

MACOMB COUNTY

MAY 2026

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## Brandon Schmidt



Agent Spotlight  
**CRYSTAL SILVERI**

Agent Spotlight  
**SALVATORE DELISI**

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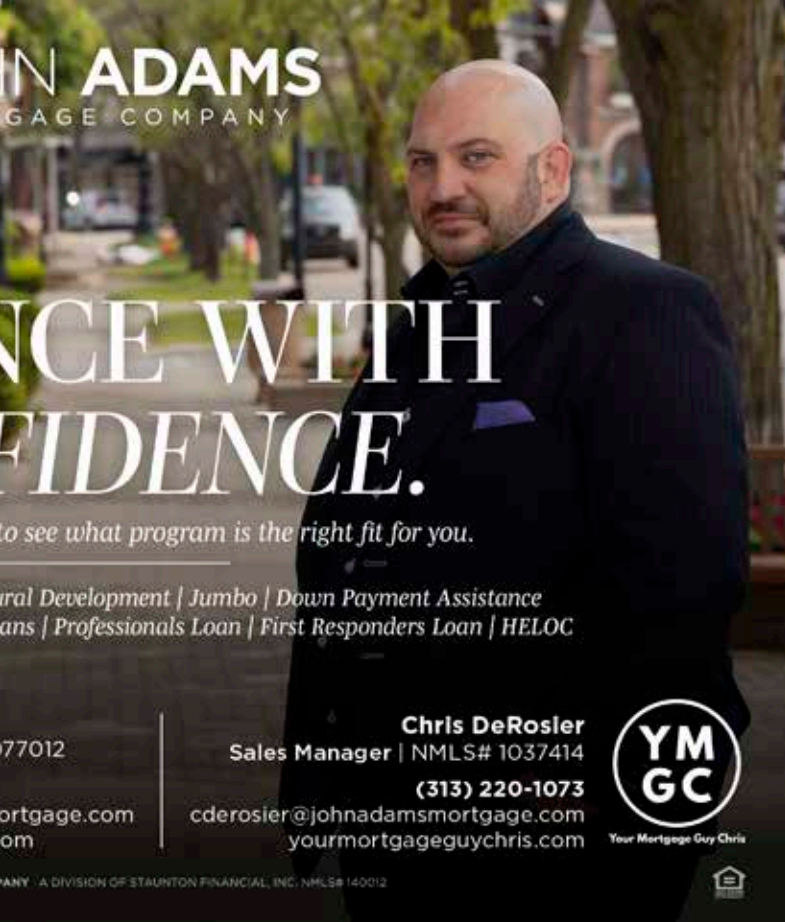
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**22** **Brandon Schmidt**  
TOP PRODUCER

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\*Marketrac, January 2023.





# CRYSTAL SILVERI

## A HEART FOR HOMES

For Crystal Silveri, being a real estate agent is the realization of a lifelong dream. “As a young child, I always wanted to be an agent,” she said. “I loved looking at homes, and I couldn’t see myself doing anything else.” Now with Brookstone REALTORS®, she’s doing exactly what she envisioned — helping people turn their homeownership dreams into reality.

As an agent, Crystal is on a mission to provide a stress-free and enjoyable experience for her clients. “I lead with empathy, patience, and compassion, making sure every client feels heard, supported, and truly cared for throughout the entire homebuying or selling process,” she said.

While she sells both new and pre-owned homes, Crystal also works directly with builders and subdivisions, offering specialized expertise in new construction. “If you have a buyer looking for new construction homes, give me a call! I would love to work with you,” she said.

Licensed since 2006, Crystal understands the importance of continuous learning in the ever-changing market. “I am



PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES

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

always continuing my education, taking classes, and learning as much as I can to adapt to the changes,” she explained.

“Over the years, I’ve seen significant changes — from the rise of social media and shifts in interest rates

to changes from NAR and the move toward paperless transactions,” Crystal said. “I still have every single hard copy file saved in my basement! I can’t seem to toss any of them over all the years. I will stay old school on that and keep them all!”

