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Meet the REALTOR[®]
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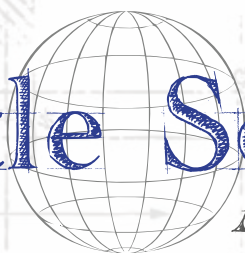
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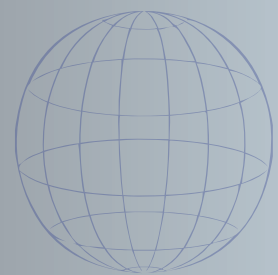
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Young, Bold, & Purpose-Driven: A Legacy in the Making

At 24 years old, Henry Laurent stands out as the co-founder of The Laurent Team and an associate broker at RE/MAX Leading Edge. “I bet on myself. That’s the strategy,” he said. Four years into his real estate career, that bet has already produced over \$14 million in sales — more than half of it in the past 12 months.

Henry grew up in Tepatlán, Jalisco, Mexico, as the youngest of seven siblings. He spent his early years absorbing conversations about property values, finance, and construction. “My parents and older siblings treat real estate, entrepreneurship, and lending like a second language, and I absorbed it naturally,” Henry recalled.

In 2015, Henry moved to Michigan at age 12 and eventually attended Lincoln Park High School. As a young adult, he briefly explored becoming a loan officer through NMLS coursework, but he quickly discovered that he didn’t want a desk job. Instead, Henry wanted to be in the field, walking



properties and working directly with people.

Henry officially launched his real estate career in 2022, and since then, he has achieved a career volume of \$14.2 million — with \$7.3 million of that coming in the first half of 2026. He has also received the RE/MAX 100% Club award. Seven months into his career, he purchased his first home, specifically to understand his clients’ perspectives. This intentional empathy, combined with his binational experience and native fluency in both English and Spanish, gives him unique insight into the emotional and financial complexities of homeownership.

For Henry, real estate is “the closest thing to a real-life strategy game” — where every property represents a level, every negotiation a puzzle, and every investment an opportunity to unlock the next stage. Working alongside his husband, Paris Laurent, as co-leads of The Laurent Team, they offer clients the combined perspective and attention of two professionals on every deal, supported by RE/MAX Leading Edge’s brokerage infrastructure and an operation they built together: their own marketing, produced and created in house, and their own staff assisting the team.

Like many young agents, Henry initially faced skepticism for his age and lack of recorded experience. He overcame these challenges through his relentless discipline, continuous learning, and

“FIND A WALL TO RUN FROM. Everyone is running from something — **fear, failure, instability** — and if you use that as fuel instead of letting it paralyze you, **you’ll grow faster than you ever imagined.”**

results-driven service. He also developed resilience early in life.

For 12 years, Henry’s parents moved between Mexico and the United States while immigration law kept Henry in Jalisco. Arrival was only the first wait. It took another seven or eight years before Henry felt part of the U.S., a country he calls one of limitless possibility. “These experiences influenced my ambition, my working ethic, and my purpose,” he explained. It is the same road many of his clients are still walking.

As he looks ahead, Henry sees real estate as a pathway to creating freedom and generational wealth. Beyond growing The Laurent Team, he envisions establishing his own charity organization that focuses on supporting LGBTQ individuals worldwide. He is currently pursuing a bachelor’s degree in finance to complement his mini-MBA certification from Berlin, Germany, and he continues to read steadily on finance and economics. He also trains most days and takes six to eight trips a year with his husband and their two dogs, Janney and Versailles.

For aspiring agents, Henry emphasizes that real estate is more psychology than sales, urging newcomers to understand their own minds first, stay radically open-minded, and maintain discipline and self-awareness. “Find a wall to run from,” he explained. “Everyone is running from something

— fear, failure, instability — and if you use that as fuel instead of letting it paralyze you, you’ll grow faster than you ever imagined.”

