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- Kyle Matta

Jasmine Dockery

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JASMINE DOCKERY VIEWS REAL ESTATE AS AN OPPORTUNITY TO BUILD LASTING RELATIONSHIPS WITH HER CLIENTS WHILE GUIDING THEM THROUGH SOME OF LIFE'S MOST IMPORTANT DECISIONS. HER PASSION FOR CONNECTING WITH PEOPLE DRIVES EVERY INTERACTION AND SHAPES THE EXCEPTIONAL CARE SHE PROVIDES THROUGHOUT THE ENTIRE BUYING AND SELLING PROCESS.

PHOTOS BY RENAE FRANCES PHOTOGRAPHY

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

Born in Germany to military parents, Jasmine traveled through numerous countries and lived in multiple states throughout her childhood. This constant exposure to new environments cultivated her natural ability to connect with diverse people and adapt to changing circumstances. Prior to launching her real estate career in May of 2022, Jasmine worked in health care with Blue Cross Blue Shield and Molina Healthcare. Her aunt Sheila Dockery — a real estate agent who was featured in Forbes magazine and maintains licenses in various states — inspired Jasmine to enter the industry. With Jasmine's passion for helping people and her love of homes, the career transition felt inevitable.

"Life happens in many different ways, but when you have the support of somebody who truly cares, anything is possible," Jasmine explained. "Who you choose to be on your side makes a difference in the outcome of any situation, so you want to choose somebody who truly loves not only their career but also the people who make their career possible."

For Jasmine, trust is at the heart of every client relationship. She especially loves helping people who believe that homeownership is out of reach, developing actionable plans to reach the closing table. She ultimately finds deep fulfillment in guiding buyers through the emotional journey of purchasing a home, making sure they never settle and always feel supported through negotiations and setbacks.

At Icon Realty Experts, Jasmine values the collaborative environment, where she works alongside a strong network of professionals who genuinely celebrate one another's success. Her own

accomplishments include recognition as a top 1,000 agent by Real Producers, designation as a Top Agent on Zillow, and distinction as a top-producing agent within her brokerage. She also earned her office's Best Customer Service Award in 2024. Last year alone, she closed \$7.8 million in sales, contributing to over \$18 million in total career sales — an impressive trajectory that reflects both her dedication and the trust she continues to build with her clients.

Jasmine approaches every transaction with intention, knowing that each client's journey is unique. Her strength lies in her ability to keep clients grounded, informed, and confident throughout the process — whether they are first-time buyers or seasoned homeowners. She leads with clarity, communicates with purpose, and ensures

that every decision made is aligned with her clients' long-term goals, creating not just successful transactions, but meaningful experiences.

Jasmine's proudest accomplishment in life, however, is being a mom to her two sons — Mason and Renzo. Whether she's cheering at Mason's football games, supporting Renzo at basketball, or exploring new restaurants and destinations with her children, family remains Jasmine's driving force.

Jasmine views real estate as her forever career, with a vision that extends far beyond traditional transactions. She has plans to expand into property rehabilitation, combining her passion for architectural design with her



“

Who you choose to be on your side makes a difference in the outcome of any situation, so you want to choose somebody who truly loves not only their career but also the people who make their career possible.

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growing industry expertise. As she continues to evolve, Jasmine is also exploring opportunities to become licensed in additional markets, allowing her to serve a broader range of clients while expanding her footprint.

For aspiring agents, Jasmine emphasizes that lasting success is built on authentic relationships and consistent presence. She encourages others to network with intention, leverage their voice across platforms, and show up fully in every interaction. According to Jasmine, the agents who stand out are those who communicate effectively, remain engaged from start to finish, and treat every client and colleague with genuine respect.

