

OAKLAND COUNTY

DECEMBER 2024

# REAL PRODUCERS<sup>®</sup>



TOP PRODUCER

**Maria**  
**KOPICKI**

Photo by Jay Dunbar of  
Great Lakes Aerial Video Services



**COLDWELL BANKER** | PROFESSIONALS



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By Robbyn Moore  
Photos by Jay Dunbar of Great  
Lakes Aerial Video Services

## From Teaching Classrooms to Closing Deals: **It's All About the Love**

**M**aria Kopicki has centered her life on a singular theme — love. Before entering the real estate industry, she dedicated herself to education, embodying her classroom spirit with the mantra: #itsallaboutthelove. “Middle school can be a difficult passage in education, which motivated me to adopt this mantra years ago,” she shared.

After Maria retired from a successful 30-year career as a public school teacher, she still had the strong desire to serve, so she acquired her real estate license in 2019. The primary goal of obtaining her license was to use a portion of her commissions to support educational equity, initially considering it as a part-time pursuit or as a hobby. However, within a span of two years, she attained the distinction of the top agent in the state for buyer sales among a cohort of approximately 800 agents within Coldwell Banker Realty, demonstrating excellence across all other categories as well. Recently, Maria had the distinct honor of being named a RealTrends Verified

Agent. RealTrends analyzes agent performance data, spotlighting the top 1.5% of real estate pros nationally.

Maria’s personal journey, marked by challenges — particularly stemming from a childhood with many financial hardships — was tempered by the enduring affection of her mother, Frances Yatooma Moran, and a special aunt, Theresa Dabish Sitto. “Their steadfast support provided enriching opportunities that financial constraints might otherwise have been denied,” Maria said. “Their unwavering love inspired me to one day pay it forward.”

Maria always knew she wanted to be in a position where she could help others just as her family did for her. With a deep love for children, Maria was motivated to pursue her dreams and goals. Early in her teaching career, she encountered a significant challenge. She narrowly missed a math test and received discouraging advice from the Dean of Education, which left her devastated. “Despite

this setback, my passion for working with children remained unwavering,” Maria recalled. “I was encouraged by my aunt Theresa, a teacher herself, to persevere by submitting an appeal and ultimately gained admission into the education program.”

A decade later, Maria’s dedication and resilience were recognized when she was honored as WDIV/NEWSWEEK Teacher of the Year — a prestigious recognition among top educators in the state. “This accolade not only validated my efforts, but it also reinforced the principle that love and perseverance can overcome any obstacle,” she said.

Raised by a single mother on welfare, and the eldest of five Chaldean-descent children in America, Maria faced numerous challenges common in her culture, where women seldom pursued higher education or employment. “My mother’s arranged marriage ended in divorce, leaving us in financial hardship without child support,” Maria shared. “As a teenager, I had to sacrifice my senior year on the swim team to work and prevent our home from being lost to foreclosure. Later, as a married parent of four, my mother lived with us for nearly four years after losing her own home to foreclosure.”

Despite financial struggles, Maria’s mother insisted that Maria earn her college education and instilled in her the importance of self-reliance. “Her passing in October of 2020 came shortly after I was honored as Coldwell Banker’s Hero of the Year nationwide,” Maria shared. “This came as a result of my philanthropic efforts through EVOLVEK12+, which spells ‘love’ backward and invests in equity for kindergarten-12th grade and college. It is a nonprofit I founded to support education and keep the ‘all about the love’ mantra alive. My mother’s pride in my achievements continues to inspire and motivate me profoundly.”

Currently, Maria’s passion lies in providing assistance to individuals in need. “I am committed to facilitating home purchases with zero out-of-pocket expenses by sourcing grant opportunities and skillfully negotiating closing costs,” Maria said. “Facilitating the realization of homeownership dreams for individuals who once deemed it unattainable brings me immense satisfaction.”

As a solo agent for Coldwell Banker Realty, Maria is extremely active on social media, with all of her business generated from people seeing her social



Photo by Jason Parent



media activity. She said that she is fortunate to have the support of an exceptional transaction coordinator who has been a game-changer for her business. “While I mentor a couple of agents, I do not take any part of their commission,” she explained. “This stems from my background as an educator, always driven to educate and support others.”

Initially, Maria focused on floor calls and rentals to build her business. She converted rentals into buyers and handled smaller transactions that gradually contributed to her achievement of becoming the top salesperson statewide in Michigan for Coldwell Banker Realty. “While achieving my success, I remained committed to assisting individuals like myself who need support in real estate,” she shared. “This commitment led me to aid single mothers who were purchasing their first home, reinforcing my belief in karma. Real estate is more than a job for me: It’s an opportunity to help others without financial means, allowing me to prioritize

honesty, hard work, and genuine compassion in all dealings.”

During the summer, Maria devotes her free time to enjoying her pool, which she considers her sanctuary. She frequently handles calls while swimming, a perk to having a flexible schedule. Maria and her husband, Steve, recently celebrated their thirty-fifth wedding anniversary. They are proud parents to four accomplished daughters: Kristin, 32, co-owner of a thriving dog-friendly bar in Chicago; Kelsie, 30, manager of a marketing company in West Palm Beach and owner of a social media marketing company; Kayla, 28, a model and real estate agent who specializes in multimillion-dollar homes with Compass in West Palm Beach; and Alexis, 23, a sales associate at Sonoco, a fortune 500 packaging company, and a volleyball coach. Maria and Steve are also blessed to be grandparents to Graham, 1, and Cameron, six months.

Maria defines success as the attainment of desired outcomes and the realization of meaningful goals. She believes that success is deeply personal, influenced by individual goals, aspirations and values that encompasses feelings of fulfillment, happiness and achievement. For her,

success is multifaceted and encompasses financial prosperity, career advancement, personal development, positive relationships and overall well-being. “I believe that while I have reached numerous goals and outlined my aspirations, learning is a continuous journey,” Maria said. “As a former educator and a lifelong learner — particularly in the real estate field — I am confident that the best is still ahead of me in every aspect of my life.”



## 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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