When asked how he wants to be remembered, Henry doesn’t hesitate. “Above all, I want to make my life worth the very fact that I existed,

and leave this world better than I found it,” he said.

Driven by purpose, Henry is creating a real estate legacy defined by service, discipline, and impact. His bold vision and dedication to uplifting others show what it means to turn adversity into momentum. 🏡



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FALL INTO CONNECTION:

Maximizing the Season to Strengthen Your Relationships



October has always felt like a reset. Summer schedules settle down, routines return, and suddenly we're staring at the final few months of the year. In real estate, it's easy to look at that calendar and immediately think about numbers: *What do I still need to close? Who do I need to prospect? How am I going to finish the year strong?*

But I want to challenge you to think about something else first: **your relationships.**

Whether you're an agent, lender, title professional, photographer, home inspector, contractor, or another Preferred Partner serving the real estate community, relationships are at the center of what we do.

And fall is one of the best times of the year to strengthen them.

Don't Wait Until You Need Something

One of the biggest mistakes I see in networking is reaching out only when we need a referral, an introduction, a sponsorship, or a piece of business.

Real relationships don't work that way.

Some of the most powerful touches are incredibly simple: sending a text because someone crossed your mind, commenting on a client's accomplishment, inviting someone to coffee, making an introduction between two people who should know each other, or checking in without an agenda.

You don't need a reason to reach out.

In fact, "I was thinking about you" can be one of the most powerful relationship-building sentences in business.

Use the Season to Create Connection

Fall gives us natural opportunities to connect without making everything about business.

Invite a few clients to a cider mill. Drop off a small fall gift to past clients or referral partners. Host a casual coffee gathering. Bring people together for a football watch party, happy hour, or community event.

It doesn't need to be expensive or elaborate. People remember how you make them feel far more than how much you spend.

And don't underestimate the power of bringing people together. Instead of asking, *Who can help me?* start asking, *Who can I help connect?*

That mindset has been one of the biggest drivers of my own business. When you become someone who creates opportunities for other people, they remember you.

Look at the Relationships You Already Have

We spend so much time looking for the *next* client or connection that we sometimes overlook the people already in our world.

Before the holiday rush begins, go through your phone, CRM, past client list, and social media connections.

Who haven't you talked to lately?

Who sent you business this year?

Who supported you, introduced you to someone, attended your events, or opened a door?

Reach out. Say thank you. Reconnect.

You may be surprised by how many opportunities are sitting inside relationships you've already built.

Finish the Year Connected

There will always be another lead to chase, another closing to get to, and another goal to hit. But the businesses that last are built differently.

They're built on people.

So this October, before you get consumed by year-end numbers, make a relationship list. Choose five people every week and intentionally connect with them. Make the call. Send the text. Schedule the coffee. Make the introduction.

Don't just build your pipeline this fall. Build your people.

Because when you invest in relationships without constantly asking what you'll get in return, something powerful happens: trust grows, opportunities follow, and your network starts working in ways you could never have planned.

That's the power of connection.



CONTACT US!

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Adrienne Rogers

CENTURY 21 Curran & Oberski



“Learn from yesterday, prepare and live for today, and pray to see tomorrow.”

@GabrielaLoftPhotography

1. How many years have you been a real estate agent?

I’ve been in real estate for seven years and have been a licensed real estate professional for six of those years.

2. What did you do before you became an agent?

I spent 11 years working across various sectors of law enforcement, an experience that shaped my discipline, integrity, and ability to remain composed in high-pressure situations. I bring those same qualities into my real estate career, where professionalism, trust, and the ability to navigate challenges are essential to serving my clients.

3. Where did you grow up?

I was born and raised on Detroit’s east side, specifically in the East Davison and Conant Gardens areas. Growing up in these communities gave me a strong connection to the city and the people who call it home.

4. What are you passionate about right now in your business?

I’m passionate about creating measurable impact in the communities I serve. My focus is on stabilizing neighborhoods, increasing access to

homeownership, and strengthening long-term economic growth. Through advocacy and education, I help create opportunities that promote equity, empowerment, and sustainable community development.

