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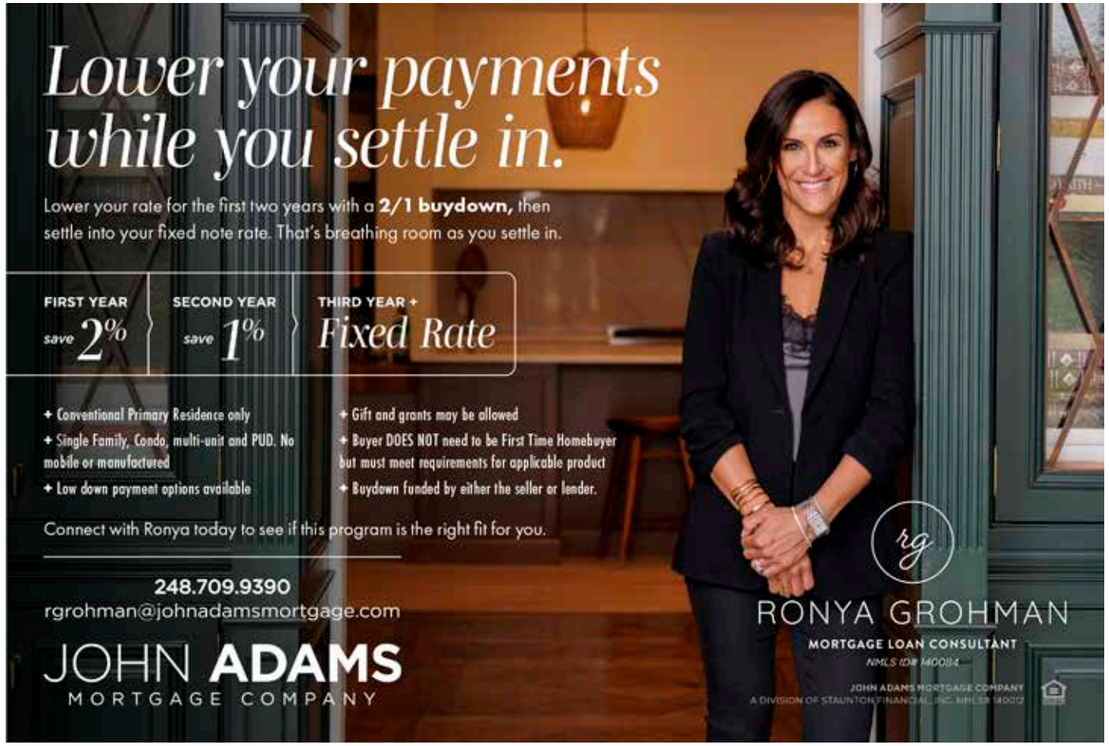
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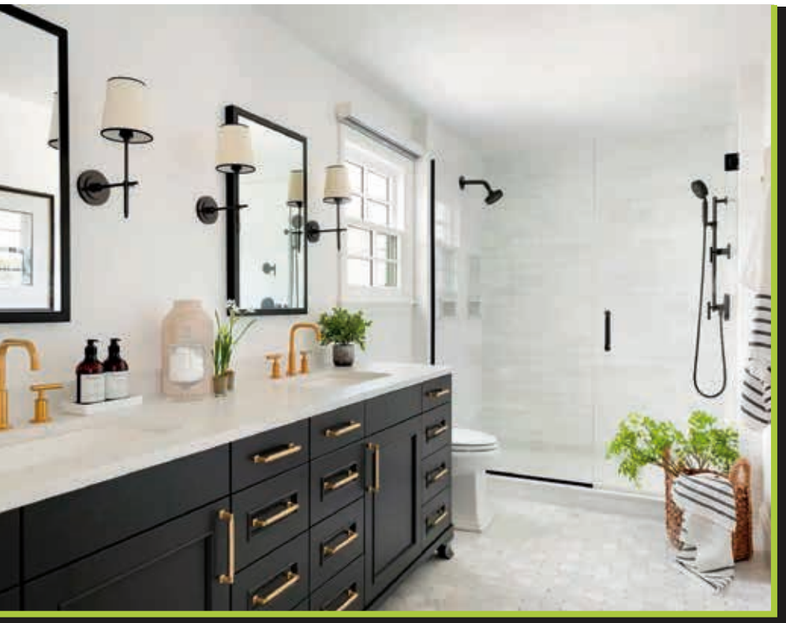
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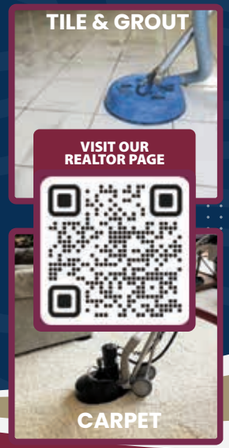
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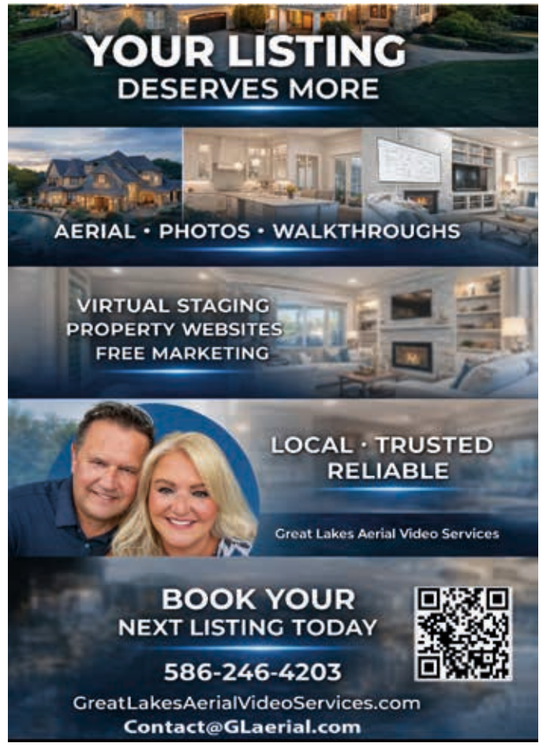
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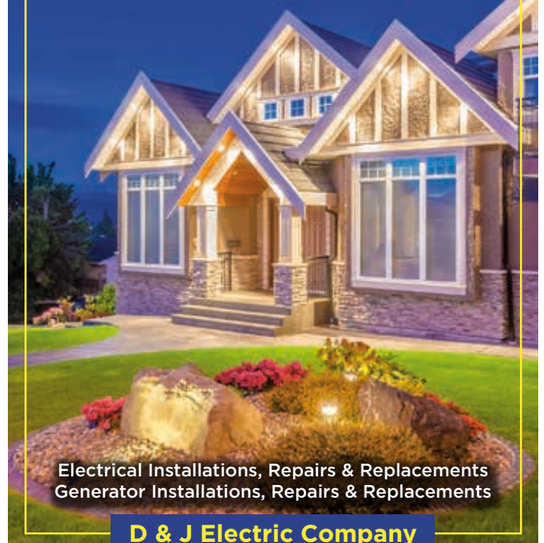


