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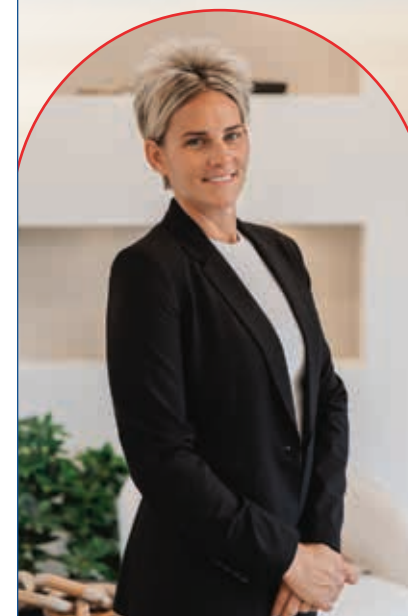
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Ashley Streight
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Ashton HILL

A Career Defined by Forward Motion

Ashton Hill entered real estate with a clear sense of direction and has been building on it ever since. He received his real estate license at age 19, and now, three years into his real estate career, he has built a production record at REALTEAM Real Estate that most agents twice his age

would be proud of. He has turned his youth from a perceived liability into proof of what's possible when someone refuses to let it hold them back.

For Ashton, his desire to work in real estate didn't come through a family connection or a deliberate career plan.

Instead, he was sitting in school one day and simply felt a pull toward it. "It really just came naturally to me," he recalled. "It wasn't anything — nobody had any inspiration, nothing really provoked me to do it. I just found a calling to it and jumped right into it." Ashton started his career with another

brokerage, drove past the REALTEAM office regularly, and eventually submitted an application on a whim.

Ashton earned his license in 2023, and in his first full year in the industry, he brought in over \$3 million in volume. The following year, he crossed \$6 million. Ashton credits the people around him for that leap, specifically the mentorship of Bryan Gron, who answered every text. "He's the best mentor in the world," Ashton said. "I wouldn't be here without Bryan."

The environment at REALTEAM also shaped Ashton's business approach in a specific way: rather than attaching himself to one person's method, he absorbed something from every high-producing agent in the room — Chandler, Danny, Bryan, Anthony, Adam, and others. "I want to be a mold of everybody," Ashton explained. "If you can take one thing from one person and apply it to your own business, you can learn to understand everything."

The challenge Ashton faced early in his career — and continues to work through — was one that no amount of training fully prepares a person for: walking into a stranger's home at 19 and asking to be trusted with the biggest financial decision of their life. Most agents can lean on shared life experience with their clients such as talking about kids, schools, and family milestones, but Ashton couldn't. "I have to find a different way to relate," he said. For Ashton, the solution was to genuinely be himself and show his track record. "I've closed over \$10 million in real estate sales," he added. "These are my active clients right now."

Ashton approaches his lead sources the same way he tackles learning: He refuses to be limited to one. His business draws from multiple channels because he never wants to be overly dependent on any single stream. "It's not about the splits, nothing like that," he explained. "It's about serving and helping every single person that I can."





It's not about the splits, nothing like that. It's about **serving & helping** every single person that I can."

This philosophy has shaped a business that stays flexible and keeps growing.

Outside of real estate, Ashton gravitates toward the water, travel, and sports. He spends time on Lake St. Clair when he can and takes trips deliberately, treating them as a chance to reset.

Ashton's goal for the next several years is to sustain production near the \$10 million mark annually. He acknowledges that a plateau will come eventually, but in the meantime, he is focused on growth and service. "It's probably the most rewarding thing that we can do in this world — helping somebody with one of the biggest purchases in their life," he shared. "This is where somebody's probably going to raise their family."

At an age when many are still finding their direction in life, Ashton has already built a career rooted in purpose and momentum. As his career evolves, he remains focused on one thing above all: helping people navigate life-changing moments with confidence. 🏡



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Jacqueline PHILLIPS

Transforming Adversity Into Leadership

For Jacqueline Phillips, director of operations for The Blake Team at Epique Realty, the path to real estate leadership began with a profound desire for change. In April of 2014, she traded promotional and print modeling for suits and blazers, driven by a new role that would reshape her priorities. As a stepmom, she wanted to become the kind of woman she hoped her stepchildren, Karley and Kendall, would emulate. That transformation marked the beginning of a career built on purpose, resilience, and an unwavering commitment to helping people find security through real estate.