5. What is something about you no one knows?

Something most people don’t realize about me is that much of my drive comes from long-term vision rather than short-term wins. I’m always thinking several steps ahead about growth, sustainability, legacy, and the impact of the decisions I make. Family is a major part of that vision. I’m focused on building something that creates

opportunities, strengthens the next generation, and leaves a lasting impact. What may look effortless on the surface is usually the result of quiet planning, discipline, and a strong internal standard.

6. What has been the most rewarding part of your business?

The most rewarding part of my business has been seeing real lives change. Helping someone go from a homeless

shelter to owning a home is something I’ll never take lightly. I’ve also helped clients navigate difficult and emotional transactions, including complex probate situations. Most importantly, I’m passionate about educating my clients so they understand the process, their options, and what’s happening every step of the way. Being newly elected to serve on the Fair Housing Board through Michigan REALTORS® is a prestigious honor and a meaningful opportunity to expand that impact through advocacy, education, and greater access to housing.

7. What was your biggest challenge as an agent?

My biggest challenge as an agent has been navigating complex situations where there are often more obstacles than answers, including probate, distressed properties, and clients facing uncertainty. These experiences have taught me to be more strategic, patient, and solutions-oriented while staying focused on protecting my clients’ best interests. Most importantly, they’ve strengthened my commitment to educating clients so they feel informed, confident, and empowered throughout the process.

8. Favorite song/quote/book?

My late mother, Toni, always reminded me, “Shoot for the moon, and if you miss, at least you’ll land among the stars.” My grandfather, Sam Crockett, taught me, “Learn from yesterday, prepare and live for today, and pray to see tomorrow.” Their words continue to guide me — to dream boldly, learn from the past, stay grounded in the present, and always look toward the future with faith and purpose.

9. Tell us about your family/pets!

I’m definitely a fur parent with a beautiful 10-year-old American bulldog named Hena, who has been part of our family for years. We also have a newer addition, our “grand-pup,” Nova Rose, a poodle/bichon frise mix with a big personality. Between family, Hena, and Nova Rose, there’s never a shortage of love, laughter, and memories.

10. Who is someone who inspires you?

The people who inspire me most are my daughters, Kierra and Naadia. Watching them grow into driven, compassionate young women has been one of my greatest joys. Kierra is an early childhood educator who genuinely loves working with children, while Naadia is in her third year of college pursuing a pre-law degree with a minor in theater. Their passion, discipline, and desire to make a difference inspire me every day and remind me why building a meaningful legacy matters.

SWING for a Cause

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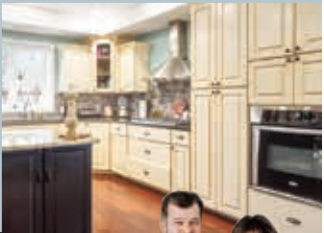








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Arianna Lee

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PHOTOS BY JENNIFER ARNETT WITH STARLOFT PHOTOGRAPHY • PHOTOS TAKEN AT LOMBARDO HOMES MODEL AT KINSLEY IN ANN ARBOR

Arianna Lee believes that access to housing can change lives. As an agent with National Realty Centers, she combines a strong sense of purpose with a results-driven approach that has earned both client trust and industry recognition. Through every transaction, she is focused on helping clients create stability for their futures.

