MACOMB COUNTY

REAL PRODUCERS®

NOVEMBER 2026



Mark Ellis

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Agent Spotlight
ROBERT SEGGIE

Rising Star
TARA KNIGHT

EVENT RECAP INSIDE

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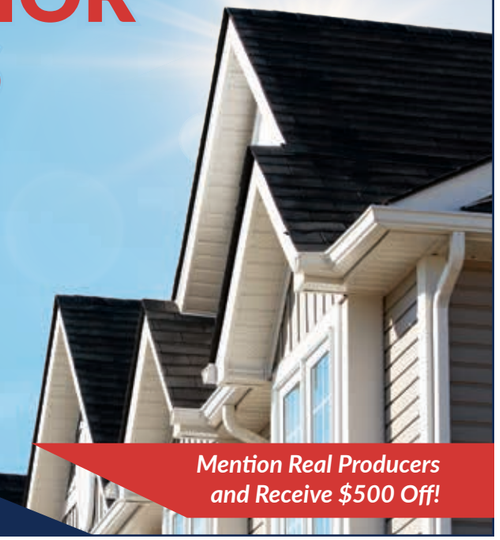
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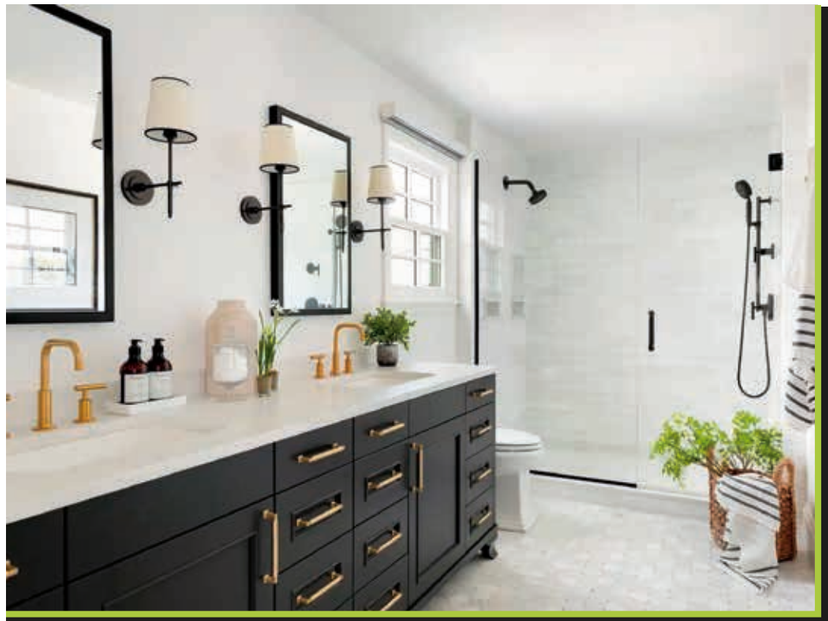
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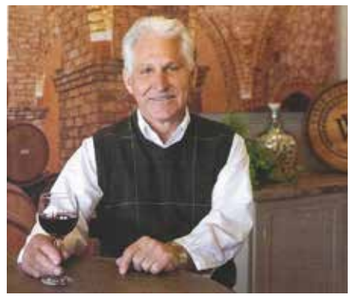
Cheers to the Year *Wine Tasting*













Raise a glass with Macomb County's top real estate agents and Preferred Partners as we celebrate the year together at Cellar 104. Enjoy an evening of wine tasting, conversation, and connection with the Real Producers community.

We'll also be giving back by raising money for Vets Returning Home, the charity selected for our last event. We're proud to continue supporting this great organization and the veterans who served our country!

