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DECEMBER 2026

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Rising Star
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Partner Spotlight
CHARLIE SHAMI
with Sonic Loans

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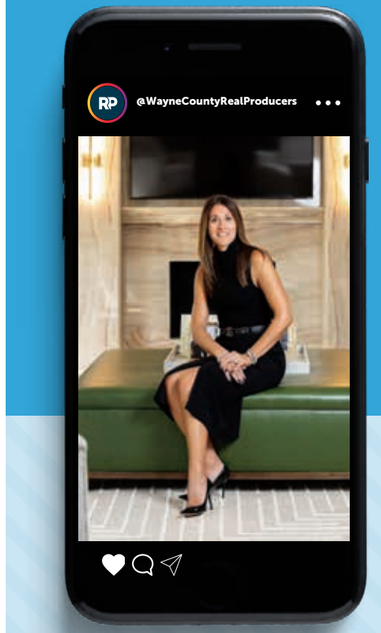


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JAKE ROSEN

A former competitive soccer player who spent years chasing championships at every level of the game, Jake Rosen carried that drive with him when he pivoted to real estate. Today, as an agent at Best Life & Co. with eXp Realty, he applies the same determination and focus that defined his athletic career to helping clients achieve their real estate goals.

Chasing Wins

PHOTOS BY KELLY STORK PHOTOGRAPHY

Jake spent his childhood and early adulthood on the soccer field. From ages 14 to 18, his club team won state and regional championships every year and competed at nationals annually. He went on to play at Schoolcraft College — where he was team captain both years and went to nationals each season — then transferred to Saginaw Valley State University, advancing to the Sweet 16 his first year and the Elite 8 his second. “The professionalism that they expect from you representing the schools and the professionalism that a client expects from you has transitioned very well,” Jake explained.

Jake played semi-professionally in Ann Arbor from age 16 through 20, but then after college, he used his last financial aid check to buy a plane ticket to Italy and go on trials with professional clubs. When he returned, he spent about a year and a half in HVAC. Jake also spent time doing demo and renovation work on rental properties owned by a friend’s family, gaining hands-on knowledge of flooring, drywall, trim, paint, electrical, and plumbing. “I learned how houses work from the inside out,” he said. Jake’s combination of athletic grit, mechanical know-how, and a growing network that included his fiancée’s mother working in title and her father working as a superintendent for Cranbrook Custom Homes clearly pointed him in one direction: real estate.

Jake earned his real estate license at the end of 2023 and jumped in full-time on the day he and his fiancée closed on their first home together. Like many new agents, the beginning was hard. He closed only six deals in all of 2024, totaling around $1.3 million in volume, and it took him six months to get his very first transaction under contract. “When you get your license, they teach you all of the things you’re not supposed to do, but they didn’t really teach you how to transact a deal,” he said.

For Jake, being part of a team made all the difference in his career. He credits the mentorship, resources, and support system around him with helping him navigate the challenges of his first year and remain committed to the business.

By February of 2025, Jake had already closed more volume than he had in all of 2024. He also spent the first half of 2025 serving as the team’s investment agent under Ken Hirschmann, a stretch he describes as demanding by design. “He definitely put me through the ringer for those six months, but I learned a lot,” Jake said. He finished 2025 with just over $4 million in volume — more than triple his first-year output. This year, he is tracking even stronger, with approximately $2.7 million in closed volume already on the books by the end of March.

Jake’s business runs roughly 50/50 between sphere of influence and web leads, with a stream of Zillow inquiries coming through the team’s preferred partner status on the platform. As he enters his third year, Jake is working to move upmarket, pursuing higher price points alongside the relationships that are increasingly coming to him as his community recognizes what he does.







"If I was not on the team, I would not be in anywhere near the same position. The team is welcoming, **THE KNOWLEDGE IS ENDLESS,** we learn from each other's failures, and we celebrate each other's wins — **BIG AND SMALL."**

One transaction from early 2026 remains especially meaningful to Jake. He helped a couple who had recently immigrated from Mexico and were living in the United States on a work visa purchase their first home. As they prepared to welcome their first child, they were eager to move beyond the one-bedroom apartment they had been sharing and begin building the future they envisioned. "They talked about the American dream that they came here for," Jake recalled. "Being able to help them do that was probably the most touching one."

