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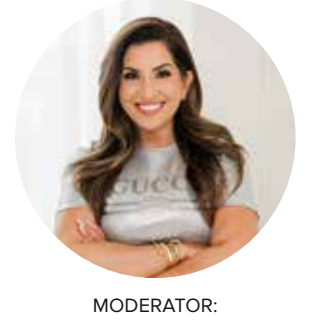
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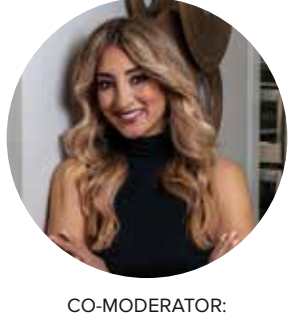
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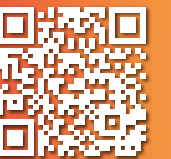
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For Richard and LaSonya Perry, real estate is a lifelong passion that reflects their deep commitment to revitalizing the Metro Detroit area. Over the years, the husband-and-wife team has built not only a respected business but also a legacy of helping families rediscover the beauty of Detroit living.

Richard and LaSonya's real estate journey began over twenty years ago when they started buying and flipping houses. "In 2006, our account representatives in Florida and California advised us to consider another profession because something big was about to happen," Richard recalled. "Little did we know, that decision would lead us into the sales side of real estate, and we've been selling ever since."

Richard started his real estate career in 2007, and two years later, LaSonya followed him into the industry. They credit their upbringing in Detroit for shaping their love of homes and community. "Growing up, we both always had an interest in houses," LaSonya said. She fondly remembers

her great-grandmother's Detroit home with its intricate mosaic tile and stained glass windows. "I used to say, 'One day, I'm going to go inside those houses,'" she added.

When the couple decided to pursue real estate as a career, they turned their childhood fascination with homes into a shared goal. "We watched a city that was once vibrant and full of life start to look abandoned before our eyes," LaSonya said. "When we became licensed agents, our mission became clear: to be part of Detroit's renewal and help restore the beauty the city was once known for."

Before entering real estate sales, the Perrys owned Divine Mortgage Solutions for over a decade. The career transition, however, was not without its challenges. "Richard and I earned our real estate licenses right as the market crashed," LaSonya recalled. "At the time, our two children were just 4 and 7 years old and attending private school." Despite the tough market conditions, the couple was determined. "We were full-time real estate agents with two small children and a determination to not only support

our family but also help others find a place to call home," LaSonya said.

Now with 19 years of combined real estate experience and four years at Keller Williams Domain, Richard and LaSonya have earned recognition in the industry for their perseverance. In their first year as agents, they achieved the Rookie of the Year award, and in the years since, they have received a series of Bronze and Gold awards.

Although Richard and LaSonya appreciate the accolades, they're more focused on cultivating relationships with people. "Our passion is building lasting relationships while doing what we love, helping families achieve their goals and create the lives they've dreamed of," Richard said.

For the Perrys, making clients smile is the heart of their work. "Seeing the smiles on our clients' faces when they receive the keys to their new home is the most rewarding part of our business," LaSonya said. Their approach to real estate is even summed up in their motto: "It's time to put a smile on another face!"

According to LaSonya, real estate has become a “family affair.” They are proud to work side by side and to support one another in balancing the demands of business and family life. The couple has also learned important lessons about setting boundaries. “In the beginning, we worked from the moment we woke up until the moment we went to bed,” LaSonya admitted. “We rarely took family vacations and spent most of our time working, only pausing for our children’s activities and church activities.” Learning to schedule work hours and family time helped them find a healthier balance, allowing them to enjoy special moments together. “We finally took our dream one-week vacation five years ago, and it reminded us how important balance truly is,” she added.

Outside of work, Richard and LaSonya are devoted parents and avid football

fans. Their son, Richard Jr., earned a B.A. from Michigan State University and an MBA from the University of Michigan, where he now works as an assistant director of personnel for the University of Michigan football team. Their daughter, Raven, graduated from the University of Michigan and has recently received her real estate license, and is already adding great value to the family business. “Early on, our lives consisted of showing houses and going to football games, baseball games, basketball games, tennis, soccer games, cheerleading competitions, volleyball games, and softball games,” LaSonya said. “I know it was a lot, but we made it through.”

The Perrys also maintain strong community ties through their local church’s outreach programs and have a love for gospel and jazz music. They enjoy traveling and spending quality time together as a family.