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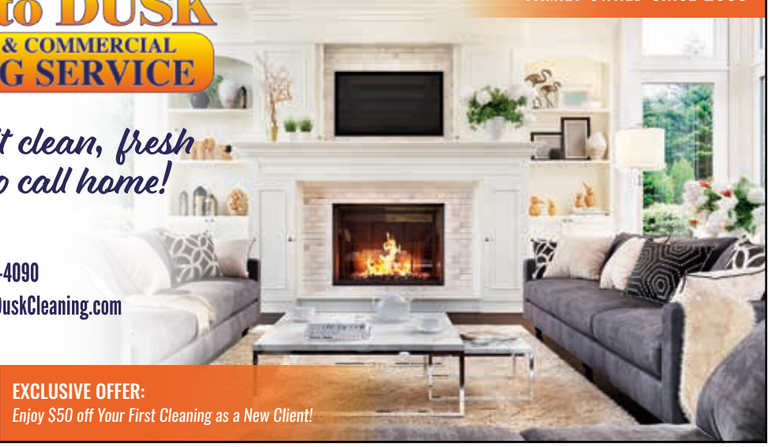
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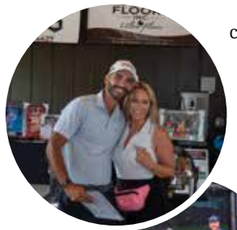
Giving Back on the Green





Epique Realty and Summit Financial Make a Local Impact

A day on the golf course turned into an opportunity to make a meaningful difference when Epique Realty and Summit Financial came together for the Epique Realty & Summit Financial Give Back charity golf outing on August 14 at Copper Hills in Oxford.





The inaugural outing brought together 144 golfers and nearly 220 total attendees, volunteers, and sponsors for a day centered on connection, fun, and giving back. By the end of the event, approximately $30,000 had been raised to benefit Trinity Health and Gradient Gives Back Foundation.

For Epique Realty's Candice Thompson, one of the most fulfilling parts of the day was watching a relatively new group come together around a shared purpose.

"Just having a new company come together for an event that most were unfamiliar with was a highlight," Candice said. "Now that people came out and saw what it was all about, I think next year will be much easier."

A portion of the funds raised will support Child Life Services at Trinity Health Oakland, helping children and families navigate difficult hospital experiences. The program provides therapeutic play, toys and activities for hospitalized children, comfort and distraction items during procedures, support from Child Life specialists, and resources for parents, siblings, and families.

"When choosing a beneficiary for our charity golf outing, it was important to us that the money raised would make an impact right here in our local community — especially for children and families who need it most," Candice said.

As University of Michigan pediatric services expands into Oakland County through its partnership with Trinity Health, supporting pediatric care close to home felt particularly significant to the organizers.

"For us, this outing was about more than raising money," Candice said. "It was about keeping that support local, helping children in our own communities, and being part of the continued growth of pediatric care in Oakland County."

The event also supported Gradient Gives Back Foundation, allowing the outing to extend its charitable reach while bringing together local real estate professionals, businesses, and community members.

The day wasn't all business, however. Golfers and guests enjoyed plenty of fun along the way, including the chance to win a trip to Pebble Beach. Epique Realty agent Robbie Khabbaz walked away as the lucky winner.

As one of the first golf outings hosted at Copper Hills, the event came with a few learning curves, but Candice said those challenges were all part of building something new.

"We had some hiccups and learning curves, but we made the best of it and had a wonderful time with incredible people," she said. "We raised money for two incredible charities and had a blast."

The event was made possible with support from sponsors and community partners, including Beninati Pool and Spa, Denise Mansfield of Mansfield Insurance Group, Royalton Homes, Mechanical Engineers Heating and Cooling, and Ultra Floors.

