

WAYNE COUNTY

MARCH 2026

# REAL PRODUCERS<sup>®</sup>



Charlene  
Williams



Agent Spotlight  
**SAVANNAH  
MURPHY**

Agent on the Rise  
**DANIEL  
ERICKSEN**

PHOTO BY TRACIE SEELEY  
WITH METRO SHORES MEDIA

## Your Buyers Deserve a Lender Who **Shows Up**

For **over 30 years** real estate professionals have counted on Mortgage Center to make home financing feel simple, supportive and downright manageable.

We know every buyer's story is different, so we offer mortgage options built to meet real needs, not check boxes.

Introducing one of our most impactful programs yet:

### **COMMUNITY CHAMPION LOAN**

A special mortgage designed for educators, healthcare professionals, first responders, and military personnel.

- **No PMI** required
- Flexible treatment of **deferred** student loans
- Doesn't require **first time** home-buyer status
- **Bridge Loan** eligible

Working with Mortgage Center means a smoother process for you and a clear path to homeownership for the people who serve our communities.



Mortgage Center is an Equal Housing Lender. All loans are subject to credit approval and program guidelines. Rates, terms, and conditions are subject to change without notice. Not all applicants will qualify. Mortgage Center NMLS# 282701



# Impact Insider Rewards

## Exclusive Perks for Our Valued Partners

A program that puts your business first

Rewards that elevate your client experience

Staging credits for your next big win

Phone:  
248-591-4290

**SCAN QR CODE TO LEARN MORE**  
[ImpactHomeStagingExperts.com](https://ImpactHomeStagingExperts.com)



### **Dan Syck**

Branch Manager / Mortgage Loan Officer

P (734) 775 9688  
F (844) 898-0995  
[dsyck@mortgagecenter.com](mailto:dsyck@mortgagecenter.com)  
NMLS #170638



# Contents

## PROFILES



**12** Savannah Murphy



**16** Daniel Ericksen

## IN THIS ISSUE

- 6 Preferred Partners
- 8 Meet the Team
- 10 Publisher's Note
- 10 By the Numbers
- 11 Event Announcement: Toast to the Top
- 12 Agent Spotlight: Savannah Murphy
- 16 Agent on the Rise: Daniel Ericksen
- 22 Top Producer: Charlene Williams



**22** Charlene Williams  
TOP PRODUCER

If you are interested in nominating people for certain stories, please email us at: [terra.csotty@n2co.com](mailto:terra.csotty@n2co.com)



## CONDO LOANS

MSGCU can help your clients purchase their perfect condo, whether the first or the last unit, with a fixed- or adjustable-rate loan.

### Flexible options for new builds or established properties

- Non-warrantable condo loans available
- Adjustable or fixed-rate financing options available at competitive rates
- Refinancing options available
- Local Mortgage Consultants offer step-by-step guidance and free consultations
- No prepayment penalties
- Portfolio products available

Michigan Schools and Government Credit Union offers true preapprovals with quick qualification so your client's offer stands out in a competitive market. Clients can also count on MSGCU's great service for the life of the loan.

**We're open to all Michiganders and proud to be the financial champion of dream chasers.**



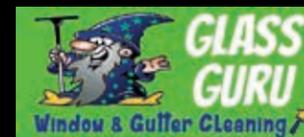
**Jesse Batayeh**  
Mortgage Consultant  
NMLS #533763  
Michigan Schools and Government Credit Union  
20595 Farmington Rd.  
Livonia, MI 48152  
P: (586) 263-8800, ext. 853  
C: (313) 580-7148



## Seal the Deal, Simplify the Estate

Estate Sales • Auctions • Clean-Outs

**Aaron's**  
Estate Sales  
248-915-8888  
[aaronsestatesales.com](http://aaronsestatesales.com)



- Residential Windows, Chandeliers and Gutter Cleaning
- Pressure Washing & Soft Washing
- Holiday Light Installation

*Stress-Free  
Holiday  
Lighting*  
from Start  
to Finish.

CALL OR TEXT TODAY!

906.203.6538 | [Glass-Guru.com](http://Glass-Guru.com)



# Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses, and thank them for supporting the real estate community!