Crystal attributes her business success to a combination of personal dedication and the professional skills she has honed throughout her career. “Key factors that have led me to where I am today are my integrity, strong communication

“  
 SUCCESS IS NOT ABOUT MONEY  
 OR TITLES: IT'S ABOUT MAKING A  
 POSITIVE IMPACT ON OTHERS AND  
**STAYING TRUE  
 TO YOURSELF.**  
 ”



skills, expertise in the market, negotiation ability, community involvement, compassion for my clients, and passion for the industry,” she explained. Family support has been a major part of her journey as well. “My motivation got me where I am today, in addition to my family supporting and encouraging me along the way!” Crystal said.

When she’s not helping families buy or sell homes, Crystal is all about her own family. She has been married to her husband, Joe, for 17 years, and together, they have three children — Gianna, 13, Jojo, 12, and Rocco, 9 — and a goldendoodle named Rajah. “We love to travel, have game nights, attend sporting events, spend lots of time in our pool in the summer, and just be together,” Crystal said. Her children’s activities in cheerleading and travel hockey keep her busy, too. “I love being their number one fan!” she added.

As for her business legacy, Crystal wants to be known as someone who led with heart. “I want to be remembered as someone who was kind, compassionate, humble, and hardworking — someone who gave more than they received and had a heart of gold,” she shared.

“Success is not about money or titles: It’s about making a positive impact on others and staying true to yourself,” Crystal said.

With an unshakable passion for real estate and a heart full of purpose, Crystal continues to show that, for those who love what they do, work doesn’t feel like work at all. “Being a real estate agent is the best job in the entire world,” she said. “I absolutely love what I do.”

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# Salvatore DELSI

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Salvatore Delisi, associate broker at Select Real Estate Professionals, has built a reputation as one of Macomb County's most trusted real estate professionals. Known for his drive and commitment to excellence, he continues to elevate his business while inspiring those around him to grow with purpose.

For Salvatore, his real estate career initially began on construction sites. As a high school student, he worked as a trim carpenter, developing a

passion for homes and building that would later shape his career. After college and some travel, Salvatore obtained his real estate license in 2011. However, it wasn't until 2016 that he fully committed to residential sales, a decision that has paid off handsomely and established him as one of the region's most respected names.

Since becoming a full-time agent, Salvatore has received multiple accolades, including the Hour Detroit Real Estate All-Star award and



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recognition as a top agent for Real Producers of Macomb County. In 2024, he impressively closed over \$10 million in sales, contributing to his career volume of more than \$55 million.

When it comes to his business, Salvatore infuses his work with purpose and integrity, resonating with clients and colleagues alike. He also embraces cutting-edge technology to streamline processes, analyze trends, and provide top-tier service. At the same time, he values the personal touch, focusing on database re-engagement and maintaining strong relationships with referral partners.

Despite his career success, Salvatore will admit that embracing social media is still a work in progress for him. He recognizes the importance of a strong online presence though, so he often reminds himself to push through obstacles with the Nike-inspired mantra "Just do it," which he scribbles on his office boards.

Outside of work, Salvatore is deeply committed to his family. He and his wife, Anna, prioritize quality time with their four sons, enjoying activities such as golf cart rides, movie nights, and bedtime prayers. Their two-acre property in Ray, Michigan, serves as the perfect backdrop for their active lifestyle. Whether it's playing outdoors, sharing meals, or simply being present for one another, the family cherishes the moments that strengthen their bond.

The values that drive Salvatore's family life also influence how he serves his community. Since 2021, he has sponsored children through Compassion International, an organization dedicated to helping children in poverty. He also supports families in need during the holidays, continuing to model the leadership and generosity that define his character.

As he looks ahead to the future, Salvatore envisions real estate as a stepping stone to broader ambitions. He plans to obtain a builder's license and dreams of working alongside his four

“

Success is reaching a place where you no longer compare yourself to others. It's about **EMBRACING YOUR OWN JOURNEY**, constantly growing, and finding meaning in every moment — even the hard ones.

”

sons, building and selling homes. “Real estate is the foundation for creating a legacy with my family,” he explained.

For aspiring agents, Salvatore recommends that they gain hands-on experience such as making phone calls and learning to prospect new leads. “Start out with a team that can provide you lead flow and structure, and help you get through your first 10 deals,” he added. According to Salvatore, the early stages of a real estate career are critical for building confidence, learning the ropes, and developing the resilience needed to succeed in a competitive industry.

