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JESSICA WILSON

Agent Spotlight
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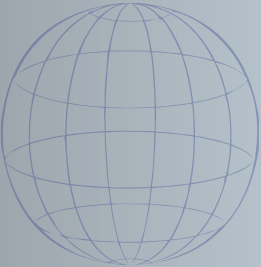
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Jessica WILSON

CREATING COMMUNITY THROUGH CARE AND KINDNESS



Few people could imagine handling both haircuts and home closings with ease, but Jessica Wilson does it with grace and grit. A licensed real estate agent with LPT Realty for three years, she still spends a few days a week at her beloved old-school barbershop, where she's been a cornerstone of the community for more than 13 years.

"I absolutely love the barbershop," Jessica said. "It's nothing fancy, just your basic haircutting needs, but it's been

in business for over 50 years. I've watched children grow and witnessed milestones within families and individuals. Helping people there naturally extends to my real estate work."

Jessica's desire to serve others inspired her to expand her impact, leading her to earn her real estate license in May of 2022. "I balance my time between being a barber three days a week and an agent in the evenings and other days. Sometimes I manage to do a haircut and negotiations at the same time when needed," she joked. Jessica is also a licensed notary and loan originator in all 50 states, adding to her skill set.

Jessica was inspired to give real estate a try from Gogo Bethke of eXp Realty, an accomplished agent known through Jessica's sister-in-law. "Once I started learning about the business, I was hooked," she said.

Recently, Jessica joined a team led by Shannon Bagdonas, which she describes as "something special." "We're like family — we're open to sharing knowledge and helping everyone learn and grow," she explained. "Shannon

is a powerhouse agent who wants to see us all succeed."

As for Jessica, she's become known in the industry for her compassion and respect toward others. "I love helping everyone, especially first-time homebuyers or people who thought they'd never be able to purchase a home," she said. "Some people in our industry look down on those with less-than-perfect credit or finances, but I treat everyone the same. Everyone deserves respect, whether they can afford a \$50,000 home or a \$5 million one."

Jessica's belief in treating everyone with kindness took on even greater meaning in 2019, when she was diagnosed with two cancers — a rare uterine cancer called stromal sarcoma and invasive lobular breast cancer. She underwent a complete hysterectomy and double mastectomy within eight weeks of each other, a turning point that reshaped her outlook on life and work.

"Anyone who's been through a major illness can relate to the change in your mental state and priorities. Being faced with your

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“TIME IS THE MOST VALUABLE THING WE HAVE. ONCE IT’S GONE, YOU CAN’T GET IT BACK. THAT’S WHY IT’S SO IMPORTANT TO MAKE EVERY MOMENT MEANINGFUL.”

own mortality is life-changing,” Jessica said. “My oldest child also faced cancer twice — thyroid cancer in 2017 and 2019. I joked we were competing to see who could have cancer the most.”

Jessica’s health challenges gave her a new perspective on the future — especially when it came to her children. Her oldest daughter, 29, is high-functioning autistic, and Jessica began to grow concerned about who would care for her if she were no longer around. “The worry of who would take care of her when I’m gone set in. I thought if I got into real estate, it might be something she could support behind the scenes,” Jessica explained. Although her daughter ultimately decided real estate wasn’t for her, Jessica says the hope of creating a safety net was powerful. “Thanks to my real estate

income, I was able to buy her a car, and she’s gained some true independence now,” she added.

Jessica’s determination to create stability for her own family stems from her childhood, which was marked by hardship as she grew up in Melvindale, Michigan, in a single-parent household. Her father left when she was 1, and her mother struggled financially, relying on food stamps and pushing a cart full of groceries home from Farmer Jack each month. “My mom didn’t have a car or a driver’s license until I was 15 years old,” Jessica explained.

“I was so embarrassed as a kid, but as an adult, I realize the incredible strength it took for my mom to do that,” Jessica said. “There were times when the only thing we had to eat was homemade biscuits made with flour and water with jelly on top.”

Although Jessica’s childhood had some difficult moments, it instilled a relentless drive in her. “Growing up poor gave me the motivation to succeed. I’ve always been self-motivated,” she said.

Jessica’s upbringing continues to shape how she measures success. “Time is the most valuable thing we have,” she said. “Once it’s gone, you can’t get it back. That’s why it’s so important to make every moment meaningful.”

Nowadays, Jessica spends every spare moment she can with her

husband Jim, whom she has been married to for 29 years, their three adult children, and two dogs. Football season is her favorite time of year, and Jessica and Jim are avid travelers with a goal to visit every NFL stadium while cheering for the Detroit Lions. Jessica is also a passionate photographer, often shooting her own listing photos, and loves cooking healthy versions of comfort foods her family affectionately calls “weird food.”