## BLINDS/DRAPERY

**Impact Home Staging Experts**  
(248) 591-4290  
www.impacthomestagingexperts.com

## BUSINESS TECHNOLOGY MANAGEMENT

**Connexion**  
(248) 720-6560  
yourconnexion.com

## CLEANING

**Cleaning with Rola**  
(313) 330-7770

## DRAIN CLEANING

**Caleb's Drain Cameras**  
(586) 648-0113  
cdcinspections223.com

## ESTATE SALES

**Aaron's Estate Sales**  
(248) 915-8888  
www.aaronsestatesales.com

## EVENT ENTERTAINMENT

**The Todd Everett Experience**  
(248) 808-1902  
www.thetoddeexp.com

## HOLIDAY LIGHTING

**Glass Guru Window & Gutter Cleaning**  
(906) 203-6538  
glass-guru.com

## HOME INSPECTION

**KS Inspections**  
(734) 341-8163  
ksinspections.com

## HOME STAGING

**Impact Home Staging Experts**  
(248) 591-4290  
www.impacthomestagingexperts.com

## INSURANCE

**Goosehead Insurance**  
**The Mullinax Agency**  
**Jeremiah Mullinax**  
(313) 820-3853

## State Farm

**Joe Vitale**  
(734) 671-6511  
www.jjvitaleinsurance.com

## INTERIOR DESIGN

**Impact Home Staging Experts**  
(248) 591-4290  
www.impacthomestagingexperts.com

## LANDSCAPER

**J & B Lawnscape**  
(734) 558-5232

## MORTGAGE

**APfinity Mortgage**  
(904) 524-5842  
apfinity.com

## Capital Mortgage Funding

**Becky Alley**  
(248) 833-5197  
www.capitalmortgagefunding.com

## Choice Home Loans

**Mo Fahs**  
(313) 516-2500  
yourchoiceloans.com

## DFCU Financial

(800) 739-2772  
www.dfcufinancial.com

## Michigan Schools & Government

**Credit Union**  
(586) 871-0266  
msgcu.org

## Mortgage Center

(800) 353-4449  
mortgagecenter.com

## Sonic Loans

**Charlie Shami**  
(313) 488-4888  
sonicloans.com

## MOVING & STORAGE

**Morse Moving & Storage**  
(734) 484-1717  
www.morsemoving.com

## NEW CONSTRUCTION MORTGAGE

**DFCU Financial**  
(800) 739-2772  
www.dfcufinancial.com

## PHOTOGRAPHY/BRANDING

**Starloft Photography**  
(734) 335-0213  
www.starloft.com

## PHOTOGRAPHY/VIDEOGRAPHY/DRONES

**Metro Shores Media**  
**Ron & Tracie Seeley**  
(734) 308-1388  
metroshoresmedia.com

## ROOFING & ROOF REPAIR

**ACS Roofing**  
(586) 325-4001  
acsroofers.com

## ROOFING - REPLACEMENT & REPAIR

**The Roof Resource**  
(586) 232-1012  
theroofresource.com

## SOCIAL MEDIA MANAGEMENT

**Real Leverage Solutions**  
(810) 710-9095  
realleveragesolutions.com

## TITLE COMPANY

**Alliance Title of Michigan**  
**Kelly Anderson**  
(313) 447-0058  
www.alliancetitleofmi.com

## Embassy Title Agency

(734) 293-2000  
www.embassytitle.com

## Estates Title

(248) 647-3600  
www.estatetitle.com

## Sonic Title Agency

**Dee Shami**  
(313) 251-5145  
sonictitle.com

## Title Solutions

(734) 259-7130  
titlesolutionsllc.com

## TRANSACTION COORDINATOR

**Elite Leverage Inc.**  
**Liz Rehner**  
(734) 751-9143  
elitleverageinc.com

## WINDOW AND GUTTER CLEANING

**Glass Guru Window & Gutter Cleaning**  
(906) 203-6538  
glass-guru.com



## You Always Have Choices, MAKE IT CHOICE HOME LOANS



**Mo Fahs**  
NMLS 1248791  
**313-516-2500**  
mfahs@yourchoiceloans.com  
YourChoiceLoans.com

“Mo is truly at the top of his industry, his knowledge, expertise, and willingness to go above and beyond for his clients is why I recommend everyone his way. Make the right choice and work with someone who will always put you first.” - Ali



## Real Leverage SOLUTIONS



### Your Listings Deserve More Than Likes *They Deserve Leads*



Custom Reels • Captions • Carousels and Strategy Done for You  
Hyper-Local Content that Turns Browsers into Buyers

**LET'S TALK ABOUT LEVELING UP YOUR SOCIAL**

**810.844.1835**  
[realleveragesolutions.com](http://realleveragesolutions.com)

# Meet The Team



**Terra Csotty**  
Owner/Publisher



**Ashley Streight**  
Content Coordinator/  
Ad Strategist



**Elena Filimon**  
Relationship Manager



**Holly Garrish**  
Relationship Manager



**Luana Nascimento**  
Event Coordinator



**Lexi Markison**  
Account Executive



**Amanda Matkowski**  
Editor/Writer



**Ron & Tracie Seeley**  
Metro Shores Media  
Photographer



**Jennifer Arnett**  
Starloft Photography  
Photographer



**Todd Everett**  
The Todd Everett Experience  
Event Vibe Curator



**Real Leverage Solutions**  
Social Media



Follow us on social media and check out our new website: [www.waynecountyrealproducers.com](http://www.waynecountyrealproducers.com).



DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The paid advertisements contained within the Real Producers magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies.

## Come Hail or High Water Protect Your Transactions with ACS Roofing's **EXPERT EXTERIOR RENOVATIONS SOLUTIONS!**

- Residential Roofing
- Commercial Roofs
- Flat Roofs
- Roof Repairs
- Gutters
- Windows and Siding



Get a Quote Today!