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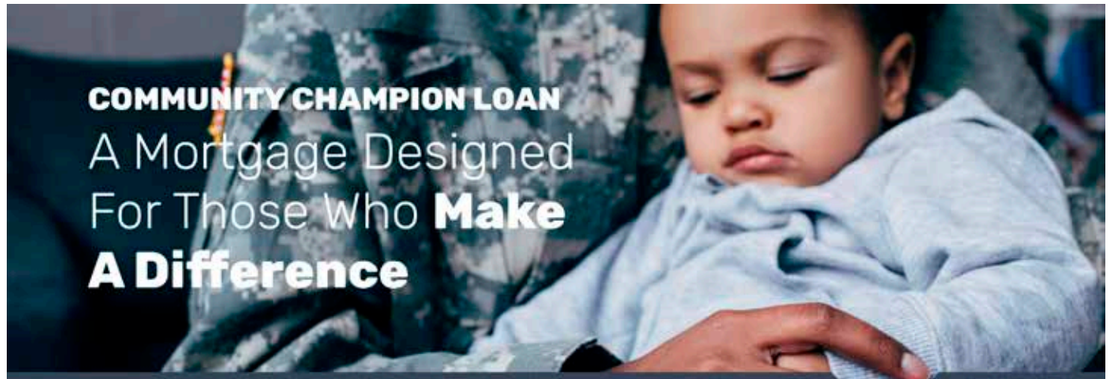


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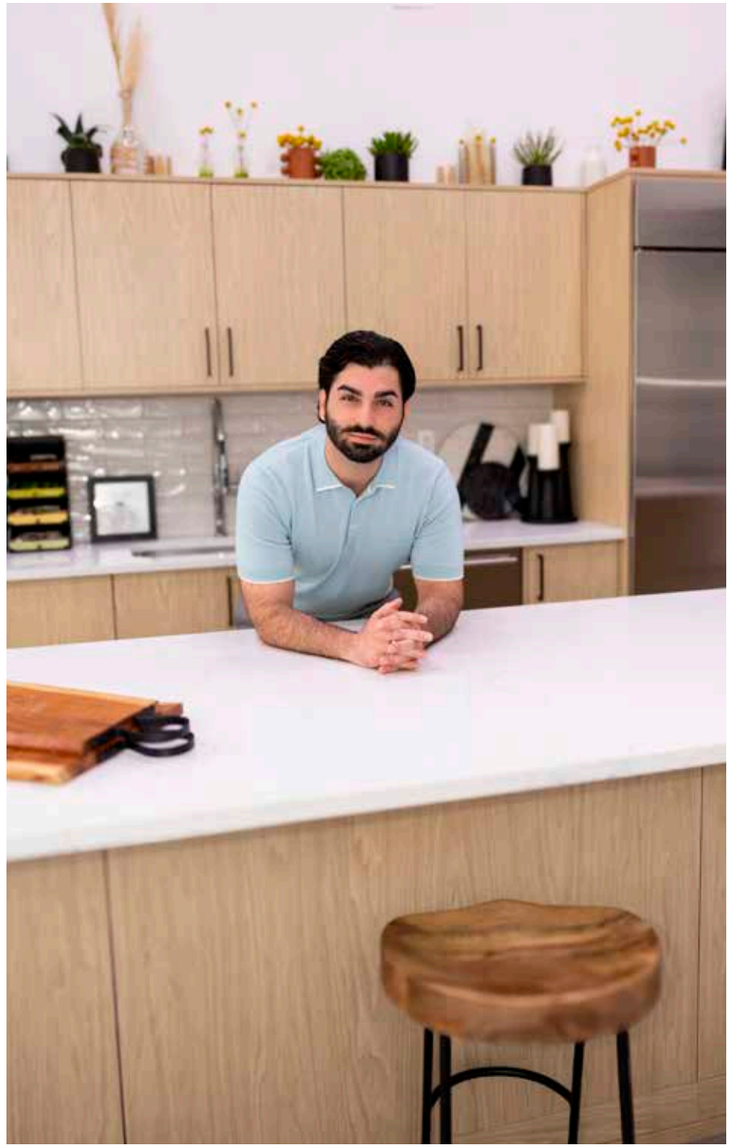
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Stefano Terracciano approaches real estate with a deep understanding of how homes are built and how that translates into long-term value for his clients. “My favorite part is negotiating the deal itself,” he shared. “I love to save money for buyers and get sellers the most money possible.”

