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Agent on the Rise  
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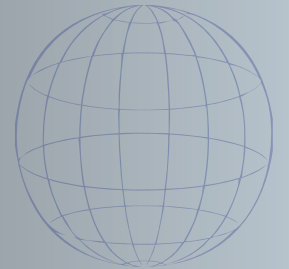


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**20** Angela Jaafar  
TOP PRODUCER

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Ali

# FAWAZ

**Turning  
Obstacles into  
Opportunities**



**A**fter experiencing personal setbacks, Ali Fawaz was determined to rewrite his own story. A full-time real estate agent for six years, he demonstrates how hard work and a strong support system can turn obstacles into opportunities for real growth.

Ali began his professional life in the medical field, working as a cardiovascular sonographer and later as a surgical first assistant specializing in robotic-assisted procedures. This background instilled in him a sense of precision and the ability to perform under pressure,

which would later prove invaluable in his future real estate career.

In 2015, Ali dipped his toes into real estate while still working in medicine, but his initial foray as a solo agent was challenging and led him to step away from the industry temporarily.



PHOTOS BY JENNIFER ARNETT  
WITH STARLOFT PHOTOGRAPHY

PHOTOS TAKEN AT LOMBARDO  
HOMES MODEL AT WINDRIDGE  
ESTATES IN NORTHVILLE

However, setbacks in other business ventures and mounting debt became the catalyst for his triumphant return to real estate in 2020.

“I hit a financial low point,” Ali recalled. “Then COVID-19 hit, and the world shut down. That’s when I made the decision to dive back into real estate — this time full-time, with a renewed focus and a promise to myself to turn things around.”

“

It’s not just about the money or the number of homes sold: **It’s about the impact I’m making** and how far I’ve come.”

Within four months of joining a local team, Ali had paid off his debt and was on the path to becoming a top producer. His achievements so far include the Rising Star award, two Rookie of the Year awards, and the Hustler of the Year award. To date, he has reached a career sales volume of \$45 million.

Ali attributes much of his success to the support and mentorship he has received. He credits his friend Benjamin Welch for providing crucial guidance early in his career, and his current broker, Erick Monzo, for opening doors to new opportunities. As a member of The Monzo Group, the number-one Keller Williams group in Michigan, Ali has found a team that matches his drive and commitment to excellence. “What makes our team unique is the leadership of our broker, Erick Monzo, who fosters a culture of mentorship, innovation, and relentless dedication,” he explained.

Ali also gives special thanks to his parents for always believing in him — his father for instilling a tireless

work ethic and his mother for her loving support every step of the way.

For Ali, success is defined by growth and freedom. “It’s not just about the money or the number of homes sold: It’s about the impact I’m making and how far I’ve come,” he said. “Being able to look back and know I turned things around, and now I’m in a position to help others win, too ... that means everything to me.”

Despite his industry success, Ali hasn’t forgotten the challenges he has faced as an agent. He considers overcoming self-doubt and the fear of failure as one of his biggest hurdles. “The key to overcoming these challenges was learning to ask for help and to surround myself with the right people,” he shared.

When he’s not closing deals, Ali makes it a priority to maintain a healthy work-life balance. He often spends his free time working out at the gym, fishing, or cheering on the Detroit Lions.

As for his future goals, Ali aims to continue growing his business while also mentoring newer agents and giving back to his community. He’s additionally focused on building his investment portfolio and creating long-term wealth.

To new agents, Ali advises that they stay consistent and hungry. “Real estate isn’t easy,” he admitted. “It takes working hard, being patient, and showing up every single day — even when you don’t feel like it.”

Ali ultimately hopes that people will know him as an agent who rose above challenges. “I want to be remembered as someone who never gave up,” he said. “Someone who faced challenges head-on, worked hard, and kept pushing no matter what.”

Ali’s commitment to self-improvement, paired with his passion for helping others succeed, continues to fuel his success in business and in life. He remains focused on creating impact — not just through real estate transactions, but by empowering others to believe in themselves. ▾



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# BRYAN YOUNG

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TURNING  
AMBITION  
INTO ACTION  
EVERY DAY

**As one of Wayne County's Top 500 agents,** Bryan Young has built his reputation on determination and a strong work ethic. "Starting at zero every month keeps me hungry," he said. Known for his personal drive and passion for connecting with people, Bryan continues to raise the bar in his business and community.