586.325.4001 | [ACSRoofers.com](http://ACSRoofers.com)

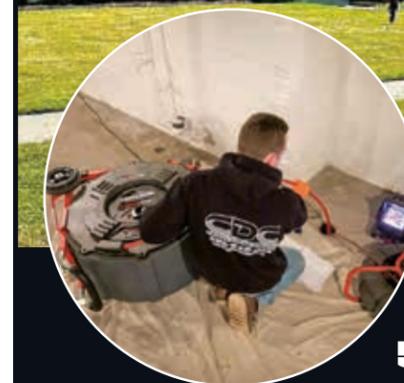
Mention Real Producers and Receive \$500 Off!

# CALEB'S DRAIN CAMERAS

## DRAIN CLEANING EXPERTS

ENSURE A SMOOTH TRANSACTION WITH A PARTNER YOU CAN TRUST!

DRAIN CLEANING • SEWER INSPECTIONS • LINE LOCATING



24/7 EMERGENCY SERVICE

SCHEDULE YOUR SEWER INSPECTION TODAY WITH CDC!

586.648.0113 • [CDCINSPECTIONS223.COM](http://CDCINSPECTIONS223.COM)



# STARLOFT PHOTOGRAPHY



headshots • personal brand • portraits  
[www.starloft.com](http://www.starloft.com) • 734-335-0213



TAKING THE LEAD IN LOCAL TITLE SERVICE.

Experienced. Innovative.  
100% Committed to Helping Agents Win

CONTACT ME TODAY

(248) 899-0537 | [AllianceTitleMI.com](http://AllianceTitleMI.com)  
[Linda@AllianceTitleMI.com](mailto:Linda@AllianceTitleMI.com)

# Welcome to the Top 300!

Out of roughly 9,000 licensed real estate agents across Wayne County, you've earned your place among the Top 300. That is no small feat — it's a true badge of honor. This recognition reflects your consistency, professionalism, leadership and the trust your clients place in you every day.

At Real Producers, our mission is simple: celebrate you. We exist to spotlight your accomplishments, tell your stories, and create meaningful opportunities to connect — both with one another and with the trusted partners who support your businesses. This publication, our events and our platforms are built around relationships, community and excellence.

Please join me in welcoming our newest Top 300 members. I look forward to celebrating you in person at our **March Toast to the Top** event — where we'll raise a glass to your success and the impact you continue to make across Wayne County. **Registration is now open at [rpwaynevents.com](http://rpwaynevents.com).**

Be sure to visit [waynecountyrealproducers.com](http://waynecountyrealproducers.com), where you can view past issues, explore previous events and read profiles on our Preferred Partners. These partners have been

personally recommended by many of you — thank you. They are the reason we're able to deliver this publication to the Top 300 at no cost and feature nominated agents for free. Please consider them when building or expanding your vendor list.

If you'd like to recommend a partner or nominate an agent to be featured, you can find the forms on our website or at [linktr.ee/realproducers](http://linktr.ee/realproducers). And don't forget to follow our social media channels so you don't miss a beat with everything happening at Real Producers in 2026.



Congratulations again on this well-earned achievement. I'm honored to celebrate you and look forward to seeing you soon.

**Terra Csotty**  
Owner/Publisher  
Wayne County Real Producers



# Toast to the Top!

Cheers to all of you and the NEW Top 300 in Wayne County!

**Date:** Wednesday, March 4, 2026  
**Time:** 3:00 - 5:00 p.m.  
**Location:** 100 Proof by Detroit City Distillery, 1000 Gratiot Ave., Detroit, MI 48207

Celebrate in style at 100 Proof in Detroit for a happy hour filled with elevated bites, vibrant energy, and meaningful connections as we toast the newest Wayne County Top 300 agents.

**Hosted by:** 100 Proof by Detroit City Distillery

**Support Sponsors:** Embassy Tittle Agency and Elite Leverage Inc.

**Photos by:** Metro Shore Media

**Social Media:** Real Leverage Solutions

**Vibe Curator:** The Todd Everett Experience

**Podcast by:** Real Push Podcast

**Register Now:** Reserve your spot at [www.rpwaynevents.com](http://www.rpwaynevents.com)



Real Leverage Solutions



The Todd Everett Experience



Real Push Podcast



## 2025

BY THE NUMBERS

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

	<b>\$3,993,816,868</b>	SALES VOLUME
	<b>11,104</b>	TOTAL TRANSACTIONS
	<b>37</b>	AVERAGE TRANSACTIONS PER AGENT
	<b>\$13,312,723</b>	AVERAGE SALES VOLUME PER AGENT

# Savannah MURPHY

PHOTOS BY TRACIE SEELEY WITH METRO SHORES MEDIA

Savannah Murphy is a dedicated real estate professional and founder of Savannah Murphy Real Estate Group, powered by Grapevine Realty. She has built a successful business marked by both purpose and performance, with a career volume exceeding \$33 million. Her commitment to excellence and deep connection to the people she serves are rooted in strong values and guided by faith, with a clear focus on building relationships and creating lasting impact.