A native of Clinton Township who now resides in Rochester Hills, Stefano developed an appreciation for homes long before earning his real estate license in June of 2017. While many agents learn construction through experience in the field, Stefano grew up immersed in it. His father, Vito Terracciano, owns Arteva Homes, a homebuilding company that gave Stefano an up-close look at the craftsmanship, planning, and problem-solving involved in building homes.

As a child, Stefano was fascinated by architecture and luxury properties, spending countless hours watching TV programs that were focused on high-end homes. Later, while day trading stocks, he discovered another passion: the discipline of analyzing investments and making strategic decisions. Initially, real estate appealed to him as a way to generate additional capital for investing, but he quickly realized it offered something more meaningful.

Stefano was introduced to the profession by his brother, who was already working as a real estate agent and demonstrated the impact a skilled advisor could have on a client’s





communication, and the ability to navigate competing priorities. Every transaction brings together individuals with different goals, emotions, and expectations, and he handles those situations with a calm, solutions-oriented mindset.

Outside of real estate, Stefano is deeply committed to his faith and giving back to others. He currently sponsors two children through Compassion International — Aziz, 11, from Burkina Faso, and Luiyi, 15, from Colombia — and supports Heritage Church.

Stefano's long-term goal is to reach a level of success that allows him to dedicate himself to philanthropy full-time. His motivation each day comes from helping others, whether through his charitable efforts or the clients he serves.

For agents entering the industry, Stefano encourages them to focus on mastery rather than trying to be everything to everyone. His own career has been built around a clearly defined niche based on authentic experience and expertise. He believes clients deserve more than someone who can unlock a door and write a contract: They deserve an advisor who can educate them, advocate for them, and provide genuine value throughout the process.

He believes clients deserve more than someone who can unlock a door and write a contract: They deserve an advisor who can educate them, advocate for them, and provide genuine value throughout the process.

As Stefano continues to grow his business, he remains committed to raising the standard of professionalism in the industry. From luxury clients to new construction buyers to those purchasing a modest home, Stefano approaches every transaction with the same level of care and attention. For him, success is about earning trust, delivering results, and using his talents to make a meaningful difference in the lives of others.

outcome. Stefano's combination of financial knowledge, competitive drive, and appreciation for quality construction ultimately led him to pursue a career in real estate.

Nearly a decade later, Stefano has established himself as a specialist in new construction and luxury homes throughout Southeast Michigan at Arterra Realty — the brokerage founded by his father. Last year alone, he closed $9.8 million in sales volume, contributing to his career volume of $28 million. Along the way, he has earned recognition for both production and performance, including Mortgage Partner honors in 2024 and 2025, Top Dollar Increase recognition in 2025, and production awards in the $5 million to $10 million range. Some of his most notable achievements include setting records for the highest sale of a preexisting home in Rochester Hills over the past decade and the highest sale ever recorded for a preexisting home in Clinton Township.

As a solo advisor, Stefano remains deeply involved in every aspect of his transactions. He believes successful negotiations require patience,



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JENNIFER Hemstrom

Guiding Others Every Step of the Way

Before becoming a real estate agent, Jennifer Hemstrom spent years developing the skills that would shape her career — from marketing and entrepreneurship to building meaningful connections with others. After studying psychology in college, she quickly realized graduate school was not the next step she wanted to pursue. Instead, an opportunity through her uncle's commercial brokerage introduced her to the real estate industry, where she spent the next 10 years learning the business through marketing and advertising.