Originally from Hot Springs, Arkansas, Jacqueline grew up surrounded by influences that would later shape her approach to business and community. Her grandmother's drive to help everyone around her

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and see the best in people, combined with her mother's business acumen and her father's charisma and public speaking ability, created a foundation for relationship-centered leadership. It was Jacqueline's deeply personal childhood experience, however, that would define her mission in real estate. When her house burned down at age 12, Jacqueline learned powerful lessons about safety, security, and what home truly means. Today, she carries that understanding into every client interaction, recognizing that while she protects people's most important investments, it's the memories that fill the rooms that truly matter.

With nearly 12 years in the industry, Jacqueline has built an impressive record of achievement. Last year alone, she closed \$2.9 million in volume. Her contributions to the profession have earned her the Culture Award from Keller Williams and the Karen Linnell Award from the Women's Council of REALTORS® (WCR) Lake Pointe. Beyond her sales success, she serves on the Grosse Pointe Board of REALTORS® (GPBR) Board of Directors and as Secretary of the Executive Board. Her leadership also extends to WCR Lake Pointe, where she serves as the 2026 president-elect and 2025 secretary, and previously held the role of membership director from 2023 to 2024.

Jacqueline credits Franny Kanalos for being the person who really guided her and helped her stand on her feet, encouraging her to reach higher. Beyond the mentorship Jacqueline

“I work with many estates. Being able to **provide some peace for families** with the real estate side, as they are both **grieving and transitioning**, is one of the most **rewarding** aspects for me.”

found in Franny, her family’s support has been equally instrumental in her journey. “I also want to express my gratitude to my husband — for recognizing my potential and encouraging me to get licensed in the first place,” she said. “His support helped guide me back to my purpose, and he was even there to drive me to my first inspection last year.”

As part of the Power Players Elite team of 24 agents at Epique Realty, Jacqueline brings a unique focus to her work. She primarily works with listings, helping families and individuals transition to the next phase of life. “I work with many estates,” she explained. “Being able to provide some peace for families with the real estate side, as they are both grieving and transitioning, is one of the most rewarding aspects for me.” Jacqueline is also exploring new opportunities in commercial real estate, recently joining the The Commercial Board of REALTORS®.

For Jacqueline, the road to success has not been without obstacles. In 2014, a car accident completely derailed her momentum. Unable to drive or properly serve clients, she closed only one sale herself that year and had to refer out

everything else. The setback pushed her into leadership, where she helped Mike Blake with day-to-day operations. That experience, supported by mental health care benefits from Epique Realty, ultimately accelerated her growth. Jacqueline’s role in teaching other agents also pushed her past plateaus she might never have overcome otherwise. An earlier challenge tested her resolve even further when a buyer’s house caught fire, leading to a lawsuit for specific performance under the guidance of Rick Linnell that took three and a half years to resolve.

Looking ahead, Jacqueline sees real estate as more than a career path: It is her future dream and goal. No matter where life takes her, she recognizes that someone will always need security. Her definition of success reflects this deeper purpose. For her, success isn’t about a number in the bank but about the lasting impact created with heart. When purpose and passion align in daily activities, that’s when true achievement happens.

For agents entering the industry, Jacqueline offers wisdom forged through experience. “Be the arrow,” she said. “When life pulls you backward, buckle

up, because you’re about to be launched forward. Use any slow period to educate yourself so you’ll be most prepared when the arrow launches. Lead with kindness and relationships, because while lead sources, brokerage models, and industry rules change, relationships keep agents in sustainable business. Under promise and over deliver.”

As Jacqueline continues to build her legacy in Macomb County real estate, she

remains focused on what matters most — the amazing people she has met, the relationships she has built, and the many clients who have turned into friends, alongside strategic partners in the industry. Ultimately, Jacqueline wants to be remembered for one thing: kindness. It’s a simple word that captures the heart of an agent who has transformed personal adversity into professional excellence and now shares that journey to help others thrive. ❧





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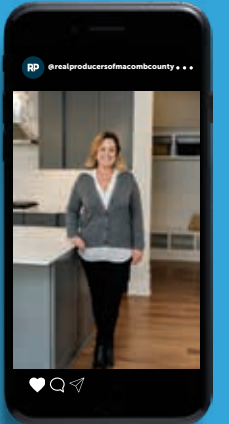
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Apple picking and visiting
cider mills

Kristi Donaldson —
Berkshire Hathaway
HomeServices Kee Realty



Going to the cider mill with
my kids

Brittany Hislop — The Monzo
Group - Keller Williams



Cider mill trips with family

Carol Lukity — Berkshire Hathaway
HomeServices Kee Realty



Eating cinnamon sugar donuts
from Yates Cider Mill!

