said. “I live to serve the people around me, and I’m phenomenal at it.”

According to Jamal, his favorite part of real estate is getting the chance to meet new people and build genuine connections. “Everything you want in life is obtainable through other people. The more relationships you build, the more doors you open — personally and professionally,” he explained.

Jamal believes his greatest strength is his ability to listen deeply. “Listening is an underrated

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“
Early in my career, I struggled with mindset and self-belief. **Once I got out of my own way** and began speaking positively to myself about myself, everything changed. **I’m still becoming the best version of me** — and I’m just getting started.”

it as part of the business, everything changed,” he said. “Discipline, time management, and daily consistency became the foundation of my work.”

At the center of Jamal’s world are his three children: Noah, Sophia, and Dean. “I love spending time with them and asking them what their thoughts are on different topics. Their answers are often hilarious, and I cherish those moments,” he said. “In the summer, we’re outdoors — swimming, fishing, golfing, going to parks, watching Noah’s baseball games, or taking family trips.”

“I have two amazing parents and six siblings, and we’re all really close,” Jamal added. “Our get-togethers are filled with jokes, laughter, and love. Four of my siblings have children, and our kids are best friends — we’re all so blessed to have each other!”

When he’s not on the job or with his family, Jamal is often staying fit, golfing, and giving back. “I lift weights, run, walk, and spend time out in the wilderness,” he shared. “I make it a point to donate as often as possible — especially to children and families in need. Giving is not just natural for me; it’s a pillar of my faith.”

Ultimately, Jamal wants to be remembered not just for his work ethic, but for his heart. “I want people to say I gave every last ounce of myself to my family, my loved ones, and my clients,” he said. “That I was an example of what’s possible when you go all in on your dreams.”

To new agents, Jamal reminds them to never quit. “There’s endless opportunity out here. Keep a positive attitude, come to work every day, and watch the magic happen,” he said.

“Early in my career, I struggled with mindset and self-belief,” Jamal recalled. “Once I got out of my own way and began speaking positively to myself about myself, everything changed. I’m still becoming the best version of me — and I’m just getting started.”

skill,” he said. “When you listen well and ask thoughtful questions, you create real trust.”

For Jamal, his career path was deeply shaped by personal milestones that gave him clarity and drive. “Becoming a father at 19 gave me a huge responsibility,” he said. “While others my age were out living freely, I forced myself to grow up. My amazing family supported me through every challenge, and I thank God for them daily.”

Jamal credits much of his ambition to his older brother, who is also in real estate. “He completely transformed his life through this industry, and that inspired me to do the same,” Jamal shared.

One of the ways Jamal channels his ambition is by investing in self-development to master his business from every angle. “I’m passionate about developing better skills so I can show up as the strong, confident agent my community deserves,” he said. “I study the art of the deal so I can bring buyers and sellers together and create a win-win for everyone involved.”

Jamal’s perseverance has paid off, leading to a career sales volume of \$25 million and several industry accolades. He’s ranked among the top 20% of producers at Keller Williams Legacy for five consecutive years, and his brokerage has recognized him with honors such as the Rising Star Award in 2019 and Top 10 Individual in Units Sold from 2021 to 2024.

Despite his successes, Jamal will admit that his biggest challenge in the industry was overcoming his fear of rejection. “Once I embraced it and accepted

Sean WALKER

Keeping Clients Calm & Confident

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After spending nearly a decade immersed in mortgages, Sean Walker found herself at a crossroads. Inspired by friends who made the leap into real estate — and guided by a hunger to connect more personally with people — she began envisioning a new way to serve her clients. When Katie and Cyrus Wheeler launched Match Realty, Sean was energized by their vision and excited to be part of what they were building as a full-time real estate agent.

Born in Illinois, Sean lived abroad while she was a teenager, which widened her global perspective. “Moving overseas at age 15 and living in China for three years showed me, taught me, and shaped me,” she said. “It exposed me to different cultures, ways of life, and what a big city really is.”

Before launching her real estate career, Sean built a strong foundation in both mortgage and real estate through her roles at Rocket Companies. She began as a banker at Rocket Mortgage, where she developed discipline and resilience early on. “Starting at Rocket so young really molded the way I do things in life,” she said. “Get hung up on? Move on to the



next call. Client doesn't qualify? Find the next one that does. Life is sometimes like running one big play." A year later, Sean transitioned into real estate-focused roles at Rocket Homes — first as an agent coordinator, then as an account director managing broker-to-broker relationships — giving her hands-on industry experience well before becoming an agent herself.

Now a licensed agent for three years, Sean has closed \$19.6 million in career volume — \$6 million of which was obtained in 2024. She credits much of her success to a disciplined routine that includes early mornings at the gym and a strategic approach to real estate that she calls the "six-hour agent play." "Two hours of prospecting, two hours of social media, two hours of showings. Sometimes those numbers double, but the system works," she said.

Another pillar of Sean's business is teamwork. At Match Realty, they have a powerful blend of mortgage-savvy agents, seasoned pros, and hungry talent — many of whom share a Rocket Mortgage background as well. "We are always willing to step in for showing assists and inspections — whatever help may be needed," Sean said. "It's great to have people to bounce ideas off of and work on strategizing."

For Sean, the most rewarding part of real estate is being able to witness moments. "When you get to a final walkthrough and the kids are fighting over which



bedroom they'll get and the parents are feeling that relief — I love to be part of that feeling and that memory," she said.

No matter how fiercely competitive the market is, Sean keeps clients calm and confident. "I make sure to educate people from the first phone call to the check-in calls, tours, and offers," she said. "I also love to loop in the loan officer on three-way calls so that the team is working as one."