During this chapter of her career, Jennifer also embraced entrepreneurship, opening a gym in Pleasant Ridge that continues to prosper today. As her family began to grow, however, she recognized the need to reevaluate how she balanced her career, business ownership, and personal life. "I was working 9 to 5 at the brokerage and then 5 to 9 at the gym," she recalled. "When I became pregnant, I realized the pace was no longer sustainable."



Jennifer's epiphany ultimately led her to pursue a career in real estate sales — one that offered greater autonomy and the opportunity to build a business around the needs of her expanding family. After earning her license in 2017, she began establishing herself in the industry with the support of Justin and Jessica Woodbeck, who had first connected with Jennifer as clients of her gym. "I knew I wanted to move into sales, and real estate offered the flexibility I was looking for as a new mother," Jennifer explained. "Of course, I quickly learned that flexibility doesn't necessarily mean fewer hours. In many ways, real estate is a 24/7 career."

Since making the career transition, Jennifer has steadily developed her business through a combination of referrals, past clients, and relationships. In recent years, she has consistently approached nearly $10 million in annual sales, including more than 60 homes sold in 2025.

PHOTOS BY JAY DUNBAR WITH GREAT LAKES AERIAL VIDEO SERVICES

PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT PRESTON CORNERS VISTAS IN SHELBY TOWNSHIP



> It's such a rewarding career if you're somebody who isn't afraid of a little bit of hard work for a couple years. The sky is the limit."

As an agent partner at Thrive Realty Co., Jennifer has also embraced a leadership role within her brokerage. She helps guide greener agents through their first transactions by offering the hands-on support she wished she had when she started. "When we have new agents, we just take them under our wings and tell them, 'Get in my car, let's go for a ride, and you're not leaving until you feel ready,'" she said. "It's a lot different when you're riding in someone's car, listening to their phone calls, and having somebody you can call 24/7."

Jennifer's passion for mentorship comes from understanding how valuable support can be in an industry that often requires agents to figure things out on their own. She credits Thrive's culture and commitment to collaboration as a major part of why she continues to grow there.

The brokerage's commitment to supporting its agents became especially meaningful during the pandemic, when its leadership worked quickly to help agents navigate unprecedented uncertainty while continuing to serve their clients. "Their response was never to simply wait and see what happened," Jennifer shared. "They understood that agents had families, financial responsibilities, and clients depending on them. Their focus was on finding solutions, providing direction, and helping everyone continue moving forward."

Jennifer's next career phase is centered on expanding her impact through leadership and mentorship. She has started bringing on showing partners and is considering pursuing her broker's license as a natural next step. "I have had a leadership role and I have taken people under my wing. What's one more thing?" she joked.

According to Jennifer, she finds fulfillment in helping people through some of life's most challenging moments — whether that means guiding clients through difficult financial situations or standing beside them when they need someone in their corner. She recalled working with a client who was disabled, facing foreclosure, and in an especially vulnerable position. Jennifer helped him navigate the process and made sure he wasn't taken advantage of. "I knew he needed extra help, and I was there every step of the way, which I do for all of my clients," she said.

Jennifer also dedicates time to causes that bring encouragement to others. Through Thrive, she has participated in Fleece & Thank You, an organization that provides personalized blankets for children in hospitals. The group creates blankets with QR codes that allow recipients to receive a personal video message from the person who made it. "You can actually see that we are helping and making a difference," Jennifer said. "It might seem like something small to most, but it really brightens people's day when they're in a difficult situation."

Beyond real estate, Jennifer considers her family as her greatest priority. After navigating a divorce during COVID-19, she was determined to create stability for her son. She has since remarried and now has two children — Louis, 9, and Sophia, 2. Whether they are stopping by Jennifer's office or joining her on her showings, Jennifer enjoys showing her kids the value of hard work while creating memories they can share together.

Jennifer's adventurous spirit has also shaped her life outside of work. She previously performed with Detroit Flyhouse and taught aerial silk classes at the gym she owned. Although she no longer practices regularly, she hopes to return to it someday. "I've always been a daredevil," she said. "It was a great way to meet people and get out there."

For those considering a career in real estate, Jennifer encourages them to embrace the challenge and commit fully. "It's such a rewarding career if you're somebody who isn't afraid of a little bit of hard work for a couple years," she said. "The sky is the limit."

Throughout her career, Jennifer has continued to follow opportunities that allow her to make a difference. She brings that same energy to real estate, using her experience and passion for people to help clients, mentor agents, and serve her community.

