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JUNE 2026

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Connie Naber



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SADA HOJAIJ

Rising Star
JENNIFER APARICIO

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TOP PRODUCER

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Thank you for being part of Breakfast of Champions! We're grateful you took the time to join us for a morning dedicated to learning, collaboration, and professional growth.

A special thank-you to our host Redefine Real Estate! Also, our panelists delivered thoughtful perspectives on navigating today's market, building strong pipelines, fostering meaningful client relationships, and applying lessons from their own journeys. Their insights helped spark valuable conversations that we hope will continue beyond the event.

To all who attended, your presence helped create a welcoming and engaging atmosphere. From networking with fellow agents to connecting with our

preferred partners, we hope you found the experience both productive and enjoyable — along with a great start to the day over breakfast.

Check out photos from this event on social media and in our July issue.

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Sada HOJAIJ

'LET EXPERIENCE
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PHOTOS BY JENNIFER ARNETT
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For Sada Hojaij, real estate is a calling shaped by passion and perseverance. As an associate agent with RE/MAX Team 2000 for over two decades, Sada brings a wealth of knowledge and a deeply personal approach to each client interaction.

"I chose to get into real estate because I've always had a passion for helping people make confident, informed decisions during one of the most important moments of their lives — buying or selling a home," Sada said. "I saw an opportunity to combine my strengths in communication, problem-solving, and market knowledge to make a real impact."

Sada's transition into the real estate industry came after a corporate role at Ford Motor Company, where inflexible hours made balancing motherhood and career nearly impossible. "I had two little babies and needed to be their mom," she said. "Real estate offered the flexibility I needed, while allowing me to do what I love — connect with people."

Sada's love for people is what drives her every day. "My clients are my family," she shared. "I truly care about every client who crosses my path, and think God sent them my way. I am the change, difference, or result they need."

Sada offers a full suite of residential and commercial real estate services with RE/MAX, including everything from buying and selling to financial





“

BUILDING
RELATIONSHIPS AND
EXPANDING MY CLIENT
FAMILY IS WHAT
FULFILLS ME MOST.”

technology — it’s been a ride,” she shared. “I’ve had to stay valuable to my clients by taking classes, joining webinars, and constantly learning. The industry is full of agents chasing a paycheck. I’m here for a career, and my clients can feel that difference.”

Outside of work, Sada is a proud single mother of four. “They are my pride and joy, and the reason I keep grinding and hustling every day,” she said. Her children — Mohammed, Nadine, Leila, and Billy — each have unique paths, but all inspire her relentless work ethic. “They’re like my fingers — different, but each with their own special purpose,” she added.

When she isn’t closing deals or negotiating offers, Sada can be found gardening, caring for strays in her neighborhood, or diving into a new home project.

As she looks to the future, Sada hopes to be remembered as someone who made a significant change to someone’s life for the better. “Success is how happy you feel and how happy you make someone else feel,” she said. With her unique blend of compassion and relentless drive, Sada is already leaving that legacy. ■

planning. Her motto, “Let Experience Work for You,” serves as her guiding principle through it all.

Over the years, Sada has earned numerous awards, including the Hall of Fame Award, Platinum Producer, Hour Detroit Real Estate All-Star, and Top 10 REALTOR®. While she’s grateful for the recognition, Sada is most driven

by the opportunity to serve her clients with care. “Building relationships and expanding my client family is what fulfills me most,” she said.

When it comes to her career, Sada will admit that being adaptable has been her key to longevity. “From the recession to short sales, bank foreclosures, and now rapid advancements in

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JENNIFER APARICIO

Breaking Barriers, Building Futures

PHOTOS BY TRACIE SEELEY WITH METRO SHORES MEDIA
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT KINSLEY IN ANN ARBOR

A real estate agent with eXp Realty, Jennifer Aparicio has quickly built a business that blends expert guidance with a deep commitment to her community. In just three years, she has become a trusted advocate for first-time buyers, families, and anyone seeking to turn the dream of homeownership into reality.