Outside of work, Jake hunts, fishes, and plays golf — a sport he picked up after stepping away from soccer. He is also looking to connect his brokerage with Umhlaba Vision Foundation, a South Africa-based organization that sends soccer balls, cleats, and equipment to children with limited means so they can participate in the sport that shaped him.

As his business continues to grow, Jake remains focused on refining his skills and building upon the momentum he has created alongside the team that helped launch his career. "If I was not on the team, I would not be in anywhere near the same position. The team is welcoming, the knowledge is endless, we learn from each other's failures, and we celebrate each other's wins — big and small," he shared.

Although he is still early in his real estate career, Jake has already demonstrated the determination and work ethic necessary for long-term success. More importantly, he understands that real estate is ultimately a people business. Whether he's helping first-time buyers achieve homeownership or guiding clients through a competitive market, his focus remains the same: providing the knowledge, advocacy, and support they need to move forward with confidence.

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 TRANSACTIONS PER AGENT:



We Ask. You Answer.

What's one way you give back to your community?



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



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



I can't just pick one, so here are a few causes: I like to support veterans and dogs, but the big event is H.E.L.P For Children's Cancer (collecting/raffling baskets items and selling full tables for the annual gala in September). 100% local. #DogLovingRealtor **Becky Johnson** — RE/MAX Classic - Canton



We like to support our son's soccer club, Plymouth Reign. Every year, we attend and donate to its Reign Night Out fundraiser, which raises money for scholarships and for kids who otherwise couldn't afford to play club soccer. **Michael Steffes** — WIN Home Inspection - Canton



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

Charlie Shami

WITH SONIC LOANS

Built To Find a Way

PHOTOS BY TRACIE SEELEY
WITH METRO SHORES MEDIA



When a real estate transaction reaches a critical moment, the lender on the other end of the phone matters more than most people realize. For top-producing agents, Charlie Shami and Sonic Loans have become the kind of lending partner they can count on when a file gets complicated, time is short, or a deal needs someone willing to look deeper.

"I can't promise there is a way, but I can promise that if there is a way, I'll find it," Charlie said.

That mindset has followed Charlie throughout his career and now defines the culture at Sonic Loans.

Long before he entered the mortgage industry, Charlie experienced firsthand how much the right loan could change a family's future. As the son of Lebanese immigrants, he was 18 years old when his family began facing serious financial hardship. For nearly seven years, their mortgage payment placed an enormous strain on the household and made keeping the home feel uncertain. When his mother was finally able to refinance and significantly reduce the payment, Charlie saw how one financial decision could restore stability and give an entire family room to breathe.

The experience never left him.

Charlie began his mortgage career at Quicken Loans in 2013 and quickly rose through the ranks. He became a team captain within six months, a director of mortgage banking within 11 months, and later a senior director of mortgage banking. Those years gave him a strong foundation in leadership, structure, accountability, and mortgage guidelines. They also helped build the reputation Charlie is known for today: understanding difficult files at a granular level and finding solutions others may miss.

By 2020, Charlie had built a successful career, but the long hours were taking a toll on family life. His wife, Dee, had worked as a processor at Quicken Loans and later in title at Amrock before stepping away after the birth of their son. For the



next year and a half, Charlie often spent 12-hour days away from both of them.

For Charlie, starting Sonic Loans was not only a business decision: It was also a family decision.

Charlie describes Dee as his wife and his best friend. They did not want to build a life where work kept them apart most of the day. Sonic Loans gave Charlie the opportunity to create something of his own while building it alongside the person closest to him.

In the beginning, the arrangement was simple. Charlie wrote the loans, and Dee processed them. He brought deep guideline knowledge and the ability to structure complex scenarios. Dee brought persistence and an unwillingness to let go of a file until every possible solution had been explored. Together, they worked through the challenges of building a new company from the ground up.

"Our pillow talk was about files," Charlie said.

What began with Charlie originating and Dee processing quickly gained momentum. Charlie was not actively trying to build a large team, but during the COVID-19 shutdowns, loan officers began reaching out to him looking for a place to work. He started hiring, in part because he wanted to give people an opportunity to keep working and support their families during an uncertain time.

As the company grew, Charlie remained focused on the qualities that made Sonic Loans different from the beginning: strong pre-approvals, honest feedback, fast communication, and a willingness to stay engaged when a file became difficult.

Charlie now serves as president and CEO of Sonic Loans. The company offers conventional, FHA, VA, jumbo, DSCR, bank statement, non-QM, and investor loan products, backed by a team that understands the importance of structuring files correctly from the start.