Jasmine’s approach to real estate is defined by her unwavering dedication to people and the relationships she builds along the way. Her ability to guide, support, and empower her clients through one of life’s most significant decisions is what truly sets her apart — and it’s what continues to leave a lasting impression long after the transaction is complete. 🏡



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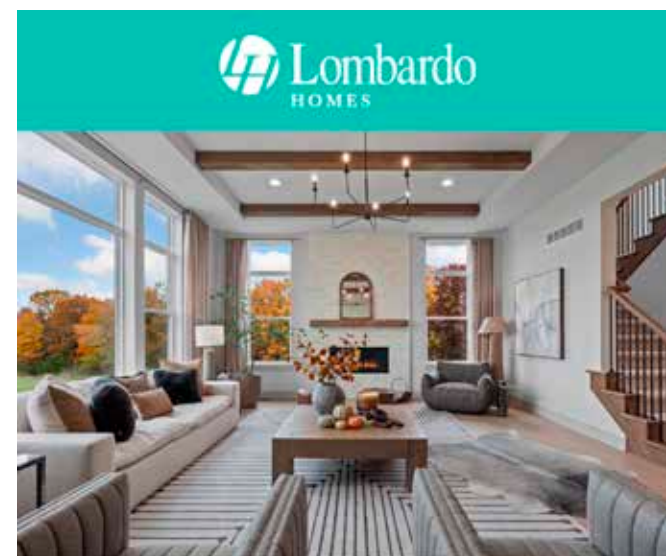
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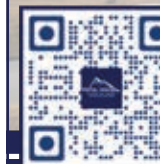
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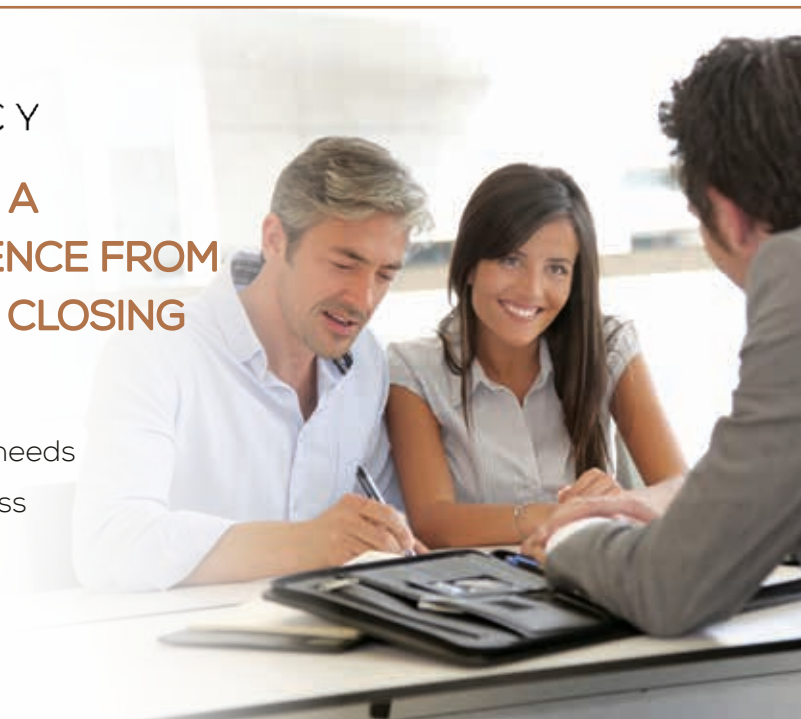
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PHOTOS TAKEN AT TOLL BROTHERS
MODEL AT THE DOWNS IN NORTHVILLE

Kelly Hamilton didn't plan on becoming a real estate agent. In 2020, amid the COVID-19 lockdown, a separation left her facing life as a single mother. After four years as a stay-at-home mom, she needed a career that offered flexibility, independence, and a reliable income — real estate proved to be the perfect fit.

Before entering real estate, Kelly had studied at an art school and at Oakland University. Once licensed as an agent, a neighbor guided Kelly toward the brokerage that would become her professional home, eventually becoming both an unofficial mentor and a close friend.

Five years later, Kelly has built a thriving practice with National Realty Centers, serving clients throughout Waterford and Oakland County. She recently celebrated her strongest year

yet, closing 30 transactions and earning both Red Star and Silver Star awards. She was also nominated as an Hour Detroit Real Estate All-Star, a reflection of her growing presence in the local market. Now, she's aiming even higher, preparing to take the Michigan builder's license exam as she continues to expand her expertise and services.

For Kelly, success has come from simply being genuine in every interaction. "I built my business by being myself — showing up consistently, being honest, and letting people see the real person behind the professional," she said. "That authenticity created trust and real relationships with my clients that have continued after the transaction is over."