For new agents, Richard and LaSonya recommend that they treat real estate as a serious business. “Find a mentor who is performing at the level you aspire to reach and can guide you in setting up and running your business professionally,” LaSonya said. She

also encourages incorporating time management into their routines and learning the local market. “Read and apply the strategies in ‘The Millionaire Real Estate Agent,’ listen to the podcast, and focus on fundamentals,” LaSonya shared. “This business is not easy, but if you prioritize what matters most, success will follow.”

When asked to define success, Richard and LaSonya replied that it’s measured by time. “Time is the most valuable thing we have,” LaSonya said. “Once it’s gone, you can’t get it back. That’s why it’s so important to make every moment meaningful and worthwhile.”

The Perrys hope to be known for their kindness and integrity as they strive to live their lives fully. “We would like to be remembered for making people smile,” Richard and LaSonya said.

Whether they’re restoring hope to the Detroit area or helping families create lasting memories, Richard, LaSonya, and Raven are united in their shared vision for the future. “We are driven by one mission: to help people find a place to call home — a place filled with laughter, love, and peace,” LaSonya concluded. ❏

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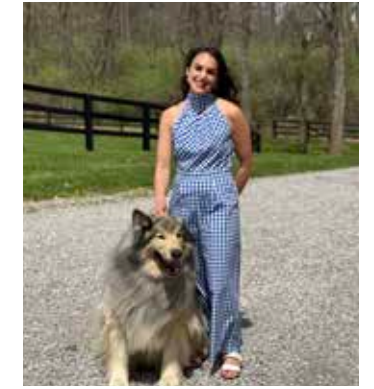
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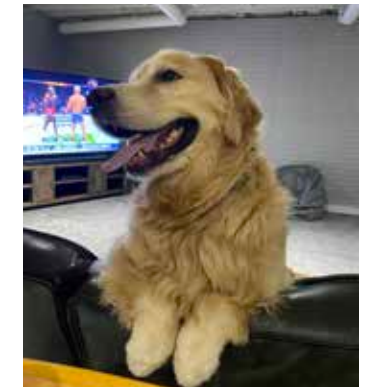
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Lena Ammori

LEADING WITH HEART IN EVERY HOME SOLD

PHOTOS BY RENAE FRANCES PHOTOGRAPHY
PHOTOS TAKEN AT THE RESERVE AT WEST BLOOMFIELD, A TOLL BROTHERS MODEL HOME

For Lena Ammori, real estate is all about supporting people through life-altering moments. “I often say that real estate for me isn’t just a business — it’s a calling and a way to build lasting relationships,” she said. “I walk with my clients side by side, like they’re family.”

Before entering into real estate, Lena spent nearly 20 years as a stay-at-home mom to five children while helping out at the family business. “Real estate felt like a dream I was finally ready to chase,” she said. “There was never one single moment where it all clicked — just a quiet knowing that I was stepping into something meant for me.”

From an early age, Lena was drawn to the world of homes and design. She loved watching shows such as House Hunters, Property Ladder, Flip This House and Designed to Sell — which sparked her imagination and deepened her appreciation for the way a home can transform into a space that feels alive. “More than anything, I’ve always had a heart for people, and I dreamed of one day helping others find their perfect place to call home,” she said.

Lena’s lifelong passion for real estate eventually turned into purpose, thanks to a nudge from her best friend, who suggested they take a class together and turn

their shared love of homes into something more. “That lit a spark in me,” Lena said. “I was excited, nervous, and full of big emotions. I told myself, ‘This is it. I’m going to help people, tour homes, and be part of life-changing moments.’”

Now an agent at Golden Key Group, Lena has already achieved over \$31 million in career sales in just four years in the industry. “I’ve built my business on personal relationships rather than transactions,” she explained. “My greatest accomplishment is the trust and loyalty my clients give back.”

Among her peers, Lena has quickly become known for her integrity and professionalism. “I believe in collaboration, not competition,” she explained. “Whether I’m representing the buyer or seller, I communicate clearly, keep things moving forward, and always work to find solutions, not roadblocks.”

As a mother of five, Lena understands the challenges many families face when buying or selling a home while managing busy lives. “That empathy allows me to truly listen, relate, and provide thoughtful guidance tailored to each person’s unique situation,” she said.

Even amid the evolving real estate landscape — including



shifting interest rates, new buyer representation models, and fast-moving technology — Lena remains grounded in service. “More than ever, this business requires heart, skill, and the ability to pivot,” she said. “No matter how much this industry changes, the way I care for my clients doesn’t.”