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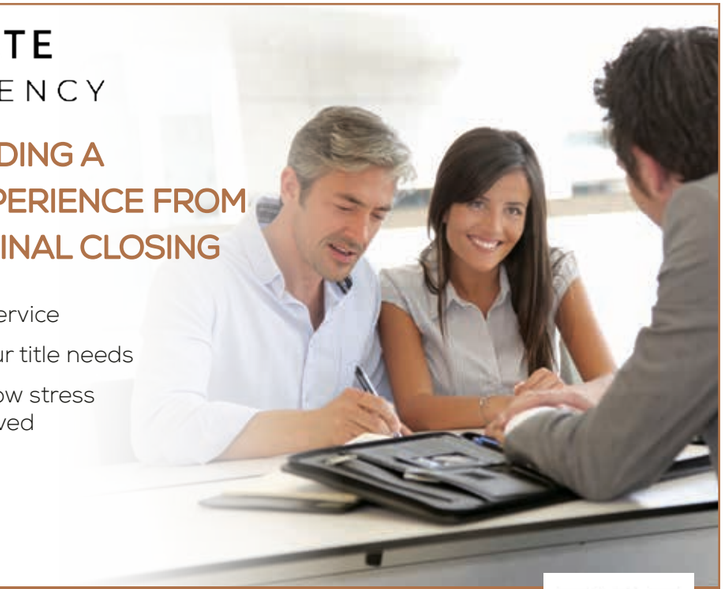
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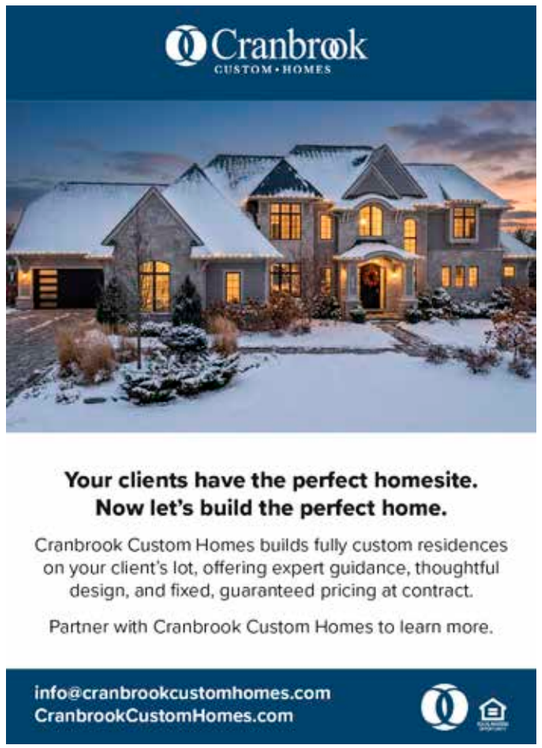
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Amanda Bacall — Z Real Estate Experts - eXp Realty



I like to give back locally to organizations.
Terra Csotty — Real Producers



I'm a board member of my township's DDA.
David Gittens —
Brookstone, REALTORS®



I give back by making meaningful financial contributions to charities and causes I care about. I'm grateful that my business allows me to support organizations doing important work in our community.
Jessica Juel — Arterra Luxe



I am a Habitat for Humanity Women Build member, and I also give back heavily in my hometown of Clarkston by sponsoring many school events, sports teams, and extracurricular programs.
Stacey Taylor —
@properties REMI | Christie's International Real Estate

Community cleanup, voluntary work, sponsorship of charity events
Jim Stinson — Handy Home Inspection LLC



I try to find ways daily to help, even if it's something small such as smiling at a stranger or paying for coffee for the person behind me. Sometimes, it's the little things that can have the most impact on someone.
Ashley Streight —
Real Producers



Your time. Take time out to volunteer — whether it's helping a neighbor, volunteering at your church, or in your community.
Suzie Wright — Changing Places Moving



I have always been involved in Children's Miracle Network — whether hosting fundraisers or donating on behalf of my clients with each and every closing. It's my passion.
Linda Wells — RE/MAX Classic



I like to do volunteer work!
Luana Nakano — Luana Nakano Photography

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Alexis Sprankle

A HEART OF SERVICE

PHOTOS BY KELLY STORK PHOTOGRAPHY



For Alexis Sprankle, real estate is about more than buying and selling homes. She believes it's about building relationships, guiding people through important life transitions, and helping them find a place to call home. When she was just 20 years old, Alexis was a college student balancing her studies with a full-time job as she pursued a career in real estate. She eagerly embraced the challenge of building her own brand and business, driven by a clear vision for her future and a desire to make a difference in people's lives through service.

"I saw the ability to help people and what real estate could do, not only for yourself and your confidence, but also for other people," Alexis recalled. "I found that very intriguing, and I knew it was something I wanted to do."

Alexis was determined to make it happen, earning her real estate license on December 31, 2019 — accomplishing a goal she had set for herself just before the new decade began.

Since then, Alexis has steadily built a business fueled almost entirely by relationships cultivated through social media. Instead of relying on cold calls or paid leads, she has created an online presence that keeps her connected with clients before, during, and long after the transaction. "I'm really proud of that part of my business," Alexis said.

Alexis's client-focused approach has translated into steady success. She closed more than $5 million across 28 transactions in 2024, evenly split between buyers and sellers. The previous year, she surpassed $6 million in sales, and her career production has now exceeded $24 million.

In March of 2026, Alexis made another significant move by joining House Of May in Birmingham, a decision she says was driven by culture rather than convenience. "I think it's very important to be around people who share a similar mindset — not only in real estate, but also in family, business, and investing," Alexis explained.

At this stage of her career, Alexis is focused on reaching her own next level. While she has spent considerable time mentoring other agents, her attention has shifted toward investing that same energy back into her own business. "My goal is to close $8 to $10 million this year," she shared. "I just want to become the best agent I can be."