Before earning her real estate license, Savannah formed a strong foundation in insurance restoration and construction. She earned certifications in mold remediation, fire and water restoration, lead and asbestos abatement, and held a general contracting sales license. Her hands-on industry experience, combined with a degree in marketing and business, gives her a well-rounded perspective that brings depth and heart to her real estate career.

“I had built a successful career in a more corporate setting, but I wanted to create something for my family’s future,” Savannah explained. “Real estate let me combine my love for homes and people with something I could call my own.”

Savannah’s “why” is deeply personal. Her core values — resilience, responsibility, and faith — were shaped by losing her own mother, being raised by her grandmother, and then becoming a mother herself at 21 years old.

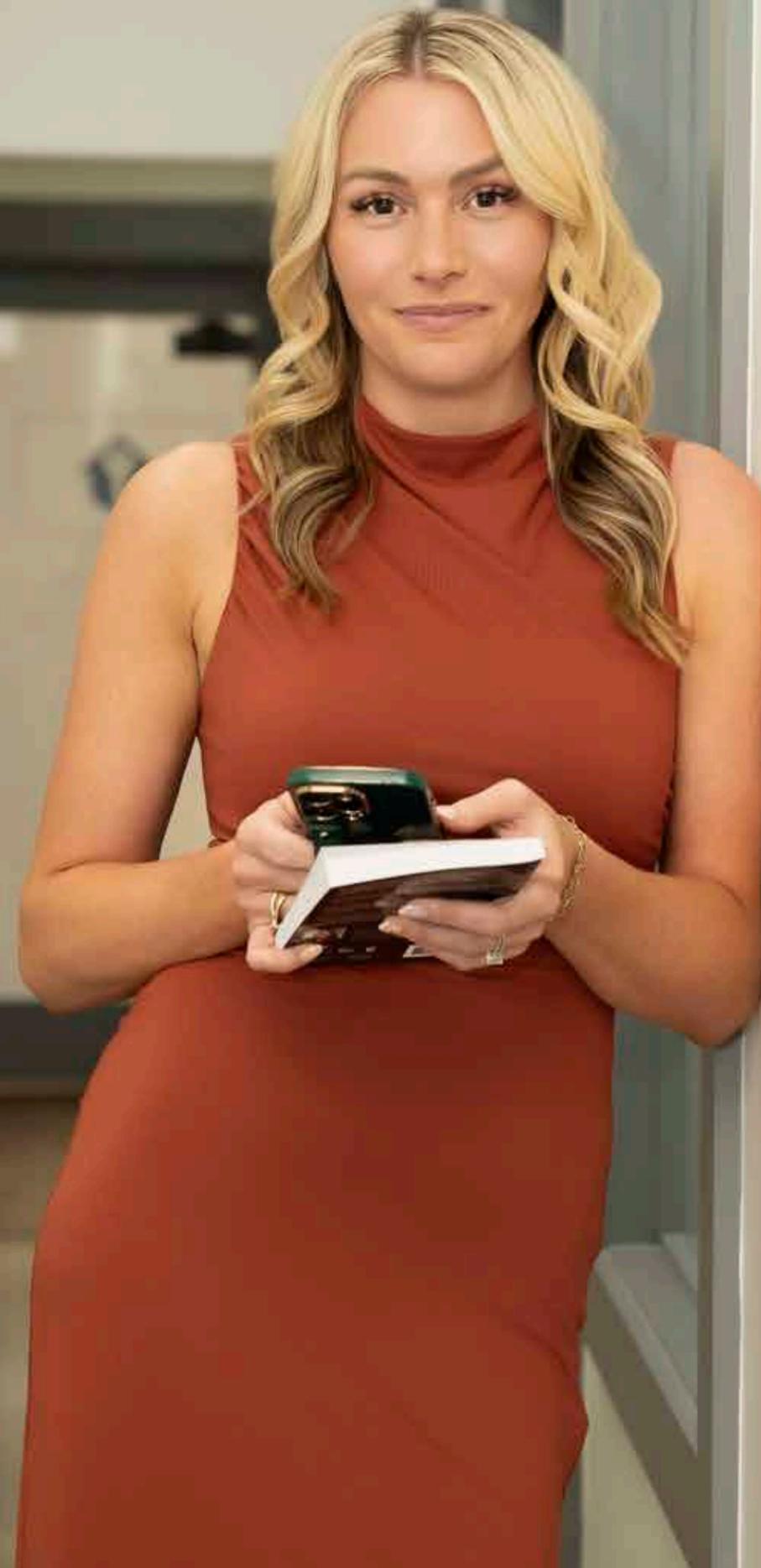
“My grandmother was the definition of selfless love and grit. She raised me and my sister when she didn’t have

to, and she did it with grace,” Savannah shared. “Her strength is something I carry with me every day, in both life and business.”

