

OAKLAND COUNTY

DECEMBER 2024

REAL PRODUCERS[®]

Katie Nolff
Dudzinski

AGENT ON THE RISE



The **BROKERAGE**
REAL ESTATE ENTHUSIASTS[®]

Katie Nolff Dudzinski

FROM FILM SETS TO DREAM HOMES

agent spotlight

Photos by
Renae Frances Photography
Photos taken at Lombardo
Homes Model at Stillwater
Crossing in Macomb Township

With real estate licenses in both Michigan and Florida, Katie Nolff Dudzinski is a proud member of The Brokerage Real Estate Enthusiasts. Over her illustrious nine-year career, Katie has amassed a career volume of \$52.3 million, with an impressive \$12.6 million in 2023 alone. Her journey, marked by a love for helping clients achieve their dreams, is nothing short of inspirational.

From her early days working in costume design for film and TV to becoming one of the top agents in her company, Katie has been on a unique path. “My official position was called a ‘set costumer.’ This was the person who dressed the actors on set, kept continuity, and made sure the designer’s vision came to life,” she shared. Katie’s experience in New York City, where she lived from 2009 to 2015, provided her with a wealth of skills that she later translated into her real estate career.

Katie discovered her love for real estate while in southwest Florida. “I had the opportunity to learn from a lovely woman who had been practicing real estate in Naples for over 30 years,” Katie explained. “She took me under her wing, and I was hooked.” This newfound passion led Katie to earn her real estate license in October of 2015, and she never looked back.

Katie’s accomplishments in the industry speak volumes about her dedication and expertise. She has garnered numerous awards, including the Rookie of the Year, Capper, and Silver awards during her time with Keller Williams. At The Brokerage, she has consistently been the top agent every year since 2020 and was the second highest-grossing agent across four offices in 2023.

Despite Katie’s success in real estate, she will say that it’s all about the relationships she builds and the joy she brings to her clients. “Client relations are always the heart of my business. Truly caring about people and their goals — that is what sets a good agent apart from a great one, in my opinion,” Katie said. Her assistant, Kelly Corrente, plays a crucial role in keeping transactions organized, which allows Katie to focus on her clients.

In addition to her real estate sales, Katie is a savvy real estate investor. Between the years of 2018 to 2023, she amassed an impressive rental home portfolio of 15 homes/22 doors in Michigan with her previous business partner. She now personally owns five

homes/six doors in southeast Oakland County plus a condo on Bonita Beach in Florida, following the decision to dissolve the partnership. “100% ownership is much less work for more profit,” Katie explained. “I started out flipping homes thanks to my parents and brother, who took a chance on me. I completed three flips in 18 months from 2018 to 2019, grossing over \$100,000 in total capital gains.” Her investments have provided her with a stable income and have allowed her to continue growing her business even during challenging times.

Born in Ann Arbor, Katie spent her childhood doing lots of activities. “I fondly remember walking to school; riding bikes to Dairy Queen, the public pool, and neighborhood block parties; attending University of Michigan football games with my father; and having an overall quintessential 90s existence with my older brother Jonathan.” Her move back to Michigan nine years ago was driven by a desire to be closer to her family, especially her father, who was ill at the time. “I am forever thankful for the decision to move back home in 2015. I had two wonderful years with my dad before we lost him,” Katie said.