Like many agents, Kelly has faced seasonal challenges. The slow winter months remain her biggest obstacle, one she's actively working to overcome by maintaining consistent marketing efforts even when others pull back. Her resilience has taught her to show up even when it's hard and turn challenges into forward motion. The loss of her mother to brain cancer changed how she views life, reinforcing her commitment to make every day count. This perspective fuels Kelly's work ethic and her dedication to her children, who remain her primary motivation.

Kelly's approach to real estate is centered on community involvement and supporting families. She has organized several events in the Waterford area to assist

“I built my business by being myself — showing up consistently, being honest, and letting people see the real person behind the professional.”

local families in need, a reflection of her commitment to service beyond the closing table. As her business continues to grow, she’s now looking to expand her impact by building a team or bringing on an assistant.

Real estate has given Kelly what she always wanted: the freedom to hustle and be her own boss. When she’s not working, she is often with her three children — Mac, Milly, and Myla — and their dachshund, Stella. When the family isn’t attending various sports activities for the kids, they are creating memories together by watching Detroit Lions or Piston games, or taking summer trips up north.

When she looks to the future, Kelly sees real estate as an integral part of it. The career provides her with a front-row seat to the needs and opportunities in Waterford, keeping her grounded in the community while creating the ability to advocate, give back, and help shape a strong future for the town.

For up-and-coming agents, Kelly recommends that they leverage accessible platforms — and learn how to get comfortable on camera — to build

visibility and generate business. “Social media is free and represents a huge lead source,” she shared. Beyond tactics, Kelly champions a mindset of authenticity and personal development, regularly

consuming self-development books that challenge her thinking and apply directly to real life and business.

Kelly has built her career around showing up for others and being true to

herself. As she continues to expand her impact, she is making the most of every opportunity. “Life is short, go out and do what you’ve been dreaming of, and stop caring what others will think,” she concluded. ▀





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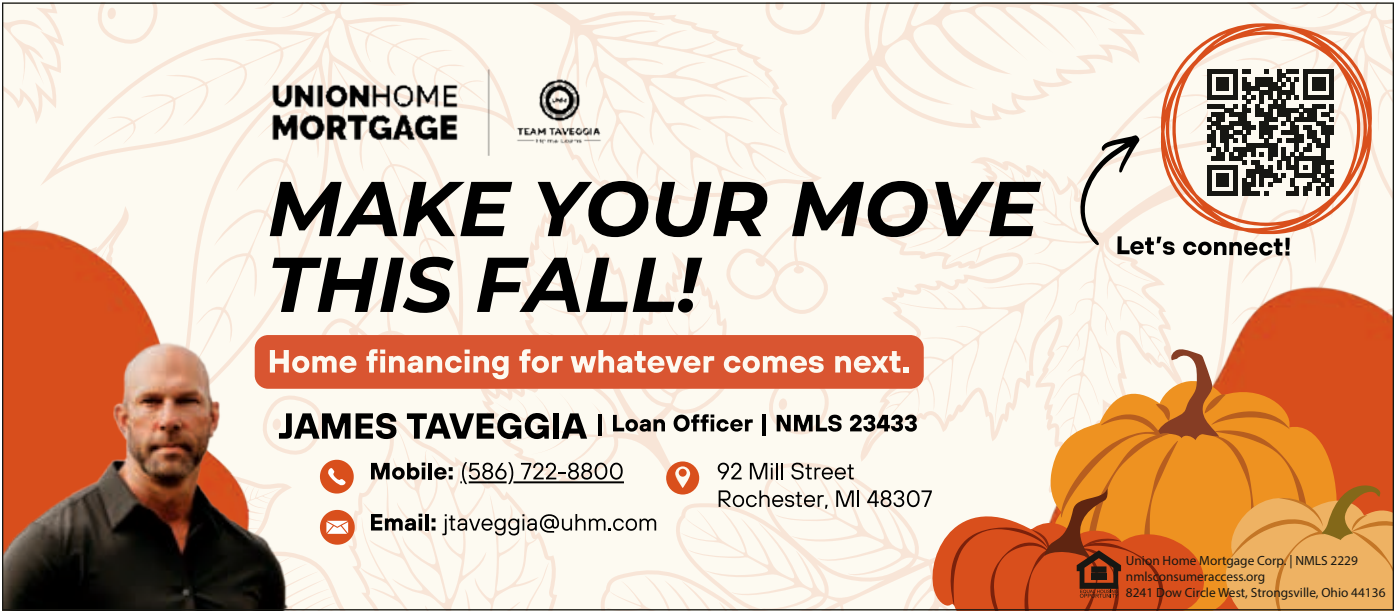
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Amanda Matkowski — Real Producers