Amanda Matkowski —
Real Producers



Visiting a cider mill for
fresh donuts and cider. It's a
simple tradition, but it's one
of those things that makes a
Michigan fall feel complete.

Matt Murphy — Michigan
Mortgage Pro



I love doing photo shoots in
the fall!

Luana Nakano — Luana
Nakano Photography



Spending time with family
at cider mills and pumpkin
patches is one of my favorite
traditions. It's a simple way
to slow down and enjoy
everything Michigan has to
offer in the fall.

Theresa Sitto — Home
Sweet Home Realty



Sitting by the fire pit with
warm apple cider or by
the fireplace with candles
burning! So cozy!

Ashley Straight —
Real Producers



TAMI *LaDuke*

TREATING EVERY CLIENT
LIKE FAMILY

PHOTOS BY LUANA NAKANO PHOTOGRAPHY
PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT STILLWATER CROSSING IN MACOMB TOWNSHIP

Tami LaDuke has built her career around serving others. After spending 16 years as a hairstylist and salon owner, she was ready for a new challenge that would allow her to continue working with people while pursuing a longtime interest in real estate. Although she officially launched her real estate career two years ago in September of 2024, she's already earning a reputation for treating every client like family.

"I've always enjoyed homes and helping others," Tami said. "My heart is in working with the public. I don't just want to help people buy a house — I want to help them buy a home and create memories with their families."

Tami's husband was instrumental in helping her find the confidence to take the leap. "He saw it in me and knew that I'd be a good fit for it," she said. "I'm pretty self-motivated, but I'll definitely give that credit to my husband."

For Tami, the career transition proved to be the right decision. During her first full year in real estate, she



closed 45 transactions and \$10.4 million in sales volume.

Tami attributes that momentum to her willingness to go wherever her clients need her. Whether she's showing homes in the Thumb, Lansing, northern Michigan, or anywhere in between, distance has never been a deciding factor. "I'll literally go anywhere in the state," she explained. "My kids are grown, so I'm available. If my clients need me, I'm there."

Tami's business is split almost evenly between her sphere of influence and online lead sources, but regardless

of how a client finds her, she tackles every transaction the same way — with responsiveness, honesty, and personal attention.

One client's feedback showed Tami that her commitment to personal service doesn't go unnoticed. After closing on a home in Brown City, the client asked if they had been her only transaction at the time. When Tami explained she had been juggling seven closings that month, the client was surprised. "They said, 'You would never know it. You always make us feel like we're your number one priority,'" she recalled.

Tami considered this one of the greatest compliments she could receive. "That's how I ran my hair salon, and that's how I

run this business," she said. "My clients are everything. I treat them like family."

Tami's people-first approach even extends beyond her own business. She believes one of the most important decisions a new agent can make is choosing the right brokerage and surrounding themselves with leaders who are willing to teach, answer questions, and celebrate each other's success.

"Find a good team and good leaders, then put yourself out there," Tami said. "Build relationships with other agents, lenders, title companies, and inspectors. We're all part of one big team."

Tami's desire to be part of a supportive, team-oriented environment also influenced her decision to join Realty Professionals. After being introduced to broker Jason Garvan, Tami quickly realized they shared the same vision for creating a positive environment where agents can thrive together.

As she looks to the years ahead, Tami has no plans to slow down. She and her husband, Matt, recently purchased a building in Caro with plans to open a second office, complementing their Utica location. Long-term, they hope to continue expanding while building a team grounded in respect and teamwork.

Outside of real estate, Tami enjoys traveling and spending time with her blended family of five children. Whether it's a trip to Las Vegas or an upcoming cruise, she and her husband make the most of every opportunity to explore together. After retiring from his role as a supervisor for the City of Burton in July of 2026, Matt is now preparing to join Tami's business behind the scenes once he completes his real estate licensing exam.