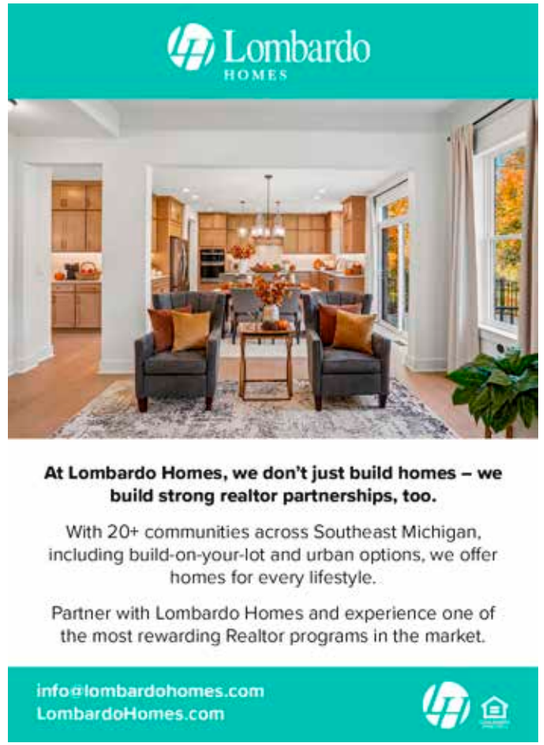
The golf outing is just the beginning, with Epique Realty and Summit Financial already committed to bringing it back in 2027. While the date, venue, and beneficiaries are still being finalized, organizers are looking for golfers, sponsors, and volunteers interested in being part of next year's event.

"We will be having another event next year — 100%," Candice said.

Those interested in golfing, sponsoring, volunteering, or supporting the next Give Back outing can contact Candice Thompson of Epique Realty at 586-808-3010 or cmwsells@gmail.com.







ROBERT SEGGIE

Community Comes First

PHOTOS BY LUANA NAKANO PHOTOGRAPHY
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT WOLVERINE COUNTRY CLUB ESTATES IN MACOMB TOWNSHIP

Robert Seggie spent years circling real estate from the outside before finally stepping fully into the industry. Today, he leads Cobblestone Real Estate Group with Keller Williams Paint Creek and has built a business that reflects exactly who he is: local, strategic, data-driven, and deeply committed to the community he serves.

Primarily serving Romeo, northern Macomb County, and parts of Oakland County, Robert brings a rare combination of local market knowledge, sales experience, mortgage insight, investor perspective, and genuine care to every client relationship. For him, real estate has never been just about selling homes: It has always been about helping people make informed decisions during some of the most important transitions of their lives.

Robert grew up in Macomb County and has carried that sense of place with him into every role he has taken on since. After high school, he attended college in South Dakota on a football scholarship before transferring to Western Michigan University, where he earned a degree in education with a coaching emphasis. Although the classroom did not become his long-term career, the teacher and coach in him never went away.



“After I graduated, I got into sales pretty much right out of the gate and fell in love with it,” Robert said. “I never looked at sales as just selling something. To me, it was always about understanding people, solving problems, and earning trust.”

Before real estate, Robert spent 14 years in the electronic security industry, specializing in residential and commercial surveillance, access control, and alarm systems. The work required technical knowledge, problem-solving, and a high level of trust from clients who were allowing him into their homes and relying on him to protect what mattered most. The experience became a natural foundation for real estate.

When that chapter ended, Robert earned his real estate license at the end of 2017 and closed his first deal the same week. “I already had trust built with my sphere of influence and my community,” he said. “Real estate gave me a way to serve those people in a bigger way.”

Robert joined Keller Williams and was quickly identified for leadership. He served as a team leader for two years, then moved into productivity coaching while continuing to grow his own real estate business. He also helped build and scale In Network Real Estate Group alongside Josh Wright, Tony Wright, and Dane Ramston, as the vice president of sales and the growth and productivity coach. During that time, the team grew from roughly 15 to 20 agents to approximately 60 agents within 12 to 16 months. At its peak, the group was closing around 500 units annually and approaching $140 million in sales volume.

Robert now runs a more intentional and focused operation through Cobblestone Real Estate Group. His personal production came in at $9.3 million last year, built through referrals and relationships rather than paid marketing. In its first year of growth, his team reached around $15 million in production. He currently leads a small group of agents and is selective about who joins.

“I want agents who are hungry, coachable, willing to take advice and



feedback, and able to roll with the punches," he said. "This business takes work, humility, and consistency."