I love doing photo shoots in the fall!
Luana Nakano — Luana
Nakano Photography



Cider and donuts, and apple
orchard visits
Jim Stinson — Handy
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Sitting by the fire pit with warm apple
cider or by the fireplace with candles
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My annual Halloween Party! It's huge —
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DOUG Seley

➤ A Legacy Built
on Trust, Care,
and Consistency

After almost three decades in real estate, Doug Seley has earned a reputation for his ability to guide clients through even the most complex situations. Today, as an agent with Epique Realty in Bloomfield Hills, he brings experience and perspective to every transaction.

Before real estate, Doug spent nearly five years as a designer in the Corvette Design and Engineering group at the General Motors (GM) Tech Center. He had even attended Batavia and Philpot drafting and design schools, the traditional path to automotive engineering before four-year degrees became standard.

Doug's perspective about his career began to change after he endured a GM remodel, his group relocating to the basement during the winter while working overtime. "I felt like I didn't see the sun for months," he recalled.

Although Doug was feeling underappreciated in the corporate world, he remembered the spark he had experienced during his own home sale at age 19. His listing agent had nearly derailed the transaction over a three-week-old washer and dryer, claiming the deal had collapsed, but Doug didn't accept that explanation. He ended up calling the buyer's agent directly, resolved the misunderstanding, and saved the deal while his listing agent refused to communicate with either party.

In December of 1997, Doug obtained his real estate license and joined his first broker the following month. Six months later, he walked away from GM for good.

Now an agent for 28 years, Doug has accomplished remarkable success. He has a career volume of \$162.1 million, achieving \$4.6 million in 2025 alone. His accolades include the RE/MAX Lakeside Rookie of the Year, induction into the RE/MAX Hall of Fame, and recognition as the #1 individual producer at RE/MAX Suburban in 2005. He has also earned multiple top 10 awards and the ICON Award from eXp Realty while maintaining his National



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LOMBARDO HOMES MODEL
AT STILLWATER CROSSING
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Association of REALTORS® (NAR) membership throughout his career.

Aside from his professional recognitions, Doug takes pride in the fact that, over his entire career, he has only had one transaction fail to close after inspection acceptance. That lone exception involved a nurse who was laid off during COVID-19 after a 13-hour shift.

When it comes to his business approach, Doug will admit that his family has been a large influence on it. His father taught him that anyone can identify problems, but solving them creates value. His mother modeled warmth and inclusivity, while his aunt Thelma, a real estate agent in Florida, shared wisdom that became Doug's mantra: "Take care of them, and they will take care of you."

A leader with Epique Realty, Doug is addressing an industry paradox: agents tell clients that owning beats renting, yet over 90% of agents rent from their

brokers. He believes that Epique Realty offers game-changing benefits such as free health care, wealth management, 401(k) plans, ownership opportunities, and revenue sharing. In addition, the company provides billboard space, listing photography, and transaction coordination at no cost — all part of a comprehensive package that includes 100 benefits for real estate agents. This new brokerage model has enabled Doug to partner with agents nationwide and build an organization of almost 300 agents in just two years.

The former director of development for a brand known for top-producing agents, Doug has spent years comparing brokerages. "There is no comparison at this point," he said. "I'm like a 4-year-old getting up on Christmas morning, but I get that feeling every single morning."

As his involvement with Epique Realty continues to expand, so does Doug's reach. He recently completed his first



“The end result isn’t about us. We are here to make this life-altering move seem wrinkle-free to our clients.”

road tour, hosting Epique Explained Live events in Florida, Georgia, and Tennessee. With his growing commitment to agent attraction, he plans to add a buyer’s agent to his team — a strategic move that will allow him to continue delivering a high level of service at home.