Along with her grandmother, Savannah views her faith as a guiding force. “If it’s God’s will for my life, I’ll sell another house — and if it’s not, I won’t,” she said. “I surrender every step of this journey to Him and invite Him into everything I do.”

Savannah’s heart-led approach extends beyond transactions and into the community. She is known for hosting annual events such as the Easter

Helping  
Clients  
Feel Seen &  
Supported





“  
I don't just want the sale  
— I want the relationship.  
This community has given  
so much to me, and I'm  
committed to showing  
up for it with integrity,  
hustle, and heart.  
”

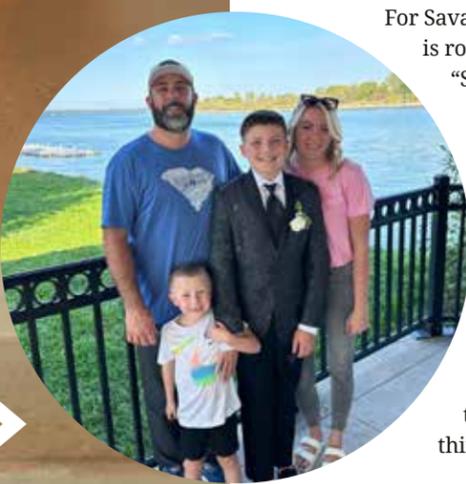
bunny, Grinchmas, trunk-or-treats, holiday photo pop-ups, buyer seminars, and back-to-school drives — all free to the public and designed to serve and uplift the neighborhoods she represents.

“I don't just want the sale — I want the relationship,” Savannah explained. “This community has given so much to me, and I'm committed to showing up for it with integrity, hustle, and heart.”

“To me, being a great community agent means being someone your neighbors can trust — not just to close a deal, but to care about their story,” Savannah added. “I want people to feel seen, supported, and confident that they have someone in their corner who won't let them down.”

Clients often come to Savannah as strangers and leave as family. She finds the most fulfillment in moments that happen long after the transaction ends.

Savannah's business is intentionally structured to remain client-focused. While she does not operate a traditional team model, she is supported by a full transaction staff that allows her to remain present and intentional with her clients.



For Savannah, success is rooted in purpose. “Success isn't measured by awards to volume: It's showing up for your family, your clients, and your community,” she said. “It's staying aligned with God's plan and being trusted to do the hard things with grace.”

Photo submitted by Savannah Murphy

EST. 2001/ LIC'D IN MI, OH, IN & FL

# Title Solutions Agency, LLC

ELEVATE YOUR EXPERIENCE

## LET'S THRIVE TOGETHER

"YOUR TITLE CONCIERGE" | IN-HOUSE ATTORNEY ON STAFF | PROFESSIONAL & PRECISE

**734-259-7130 | titlesolutionsllc.com**  
41486 Wilcox Road, Suite 2, Plymouth, Michigan 48170



**Brian Tiller**  
Owner/President  
248-563-1443  
btiller@titlesolutionsllc.com




Elite Leverage Inc.  
Transaction Coordination

## LIZ REHNER

**(313) 647-8868**  
info@eliteleverageinc.com  
www.eliteleverageinc.com  
#leveragewithliz



Elite Leverage Inc.  
Transaction Coordination




Official Partner for Moving Services



Agent for Allied Van Lines  
A Full Service Relocation Company

Mention Real Producers for up to 2 Months of FREE Storage

- Expert Fleet Allocation for Real Estate
- Seamless Client Transitions & Personalized Service
- Active Involvement in Real Estate Industry Events
- Trusted by Top Agents for 65+ Years

Partner with Morse Moving & Storage Today to Elevate Your Client Experience



Contact us Today for a Free Quote!  
**734-484-1717**

USDOT 274486 | PUCO HHG#509459-HG





# Daniel ERICKSEN

PHOTOS BY TRACIE SEELEY WITH METRO SHORES MEDIA



## WHERE HISTORY MEETS HOME

In the heart of Detroit's Boston-Edison Historic District, Daniel Erickson has found his calling. As an associate broker and agent with O'Connor Real Estate in Detroit, he has transformed his love for the city's architecture and vibrant music scene into a successful real estate career, helping clients find their perfect slice of Motor City history. His deep appreciation for Detroit's unique character and cultural heritage has become the cornerstone of his professional journey.

Before beginning his real estate career, Daniel graduated from Wayne State University in 2015 with a degree in English. He spent the early part of his post-college life pursuing a passion for music, performing under the name Taxon Clade, but he eventually found

himself searching for a path that offered more stability — which led him to the world of real estate. "I was drawn to the idea of helping people get to where they need to be while learning more about the amazing homes and buildings that carry a history," he said.

Since obtaining his real estate license in 2017, Daniel has made significant strides in the industry. He has achieved a career volume of approximately \$37 million, with \$6.6 million in sales last year. His accomplishments include being recognized for most units sold in a month at his Keller Williams office, being ranked among the top 15 producers at Signature Sotheby's in 2023, and being named a Top 300 residential real estate agent in Wayne County in 2023, 2024 and 2025.