Robert's approach is shaped by more than his experience as an agent. He is also a licensed mortgage loan originator, investor, property manager, business owner, and real estate educator. This broader perspective allows him to look at each transaction from multiple angles — not just what a home may sell for, but how the financing, market conditions, negotiation strategy, property condition, and long-term goals all fit together.

According to Robert, that combination of local knowledge and data discipline is what sets him apart. He tracks days on market, sale prices, buyer activity, pricing trends, and neighborhood-specific movement with the mindset of someone who knows that every recommendation should be backed by more than instinct.

"I don't approach every situation as a hope and a prayer," Robert explained. "I come to the table with a strategy, a plan, and a commitment to getting my clients to the closing table the right way."

For Robert, the reward is not simply the deal itself. It is the moment at closing when a client's face changes — when the stress lifts, the keys are exchanged, and the next chapter becomes real. Whether his clients are buying their first home, selling a longtime family property, investing, relocating, or navigating a difficult life transition, Robert takes pride in being someone they can trust to lead with honesty and clarity.

> "This business takes work, humility, and **CONSISTENCY.**"

When he is not working, Robert prioritizes his family and community. He and his wife have two sons, and much of his time outside of real estate is spent coaching, volunteering, and being present in the community he calls home. He coaches youth football through the Romeo Junior Bulldogs and baseball through the Romeo-Washington-Bruce Parks & Recreation. He is also an active member of the Romeo Lions Club, a charitable organization that supports local causes, families, and community events. Robert even serves the Village of Romeo through local planning and zoning involvement.

When he is not on a field, at a meeting, or working with clients, Robert is usually outdoors — hunting, fishing, throwing a ball with his sons, or walking the dogs with his wife.

In the years ahead, Robert has a clear vision for Cobblestone Real Estate Group. His goal is to build a five-agent producing team by the end of 2026, with a long-term goal of reaching $50 million in annual sales volume. For his personal business, he is comfortable staying near the $10 million mark while continuing to deepen his presence in the communities he knows best.

Robert has no interest in becoming the biggest name in real estate simply for the sake of growth. His focus is more intentional than that. He wants to build the right team, serve the right way, and continue investing in the people and relationships that have shaped his life and career.

In business, coaching, family, and community, Robert maintains the same mindset: stay local, stay genuine, and keep showing up for others.



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Creating Connections That Last

TARA Knight

PHOTOS BY LUANA NAKANO PHOTOGRAPHY

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

Tara Knight has found that the greatest rewards in real estate come from the relationships she builds along the way. Her approachable personality, genuine care for others, and commitment to doing what's right have become the foundation of a growing business. Although her career is still in its early years, she has already discovered that success isn't about following someone else's path but about finding the place where you belong.

Tara's introduction to real estate started long before she earned her license. Growing up in Marine City, she often tagged along with her mother, who worked in the industry. "I always liked going to showings," Tara recalled. "I did open houses with her, so I knew a little bit."

Despite her early exposure to real estate, Tara took a different path after college. She moved to Nashville, where she spent five years teaching. While she enjoyed living in Tennessee, she knew the classroom wasn't where she was meant to stay. "I was teaching and I thought, 'What am I doing? I don't want to do this anymore,'" she admitted.



Around that time, one of Tara's friends had launched a successful real estate career. As Tara watched her friend's journey, she was inspired to consider a different career path for herself. She studied for her licensing exam during her lunch breaks and her student's nap times before beginning her real estate career in Nashville in 2022.

When she returned to Michigan the following year, Tara earned her Michigan license and joined REALTEAM Real Estate. Although she briefly left for another brokerage, the move quickly proved to be the wrong fit. "I cried every single night," she said. "Finally, I called REALTEAM and asked, 'Can I come back?' They welcomed me back, and I've been here ever since."

"I always say the grass is greener where you water it," Tara added. "Every brokerage has strengths, but finding the right culture makes all the difference."