Charlie has earned Scotsman Guide Top Originator recognition in the "Most Loans Closed" category for five consecutive years. He has also received UWM recognition as a Top 20 Purchase Loan Officer in Michigan and a Top 100 Purchase Loan Officer in the country.

The recognition matters, but Charlie finds the greatest fulfillment in helping clients who were turned away elsewhere and serving as a trusted resource for agents when a transaction is on the line.

He understands that when an agent refers a client, they are putting their own reputation at stake. Sonic Loans treats that trust as a responsibility, not simply another transaction.

Charlie believes a lender should communicate clearly, identify problems early, and never create false confidence just to win business. He would rather give an agent an honest answer at the beginning than allow a weak approval to become a failed closing later.

Even as Sonic Loans has grown, Charlie remains deeply involved in the details. He continues studying guidelines, structuring difficult loans, and helping his team work through challenging scenarios. His hands-on approach is one of the reasons agents continue to call him directly when a deal needs attention.

Away from work, Charlie and Dee are raising their 8-year-old son. Dee now serves as president and CEO of Sonic Title, but her role in the early foundation of Sonic Loans remains an important part of Charlie's journey.

For Charlie, family is not separate from the Sonic story: It is one of the reasons the company exists.

He built Sonic Loans to create something meaningful, to serve clients and agents at a high level, and to build a life where success did not require him to spend most of his time away from the people he loved.

That same sense of responsibility carries into every file.

When a transaction reaches the moment where experience matters most, Charlie wants agents to know they have someone they can call.

For more information about Charlie and Sonic Loans, visit sonicloans.com or call 313-488-4888.







Missie McSweeney

THE BUSINESS OF BUILDING CONNECTIONS

PHOTOS BY KELLY STORK PHOTOGRAPHY

Missie McSweeney has always followed her own definition of success. For her, that means building a real estate career around meaningful relationships, authentic service, and a business that allows her to invest in both her clients and her family.

Born and raised in Abilene, Texas, Missie never imagined she would one day call Michigan home. “My husband’s from Michigan, but I never thought I’d ever leave Texas,” she said.

Twenty-eight years ago, Missie and her husband took a leap of faith and relocated to Michigan to open a residential real estate appraisal business. Their son was just 1 year old at the time, and Missie supported the family business behind the scenes, pulling comparable sales while gaining firsthand knowledge of the real estate industry.

After years as a personal trainer and group fitness instructor, Missie found herself searching for greater flexibility as her children grew older. As her son entered high school, she realized she wanted a career that would allow her to remain involved while offering new professional opportunities. Her husband’s encouragement, combined with her background in the appraisal industry, led her to earn her real estate license in 2012.

Today, Missie has built a thriving business centered



on relationships. While many agents focus on prospecting strangers, she invests in the people who already know and trust her. “I call it ‘loving the people who love me,’” she said. For Missie, that trust is something she never takes for granted, and she remains committed to earning it through every interaction and every client experience.

Many of Missie’s clients come through referrals and her sphere of influence, including relationships she has formed over decades teaching fitness classes. Although she still teaches a few classes each week at Life Time Fitness, those relationships have become a natural extension of her business and a reflection of her belief that real connections are more valuable than scripted sales conversations.

Missie made another significant career move by joining Redefine Real Estate and hiring a business coach through Tom Ferry Coaching. The transition was not easy, but she credits those decisions with helping her gain clarity, sharpen her goals, and significantly grow her business. “It was very hard for me to leave because I’m very loyal, but I had to ask myself what needed to change to reach the goals I wanted,” she explained.

For Missie, every successful transaction begins with communication. Whether working with first-time buyers or experienced homeowners, she believes every client deserves clear guidance and someone willing to walk beside them throughout the process.

Several years ago, Missie helped a first-time homebuyer who was deaf navigate the homebuying process. Although communication required extra patience and creativity, the experience left a lasting impression. Later, she came across an interview in which he described how purchasing a home had changed his life. “It wasn’t just a transaction,” Missie said. “I realized I had made a much bigger impact than I ever imagined.”

Outside of real estate, Missie continues to maintain an active lifestyle. A group fitness instructor for more than 30 years, she enjoys hiking, running, strength training, and spending time outdoors. Missie also treasures time with her husband, Mike, and their two children. Their son, Mitchell, is an engineer with Ford, while their daughter, Maddie, is a registered dietician.





