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# PUBLISHER'S NOTE

The market is red hot and recently listed as the number one market in the U.S. We held our first event in June and you can read all about it in the next issue. The events are free to all the top 500 agents and I encourage you to join us in the future, especially if you missed this last one. It's a great time to make new connections and see old colleagues and friends over a free meal and drinks. We are putting the finishing touches on the next event this fall, so look for the details soon.



Some of you may be wondering why we did not print the top 100 agents in the July issue? In short, they are back in, but now slightly different. I had several agents reach out to explain that their numbers were off for a variety of reasons. New builds, other agents not reporting their side of the transaction and sales in Denver, to name a few.

We have transitioned to "self-reporting". We ask each of you to send in your "accurate" numbers you wish to have considered for the top agent standing in the magazine. I realize some agents will send these in every month, some will not. However, in the end, we want what's best for all of you. I sent an email to the top 500 agents on June 23rd explaining the process and a link to fill out your eight fields so we can stack rank those individuals and teams who wish to participate. I encourage you to take a couple minutes and send these in each month. Most of you are competitive and like to see how you rank amongst your peers, not to mention being able to share with prospective clients how well you are doing!

As always, I would like to meet you and currently have met with, and know many of you, both personally and professionally. If you would like to be considered for an article, discuss the magazine or meet for coffee, I am available. Feel free to reach out to me at [mark.vanduren@n2publishing.com](mailto:mark.vanduren@n2publishing.com).

I appreciate all the positive feedback I have received since we first launched the magazine and know it's just the beginning. Thanks again for all your support!

**Mark Van Duren**  
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# HERMES TEAM



*I totally believe that we should have fantasy real estate. I mean think about it; you would have a draft at the beginning of the year and have all the stats on individuals from the past years available. You would be able to draft a certain amount of teams, individuals, commercial agents and lenders ... who knows maybe even a title company! I also think they should have some type of combine for agents to compete in various events. Such as who can open up a lock box the fastest, who can write the fastest contract, or who can pound in a sign the fastest.*

These are the conversations my dad and I have! I absolutely love my dad because he always has fun and real estate is never number one. I mean the guy is in his early 70s and still has an amazing fro! I'm strongly considering getting a perm just to build the team brand! My dad is all about family and spending quality time together! Being new to the business he never told me I had to do things a certain way and would only interject when I asked for advice. He has given me the freedom to create my business the way I want it. The best memories I have with my dad are on the baseball field. He played both collegiate basketball and baseball and continued to coach out of college. I also played collegiate tennis in Michigan and coached for the World Bank out of college until I joined my dad in real estate. I loved coaching tennis and living in DC but I had too many injuries to continue teaching. I never once thought I would do real estate with my dad. Some agents aspire for their kids to work with them. My Dad just cared about making sure I was doing something that I truly enjoyed! I mean I'm a big city guy and I never thought I would return to Colorado Springs.

The thing that brought me back was the focus of spending time with family as I have older parents. Life is so short and family is

everything to me! My sister is a director of innovation for United Airlines in Chicago. When we go to Cubs games I buy her beers in exchange for real estate advice... it's the best money I ever spend ... and you know the price of beer at an MLB game! The great thing about my sister working for United is I can fly free anywhere in the world, well at least until she gets hitched ... then I lose my flight privileges. My mom was the director of Army community services at Fort Carson for over 20 years. My mom is one of the most caring and compassionate people I know. She is constantly volunteering with the elderly and giving to others. I feel truly blessed to have such a great family! We also have two great assistants Christy and Stephanie who support us day in and day out. Stephanie has been working for my dad for 17 years now and has been such a huge component of our business. I feel so happy for my dad that he is starting to retire! He has given me so much in life and has been such a great example for me. My dad is an old school agent... I mean he is old and is an agent so it makes sense. My dad always

communicates via phone, we hammer in our own signs, we don't pay for any online leads and we don't believe in the big team concept.

Sometimes I wish I worked back in the '90s when things were more personable and agents would hand write their contracts and present them in person. Another huge reason for our success is working with Jay Garvens of Churchill Mortgage! It's great getting to do the radio with him and his staff is amazing. This business is all about having great people surrounding you. Brian Cooper with Unified has been a good friend of my dad and I for a long time and we love working with his company! Our closer Kellie and Brenda who works our short sales are simply fantastic. Last but

not least the staff at Re/Max is amazing! Notably is Stephanie Leak who has been with the company for over 25 years and is such a wonderful person!