Since returning, Tara has found her stride. She doubled her



production from one year to the next and entered this year on pace to exceed those numbers again. One of her biggest goals is qualifying for the Key Club award, a milestone that's well within reach.



For Tara, much of her business comes from her sphere of influence and a consistent social media presence. At first, putting herself online felt uncomfortable. "I thought it was corny," she said, laughing. "I couldn't believe I was doing it."

Nowadays, Tara is glad she pushed through the discomfort. "People come up to me all the time and say, 'I've been seeing your videos,'" she said. "Even if a post doesn't get a ton of likes, people are seeing it. They feel like they know you."

Instead of turning her page into a stream of listings, Tara intentionally mixes real estate with glimpses of everyday life, giving followers an opportunity to connect with her beyond the business.

While social media helps generate leads, Tara believes the relationships she develops during transactions are what leave the greatest impact. She recalls one client in particular — a woman navigating a difficult divorce after disappointing experiences with several other agents. Throughout the homebuying process, emotions often ran high, and Tara focused on providing patience and reassurance every step of the way.

> *It's hard not to compare yourself, but everyone has different circumstances, different backgrounds, and different spheres of influence. You can't judge your journey by someone else's."*

After closing, the client wrote Tara a heartfelt letter thanking her for treating the experience with compassion instead of pressure. "That's what reminds me why I do this," Tara said. "I'm not treating them differently than anyone else — that's just how I think people should be treated."

Outside of work, Tara enjoys trying new restaurants, attending concerts, spending time with friends, and taking her goldendoodle to the dog park. She also admits that she has an outgoing personality — which often leads to complete strangers sharing their life stories with her. Whether she's waiting for a pizza or standing in line at a store, people naturally open up to her.

For agents entering the business, Tara encourages them to keep realistic expectations and avoid comparing themselves to others. "It's hard not to compare yourself, but everyone has different circumstances, different backgrounds, and different spheres of influence. You can't judge your journey by someone else's," she said.

As she looks ahead, Tara hopes to continue growing a referral-based business built on trust rather than cold calls. More than anything, she wants clients to remember how they felt working with her.

Tara knows that every transaction is an opportunity to help people through one of life's biggest milestones. By leading with empathy and putting relationships first, she's shaping a business that clients feel confident recommending to family and friends.





MARK Ellis

The Road to REAL ESTATE

PHOTOS BY JAY DUNBAR OF GREAT LAKES AERIAL VIDEO SERVICES

PHOTOS TAKEN AT THE LOMBARDO HOMES MODEL AT STILLWATER CROSSING IN MACOMB TOWNSHIP

Mark Ellis spent years building a successful career in sales before an unexpected opportunity led him into real estate. After 13 years managing a local car dealership, Mark was encouraged by longtime friend Joe Bauer, owner of Bauer-Reno & Associates Real Estate, to explore the field.

"He would buy cars from me and say that I should come sell houses," Mark recalled. "I'm like, 'I don't know, man. I have a great gig managing the dealership.'"

At the time, Mark had a thriving career in the automotive industry, with a strong salary, commissions, and a company vehicle. He wasn't ready to walk away yet, so he decided to test the waters. "I figured I'd get licensed and still keep my job, and kind of tiptoe and see if I like this or not," he explained.

Initially, Mark became licensed primarily because he wanted to invest in real estate and flip homes. However, as people learned he was in the business, opportunities began finding him. "I got licensed really to do flips because I knew I wanted to go down that path," he said. "Then people started calling me and saying, 'Hey, I heard you're in real estate. Can you help me?'"

As his real estate business grew, Mark realized he was becoming busier with homes than with cars. After discussing the timing of a full-time transition with Joe, who encouraged him to make the leap immediately, Mark decided the time was right. "So basically in August that year, I started buying rental houses. I bought five houses from August to February," he said. "By February, I ended up quitting car sales and going into real estate full-time."

Mark's first year in real estate produced $80,000 in commissions, and since then he has consistently built a high-performing business. "After that, I've never done less than $5 million in sales," he shared.