Growing up in Detroit, Arianna spent countless afternoons with her mother and father driving through neighborhoods like the Boston-Edison Historic District, admiring homes and imagining what might be possible. Homeownership ran deep in Arianna’s

family: her great-grandmother owned a duplex in Detroit, her grandparents were among the first Black families to integrate a Highland Park neighborhood, and her mother became a young homeowner, furthering the importance of homeownership. That legacy shaped

Arianna’s understanding of stability, freedom, and generational wealth. Arianna’s early exposure to homeownership naturally shaped her career path in the industry. After earning her real estate license in August



of 2020, she launched her full-time career in April of 2021 and quickly built a track record of success. With her tagline “Work With Lee If You Want That Key!”, she was on a mission to help as many buyers as possible achieve homeownership and believe it was within reach. To date, Arianna has closed more than \$19 million in career sales and sold 118 units, including over \$7 million in 2025. Her work has earned her recognition from RateMyAgent as a Top 5 agent in Wayne County and a Top 20% agent nationwide, as well as the distinction of being a National Realty Centers Blue Star award winner twice, reserved for the brokerage’s top 5% of agents. She was also recognized by Real Producers as a Top 300 agent in Wayne County out of more than 9,000 agents. Arianna holds multiple National Association of REALTORS® (NAR) certifications, including RENE, MRP, PSA, ABR, SRS, and SRES.

At National Realty Centers, Arianna has cultivated a strong support network, including her mother, Denaneer Lee, who serves as her real estate partner and assistant. Denaneer brings fun, joyful energy to every client interaction and makes sure to understand the client’s needs from start to finish. Arianna’s boyfriend and real estate partner, Ryan Donahue, created the @MetroDetroitRE page, a content source showcasing videography of the latest listings across Metro Detroit and making real estate tours more accessible. Arianna’s brother and sister-in-law, William and Sarah Mitchell, are a power duo who handles listing photography with ease, connecting with what sellers love most about their homes and helping them truly capture each property’s beauty.

Arianna approaches real estate with the same intensity she brought to her previous work in operational management at Amazon, where she led teams as large as 350 people. The experience taught her how to communicate across differences, manage high-stakes emotions, and think strategically under pressure. Before Amazon, Arianna earned a bachelor’s degree in neuroscience from

“

Real estate isn't just something I do — it's how I live out my purpose.

”



Dartmouth College as a QuestBridge scholar, initially pursuing a pre-med path. While she ultimately chose not to enter medicine, the foundation gave her the empathy and analytical skills that now define her client relationships. Her father taught her the power of strategy and negotiation, and her mother taught her the importance of compassion and dedication. “Real estate isn't just something I do — it's how I live out my purpose,” Arianna explained.

Whether she's handing someone keys to a new home or delivering a meal to someone on the street, Arianna remains committed to showing up for her community. She volunteers with Michigan Humane Society, supports veterans, and regularly donates food, clothing, and essentials to organizations that serve people experiencing homelessness. She has also mentored over 200 students

from underrepresented backgrounds, helping them gain admission to top institutions such as Harvard, Yale, Stanford, MIT, and many more, with several receiving full-ride scholarships.

As she looks to the future, Arianna envisions expanding her impact beyond individual transactions. She aims to invest in communities, develop properties with purpose, and launch resources that make homeownership more accessible to those who have felt excluded from the conversation. Her social media presence (@ArieTheRealtor) provides free educational content designed to demystify the homebuying process, particularly for first-time buyers who have never been told what's possible.

For newer agents, Arianna wants to remind them that clients need someone who listens, follows

through, and genuinely cares. For lasting success, she recommends building trust through education and consistent communication. Agents should focus on knowing contracts, understanding their market, finding mentors, and prioritizing service over flashy marketing. Most importantly, Arianna encourages kindness toward others and oneself, recognizing that real estate will stretch and grow professionals in unexpected ways.

For Arianna, success in real estate is defined by the impact she has on others. She strives to leave people better than she found them, creating space for clients to feel informed, confident, and supported while they plan for their future. As she continues building her business across Metro Detroit, Arianna remains grounded in the purpose that guides her work each day. 🏡

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Angie Smith

CONNECTED TO
COMMUNITY

Angie Smith has always been drawn to the moment when someone finds a sense of belonging. As a real estate agent with Keller Williams Professionals in Plymouth, she brings that same instinct and support to every client facing a change. She helps people land in a place that fits the life they're actually living.