As she looks to the future, both personally and professionally, Jessica hopes that she will be remembered for being a “good human.” “I care for everyone,” she said. “Everyone matters. Rich, poor, LGBTQ, every color, every lifestyle — I love you all. This is a judgment-free zone.”

For up-and-coming agents, Jessica advises that they find a great support system and mentor. “Real estate is a business, not a hobby. It requires daily dedication, time management, and knowing your market inside and out,” she explained.

Whether behind the barber chair or guiding clients through a home purchase, Jessica strives to make people feel valued and understood. “I want everyone to know they are welcome in my business,” she said. For Jessica, success in real estate isn’t just about sales but about spreading kindness and leaving every person she meets feeling seen. 🍷





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Christine

O G L E S B Y

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BUILDING A BUSINESS ON COMPASSION & CONNECTION

From the moment Christine Oglesby stepped into real estate, she knew it was exactly where she belonged. “I started at the front desk at BAKE Real Estate in the summer of 2018,” she explained. “I learned the ins and outs of the job, and got my license that fall.”

Before real estate, Christine spent decades working as a physical therapist, specializing in geriatric and neuro-rehabilitation. In addition to the time she spent as a full-time mom, the job taught her how to listen, lead with

empathy, and meet people where they are. “I thought my compassion and communication skills as a PT would translate well into this relationship-based profession,” she said.

Now an agent at @properties Christie’s International Real Estate, Christine has spent the last seven years growing her business with a client-first mindset.

Christine’s spirit of care extends to her work, which has earned her recognition as a Real Producers top 300 or 500



agent for the past three years and features in the Hour Detroit magazine in both 2024 and 2025. However, Christine measures success not in her accolades but in the trust and loyalty of her clients. “My success is defined through the relationships I have with my clients — from the very first meeting to long past the closing,” she shared.

“Right now, I’m really focused on fostering long-term relationships with my clients,” Christine added. “I want to be more to them than an agent: I want to be a trusted expert, friend, and confidant.”

Whether it’s a first-time buyer or a senior looking to downsize, Christine approaches each transaction with care and thoughtfulness. “There is nothing better than working with buyers getting into their first home,” she said. “I once helped an amazing 65-year-old woman buy her first home. That experience has stayed with me.”

Christine’s ability to connect emotionally with clients is matched by her dedication to clear communication. “My biggest strength is my attention to detail and keeping my clients informed every step of the way,” she explained. “Whether buying or selling, I want them to make decisions with confidence.”

For Christine, maintaining relationships beyond the closing table is one of her favorite parts of the job. “Seeing the changes they make to the homes they’ve bought and watching their visions come to life are amazing,” she said.

Christine will admit that real estate can also have its challenges — especially when other agents fail to communicate effectively. “I try to establish a rapport early in the process,” she said. “If I’m the buyer’s agent, I work to communicate clearly and consistently with the listing agent, hoping to set the tone for a positive transaction.”

Christine’s family and life experiences — particularly when she had to relocate multiple times for her husband’s career — have helped her relate deeply to clients navigating big

transitions. “Making multiple moves away from family has made me resilient and able to empathize with clients,” she shared. “I know how emotional these decisions can be.”

Christine and her husband, Keith, have been married for 30 years and were high school sweethearts. Together, they’ve raised two sons: Cameron, 26, who is married to his own high school sweetheart Alexis, and Christian, 22. “As a family, we enjoy boating and kayaking, and pretty much any event we’re all together,” Christine shared. “We have a home in Naples, Florida, and we love our time there at the beaches and restaurants.”

As for Christine, she enjoys kayaking, doing Pilates, and playing pickleball when she’s not working. “Honestly, I just really enjoy time with my family and friends,” she said.

When asked what she’d like to be remembered for, Christine responded with “my friendship,

compassion, and empathy.” “I hope I’ve shown my sons what it means to work hard and not be afraid to start something new,” she added.

For new agents, Christine reminds them to lead with their heart. “If you’re passionate about real estate and about helping people, this is an amazing career,” she explained. “It’s hard at times, but the outcomes are worth it.”