Bryan's journey into real estate followed a successful run owning an apparel company in downtown Detroit, which he eventually sold. "My mom and dad always told me to dream big and chase the dream," Bryan said. Their advice propelled him into the real estate industry, where he found a natural fit for his competitive spirit and sales skills.

Now a real estate agent for seven years, Bryan has spent the past two years with Opul Realty, a brokerage known for its dedication to service and innovation. There, he reconnected with his mentor, Daryl Cross. Bryan also recently joined a group that is converting a 40,000-square-foot building in Plymouth into a climate-controlled self-storage facility called Durr Storage. "It's exciting to be part of something that transforms a community asset," he said.

As for Bryan's career in the industry, he'll admit that being adaptable has been crucial for his success. He embraces technology and has a proactive approach to prospecting, particularly focusing on for-sale-by-owner (FSBO) properties. "Prospecting is what I do especially well," Bryan said. "Don't be scared to talk to people you don't know."

Despite his busy schedule, Bryan emphasizes the importance of family. "Being able to be a dad whenever possible is what I find most fulfilling about my work," he shared. "I want to be there for my kids' events and school pick-up." Bryan



“  
**PROSPECTING IS**  
 WHAT I DO ESPECIALLY  
 WELL. DON'T BE SCARED  
 TO TALK TO PEOPLE YOU  
 DON'T KNOW.”

has two sons — Giovanni and Enzo — who share his love for hockey and fishing. He also enjoys golfing outside of work.

When asked to define success, Bryan replied with “being there for my boys and loving this game.”

Bryan hopes to be remembered not only for his sales numbers but also for his commitment to never giving up. “I want people to know that I never quit,” he said.

For fellow real estate professionals, Bryan encourages building strong relationships and maintaining a work ethic grounded in resilience. “The best advice I can give is to keep chasing your dreams and don't be afraid to prospect,” he said.

Bryan's commitment to never quitting, no matter the challenge, defines both his personal and professional life. He is proof that, when drive meets discipline, anyone can achieve success. ▀

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# Angela Jaafar

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For Angela Jaafar, real estate has always been about building something meaningful for both her clients and her family. An agent with RE/MAX Dream Properties, she has spent over a decade creating a business rooted in hard work and a clear sense of purpose.

Before real estate, Angela spent nearly 15 years working in the automotive industry. "I began this career while I was still in college, an opportunity that allowed me to grow with the company and gain hands-on experience in business, marketing, and client relations early in my professional journey," she explained. "It was a fast-paced environment that demanded accountability, precision, and strong leadership." During her time there, Angela managed more than \$80 million in budgets and oversaw a large-scale auto show marketing program that operated across the United States and Canada. She also learned how to understand consumer behavior, utilize CRM systems effectively, and respond with precision to client needs.

Although Angela was finding success in corporate America, she wanted more out of life. "I wanted the freedom to build my own business, create my own path, and have the flexibility to be present for my family and clients," she said. "Real estate gave me that opportunity, allowing me to combine my entrepreneurial spirit with my passion for helping others."

It was ultimately Angela's husband, Mike, who gave her the confidence to pivot into real estate. "He saw that my background uniquely positioned me for it — not only because I was well-versed in business, marketing, and sales,

but also because I had spent years managing large projects, budgets, and strategic initiatives in my professional career. He believed those skills would translate naturally into the real estate world," Angela shared.

In 2012, Angela took a leap of faith and launched her real estate career. Since then, she has built an award-winning business, earning honors such as the RE/MAX Lifetime Achievement Award, Hall of Fame, and 2025 Diamond Club award, along with ranking #1 in sales for Southeastern Michigan in 2024. Her success has also earned her recognition as a RealTrends Verified top 1.5% agent, a Real Producers Top 100, and a "Best of" recipient by Hour Detroit. Last year alone, she closed \$34 million in sales, bringing her career total to more than \$150 million.

Angela is grateful for the accolades, but she's more concerned about serving her clients and building meaningful relationships with them. "Whether I am advising a client, setting goals for my business, or participating in community initiatives, I approach every situation with honesty, accountability, and a commitment to doing the right thing," she said. "I believe that when your values are clear, they naturally shape the choices you make and the standards you hold yourself to."