While Mark expected real estate to offer more flexibility than car sales, he quickly learned that success required dedication. "I always said, 'I'm going to get out of cars because it's a lot of hours, and I don't want to work these many hours. I want to be a real estate agent. They don't work at all.' Now I'm working more than I was working selling cars," he added, laughing.

Originally from Port Huron, Mark now lives in Washington Township and serves clients throughout Michigan. His business has taken him across the state, as far west as Grand Rapids and as far north as Sault Ste. Marie. "I'm not confined to any certain area," he said.

After spending years at Bauer-Reno & Associates Real Estate, Mark became part of Real Estate One when the company acquired the brokerage. Two years ago, he stepped into a leadership role as office manager while continuing to sell at a high level. "I manage about 22 agents out of this office, and I just hired a few agents as well," he explained.

Despite managing an office, Mark has intentionally built a business centered on personal service. He does not operate with a traditional team structure because he believes clients value direct access to the person they hired. "My clients start and end with me," Mark said. "I don't have buyer's agents. I don't like people in my deals. That goes to my service, too."

Mark believes the relationship between agent and client should be a true





> ANYTIME YOU SELL A HOUSE TO A FIRST-TIME HOME BUYER, ESPECIALLY ONE WHO DIDN'T THINK THEY COULD BUY, **that's what makes me wake up and go to work every day.**

partnership. "I feel like it's almost a concierge style of service," he said. "We're partners in this. We're going to partner together, and together we're going to accomplish your goal, whatever that goal may be."

Mark's commitment to relationships has helped him build a referral-based business. His database from his years in car sales gave him a strong foundation, and he has continued to earn trust through consistent service. "When I brought my database over, it was 4,500 people," he said. "Not all of those people have been house buyers, but because I knew a lot of people, they started referring me out to other people."

For Mark, the most rewarding part of real estate is helping people achieve something they once thought was impossible. "Anytime you sell a house to a first-time home buyer, especially one who didn't think they could buy, that's what makes me wake up and go to work every day," he said.

One experience that stands out to Mark was helping a longtime friend become the first homeowner in his entire family. "He is 42 years old. He is the first person in

his entire family — parents, grandparents, aunts, uncles, cousins — to ever buy a house," Mark said. "That was kind of powerful."

Outside of real estate, Mark enjoys spending time outdoors with his family. Whether relaxing at his place on Higgins Lake, boating, lounging by the pool, or riding snowmobiles, he values time away from work. "Pretty much if I have any free time, it's anything outdoors," he shared.

One of Mark's favorite getaways was a trip last year with his girlfriend along Kentucky's Bourbon Trail, where they visited several distilleries and rented a Tahoe to bring home their bourbon purchases. "It was probably one of the best vacations I've ever had," he said. "We hit, I think, six or seven distilleries."

Cars also continue to play a role in his life, although now as a hobby rather than a career. "I'm always buying and selling my own cars," Mark said. "It's fun. It's kind of the thrill of the hunt almost."

When asked what advice he would give to new agents entering the industry, Mark emphasized the importance of finding a mentor, learning from successful people, and maintaining discipline. "You have to find a mentor," he said. "My mentor was Joe Bauer. He was the guy who was the broker when I came on board, and he mentored me on so many different levels. He still mentors me to this day. We are always bouncing ideas off of each other."



Mark also believes productivity comes from intentional planning and protecting his time. "Have a time-blocking mindset," he explained. "My day is blocked in different time increments. I'm doing money-producing activities to help my office grow every minute of my day."

As he looks to the years ahead, Mark continues to set ambitious goals for himself and his office. "I always strive to increase business by 25%," he said. "If I could get to $20 million, I would be very, very happy."

Mark has built his business around the same principles that guided him from the beginning: hard work, relationships, and a commitment to helping others succeed. "I think it's my duty to help mentor others and get them to where they want to be," he said. "We all can take care of each other."

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