Tami believes success is measured by the relationships she builds and the trust she earns along the way. By putting people first and making every client feel like a priority, she's building the kind of business that leaves a lasting impression long after the closing table. 🏡

“

MY HEART IS IN
WORKING WITH
THE PUBLIC. I
DON'T JUST WANT TO
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“ FIND A GOOD TEAM AND GOOD LEADERS, THEN PUT YOURSELF OUT THERE. BUILD RELATIONSHIPS WITH OTHER AGENTS, LENDERS, TITLE COMPANIES, AND INSPECTORS. WE’RE ALL PART OF *one big team.* ”



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2025

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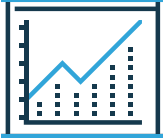
HERE'S WHAT THE TOP AGENTS IN MACOMB COUNTY SOLD IN 2025



\$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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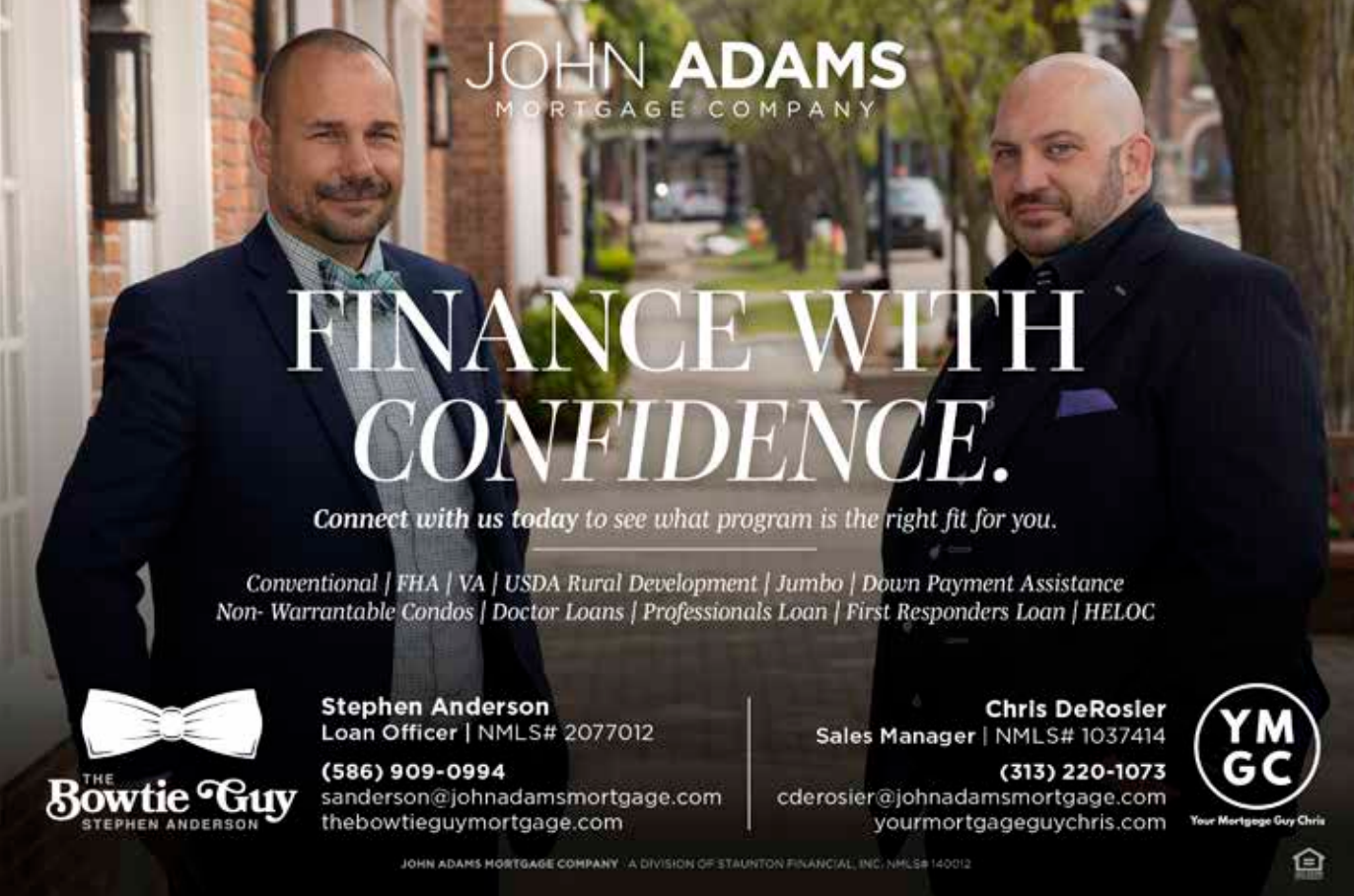
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