Angie grew up in Wayne County, earned her master's degree in education, and has spent the last 25 years rooted in Ann Arbor — where she has built her career and her life. She worked with learners who had traumatic brain injuries, a demanding and fulfilling role that required both patience and advocacy. When the pandemic forced those sessions onto video platforms, Angie found herself struggling to serve her students the way they deserved. "I recognized that I was a little bit more of a burden than an advocate for my students," she admitted. Angie found better options for the learners, but the frustration stayed with her.

In 2020, determined to push for broader change, Angie ran for the Ann Arbor school board. She received roughly 19,000 votes — but was beat out by about 500. The near-miss clarified something for her: Systemic problems weren't going away, and

she was ready to step back and find a different way to make an impact.

During the pandemic's early months, Angie became interested in real estate. She saw agents she respected working in their community while so many careers had stalled, and she felt a pull toward that kind of visible, essential work. Angie earned her license in 2021, started on a team in Brighton, and hit the ground running. In her first full year in real estate, she closed 31 transactions.

As Angie's confidence grew, so did her sense of how she worked best. She became a solo agent to develop some freedom in supporting clients the way they deserved. Her business grew — roughly \$10 million, \$11 million, and \$12 million in closed volume over her first three years on her own, landing her in the top 5% of producers. "It's just something that I never dreamed of," she said. "When I started, I figured this would be a way for me to connect with my community. I'd never realized that I would be able to support people at such a high level."

Angie's business is almost entirely referral-based,

built through her sphere and trusted referral partners. She works closely with contacts at the University of Michigan Health, helping incoming professionals find homes as the institution continues to grow. She also maintains relationships with neighbors, past clients, family, and friends who might be rethinking their living situations — many who are considering right-sizing or relocating to be closer to family, nature, or jobs. "I love to support people who are considering change," Angie said.

One transaction from last year stands out as a milestone moment. A friend, neighbor, and past client referred Angie to someone considering a job in the area. That person got the job — and Angie helped them connect with sellers who hadn't yet officially decided to sell. She represented both sides of the transaction. When closing day arrived,

with one party out of the country and all signings happening separately with notaries, the buyers and sellers asked Angie to organize something more meaningful once everyone was together again. She did. The ceremony took place outside under a large oak tree in the



PHOTOS BY
KELLY STORK
PHOTOGRAPHY

PHOTOS TAKEN AT
TOLL BROTHERS
MODEL AT BARTON
RIDGE IN ANN ARBOR



can have and is considering how to offer that support herself. Her background in education makes the idea feel like a natural fit.

Angie came to real estate looking for a way to reconnect with her community after a season of feeling stuck, but what she found was a career that channels skills she'd spent years building — the listening, the advocacy, and the belief that where someone lives shapes who they get to become. Today, every client relationship offers another opportunity for Angie to put those values into practice and help people build lives they're excited to come home to. ▀

front yard. Neighbors shared stories and brought flowers from their gardens, and grandparents attended. When the keys were exchanged, a gust of wind came through, and everyone felt it. "A home is more than just a roof and four walls," Angie said. "It's something that has meant something to the people who are selling it, and it's going to mean something to the people who are coming into that community."

When she's not working, Angie enjoys cooking, gardening, practicing yoga, and traveling. Her oldest child lives and works in Chicago, the middle is returning to Michigan after celebrating her wedding this past June, and the youngest just moved to Florida for school. "The world opens up, and we can better see our commonalities when people we love live all over it," Angie said.

As she and her husband prepare for life as empty nesters, Angie is eager to embrace new experiences, and explains that the term "free bird" might be better terminology. Angie is already looking ahead to the next phase of her career — something more structured than solo practice, and something that creates opportunities for other agents to grow. She knows firsthand the impact good mentorship



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2025

BY THE NUMBERS

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



\$3,993,816,868
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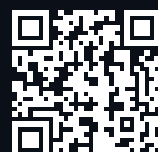
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