I feel so fortunate to have been able to walk into a situation where the support staff is already in place. It is such a pleasure getting to work with all the agents in this industry. Everyone is so kind and professional! Also, I really do enjoy all the events with free food and drinks! On a serious note, I do believe we are so blessed to live in this great country and especially in Colorado Springs to be surrounded by the brave men and women who fight for our freedom. Every day I thank God for my family, my health, the gifts and the privilege of living in such a wonderful country.

# Up and Coming Real Estate Agent

## Featuring: The Sanders Team



Despite being in real estate for only a short period of time Dave Sanders hit the ground running and was humbled with his selection to the Peak Producers (Top 10% of agents in Colorado Springs) in his second year of real estate. He attributes this success to being extremely driven while also being a people person and believes that while real estate purchases and sales are some of the biggest transactions people will ever participate in that doesn't mean it can't be fun at the same time. He believes that communication, communication, and communication are the keys to life and very much a key component of real estate transactions. Dave is lucky enough to lead a great team of three other agents who are all real go-getters and who believe in putting the client first. The Sanders Team lives their slogan "Realize Your Dream" every day when dealing with current, future, and past clients.



He enjoys the interaction with people and can attribute his decision to becoming a realtor to the many trips he and Aileen would take where they always found themselves spending at least a few hours each trip looking at new homes. In his downtime, he still plays softball, reads and loves to travel. At last count, he and Aileen had visited 45+ countries on their travels, many due to his military experiences. He is a personality test junkie, his philosophy of "work hard, play hard" matches up with the many personality tests he has taken. He is accomplishment driven, honest, structured, consistent, accountable and humorous while also doing things right the first time, loyal, organized, tenacious and has great problem-solving skills.

Dave grew up in Northern Minnesota where he learned to ice skate at the age of three. Dave could be found playing baseball or hockey year-round until he graduated from high school. The highlight of his youth sports career was leading his team to second place in the Minnesota State High School Baseball Tournament as a senior.

At 18, Dave began his military career and didn't realize how that one decision would impact his adult life and what a great decision it would turn out to be. He started his career just two and a half hours from home at Grand Forks Air Force Base, North Dakota as a security specialist guarding nuclear weapons. That first assignment led to 12 other assignments in his 26-year Air Force career. Dave went from North Dakota to Korea to Southern California where he met his wife Aileen, got married, and changed career fields from Security Forces to Paralegal.

His first assignment after changing jobs took him to the Central Coast of California, then Japan followed by Norway before he was accepted into a one-year Air Force Reserve Officer Training Corps program. Once he finished his degree in legal studies and management he was commissioned a second lieutenant and sent back to California for training. After successfully completing training he was sent to Wyoming where he spent four years in charge of 50 intercontinental ballistic missiles (ICBMs) and he and Aileen welcomed their son Zachary. In 2007, he relocated to Colorado Springs and was awarded a Masters Degree in Emergency & Disaster Management in 2009. He has spent the past 10 years (with a one year Germany assignment mixed in.) Dave's last assignment was Peterson Air Force Base. He ended his military service in order to embark upon his second career in real estate and is loving every moment of his new adventure.

Autumn Nichols is the true definition of energy, hard work, and creativity in every detail of your real estate transaction. She worked as a Dental Assistant for 16 years before pursuing her passion for real estate. In her short time as a realtor, she has built a successful career within the Colorado Springs area. She's lived in Colorado for over 20 years and got her start in real estate as an investor before making the leap to getting licensed and sharing her passion for real estate with her clients. She works closely with custom homebuilders and loves helping clients during the design process. Autumn has worked primarily in the residential market and loves representing sellers, buyers, and investors.

Autumn is a true family person with a devotion to God, her husband and their five children. She is the daughter of a retired service member and the wife of an Air Force member which offers her a unique skillset here in Colorado Springs with its

five military bases. When she is not serving her clients' needs, she can be found alongside her husband cheering on their five kids during their many endeavors. During the summers she likes to spend time outside hiking or working around her house. It's not uncommon during the summer to find her walking the streets of Manitou, hiking up one of the many trails Colorado offers or enjoying an evening out downtown with her husband. During the winter she loves spending time around the fire or will find serenity in baking cookies.

Autumn has had the opportunity so far to be trained and mentored by some of the best in the business. She uses this experience to address details before they become a problem. Autumn works directly with each part of the transaction team from the first phone call all the way to the closing of the house. Many words can capture who Autumn is as a realtor and person but none better than love, commitment, passion, and fun.