Daniel's ability to connect clients with homes that resonate with their desire for history sets him apart in the competitive real estate market. "A lot of the buyers I work with want a slice of that history and character in a new home, which is almost impossible to re-create," he explained.

Despite his career success, Daniel has had to learn how to set boundaries and prioritize personal time. "I have a tendency to be a people pleaser, which sometimes means going above and beyond for my clients," he admitted.

When he's not working, Daniel maintains a rich personal life. He and his wife, Julia, live in a historic 1924 home, complete with a solarium and interior fountain. They enjoy



paddle boarding, attending concerts, and supporting local causes such as the Detroit Alley Cats. “While I love what I do, it’s important to make time for your passions and always keep them alive,” Daniel said.

In the future, Daniel aims to expand his investment portfolio while continuing to serve his clients. He and Julia have already taken meaningful steps in that direction, purchasing a couple long-term investment properties while also restoring old homes for new homebuyers in Detroit. For Daniel, these ventures are part of a broader vision to build generational wealth and deepen his understanding of the real estate world from every angle.

For new agents in the industry, Daniel emphasized mentorship and collaboration. “I highly recommend working with a productive team for your first year in the business,” he explained. “The high-producing real estate teams help their agents get into good habits, which translates to having a successful business.”

Daniel’s commitment to supporting clients through challenging transactions and thinking outside the box has earned him a reputation as a reliable and creative professional. “As an agent, I hope to be remembered as someone who got the job done and was easy to work with,” he shared. With his adaptability and deep understanding of the local cultural landscape, he’s well on his way to making an impact on his hometown.

**“ AS AN AGENT, I HOPE TO BE REMEMBERED AS SOMEONE WHO GOT THE JOB DONE AND WAS EASY TO WORK WITH. ”**

# BUYING, SELLING, REFINANCING? *You have a choice!*



*We have one goal - To be the best! No Exceptions! No Excuses!*

1700 W. Big Beaver Rd, Suite 340, Troy, MI 48084  
248-647-3600 (Office) | 248-647-3700 (Fax)

Call Estates Title Agency for all of your Real Estate selling, purchasing and refinancing Title needs!



Your One Stop Shop  
for All Your  
Real Estate Needs



- Real Estate Photos
- Virtual Walk Throughs
- Listing Videos
- Drone Photos and Videos
- Headshots (On & Off Location)

Ron and Tracie Seeley Metro Shores Media  
966 Ford Ave. | Wyandotte, MI | 734.308.1388



CULTIVATE CURB  
APPEAL, SELL WITH

*Style!*



- Edging
- Mowing
- Trimming
- Plant Removal
- Mulch Installation
- And more...



734.558.5232



**Home Inspections**  
Sewer Camera with video • Mold / Air Testing • Radon Testing

**KS** Inspections Inc.  
Residential home inspections

**KEVIN SCHAAF**  
734-341-8163 (call or text) • kevin@ksinspections.com

Wayne County's Real Estate  
**MOVES FAST**

Follow Wayne County Real Producers  
on social media to keep up.



@WayneCountyRealProducers

@WayneCountyRealProducers

WAYNE COUNTY  
**REAL PRODUCERS.**  
CONNECTING. ELEVATING. INSPIRING.

# Want More Copies of Your Feature?

Were you, your team, or your business featured in Wayne County Real Producers? Let's make sure you have stunning promos to share! [www.rpreprints.com](http://www.rpreprints.com)



**What's a Promo?**  
It's a professionally printed 4- or 8-page booklet featuring your full article, photos, and your spot on the cover, printed on high-quality magazine-grade paper.

**Need to Make Edits First?**  
No problem. We can update your article—whether you've changed companies or just want a quick tweak. You'll get a proof before we send it to be reprinted.

**Who Can Order?**  
You, your broker, our partners, even your family. If someone wants to celebrate and promote your story, we're here for it.

**Ready to Order?**  
Reach out to [Ashley.Streight@n2co.com](mailto:Ashley.Streight@n2co.com) or check out [www.rpreprints.com](http://www.rpreprints.com) and we'll get everything rolling!

**Why Do People Love Them?**  
These promos are a professional marketing tool that can help brand you, your team and/or your business. Use them to:

- Impress during listing appointments
- Send to past clients, friends, or family
- Include with holiday cards
- Attract top talent (brokers love this!)
- Farm your favorite neighborhoods

**BUSINESS OWNERS DON'T WASTE YOUR TIME**

— START SAVING IT

50 REAL Connexions from people already searching for your Business services!

SCAN HERE




PRO SOUND. DJ. PHOTOGRAPHY. PHOTO BOOTH. VIBES.