In a business that often focuses on numbers, Christine is a reminder that the best real estate professionals lead with humanity. As she continues to grow her business, Christine remains committed to walking clients through life’s biggest transitions with care and grace. 🏡



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JOSHUA
DILLON

AS THE OWNER AND BROKER OF J DILLON REALTY, JOSHUA DILLON HAS BUILT A REPUTATION THAT IS DEFINED BY HANDS-ON SERVICE. WITH MORE THAN A DECADE IN THE REAL ESTATE INDUSTRY, HE IS KNOWN FOR TAKING A HIGHLY PERSONAL APPROACH AND STAYING DEEPLY COMMITTED TO EACH CLIENT HE SERVES. HIS FOCUS ON INDIVIDUALIZED SERVICE CONTINUES TO SHAPE HOW HE RUNS HIS BUSINESS WHILE DEFINING THE EXPERIENCE CLIENTS CAN EXPECT.

Joshua's path to real estate began long before he earned his license. Growing up in Garden City and Plymouth/Canton, he started flipping homes and managing remodels as a teenager

alongside his family. Those early experiences with his parents' rental portfolio taught him the mechanics of property investment and the value of family-driven enterprise.

After years of helping manage transactions, Joshua recognized that obtaining his license would provide tighter control and better financial outcomes for the family business.



“

BE HONEST, HAVE INTEGRITY, AND
CONTINUE TO EXPAND YOUR
KNOWLEDGE AND INTELLIGENCE. THE
MOMENT YOU THINK YOU **KNOW**
IT ALL, YOU'RE DONE FOR.”

Joshua's foundation runs deeper than real estate: He comes from a family rooted in service and business — his grandfather served the community as a pastor, while his parents cultivated lasting relationships through their jewelry business. Those examples of faith, integrity, and connection shaped Joshua's values in both life and business today.

Now with 14 years in the real estate industry, Joshua has been recognized by Real Producers as a top 100 agent in Wayne County — all without the backing of a franchise or the support of a traditional team structure. Since launching in 2020, J Dillon Realty has closed nearly \$50 million in sales. As for Joshua, he closed approximately \$13 million in personal sales volume last year as an independent solo broker, driven largely by listings, repeat clients, and referrals.

Joshua approaches every listing like a business strategy rather than simply placing a home on the MLS. He believes that pricing analysis, negotiation planning, marketing, contract structuring, and client protection throughout the transaction are what separate exceptional representation from average representation.

Joshua has developed his business around being trustworthy and reliable. He has slowly begun bringing on a few agents out of necessity, but

his business model remains deeply personal. “When people call J Dillon Realty, they want Joshua Dillon,” he explained. “I've intentionally built a boutique brokerage where clients work directly with me from the first conversation through closing. People do not want to deal with assistants, transaction coordinators, etc. — they want a hands-on agent who is willing to be honest, personable, and consistent. No teams. No handoffs. Just direct, elite, broker-level service every time.”

Joshua's career aspirations center on maintaining a name synonymous with respect and honor while providing a wonderful life for his family in Ann Arbor. “The Dillon name has built a reputation in the local communities,” he said. “It has been built over time through hard work, strong relationships, and integrity. I work every day to live up to what it represents.”

“I'm not here to chase volume or build large teams: I'm here to deliver results, protect my clients, and build something that lasts,” Joshua added. “I take pride in being someone my clients can rely on.”

Family and faith forms the foundation of everything Joshua does, and he and his wife Jessica have three amazing children. “We enjoy spending as much time together as possible, being present in everyday life, and making the most of the time we have,” Joshua shared.

Outside of real estate, Joshua channels his creativity through music. A mixing engineer, multi-instrumentalist, and producer, he is the owner of The Pipeyard Studio, where he has worked on Billboard and iTunes chart-topping projects with artists across the country. “It's a creative outlet that balances the structure and intensity of real estate, and it's something I'm deeply passionate about,” he said.

For up-and-coming agents, Joshua challenges them to measure success not merely by sales volume but by client satisfaction and long-term reputation. “Be honest, have integrity, and continue to expand your knowledge and intelligence,” he said. “The moment you think you know it all, you're done for.” According to Joshua, true business success comes from being exceptional at what you do while treating people right.

For Joshua, real estate is ultimately about earning trust and upholding integrity. “Real estate is more than buying and selling homes — it's about timing, strategy, and understanding people,” he said. “People do not just need help buying homes: They need someone they trust to guide the decision behind it.” By setting a standard of professionalism, Joshua aims to inspire both clients and agents to embrace the same level of dedication in the industry. 🏡





2025

BY THE NUMBERS

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





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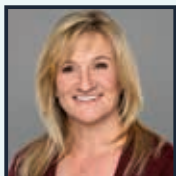
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Bob Manardo

Loan Officer
NMLS License 859751
bob.manardo@dfcufinancial.com
C: 248.842.0200



Michelle Schwartz

Loan Officer
NMLS License 476769
michelle.schwartz@dfcufinancial.com
C: 734.507.0916