After coming to the United States at a young age, Jennifer worked as a front desk secretary for an immigration attorney and volunteered as a translator and accredited immigration representative. “Working in immigration law, I saw many people struggle to find trusted guidance — not just legally, but financially and with housing,” she recalled. “That experience, combined with my

passion for helping my community, inspired me to become a licensed real estate agent in 2022.”

Although Jennifer has only been in the industry for a few years, she has already achieved remarkable success. In 2024, she closed \$5.2 million in sales, contributing to a career total of \$6.6 million. Her accomplishments even earned her recognition as the National Association of Hispanic Real Estate Professionals’ top Latino agent in the Midwest region for 2025.

Despite her success, Jennifer is more focused on connecting with clients on a deeper level, especially with first-time buyers and the Latino community.



“

I LEAD WITH HEART AND PURPOSE IN EVERYTHING I DO. I'M NOT JUST BUILDING A REAL ESTATE BUSINESS:

I'm building legacy, representation, and opportunity for others like me.”



“Seeing the joy on my clients’ faces when they realize homeownership is possible — that’s what fills my heart and keeps me going,” she said.

“I lead with heart and purpose in everything I do,” Jennifer added. “I’m not just building a real estate business: I’m building legacy, representation, and opportunity for others like me.”

Like many other agents, Jennifer will admit that balancing her thriving business with being a present wife and mother of five can be challenging. “Real estate never really ‘clocks out,’ and learning to manage my time, set boundaries, and stay consistent has been crucial,” she shared. Jennifer overcame these hurdles by creating systems, learning to delegate, and building a support network of like-minded professionals.

Beyond her professional achievements, Jennifer is deeply committed to giving back. She supports families, faith-based community initiatives, and local outreach programs that empower women and youth. “Giving back isn’t just something I do — it’s a part of who I am,” she explained. “I believe when we rise, we have a responsibility to lift others with us.”

As for the future, Jennifer has ambitious goals. She aims to grow a team of purpose-driven agents, open a brick-and-mortar office, and become the go-to expert in her market. “I want to continue mentoring and empowering others — especially women and my community — to see real estate as a powerful tool to transform their lives,” she said.

“I want to be remembered as a woman who led with faith, heart, and purpose,” Jennifer added. “Someone who broke barriers, uplifted her community, and created opportunities for others, especially those who never felt seen or heard.”

For aspiring agents, Jennifer reminds them to lead with service, stay consistent, and never forget their “why.” “This business takes heart, hustle, and resilience, but if you build real relationships and stay true to your values, success will follow,” she said.

Jennifer is proof that purpose-driven work can create real and lasting impact. She never loses sight of the people she serves, and as her journey continues, so does her mission to open doors for others and reshape what’s possible in real estate. 🏡

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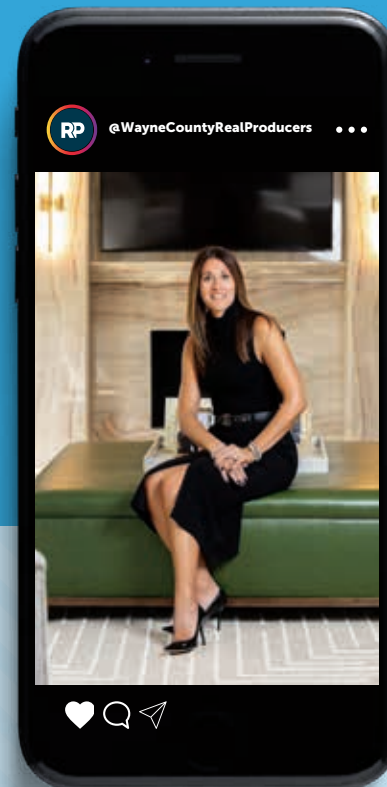


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WILLOWCREST IN PITTSFIELD TOWNSHIP

BUILDING SUCCESS ONE RELATIONSHIP AT A TIME

After 22 years in real estate, Connie Naber continues to set the standard for service at Avera Realty. She takes pride in guiding clients through every step of the process and remains deeply grateful to the many clients whose trust and support have made her success possible.