**Turn Your Next Event Into an Experience**

Available 7 Days a Week

248.808.1902  
[thetoddeexp.com](http://thetoddeexp.com)  
[@thetoddeexp](https://www.instagram.com/thetoddeexp)




**EMBASSY TITLE AGENCY, INC.**  
*Our Customers are Our Foundation*

Embassy Title Agency, Inc. is proud to be celebrating our 20th Anniversary in business! We go above and beyond to service all of our clients. Our dedicated approach ensures all of our client's needs come first!  
*Customer service is our middle name.*




**Kate McCarty**  
President/Owner  
734.293.2000  
[EmbassyTitle.com](http://EmbassyTitle.com)

**Suzy Crossley**  
Account Executive  
Cell: 248.207.0536  
[Scrossley@embassytitle.com](mailto:Scrossley@embassytitle.com)

15704 Farmington Rd, Livonia, MI 48154

# Charlene WILLIAMS

LEADING WITH HEART



**C**harlene Williams is relentlessly dedicated to people. A real estate agent at Sine & Monaghan, REALTORS® in Grosse Pointe, she understands that success in the industry is all about building trust and community. “Real estate is a relationship business, not a transaction business,” she explained. “If you focus on serving instead of selling, everything else will follow.”

For Charlene, her journey in real estate began long before her official title. “I started working at a RE/MAX office as a high school student as a co-op job,” she said. “I fell in love with the industry and wove a path that led me to becoming full-time sales — and I love it.”

Now over two decades later, Charlene has acquired more than \$40 million in sales volume. She’s also in the top 1% of agents in Wayne County and a multi-year Hour Detroit Real Estate All-Star.

Originally from Detroit, Charlene credits her parents for shaping her drive and mindset. “My father worked seven days a week for years — he instilled my work ethic. My mom was always a student of process — she taught me how to ask questions, understand value, and treat people with respect,” Charlene shared.

Charlene earned her bachelor’s degree in business administration with a focus on human resources from Central Michigan University, and after graduation, she set out to explore. “I moved to San Francisco



PHOTOS BY TRACIE SEELEY  
WITH METRO SHORES MEDIA



“ **GIVING BACK** — WHETHER THROUGH TIME, RESOURCES, OR RELATIONSHIPS — IS HOW I STAY GROUNDED IN **WHAT REALLY MATTERS.** ”

after college and found a passion for travel and exploration,” she said.

Eventually, Charlene and her husband, Joe, settled back in Michigan, where they now raise their four children — Gordon, Claire, Nora, and Vivian — alongside their dog Ted and cats JJ and Lenny. “Much of our travel is now tied to sports, and we love it,” Charlene said. “We also love exploring new parks and restaurants, and a good family shopping night is always fun!”

Charlene will admit that balancing the demands of business and motherhood hasn’t been easy, but she knows that her success wouldn’t have been possible if she wasn’t disciplined and didn’t have support. “Balance is the biggest challenge,” she said. “This is not an easy business as a solo mompreneur, but I’ve slowly built out a group of people I can tap when I need help — trusted partners who allow me to still be a mom or a wife when it matters most.”

“Giving back — whether through time, resources, or relationships — is how I stay grounded in what really matters,” Charlene explained. “I want my kids to see that success isn’t just about achievement — it’s about contribution.”

Charlene is currently building a referral program to thank clients and friends who send business her way. “I do not disappear after the closing,” she said. “I love staying in touch, providing value — whether that’s contractor



Photo submitted by Charlene Williams

recommendations, events, or just great communication. It’s the ultimate form of trust, and I want to constantly remind them what that means to me.”

“Seeing my clients grow in their homes, through their families and lives, and being able to help in both good times and hard ones — that’s the most rewarding part,” Charlene added.

For new agents, Charlene advises them to be authentic and consistent.

“Lead with integrity, consistency, and curiosity,” she said. “You don’t have to be the loudest in the room to be the most trusted. You can build a thriving business by being authentic and relationship-driven.”

At the heart of it all, Charlene is a connector. “I’m especially good at showing up with both strategy and heart,” she said. “Whether I’m helping a client navigate a major life transition or building community

through local events, I connect with people genuinely and intentionally.”

“I’ve built my business while raising four kids, volunteering in schools, and staying deeply rooted in the community I serve,” Charlene said. “If there’s anything I want people to remember, it’s that real estate isn’t just about homes — it’s about the lives we touch and the trust we earn. That’s the legacy I’m building every day.”

In a competitive market, preparation is key. Help your clients get their offer accepted with qualified preapprovals.

**HOW YOU AND YOUR CLIENTS WILL EXPERIENCE EXTRAORDINARY WITH ME:**

- More access to more loan products
- Competitive rates and fast closings
- Effective communication from contract to close
- Local expertise
- One-on-one service

Buying a home is a big decision. Trust me to guide your clients through the process and help find the perfect loan for every home.