Lena credits much of her professional growth to the people she serves. “My greatest teachers have been my clients,” she explained. “Real estate isn’t something you just learn from a book — you grow





“I bring the same patience, intuition, and care to my clients that I bring to my family, making sure they feel supported every step of the way.”

through every transaction, every tough conversation, every late-night text, and every laugh at the closing table.”

At home, Lena is a devoted wife and mother, and she says those roles have shaped her both personally and professionally. “I bring the same patience, intuition, and care to my clients that I bring to my family, making sure they feel supported every step of the way,” she said.

With her family cheering her on, Lena can pour herself fully into her clients. “I’ve been blessed with encouragement from good friends in the industry, and the support of my husband and children, who’ve learned to be patient when dinner isn’t always ready and when Mom is showing homes or working late,” she shared. “They’ve given me the freedom to chase this

dream and never once made me feel guilty for doing so.”

Lena carries the same heart-centered perspective into her work. “I owe my success to the people who believed in me from the beginning and to those who continue to trust me now,” she said. “I’ve leaned heavily on prayer, positive habits, and a mindset focused on growth, even when the road gets bumpy.”

When it comes to her business, Lena believes its success is determined by her impact on others. “What sets my business apart is that I lead with heart, not just hustle, and treat every transaction as personal,” she said. “That’s what makes my business different: It’s built on trust, love and real relationships that last long after the keys are handed over.”

“Success is also about balance — providing for my family while staying true to my values and enjoying the journey,” Lena explained. “It’s waking up each day excited to do work that matters, knowing that I’m serving with honesty, care and heart. Ultimately, success is measured by the lasting connections I’ve made, the smiles I’ve helped create, and the gratitude shared at the closing table. That’s what truly defines success for me.”

For Lena, real estate is a way to build lasting relationships while fulfilling her calling. “Over the years, I’ve had the privilege of helping clients through some of their most meaningful life moments — from first-time homebuyers to families relocating or investing in their future,” she said. “Each closing is more than a transaction: It’s a chapter in someone’s story, and I’m honored to be part of it.”



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Amanda BACALL

Leading With INTEGRITY

PHOTOS BY MAVI MEDIA

For Amanda Bacall, real estate is about building trust and empowering others. An agent at Z Real Estate with eXp Realty, she has spent the last five years navigating the industry with honesty and a relentless dedication. “Through action, integrity, and hard work from the ground up, I’ve earned every dollar,” she said. “I’m not about faking it — I’m about doing it.”

With a background in HR recruiting, Amanda always had a knack for reading people, building relationships, and helping others through major transitions. These skills naturally translated into real estate, especially when the world shifted during the pandemic.

“During COVID, it seemed like the right opportunity at the right time,” Amanda said. “My brother, Maher Bacall, has always been the one pushing me to go after what I want. He knew what I was capable of before I did.”

Amanda began her real estate career and transitioned to full-time in 2021 — a decision she describes as “the best I’ve ever made.” Since then, she has become known for her dedication to supporting her clients, especially through high-pressure and complex situations.



“I like to protect my clients, especially in tough situations, while also recognizing that some circumstances are beyond our control; however, what I can control is my growth — expanding to work across multiple cities and building relationships with a wide range of clients,” Amanda said.

For Amanda, she especially loves working with first-time buyers and investors, offering not only market insight but also emotional support and strong negotiation skills. “I lead with authenticity, integrity, and confidence, striving to make a lasting impact on the lives I touch — leaving a legacy, not a performance,” she explained.

“There’s something special about helping someone buy their very first home,” Amanda added. “The excitement is contagious, and it inspires me every time.”

At Z Real Estate, Amanda has found a true home among a leadership team that values her as more than just a number. “My director and broker have always been incredibly supportive,” she said. “They treat me like family and genuinely stand behind me in everything I do.”

Growing up in a large Chaldean Catholic family with Iraqi roots, Amanda credits her upbringing for shaping her values and work ethic. “My family means everything to me,” she said. “Faith, family, and friends are the foundation. Without God, I am nothing. Without my family, I am nothing. Without the support of true friends, I am nothing.”

Outside of real estate, Amanda enjoys fitness, food, faith, and family. She is also the owner of a small online and local jewelry brand, Sorel Seventeen, named after her niece and goddaughter. One of Amanda’s most meaningful roles — beyond being an agent — is being a godmother, and she deeply cherishes being an aunt as well.

Some of Amanda’s favorite moments are spent with her nieces and nephew, sharing meals and enjoying time with

“
 There’s
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 special about
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 SOMEONE
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her close-knit family. “We all strive to be our best and put in the work, but we also know how to enjoy life,” she said.