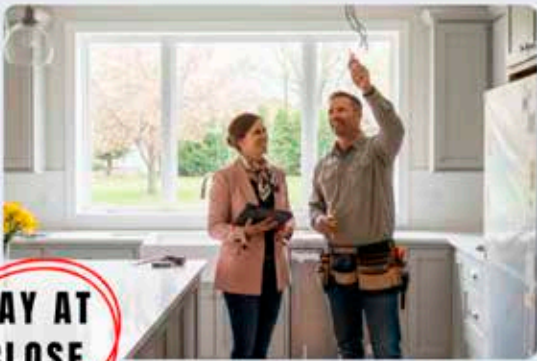
Salvatore's commitment to growth also shapes how he measures success in life. “Success is reaching a place where you no longer compare yourself to others,” he said. “It's about embracing your own journey, constantly growing, and finding meaning in every moment — even the hard ones.”

As he continues to build his real estate legacy, Salvatore remains grounded in what matters most. “I just want people to know I am grateful for each and every opportunity I get to help,” he said. Salvatore's attitude of gratitude, combined with his work ethic and family values, makes him a standout in the competitive world of real estate. ▀



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# Brandon SCHMIDT

GOING  
ABOVE  
AND  
BEYOND  
EVERY  
TIME



PHOTOS BY  
GINA DINVERNO  
PHOTOGRAPHY

Brandon Schmidt has spent more than two decades building a reputation for reliability and integrity in the real estate world. His extensive industry knowledge has led to an estimated \$275 million in career sales, reflecting both his experience and his long-term commitment to doing the job right.

Brandon's path into real estate was shaped by his family's deep roots in construction and property. His grandfather, a skilled woodworker, built three homes by hand, and his father flipped houses before becoming a real estate agent in the early 1990s. More than anyone, though, it was his mother's work ethic as a single parent that left the greatest impression. "My mom is by far my biggest influence," Brandon said. "She taught me more about hard work and loyalty than anyone else."

After managing a Domino's Pizza store and briefly studying architecture at Oakland University, Brandon obtained his real estate license in 2001. He joined his father at RE/MAX Suburban in Sterling Heights, marking the beginning of a successful career.

Since joining the industry, Brandon has been recognized as an Hour Detroit Real Estate All-Star every year since 2012, inducted into the RE/MAX Hall of Fame, and awarded





“  
I AM NOT THE  
BIGGEST PRODUCER,  
AND I DON'T SELL  
THE MOST HOMES  
IN MY COUNTY,  
BUT I THINK I  
HAVE EARNED  
THE RESPECT  
OF MY PEERS.”

”

the RE/MAX Lifetime Achievement honor. He has also received the eXp Realty ICON Agent award and Epique Realty Power Award.

Recently, Brandon joined Epique Realty in downtown Rochester, rekindling the energy he felt earlier in his career. “Epique is doing some pretty incredible things that are really disrupting the traditional real estate model,” Brandon said. “I am excited to see where this journey takes me!”

As a team leader of The Estate Group and an associate broker at Epique, Brandon and his small group — which include his twin brother — go out of their way to provide great service and advice. “If I can’t meet a client, the other bald twin shows up, and nobody knows the difference,” he joked.

Throughout his career, Brandon has faced challenges, particularly maintaining consistency

in fluctuating markets. He credits his success to building a large sphere of influence, partnering with a custom home builder, and being adaptable. “You need to be able to pivot and do the stuff you know you need to do, even if it’s not fun or glamorous,” he explained.

In the future, Brandon aims to take on a mentorship role for newer agents at Epique Realty. As a single father to a 6-year-old, he also hopes to balance his career with family time.

Outside of work, Brandon enjoys golfing, cooking, and spending time with his daughter, Olive. He’s also passionate about supporting local dog shelters and youth sports.

For aspiring agents, Brandon emphasizes the importance of hard work and relationship-building. “There is a huge misconception that you can take a 40-hour class, pass an exam, and you will fall backward into a six-figure income in real estate,” he said. “It ain’t that easy!”

Besides putting in the hard work, Brandon recommends that new agents should join reputable teams to learn the ropes and build good habits. He also wants them to know that personal communication is essential in an increasingly digital world. “I miss the days of presenting offers in person at the house,” he admitted. “We got away from that personal element, which I think is a mistake.”