Outside of work, Sean recently married her husband, Ryon — whom she met in a yoga class in 2021 while Ryon was serving in the Navy — in July of 2025. "We developed a friendship that led us here," Sean said. She also stepped into the role of stepmom to Ryon's 5-year-old daughter and dotes on her three nieces — Cassidy, Winnie, and Charlotte. "They light up my life," she added.

In her downtime, Sean can often be found having gym sessions, walking along the Detroit Riverwalk, and taking

unapologetic naps. She's also a Real Housewives aficionado and concert enthusiast, with a love for everything from R&B and Neo soul to oldies and country.

For Sean, real estate is ultimately about people, not just property. "Being knowledgeable, friendly, and interested in my clients' lives — that's what matters," she said.

For new agents in the industry, Sean recommends that they build daily habits that work. "Find your farm and farm it," she explained. "The best way to eat an elephant is one bite at a time, so make sure you eat every day."

Above all, Sean wants to be remembered as someone who went above and beyond — not simply to close deals, but to help people achieve something they thought was out of reach. "I'm just a fun-loving person who finds it exciting to help humans accomplish something that a lot of times they thought they never would," she said. "I try to make sure all my clients know that."

“Being knowledgeable, friendly, & interested in my clients' lives — that's what matters.”

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RYAN KAIN

BREAKING THE MOLD

PHOTOS BY DONTAE ROCKYMORE

Although Ryan Kain and his many tattoos stand out in an industry filled with polished suits, his unconventional style has propelled him to the top of Michigan's real estate scene. At RE/MAX Leading Edge, that authenticity has translated into loyal clients and real results.

Before entering the world of real estate, Ryan sold satellite TV and worked on oil rigs. In 2017, he decided to become a real estate agent to support himself through law school. "I needed a way to make money during law school, and I liked the

aspect of being completely in control of how much I make," Ryan explained.

In just eight years, Ryan has built a career marked by standout performance and consistent results. He's ranked among the top 10 RE/MAX agents in Michigan for both transactions and commissions, and has earned national recognition from RealTrends as one of the top 20 solo agents in the state and among the top 300 in the country. He's also an Hour Detroit Real Estate All-Star and a Crexi Platinum Broker award winner, and recently appeared on an episode of HGTV's "House

Hunters." He graduated from Wayne State University Law School with a J.D. in 2021, but he does not practice law because, as he puts it, "I enjoy being happy, so why should I be an attorney?"

For Ryan, being himself is non-negotiable as an agent. "I don't dress up, I'm heavily tattooed, I speak bluntly to my clients, and I often use swear words to communicate my thoughts and opinions," he said. "Being authentically me while also being an expert in real estate ensures that I only attract clients who appreciate my candor and other qualities." His professional

brand, "BADRLTR," also encapsulates his ethos and signals to others that he's not a typical agent or REALTOR®.

Besides his authenticity, Ryan's market knowledge has set him apart in a competitive industry. He emphasizes the importance of subject matter expertise in areas such as lending, title issues, property construction, and legal considerations. "Always put your clients' best interest above your own," he shared. "Go to every one of your home inspections and learn all the nuts and bolts that make up a property."

Like many other agents, Ryan will admit that balancing a flourishing career with his personal life can be a challenge. Over time, he has found equilibrium by expanding his network of partners and hiring an assistant. These changes have allowed him to focus on what he does best — serving his clients and growing his business.

When he's not working, Ryan enjoys traveling internationally to gain new perspectives. He's also a regular at techno and house music events in Detroit, and continues to find ways to diversify his financial portfolio beyond real estate





— mainly through stocks and cryptocurrency. His charitable efforts focus on animal welfare, particularly helping stray cats in Detroit, and he always carries a bag of dry food and cans of wet food to feed the strays.

Ryan's path in life has also been shaped by personal loss, including the tragic death of his best friend

when he was 17 and losing the love of his life in March of 2020. These experiences have instilled in him a deep appreciation for the present moment and a positive outlook on life. "Life is short, and you have to make the most of it," he said.

When it comes to real estate, Ryan sees himself in it for the long haul. While

he may scale back from selling over 100 properties annually as he currently does, he aims to focus more on personal investments and property flipping.

For aspiring agents, Ryan reminds them to be themselves and "don't be who you think your clients want you to be." "Learn how to fire a bad client," he added.

"Never compromise your ethics, morals, or integrity."

In an industry that is often criticized for its lack of transparency, Ryan has embraced his individuality and carved out a niche that is entirely his own. His success proves that being true to oneself can be the most powerful business strategy of all.



“

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”



2025

BY THE NUMBERS

HERE'S WHAT THE TOP AGENTS IN WAYNE COUNTY SOLD IN 2025



\$3,993,816,868
SALES VOLUME



11,104
TOTAL TRANSACTIONS



37
AVERAGE TRANSACTIONS PER AGENT



\$13,312,723
AVERAGE SALES VOLUME PER AGENT

EVENT RECAP



Toast to the Top!

Thank you for being part of our Toast to the Top event in March! It was a memorable afternoon filled with laughter, meaningful connections, and fantastic food. We were proud to honor last year's accomplishments and bring together our talented agents and trusted preferred partners to celebrate our shared success.

Be sure to watch for our upcoming issue, where we'll feature event highlights and photos from the night. And of course, sincere thanks to our incredible sponsors:

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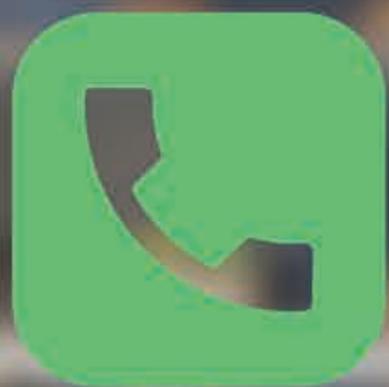
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