**Remember - if you're working, I'm working.**

**Becky Alley**  
 SENIOR LOAN OFFICER  
 NMLS ID# 1333979 / GAR 43173 | BRANCH NMLS# 2562040  
 CO-HOST OF THE HARDCORE MORTGAGE REAL ESTATE & BUSINESS SHOW  
 248-833-5197 • TEAMALLEY@CMGHOMELANS.COM  
 LICENSED: CA, CO, FL, GA, IL, IN, KY, MI, MO, NC, OH, SC, TN, TX

**CAPITAL MORTGAGE FUNDING** | **CMG HOME LOANS**

# Beyond the Bio Podcast with Terra the Connector

We're surrounded by bios, titles, headshots, and highlight reels. We know what people do, but rarely who they are. That's where **Beyond the Bio Podcast** comes in.

Hosted by **Terra Csotty, aka Terra the Connector**, this podcast was created to have real conversations with real people. The kind that don't stop at production numbers or business accolades, but dig into the stories, experiences, and moments that shaped them.

After years of building Real Producers communities across Michigan, Terra noticed something important. The strongest relationships weren't formed from resumes or awards — they came from honest conversations. From hearing someone's journey, their struggles, their growth, and realizing there's more behind the success than what shows up on paper.

Beyond the Bio was created to give those stories a place to live.

### Who's on the Podcast

Each episode features real estate professionals, business owners, entrepreneurs, creatives, and community leaders who are doing meaningful work. Some are top producers. Some are behind the scenes. All of them have stories worth sharing.

Conversations cover how guests got started, what motivates them, the challenges they've faced, and what truly sets them apart beyond their title. It's relaxed, thoughtful, and intentionally human — more like a real conversation than an interview.

### Why It Matters

This podcast isn't about selling or self-promotion: It's about connection. It's about reminding people that every brand, every business, and every success story starts with a person. Beyond the Bio creates space for authenticity, perspective, and inspiration — whether you're working in real estate, running a business, or just looking to hear stories you can relate to.



### How to Listen

Full episodes are available on **Terra the Connector's YouTube channel**, with highlights shared across social platforms. You can also listen on **Spotify and other major podcast platforms**. To explore episodes, learn more about upcoming guests, or get involved, visit [terratheconnector.com](http://terratheconnector.com).

Because who you are matters just as much as what you do — and that's what this podcast is all about.



Want to be a guest or sponsor an episode? Fill out the form on the [terratheconnector.com](http://terratheconnector.com) website.

**Home Insurance Solutions Tailored for Realtors**

First-Time Home Buyers • Detroit Residents  
 Military Veterans

**goosehead INSURANCE**

Jeremiah Mullinax  
 Agency Owner

100 Maple Street, Suite 205, Wyandotte, MI  
 (734) 272-4700

**The BEST Realtors don't just sell homes - they solve problems before anyone else can.**

**Become a Super Agent! Don't wait for a contractor - you ARE the solution!**

Now you can deliver a verified roof proposal to your client - **within 24 hours**. Branded with your name.

**THE Roof Resource** | **SkyeVantage**

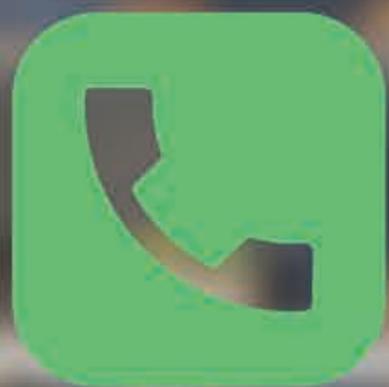
**NO waiting. NO middlemen. NO lost referrals. JUST answers. Fast. Accurate. Transparent.**

**License the platform** | **Own the relationship** | **Build additional revenue fast**

**For More Information Contact: info@theroofresource.com**

NEED A TITLE TEAM  
BUILT FOR

***SPEED?***



***SONIC***  
***TITLE***<sup>®</sup>

**313-251-5145**

**ORDERS@SONICTITLE.COM**



**WWW.SONICTITLE.COM**

EQUAL HOUSING OPPORTUNITY

# Be a hero's hero.

## Make it easier for a local hero to become a homeowner with a Gratitude Mortgage from DFCU Financial.

The unsung heroes in education, law enforcement, fire and rescue, healthcare, emergency services, and the military play a crucial role in keeping our communities running. It's with these individuals in mind that we created our Gratitude Mortgage that provides the following benefits to make buying a home easier:

- A down payment as low as 1%
- No PMI (Private Mortgage Insurance) requirement
- Loan amounts up to \$832,750
- 7 and 10 year ARM products

If you have clients working in any of these fields, scan the code, visit [dfcufinancial.com/Gratitude](https://dfcufinancial.com/Gratitude) or give us a call and let's talk about how our Gratitude Mortgage can help. Equal Housing Lender.



**Sam Batayeh**

Loan Officer  
NMLS License 533760  
[sam.batayeh@dfcufinancial.com](mailto:sam.batayeh@dfcufinancial.com)  
C: 313.608.0419



**Mindy Tessmar**

Loan Officer  
NMLS License 1430199  
[mindy.tessmar@dfcufinancial.com](mailto:mindy.tessmar@dfcufinancial.com)  
C: 517.927.3684



The Cash Back  
Credit Union