As he reflects on his career, Brandon hopes to be remembered for his integrity

and approachability. “I am not the biggest producer, and I don’t sell the most homes in my county, but I think I have earned the respect of my peers,” he said.

As he continues to grow with Epique Realty, Brandon remains focused on creating meaningful impact — not just in business, but in the lives of those around him. Whether he’s supporting his team or strengthening client relationships, Brandon is driven by a clear sense of purpose. ▀



Photo submitted by  
Brandon Schmidt



# Thank You for Attending our TOAST TO THE TOP Event!

PHOTOS BY JAY DUNBAR WITH GREAT LAKES AERIAL VIDEO SERVICES

Thank you to everyone who joined us for an amazing **Toast to the Top in Macomb County!** The afternoon was filled with great energy, meaningful conversations, and incredible professionals coming together to connect and support one another. Events like this are only possible because of the amazing community that shows up, engages, and continues to build strong relationships across our industry.

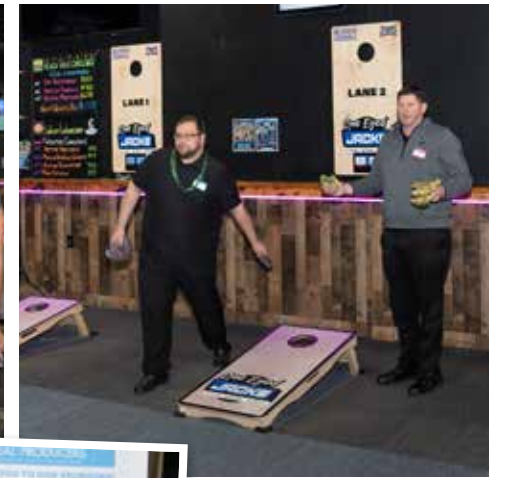
A big thank-you to our host, **One Eyed Jacks**, for providing a great space and

atmosphere for everyone to gather and enjoy the night. We are also incredibly grateful to our Premier Sponsor, **Summit Financial Consulting**, whose partnership helped make this event possible. We also want to recognize our Support Sponsor, **Berkshire Hathaway HomeServices - Kee Realty**, for their continued support of the community.

The vibe of this event was brought to life by our incredible Event Vibe Curator, **The Todd Everett Experience**, who kept the energy high and the room engaged throughout the event.

A huge thank-you as well to **Real Leverage Solutions** for covering social media, **Jay Dunbar** from **Great Lakes Aerial Video Services** for capturing the evening through photography, and **Real Push Podcast** for spotlighting the conversations that make this community so special.

We appreciate everyone who came out, and we look forward to seeing you at our Breakfast of Champions event on May 20, from 9:30 a.m. -12:30 p.m. in Macomb. You can reserve your spot now at [realproducersparty.com](http://realproducersparty.com).



CONTINUED ►

To sponsor a future event, reach out to [Terra.Csotty@n2co.com](mailto:Terra.Csotty@n2co.com) or [rpevents@n2co.com](mailto:rpevents@n2co.com).



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# 2025

## BY THE NUMBERS

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



**\$2,391,281,345**  
SALES VOLUME



**7,856**  
TOTAL TRANSACTIONS



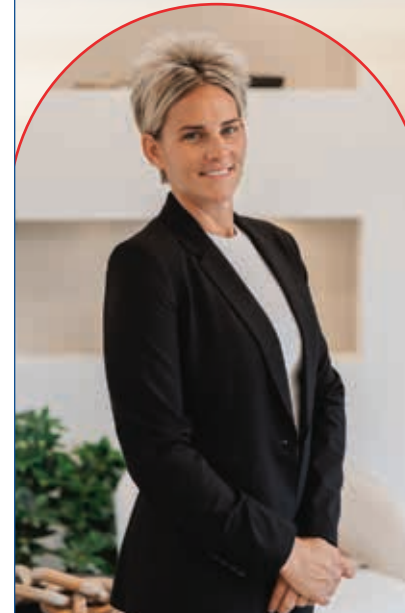
**26**  
AVERAGE TRANSACTIONS PER AGENT



**\$7,970,938**  
AVERAGE SALES VOLUME PER AGENT



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