For those who are new to the real estate industry, Amanda reminds them to be open and humble. “Start from the bottom and work your way up,” she shared. “Work hard for it.”

In all that she does, Amanda is grounded by a higher purpose and a desire to be there for others. “I want to be remembered as someone who earned it,” she said. “Someone who leads with authenticity and left an impact — not just a sales record.”

With her strong work ethic and people-first mindset, Amanda continues to redefine what success looks like in real estate. As she continues to grow in her career, she remains focused on what truly matters: making a meaningful difference on everyone she meets. ▀



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Saba KATTO

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TRANSFORMING IDEAS INTO **HOMES**

For 26 years, Saba Katto has been a driving force in Oakland County real estate, as well as in Macomb County, building a reputation grounded in expertise and dedication. As the broker of Realty Solutions of Michigan, Inc., she has built her success on a genuine passion for transforming her clients' visions into reality.

Before real estate, Saba spent eight years in the automotive sector, working her way up from accounting to purchasing, then to sales and project management. After resigning from that career during a challenging period both professionally and personally, her sister and brother-in-law invited her to join them as a buyer's agent in early 2000. Saba quickly discovered that she loved the work and excelled at

it, eventually launching her own brokerage in 2009 and building a thriving independent practice.

Over the past two decades, Saba has earned widespread recognition within the industry. She has been ranked in the top 5% by Hour Detroit magazine every year since 2008, with multiple placements in both the top 500 and top 100. Her achievements also include the Platinum Award for Salesperson of the Year from the Home Builders Association (HBA) and being named Top Agent at RE/MAX New Trend in 2008 and 2009. Beyond these honors, Saba demonstrated adaptability and resilience during the 2008 market crash, pivoting her practice to support clients through short sales and loan modifications during times of financial hardship through 2014.

Although Saba works primarily as a solo agent with the support of an assistant, she recently added an agent to help handle showings and open houses. Her business approach ensures that clients receive the same level of care and expertise she has honed over the years in the field.

Saba's honesty and persistence have earned her repeat business and referrals — clear markers of the trust that drives long-term success in real estate. When challenges arise — such as securing the right lot in a competitive market — she responds with transparency, strategic action, and negotiation, keeping her clients informed throughout the process.

While Saba's passion for people has remained constant,

“
LEARN THEIR
NEEDS, KEEP
SEARCHING
UNTIL YOU
FIND THE
RIGHT
FIT, AND
REMEMBER
THAT
**SUCCESS
COMES
FROM
GENUINELY
CARING**
AND BEING
HONEST AT
ALL TIMES.
”



her interest in luxury new construction has grown steadily over time. “I sell something that does not exist, and I love the process and accomplishment of seeing my clients’ dream vision come to reality,” she explained.

When she looks to the future, Saba has no plans to step away from real estate. She is even actively developing a program that will assist other agents with breaking into the luxury high-end market, helping them understand and create an opportunity for both them and Sapphire Luxury Homes, an award-winning builder. Through the program, Saba aims to provide solutions for clients seeking custom homes in the \$3 to \$10 million range. Her vision is to become the first call when nothing on the market meets a client’s needs, transforming tear-down opportunities and vacant lots into dream properties.

For newer agents, Saba reminds them to work hard, don’t give up, and listen carefully to the clients. “Learn their needs, keep searching until you find the right fit, and remember that success comes from genuinely caring and being honest at all times,” she said. “The business is challenging, but passion and perseverance create the foundation for lasting achievement.”

Whether she’s navigating market downturns or celebrating a family’s move into a custom-built home, Saba brings the same commitment to service and integrity. At every stage, she remains focused on creating meaningful outcomes — both for the clients she serves and the communities she helps shape. ▀