Before entering real estate, Connie worked as an in-flight sales agent for a Las Vegas tour company, selling show tickets and excursions aboard charter flights carrying 380 passengers from Detroit to Las Vegas. On return flights, she sold souvenirs and hosted raffles, learning how to connect with people quickly and sell with confidence at 30,000 feet. This fast-paced, high-energy environment taught her invaluable lessons about reading people, building rapport under pressure, and confidently closing deals. These skills continue to play an important role in her real estate career today.

While navigating a divorce and searching for a fresh professional start, Connie was encouraged by her sister Barb Jayko Gerich — a successful, longtime Keller Williams agent — to pursue a career in real estate. The two began as business partners, and through Barb's mentorship and experience, Connie learned the foundations of how to build a thriving real estate career.



Now with over two decades in the real estate industry, Connie has built an impressive record of success and recognition. She was consistently ranked as a top producer in her previous office and earned honors as a top listing agent, top sales agent, and overall top sales leader during her time with her former brokerage,

Remerica Integrity. In the past year alone, she closed more than \$16 million in sales — a testament to her relationship-driven approach that consistently earns the trust and loyalty of her clients. Her success even extends beyond her brokerage, as she has been ranked among the Top 500, Top 300, and Top 100

agents with Real Producers. Connie has also been featured on a Real Estate One and Remerica billboard as one of the company's top producing agents.

Connie is driven by providing exceptional customer service, consistently going above and beyond for past, present, and



future clients. She guides buyers and sellers through every stage of the process, holding their hand each step of the way so they feel confident and supported. By the end of most transactions, it's not uncommon for clients to embrace her and express that they'll miss their daily conversations. "Referrals make up the majority of my business at this stage of my career, and I don't take that trust lightly," Connie explained. "I nurture every lead I receive and treat each client like family."

Relationships are at the heart of Connie's work, and at Avera Realty, she doesn't do it alone. Her daughter, Jordan Naber, is her teammate in what they've aptly named Team Naber. Jordan began as Connie's assistant before earning her real estate license in 2022, and she has since become an integral part of managing their growing business.

When she looks ahead to the future, Connie has no plans to retire anytime soon. She genuinely loves what she

does and remains passionate about helping buyers and sellers achieve their goals. When the time eventually comes for Connie to step back, she looks forward to passing her clients to Jordan, knowing her daughter has everything it takes to maintain the same level of success and care.

Connie often tells Jordan that every real estate transaction is like a thumbprint: no two deals are ever the same. Each client brings a unique personality and set

of circumstances, creating new dynamics to navigate every time. She has also instilled in her daughter — and often reminds newer agents — that success in the business comes down to consistently picking up the phone and following up with people. Connie encourages agents to embrace every opportunity that comes their way, knowing that even a small deal can lead to something bigger down the road. At the same time, she emphasizes the importance of persistence and believing

“

REFERRALS MAKE UP THE MAJORITY OF MY BUSINESS AT THIS STAGE OF MY CAREER, **AND I DON'T TAKE THAT TRUST LIGHTLY.** I NURTURE EVERY LEAD I RECEIVE AND TREAT EACH CLIENT LIKE FAMILY.”

that there is always another way to get the job done.

More than twenty years into her career, Connie is just as passionate about real estate as ever. Every transaction is personal, and every client relationship is nurtured with care, patience, and respect. She continues to approach each day with the same energy and commitment that have guided her throughout her career, ensuring that every client feels valued. "My success comes from hard work," she said. "I put 100% into everything I do, and I believe the details truly matter. I don't cut corners or take the easy way out. At the end of the day, I feel accomplished knowing I gave it my all."

Connie's dedication has not gone unnoticed. She has been told by her previous broker and by many others that she is one of the hardest-working agents they know. She takes pride in her reputation — for always answering the phone, following up promptly, and being fully committed to providing excellent customer service, going above and beyond for every client she serves. ▀





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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