Alexis's commitment to growth is matched by her desire to serve others.

"If you walk into real estate with a heart of service — and I truly mean a heart of service — everything else will follow," she said. "The business, the clients, the money, everything comes when you bring value and truly want to help people."

One transaction she recalled captured the level of care Alexis brings to every client. She helped two generations of the same family sell neighboring homes and purchase a larger property where they could all live together under one roof. The transaction required careful coordination of multiple sales, contingencies, and timelines, but Alexis believed the family's vision could become a reality.

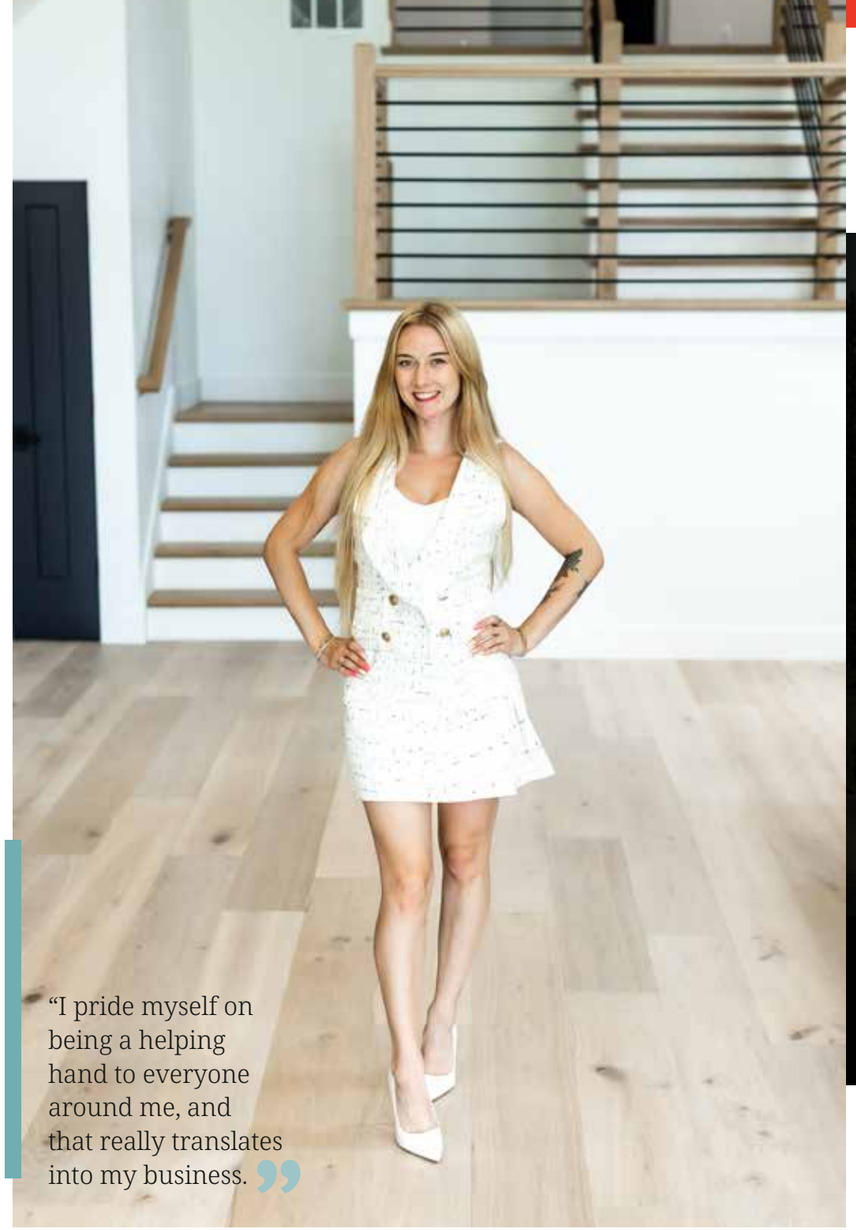
"They interviewed other agents who weren't sure it could be done," she said. "I told them, 'If this is what you want to do, we'll make it happen.'"

Today, the family continues to thank Alexis for helping create a home where grandparents, parents, and children can share everyday life together. "It was really full circle," she said. "They had to have a huge level of trust in me, and it all came together."

Beyond serving clients, Alexis enjoys giving back to the real estate community through education and public speaking. She has presented at industry events, including Level Up, where she shared strategies for using creative, themed open houses to grow a business, as well as the eXp Realty Detroit Regional Rally.

Although she enjoys speaking and mentoring, Alexis hopes her greatest impact is measured by the experience her clients have throughout the buying and selling process.

When she's not working, Alexis enjoys spending time outdoors and making the most of Michigan's warmer months. Whether she's golfing, kayaking, paddleboarding, swimming, or snowboarding in the winter, she loves being with the people who matter most to her, including her family, friends, parents, niece, boyfriend, and her two dogs, who she says are like her children.



> "I pride myself on being a helping hand to everyone around me, and that really translates into my business."