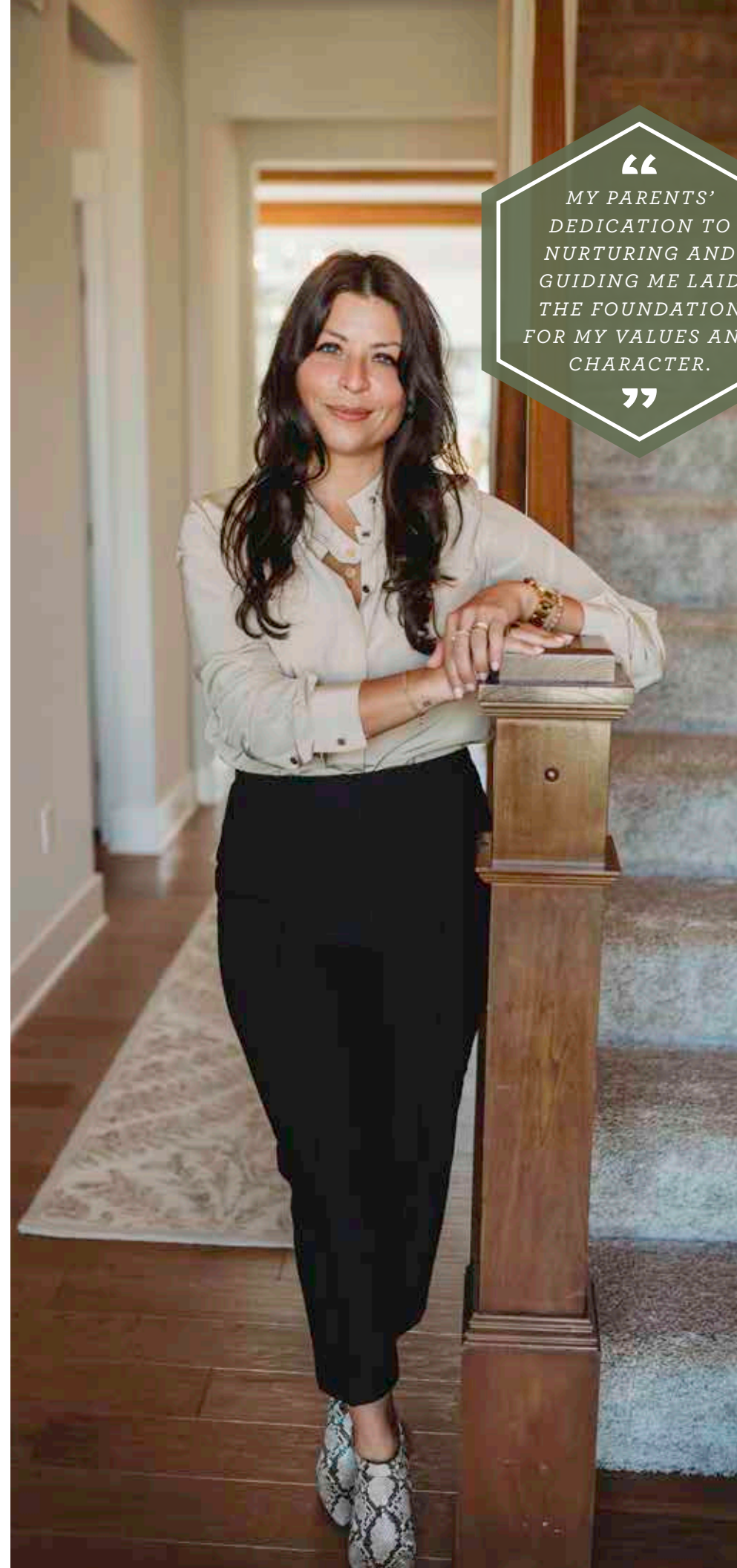
Katie is continually reminded of the profound influence her family has had on shaping the person who she is today. Her husband of three years, Jason, has been a steadfast partner, and she is deeply grateful for his unwavering support. However, her story would be incomplete without acknowledging the pivotal roles played by her mother, Diane, and her brother.

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“Growing up in a close-knit family of four in Ann Arbor, I was surrounded by love and encouragement,” Katie shared. “My parents’ dedication to nurturing and guiding me laid the foundation for my values and character. While my father played a significant role, it is essential to highlight the remarkable presence of my mother. As I often say, ‘Everyone should be so lucky as to have Diane for a mom.’ Her kindness, strength, and support have been a constant source of inspiration. Jonathan, my older brother, has also been a significant influence in my life. His wisdom and guidance have helped shape my perspective and decisions, always encouraging me to strive for my best. Our shared experiences growing up in Ann Arbor, a city that values community and compassion, instilled in me the importance of caring for others.”

Katie’s future in real estate looks bright, with plans to expand her presence in Florida. Her goal is to provide the same level of excellent customer service in Florida as she does in Michigan, helping clients find their dream retirement homes while maintaining strong professional relationships. “I am actively trying to get the word out to my fellow agents in Michigan that if they have a referral in Florida, send them my way!” she said.

When asked about her definition of success, Katie mentioned that it is “the perfect balance between financial comfort and free time to enjoy your life.” This philosophy drives her to continuously strive for excellence while maintaining a focus on what truly matters — family, clients and personal well-being.





About Real Producers

Get to know top producers. Every month we share in-depth stories about legendary local real estate agents, as well as agents on the rise.

And through our invite-only Real Producers events, we break down walls and build relationships between top industry agents and top industry vendors. Real Producers' social events bring titans of real estate together.



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