

MACOMB COUNTY

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**JEFF  
PAPSDORF**

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# JEFF PAPSDORF

## NAVIGATING SUCCESS WITH A COMMITMENT TO HARD WORK & INTEGRITY

Jeff Papsdorf, broker and owner of Michigan Homes Group, Inc., has an inspiring story of resilience, adaptability and unwavering dedication. With over 28 years in the real estate industry, Jeff has crafted a successful career from humble beginnings, establishing his own brokerage from the ground up.

Prior to his real estate career, Jeff was an electrician with Industrial Electric, a union electrical company in Local 58 in Detroit. His initial entrance into real estate came through his cousin's company, Sell-N-Save Realty. However, Jeff's diverse interests in engineering, law and psychology — combined with his experience working in different trades — eventually led him to discover his passion for real estate.

"I left my job, sold my SUV, purchased a modest vehicle, and commuted to Southfield to study for the broker's exam," Jeff recalled. "My determination paid off when I founded the Michigan Homes Group in 2002, marking the start of my entrepreneurial journey."

Over the years, Jeff has witnessed significant economic shifts, including the 2008 housing crash, which left him with several properties initially intended for flipping that turned into rentals. "Through grit and hard work, I navigated through these challenges, transforming them into opportunities for growth and learning," Jeff said. "I became an agent because I found out that people really needed good, honest help — this was my opportunity."

Jeff is driven to help others. His commitment to providing honest and reliable assistance to his clients stems from his belief in the power of relationships. He attributes his success to his constant drive for personal and professional improvement and the resilience to overcome failures.

Recently, Jeff began a relationship with a company that provides him with pre-approved military veterans. "It has been quite an honor to be able to give back to the men and women who have served our country," he shared. "Assisting military veterans in their home purchases has allowed me to interact with individuals from all walks of life that otherwise I would not have met."

Jeff takes great pride in having a small, efficient team, which includes salespeople with diverse backgrounds and skill sets. "Together, we have achieved a career volume exceeding \$100 million in sales," he said. "A friend once advised me to help as many people as I could while expecting nothing in return. That has stuck with me, and I have tried to live by those words. With that mindset, I feel I have been repaid 10-fold."

Despite his professional accomplishments, Jeff's greatest personal achievement has been single-handedly raising his 15-year-old daughter, Ella. He appreciates the flexibility his career provides, allowing him to balance his work commitments with his role as a father. "I cherish my freedom to have breakfast with my daughter every morning, to be home when she gets off the bus, and to take her to tennis and music lessons while earning a living helping people all over the state," he said.

Jeff's personal life is just as vibrant as his professional one. He is in a fulfilling relationship with his girlfriend, Amy, who inspires and motivates him daily. Both fitness enthusiasts, they kick-start their days at 3:30 a.m. with a diverse range of physical activities. In their leisure time, they enjoy boating and participating in various sports activities with their families.

Jeff's advice to budding real estate professionals is to be patient, kind, honest, and informative, and to use social media to increase visibility. "I believe in building long-term relationships with clients based on honesty and integrity," he said.









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As a lifelong resident of Harrison Twp., Jeff has a special affinity for waterfront properties around Lake St. Clair. “I’m an avid boater myself, and I love sharing my unique knowledge of the canal depths, bridge restrictions, water

quality and navigation,” he said. “It’s such a pleasure to be able to assist clients with valuable information or find that perfect home with the best sunrise or sunset.”

Jeff’s legacy lies in the countless clients he has assisted over the years. His in-depth industry knowledge and commitment to providing reliable and personal assistance have made him a respected figure in the real estate industry.