"Just like in real estate, I enjoy taking care of the people in my circle," she said. "I pride myself on being a helping hand to everyone around me, and that really translates into my business."

For those considering a career in real estate, Alexis recommends that they educate themselves as much as possible and understand exactly what they're getting into. "Lead with a heart of service, immerse yourself into the industry, learn as much as possible, and everything else will follow," she said.

From the moment she discovered what real estate could make possible, Alexis has approached every opportunity with a client-first mindset. It's her combination of ambition, authenticity, and genuine care for others that continues to define both her business and her reputation.

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NICK TONG

Before building a successful real estate career, Nick Tong worked in automotive marketing while also teaching music, directing performances, and appearing on the stage himself. Few would have predicted that those experiences would eventually lead him into real estate. “I never really gave real estate much thought,” Nick admitted.

Originally from Macomb County, Nick spent five years living in New York City after college, where he continued working in music while also building a career in automotive marketing. After the birth of his oldest daughter, he and his wife returned to Michigan to be closer to family, settling in Oakland County.

Nick’s career took a new direction after a family friend, who also happened to be his real estate agent, encouraged him to interview with a new construction builder. He accepted the opportunity, spending four years helping buyers build new homes before he transitioned into traditional residential real estate. Eleven years later, Nick says it was one of the best decisions he has ever made.

Today, Nick is an agent and team leader at Tong Real Estate with Keller Williams Living in Brighton. His team includes two active agents, Bryan Grider and Tristan Rickman, and a transaction coordinator/marketing specialist — who happens to be Nick’s sister Vanessa Johnson. In 2025, the team closed 45 units, and this year, they have a goal of reaching 94 transactions. “The majority of our business comes from our sphere and referrals,” Nick explained.

As his business has grown, Nick has found just as much fulfillment in helping the agents on his team succeed as he does in reaching his own production goals. “I’ve been more purposeful about helping the agents on my team increase their productivity,” he said. “I’m really more about how I can help in other ways, not just production.”

Outside of helping his team grow, Nick has expanded his investment portfolio through rental properties and short-term vacation rentals. Together, they provide another avenue for building long-term wealth while giving him additional insight to better serve investors.

One memorable transaction reflects the kind of guidance Nick strives to provide every client. An elderly woman had rented the same condominium for 12 years and hoped to purchase it from her landlord using FHA financing. Unfortunately, repeated delays and issues with the condominium association prevented the sale from moving forward.

Instead of waiting indefinitely, Nick encouraged her to simply look at other options. She reluctantly agreed, and

Helping Others Build Better Lives

PHOTOS BY KELLY STORK PHOTOGRAPHY

PHOTOS TAKEN AT TOLL BROTHERS MODEL AT BARTON RIDGE IN ANN ARBOR



> "I've been more purposeful about **HELPING THE AGENTS ON MY TEAM** increase their productivity. I'm really more about how I can help in other ways, **NOT JUST PRODUCTION."**

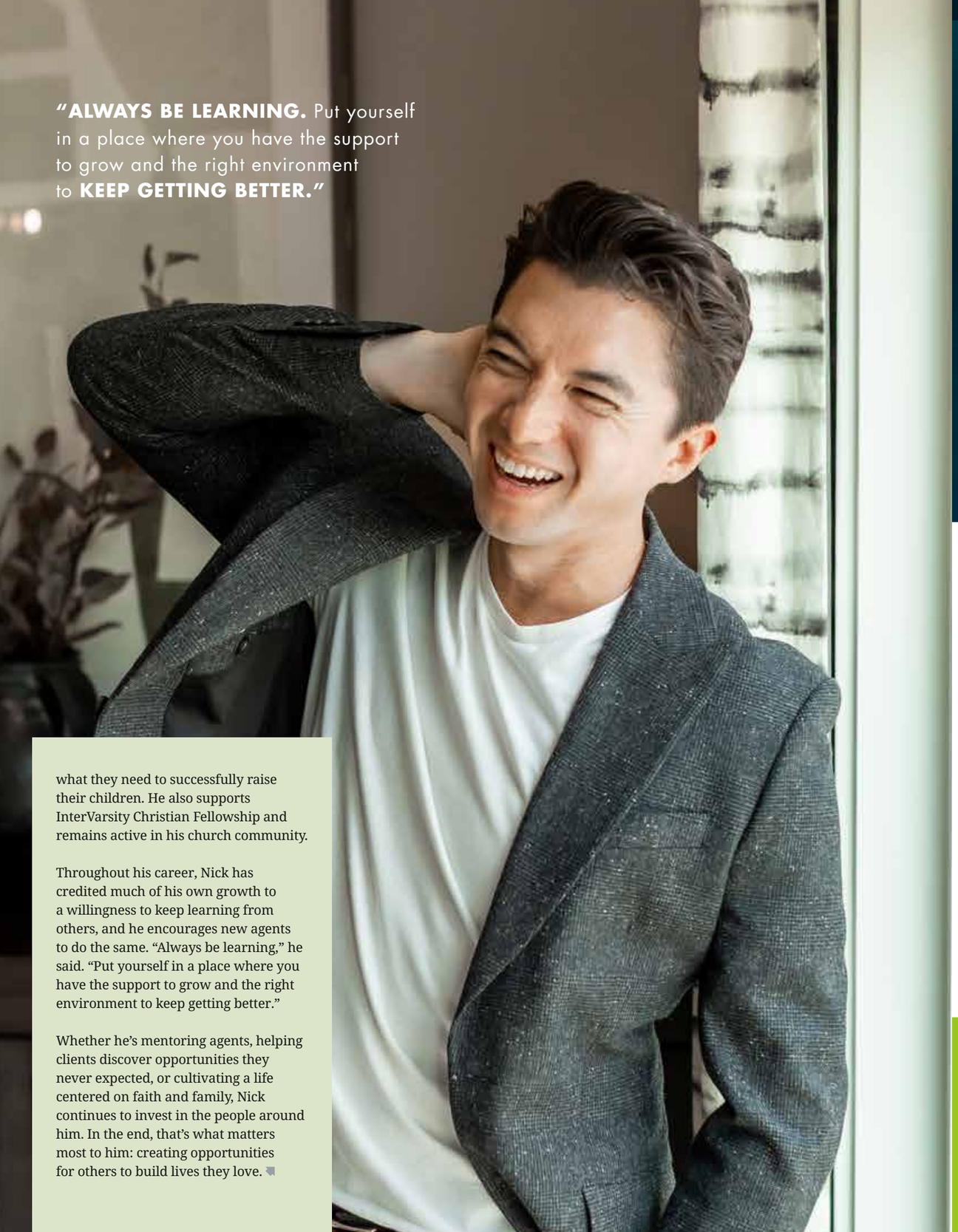
the first property they toured exceeded every expectation. "She said, 'This is so much better than anything I could have imagined,'" Nick recalled.

