



# DANNY KOLP

## BIG DREAMS, BOLD MOVES

PHOTOS BY JACOB HARR WITH HARR CREATIVE LLC

**A**lthough Danny Kolp has only been

estate agent for two years, he has already carved out a significant niche for himself at MOXIE Real Estate + Development. Last year, he impressively closed over \$10 million in sales, contributing to his career sales volume of more than \$19 million. While his numbers are impressive, Danny's dedication and

forward-thinking mindset are what truly set him apart.

Originally from Petoskey, Michigan, Danny began his real estate journey during his college years. While he played Division I basketball at Western Michigan University, he discovered his passion for the art of the deal through wholesaling real estate. His aunt, Natalie

Reed, a broker on the east side of the state, was instrumental in guiding him toward Grand Rapids, where Danny now thrives and continues to build his career.

Despite his relatively short time in the industry, Danny has earned a reputation for his ability to uncover off-market deals — an uncommon skill that

has helped him and his clients build value without relying on the MLS. Danny recognized the demand for these hidden opportunities, so he launched DAK Acquisitions LLC, a company dedicated to sourcing exclusive properties for investors looking to stay ahead of the market.

When it comes to his business approach, Danny is passionate about helping others and building long-term relationships. "That's the best part of the business — the people," he said. His people-centric philosophy extends to his team, which is crucial to his success. Dana Gould handles client relations and transaction coordination, while Carol, an admin assistant from the Philippines, manages CRM and contract work. Together, they form a powerhouse team dedicated to providing exceptional service and ensuring client satisfaction.

In his early days as an agent, Danny faced the daunting task of building a business from scratch in a new market where he knew no one. "In order to be successful in this business, you need leads and opportunities, and you have to be resourceful in finding ways to earn people's business," he shared.

Beyond real estate, Danny enjoys traveling, boating, golfing, and spending time with his fiancée, Sarah. He's also an avid reader of business books, particularly those focusing on mindset and intentionality.

As he looks to the future, Danny has set his sights on expanding his real estate holdings. "I have always



wanted to own lots of real estate," he said. "It is a proven method to build long-term wealth and put yourself in a position for financial freedom." He's particularly excited about growing the commercial multifamily division at MOXIE Real Estate + Development, where he recently moved to work alongside Shawn Jacobs.

When asked about his definition of success, Danny didn't consider financial metrics. "Success to me is having fulfillment with my life," he explained. "Having a relationship with God, having a purpose, and understanding that we can't take anything we have here on earth with us." That outlook was deeply influenced by personal loss — Danny's mother passed away from ALS while he was in high school — which was a formative experience that instilled in him both resilience and a drive to live with intention.

For up-and-coming agents, Danny advised that they put themselves in a position to find opportunity. "Focus 90% of your time on your job and the other 10% on your career," he said. Danny also emphasized consistency and the ability to think outside the box. "The person who wins is the one who never gives up," he added.

As Danny continues to make his mark in West Michigan real estate, he has built a foundation that is built on resilience and a people-first mindset. Whether he's guiding investors toward off-market opportunities or growing his presence in the commercial multifamily space, there's no doubt that Danny is just getting started.

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