“You have to be genuine. When you figure out who you are, how you want to help people, and build relationships from there, everything else comes naturally.”

In the years ahead, Missie hopes to maintain a balanced real estate business while expanding her role as a mentor and coach, helping other agents grow both personally and professionally.

For agents who are new to the industry, Missie believes the most successful ones are those who remain true to themselves instead of trying to fit someone else’s blueprint for success. “You have to be genuine,” she said. “When you figure out who you are, how you want to help people, and build relationships from there, everything else comes naturally.”

Throughout her career, Missie has found that the strongest businesses are shaped by lasting relationships. Whether she is serving a client or reconnecting with someone from her community, her focus remains the same: Invest in people, communicate well, and the business will follow.

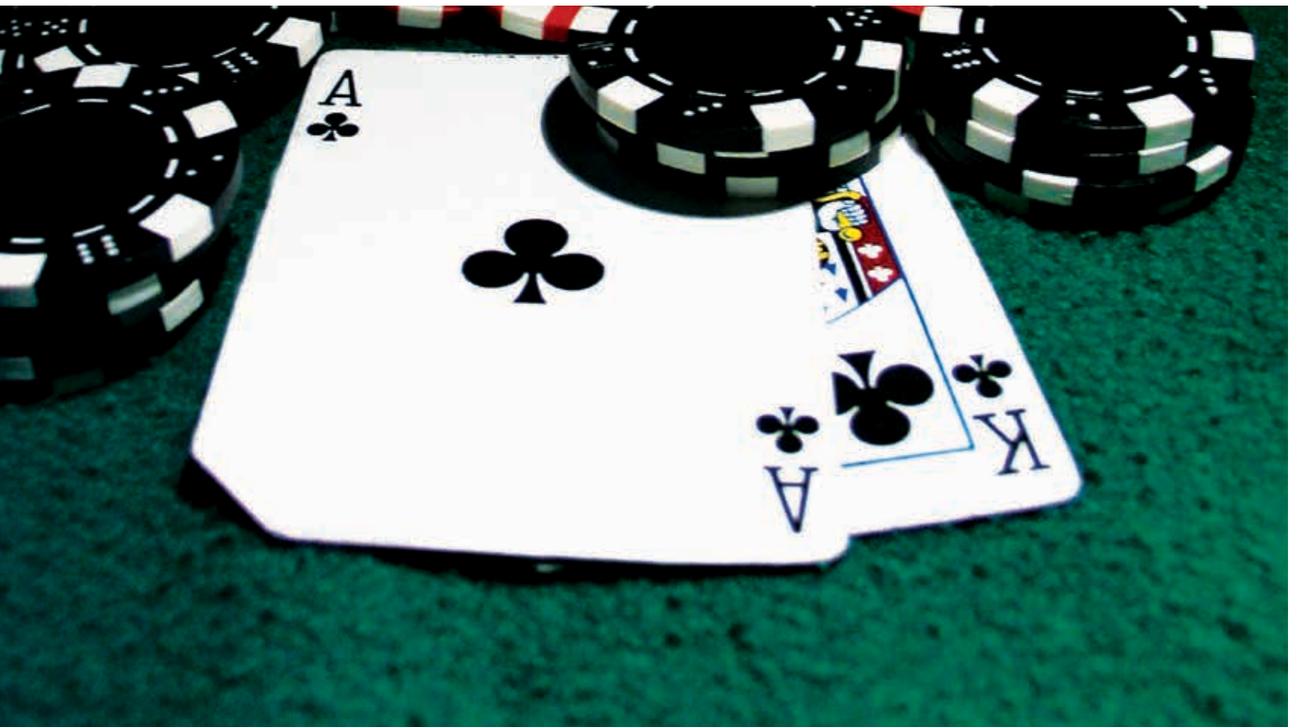
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FINISH THE YEAR STRONG:

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.



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Partner with us to access our specialty mortgage solutions designed to help more borrowers qualify and move into a home with confidence.

- Momentum Mortgage Program - for first-time homebuyers
- Gratitude Mortgage Program - for our local heroes
- Doctor Mortgage Program - for those in the medical profession
- Land Mortgage Program - if you’ve found your spot but aren’t quite ready to build
- Construction Mortgage Program - you have a vision and can’t wait to get started

Contact one of our mortgage loan officers today and let’s find the right fit for your clients.
Equal Housing Lender.

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20 YEARS OF CASH BACK