Like many other agents, Doug appreciates the work-life balance that his career gives him. Unlike his father, who worked long and demanding hours, Doug wanted the flexibility to coach his children’s teams and stay present in their daily lives, eventually coaching more than 100 teams, primarily basketball. With his wife Ronda returning to work when their children entered school, Doug was able to build his business while remaining hands-on at home. The couple has four children — Max, Alex, Lexi, and Dougie. Max serves in the Air Force and holds a Florida real estate license, and he and his wife, Ashley, have a daughter, Zoey.

Doug’s charitable work includes fundraising for St. Jude Children’s Research Hospital through golf outings and even shaving his beard and head. He supports KnowResolve, a youth suicide prevention organization, and Kids Empowered: On the Move, which assists homeless women with children.

For new agents in the industry, Doug emphasizes learning to solve problems rather than simply identifying them, thriving in conflict, and addressing uncomfortable conversations early. “The end result isn’t about us,” he said. “We are here to make this life-altering move seem wrinkle-free to our clients.”

As for Doug, he measures business success by how many of his client relationships have evolved into friendships. His favorite moments happen at the closing tables — not for the commission, but for witnessing new chapters beginning in clients’ lives.

After nearly three decades in the industry, Doug continues to find meaning in the relationships that grow beyond the transaction. For him, real estate is ultimately about showing up, solving problems, and helping people move confidently into what’s next. As he puts it, “Love where you live.” 🏡



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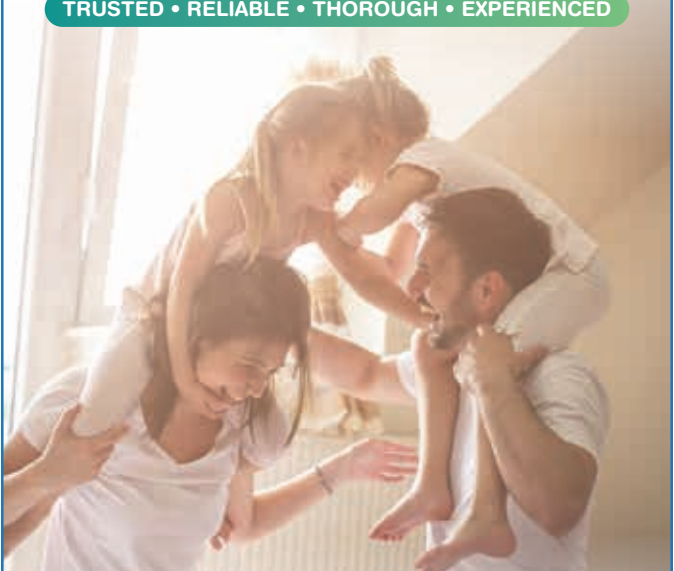
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As part owner of Golden Key Group Novi, Saed Kakish has quickly built a powerhouse career fueled by heart, hustle, and an unwavering commitment to excellence. “I can picture myself doing this work well into old age, and I’m thankful it allows me to be my own boss,” he said. “I genuinely enjoy negotiating, and there’s something deeply fulfilling about those hard-earned wins.”

Saed launched his real estate career in 2023, quickly developing a reputation as a listings specialist after listing more than 75 homes in just two years. In 2024, his sales volume was more than \$21 million, which contributed to his \$56 million career sales and over 200 homes sold.

According to Saed, his rapid success in the industry is due to his work ethic and gratitude. “I always give what I do 110%, or I don’t do it at all,” he said. “Being surrounded by amazing partners and my team at GKG helps tremendously.”

Born in Amman, Jordan, Saed grew up watching his parents set the foundation for his work ethic. “My dad was an amazing salesperson and my mom was the hardest-working person I know,” he said. “I took the best from both. I’m great with people like my dad, and no one can outwork me like my mom.”

When it comes to his business, Saed stands apart for his clarity and care.



“
I ALWAYS
GIVE
WHAT I
DO **110%**,
OR I
DON'T DO
IT AT ALL.
”



“I listen to my clients. I follow my plan of action. Communication equals success. By the end, they know every step so well they could get their license,” he said. “I’m professional, but I also like to joke and make the process fun. Selling and buying a home is stressful — I want them to enjoy the journey.”