Angela has had great mentors in her life and comes from a lineage of strong women who built households from almost nothing. Their influence shaped her deep appreciation for the role that neighborhoods, schools, and community play in family life. Her mother and mother-in-law, both homemakers who

## A Legacy of Community and Results





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The moment you understand that is when the magic will happen.”

PHOTO BY AVIDA PRODUCTIONS



believed homeownership was where wealth and stability are built, instilled in Angela the values that guide her business today. “They believed deeply in homeownership and in the idea that running an efficient household, taking pride in your environment, and creating a space where people feel happy and secure is one of life’s greatest accomplishments,” she shared.

Outside of real estate, Angela is often spending time with her husband, Mike, and their five children. She also likes to unwind by cooking. “I love learning new recipes — feeding people is a way to show them love and comfort,” she said. “There is something so special about sharing your culture through food. It is like a universal love language.”

As she looks to the future, Angela remains focused on continuing to serve Northville, where she lives and works. Deeply connected to the area, she has served on multiple boards and commissions — including her elected role as a local school board member. “I was raised with strong values about family, community, and the belief that ‘it takes a village to raise a child,’” she explained. “That philosophy has guided the way I live, raise my family, and serve the community around me.”

For emerging real estate professionals, Angela wants to remind them that clients don’t owe them anything until trust is earned through hard work and integrity. “No one owes you a lead, a listing, or their trust. You have to earn it. The moment

you understand that is when the magic will happen,” she shared.

Angela wants to be remembered as one of the most trusted agents her clients have ever worked with. “When someone chooses me to represent them, I never take that lightly,” she said. “Their trust in me is something I honor with professionalism, dedication, and a commitment to always doing what is right.”

At the heart of Angela’s success is a deep sense of responsibility to the people she serves and the relationships she builds along the way. Through every step, she continues to lead by example, proving that when you stay grounded in your values, the impact you make can extend far beyond real estate. ▀

EVENT RECAP

# THANK YOU FOR COMING TO OUR BREAKFAST OF CHAMPIONS!

PHOTOS BY TRACIE SEELEY WITH METRO SHORES MEDIA

A huge thank-you to everyone who attended our Breakfast of Champions event! It was an incredible morning filled with networking, collaboration, and valuable insight from some of the top professionals in the real estate industry.

A special thank-you to our event **Host**, Redefine Real Estate, for bringing everyone together and helping create such a successful event.

We are incredibly grateful to our **Presenting Sponsors**, Morse Moving & Storage and Luke Sasek with Cutco Gifting, for their generous support and partnership.

Thank you as well to our **Support Sponsors**, Berkshire Hathaway HomeServices Kee Realty and Elite Leverage Inc. Transaction Coordination, for helping make the event possible.

A big shout-out to Real Leverage Solutions for keeping the event highlighted across social media, and to Tracie Seeley with Metro Shores Media for capturing all the amazing moments throughout the morning.

We also want to recognize our fantastic moderator Mike Tripoli from Opul Realty and co-moderator Laura Mehall from @properties for leading such an engaging and insightful panel discussion.

And of course, thank you to our incredible panelists for sharing their experiences, knowledge, and expertise with everyone in attendance: Justin




Ford from Justin Ford Real Estate Team | eXp Realty, Spencer Ray from Saros Real Estate Services, Shannon Bagdonas from The Carbon Group | LPT Realty, Angela Jaafar from RE/MAX Dream Properties, and Matthew Talbot from Redefine Real Estate.

We truly appreciate everyone who attended, supported, and contributed to such a memorable Breakfast of Champions. Looking forward to seeing everyone again at the next event!

To sponsor a future event, reach out to Terra.Csotty@n2co.com.








# 2025


## BY THE NUMBERS

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



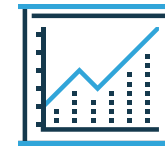
### \$3,993,816,868

SALES VOLUME




### 11,104

TOTAL TRANSACTIONS



### 37

AVERAGE TRANSACTIONS PER AGENT



### \$13,312,723

AVERAGE SALES VOLUME PER AGENT



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