Although the original condominium eventually became eligible for financing, the appraisal came in too low to complete the purchase. By then, it no longer mattered. His client had already found a home that offered more space, an attached garage, newer finishes, and a significantly better quality of life. "Every time I talk to her, she thanks me," Nick said. "She tells me how much happier she is and how she never would have thought to explore another option and move."

Away from real estate, Nick enjoys a very different pace of life. He and his wife have been married for 17 years and are raising their three children — Alana, 13, Faith, 11, and Declan, 7 — on a 10-acre homestead complete with chickens, sheep, and a garden. The family also recently added an RV to make traveling together a bigger priority, with plans to explore Michigan and beyond.

While family is at the center of Nick's life, he also makes it a priority to support organizations that strengthen the community. For the past several years, he has been actively involved with Life Advancement Group, an organization that supports women facing difficult circumstances by providing resources and encouragement so that they can choose life and have





what they need to successfully raise their children. He also supports InterVarsity Christian Fellowship and remains active in his church community.

Throughout his career, Nick has credited much of his own growth to a willingness to keep learning from others, and he encourages new agents to do the same. “Always be learning,” he said. “Put yourself in a place where you have the support to grow and the right environment to keep getting better.”

Whether he’s mentoring agents, helping clients discover opportunities they never expected, or cultivating a life centered on faith and family, Nick continues to invest in the people around him. In the end, that’s what matters most to him: creating opportunities for others to build lives they love.

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FINISH THE YEAR STRONG:

The Relationships That Will Grow Your Business in 2027



As the year winds down, many real estate professionals are already thinking about their goals, marketing plans, and strategies for 2027. Before you start chasing new business, I want to challenge you to look at the relationships you've already built.

Your next big opportunity might already be sitting in your phone.

Think about it. How many past clients, referral partners, or people you've connected with throughout the year haven't heard from you in months?

December is the perfect time to change that.

Instead of sending another generic holiday email, make it personal. Pick up the phone, send a handwritten card, invite someone for coffee, or simply check in to see how they're doing. Not every conversation needs to be about real estate.

In fact, the best ones usually aren't.

Here are three simple ways to finish the year strong:

1. Reconnect with your people.
Make a list of 20 clients, referral partners, or connections you haven't spoken to recently. Reach out with no agenda other than strengthening the relationship.

2. Show appreciation.
Thank the people who supported your business this year. A thoughtful message or small gesture can make a lasting impression.

3. Plant seeds for 2027.
Ask people about their goals for the new year. Listen for opportunities to help, make introductions, or connect them with someone valuable.

One thing I've learned through Real Producers is that the strongest businesses aren't built on transactions alone. They're built on relationships that continue long after the closing table.

As you celebrate the holidays and prepare for another year, remember that staying top of mind doesn't always require a big marketing budget. Sometimes it just requires being intentional.

My challenge to you this December: Don't wait until January to start building your 2027 business. Start with the people who already know and trust you.



Photo by Luana Nakano Photography

Because relationships built today create opportunities tomorrow.

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2025

BY THE NUMBERS

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

$7,556,995,371
SALES VOLUME

16,178
TOTAL TRANSACTIONS

32
AVERAGE TRANSACTIONS PER AGENT

$15,113,991
AVERAGE SALES VOLUME PER AGENT

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