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MARVEN

# NAFSU



Photo by **Melissa Douglas Co.**

Photo taken at **Oakland Hunt Model** in **Oakland Township**



▶▶ top producer

By Robbyn Moore  
Photos by Melissa Douglas Co.  
Photos taken at Oakland Hunt  
Model in Oakland Township

# MARVEN NAFSU



## A NARRATOR IN REAL ESTATE STORYTELLING

**BY THE AGE OF 10, MARVEN NAFSU HAD ALREADY MASTERED THE ART OF LISTENING TO THE WISHES OF OTHERS AND CATERING TO THEIR NEEDS — A CHARACTER TRAIT THAT WOULD PROVE TO SERVE HIM WELL IN EVERY ASPECT OF HIS LIFE. AS AN IMMIGRANT FROM IRAQ, MARVEN PAIRED HIS RESPECT FOR HELPING HIS COMMUNITY WITH AN OPEN MIND WITH AN UNBELIEVABLE DRIVE TO WORK HARD.**

In 2020, Marven launched his real estate career and aligned himself with Showtime Realty. In just three short years, he has been awarded 2020 Rookie of Year, 2020-2022 Top 5% REALTOR®, Top Producer for 2021 and 2022, Top Agent, and Most Closings in a Single Month. He has an impressive career volume of \$70 million — \$28 million of which he did last year.

“I am very motivated by a challenge,” Marven said. “I surpassed last year’s goal by \$8 million because I stayed true to my values and focused on the families that I was serving. My passion is in coaching buyers and sellers throughout the real estate transaction by providing knowledge in every situation, detail by detail.”

As a result of Marven's commitment to his clients and his work, his business has flourished with referrals and lifelong relationships. "Almost 98% of my clients become my friends where we actually hang out with each other," he shared. "I'm a strong believer that if you treat people right, you will always get more in return."

Real estate agrees with Marven because he is authentic and grounded in his beliefs. "People always ask me what I enjoy most about real estate, and the answer has always been the same: helping families find their dream home," he said. "Every property has a story, and as an agent, I am the narrator. My job is to guide my clients through the homebuying process by listening to their needs and by educating them on how to reach their goals. It's a consistent process that brings me so much joy."

As the sole operator on his team of one, two key factors to Marven's success are that he recognizes his worth and knows how to maximize his strengths. "Nobody should ever undercut themselves," he said. "I am especially good at negotiating, and I am never afraid to say 'no' for the right reasons."

When he is not working, Marven spends time with his four kids — Marciano, Cristiano, Emiliano and Annabella. As a family, they like to go to the movies, play sports and attend local events. Marven also gives back to his community through his support for St. Jude Children's Research Hospital.

"Satisfying the customer isn't an easy thing to do," Marven stated. "During a transaction, homebuyers and sellers often shift their mindsets. Therefore, be ready for what's coming your way, stand strong and handle the situation. At the end of the day, some things are not in your control; however, what is in your control is the ability to go the extra mile to try to make things happen and get the job done, and hopefully, that will earn you more going into the future."



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**SHOWTIME**  
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Buy. Sell. Rent.

**MARVIN NAFSU**

586 565 2255

TOPSTARREALTOR@GMAIL.COM