For first-time buyers, Saed feels especially honored to

help them reach their real estate goals. “Those are the best — when someone who never thought they could buy, and I help them get a grant or concessions to make it happen. Nothing beats that,” he shared.

At Golden Key Group Novi, Saed and his still-growing team guide clients through life-changing decisions with grit. As the brokerage grows, they’re excited to

welcome agents who want to make an impact, too. “We prospect every day,” he said. “We aren’t scared to jump on the phones and look for business. There’s healthy competition and lots of laughing. We make each other better daily.”

Like most agents, Saed will admit that sometimes business is hard and not always smooth sailing. “You might go days without setting

an appointment, and it’s easy to get down on yourself,” he explained. “You have to find the motivation every day. It’s commission-based, so if you don’t give your absolute best, everything falls apart.”

Despite the occasional difficulties in the industry, Saed is finding ways to thrive. “Over 90% of my contracts close, and I’m super proud of my numbers,” he said. “Life is a challenge. You have to navigate, overcome, and keep your emotions in check to be the professional your clients need.”

Outside of real estate, Saed loves watching movies, working out, cooking, and going to concerts. At the center of his world is his family — especially his two kids, Gabriel and Dalilah. “We’re total foodies,” Saed said, laughing. “We’ll hop in the car just to hunt down a new restaurant. I coached Gabriel’s football team last year, and it was a blast. On game days, I’m so pumped I can’t even sleep. Tournaments? I wish they came with a ‘repeat’ button. I’m the loudest cheerer out there — but don’t worry, I’m not the parent yelling at the refs. We are so lucky to have season tickets to our favorite athletes.”

Saed also gives back when he can, staying humble and grounded. “Helping others feels great,” he said. “I help people the way I would want to be helped.”

When asked about his definition of success, Saed mentioned that it’s about “being happy and proud of what you’ve accomplished.” “My measure of success is my

“

I genuinely enjoy negotiating, and there's something deeply fulfilling about those hard-earned wins. ”

kids,” he added. “If you meet them, you'll see what my greatest accomplishment is.”

For new agents entering the industry, Saed recommends that they don't listen to the hype on social media. “A lot of the advice and numbers are usually exaggerated. We all struggle,” he said. “Put in the work, hire a coach, learn your scripts, get a brokerage that aligns with your business, and handle your business ethically. From the first hello to the congratulations at closing, give your client the best experience.”

“No secret to success — just put in the work, and you will be rewarded. Like watering a plant,” Saed added.

In just a few years, Saed received his broker license and became a partner at Golden Key Group Novi by staying disciplined and dedicated to the people he serves. For him, success isn't a moment — it's the daily choice to show up, work hard, and help others win. 🏡



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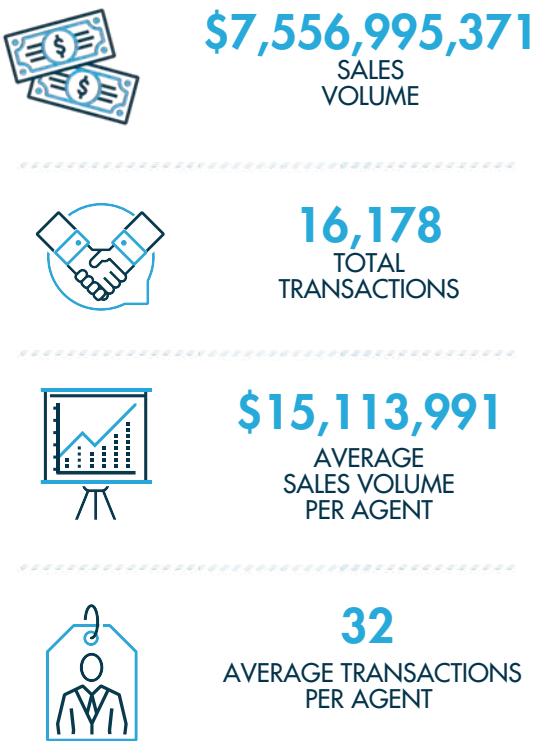




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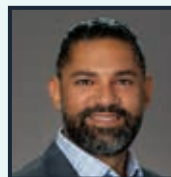
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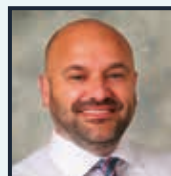
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