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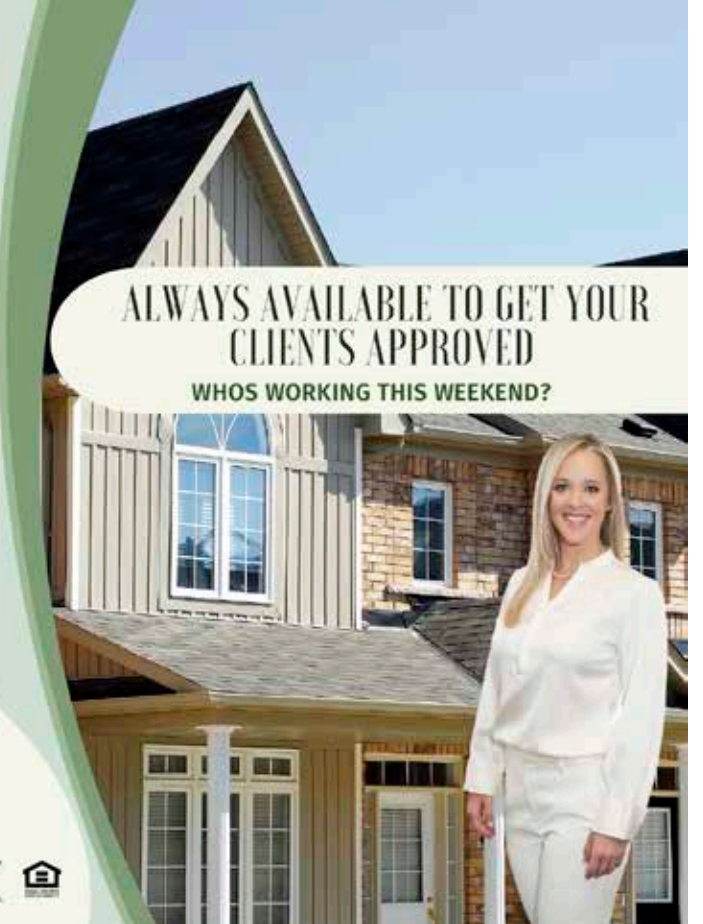
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Thank you to everyone who joined us for **Toast to the Top in Oakland County**, an incredible evening of connection, collaboration, and celebration.

We are deeply grateful to our host and presenting sponsor, **Riemer Floors**, for opening their space and helping create such a welcoming atmosphere for our community. A special thank-you to our Premier Sponsor, **Better Rate Mortgage** — led by **Jon Wojtowicz** — for their continued support and commitment to bringing professionals together. We also extend our appreciation

to our VIP Sponsors, **Total House Inspection**, **Changing Places Moving**, and **Zub Wealth Management**, whose partnership helped elevate the experience for our guests. Thank you as well to our Support Sponsors, **Tresnak Roofing** and **Berkshire Hathaway HomeService - Kee Realty**, for contributing to the success of the evening. Behind the scenes, we are grateful for the talented teams who captured and shared the energy of the event: **Real Leverage Solutions** for social media coverage, **Renae Frances Photography** for beautifully documenting the night, and **Real Push**

Podcast for highlighting conversations and insights from our community.

Most importantly, thank you to everyone who attended and made the evening so memorable. Your support, energy, and engagement are what make events like this meaningful. We look forward to raising another glass with you at the next Real Producers event, which is on May 13, from 9:30 a.m. - 12:30 p.m. at 2Gather in Auburn Hills. Register now at rpoaklandevents.com.

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





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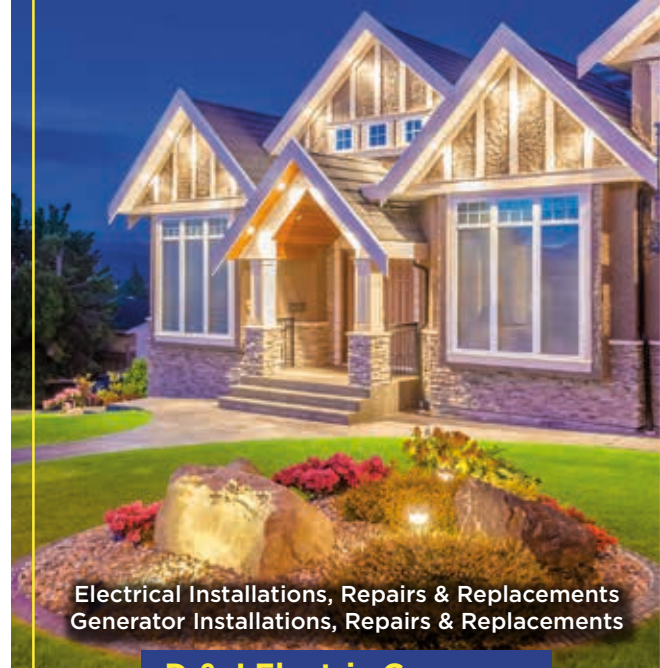
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Loan Officer
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brian.dekraker@dfcufinancial.com
C: 248.891.2742



Josh Gannon

Loan Officer
NMLS License 27886
josh.gannon@dfcufinancial.com
C: 734.341.8923