Theresa grew up in the Midwest, the second youngest of five children. With both parents working full-time, she learned at an early age what hard work, dedication, and exceptional work ethic were. Military service is a way of life in her family. Her grandfather and father, both served time in the Navy, one brother served as a Scout Sniper in the Marine Corps. Theresa continued the family's military service by joining the Marine Corps after graduating from high school.

Theresa served five years of active duty as an Intelligence Specialist. She left the Marine Corps after becoming a mother and was out of the work force for a few years. Theresa found her next niche in the mortgage industry where she worked her way up to a team leader position. In 2016, she made a leap into real estate industry and began working at RE/MAX Real Estate Group. Theresa's greatest strengths are her ethics and character. She truly wants the best experience for her clients, and feedback from those clients shows she's hitting the mark every time.

Meet Darren Williams, he was born and raised in Bremerton Washington and relocated to Colorado Springs in 2007. He joined the United States Air Force at the age of 18. He was consistently involved in youth sports, with a specific emphasis on wres-



ting and football. Other free time was spent hunting, fishing and hiking.

Darren quickly understood the stress that comes with moving as he set out on his military career. "In the Air Force, I moved a total of eight times, from the U.S. to England, Australia and back with a few in between". His final assignments included several at Schriever and Peterson Air Force Bases. As a seasoned and successful Airman, he is attuned to the needs of the people he leads. "People are my passion, I'm an extroverted person myself and gain energy through interaction with clients, coworkers, friends and family".

Late in 2016, Darren received his real estate license. Following a 24-year Air Force career, he hit the ground running. "The transition brought with it a steep learning curve, I was very good at taking care of people in my

previous career and was determined to provide the same level of service moving forward." He found an experienced mentor and his clients have been elated with his dedication to their financial security and overall focus on their goals.

The military has instilled in him a strong sense of moral and ethical values, coupled with a detail-oriented approach. He's incorporated this into his business and dealings with clients. "My primary interest is always doing the right thing right, the first time". As a detail oriented person, he has developed processes and models to maximize outcomes for his clients.

He believes that it's incredibly important to set expectations and prepare clients for the journey that they are about to embark upon. Communication and consistency are key components to realizing a successful sale or purchase. "It takes a lot of people working together to complete a real estate transaction. People are diverse and every person has a different perspective. Couple this with competing objectives and you can easily see why most agents don't make it through their first year. As we all say, buying a home is likely to be the largest purchase

most people make in a lifetime. It's stressful, challenging and strenuous and I want to be a part of it!"

Administrative Assistant Silva DeHaven is a Colorado Native and mother of two grown boys. She was born and raised in Pueblo, Colorado. In 1990, she moved to Seattle, Washington, got married in 1991, and gave birth to her first child, Devin, in 1992. In 1995, her family moved back to Pueblo after realizing how much they missed the Rocky Mountain lifestyle. In 1998, Silva had her second child Tyler. Her family moved to Colorado Springs in 2002 when Silva started working for RE/MAX. She has remained in the real estate community in a variety of positions since that time. Silva loves assisting this up-and-coming team of fantastic agents and looks forward to continuing to assist them in their ascent to being one of the top teams in Colorado Springs!

▶▶ Featuring Peregrine



# KNOW YOUR Communities



by Debbie Reardon

*The Peregrine Community was first developed in 1988 when the Sisters of St Francis at Mount St Francis sold a large portion of their land to developers. This was the beginning of a beautiful neighborhood to be enjoyed by families for years to come. The development has grown to 1100 homes and is one of the most desirable communities in Colorado Springs. Peregrine is located at the foothills of Blodgett Peak in the Northwest Area of Colorado Springs at the end of Woodmen Road, bordering the Air Force Academy. The scenic surroundings of the neighborhood have attracted homeowners for several decades and will continue to be a huge draw to the community. The rolling hills and beautiful homes welcome you and the views of the Hoodoo formations, mountains and city are outstanding. Appropriately named after a power falcon, Peregrine is a true wildlife preserve and the beautiful mule deer are constantly present and are endearing to all of the residents and newcomers who drive through the development.*

At the center of the community is Award Winning School District 20 Woodmen Roberts Elementary School, a true hub, as well as several neighborhood parks, tennis courts and a sport court. Students who reside in Peregrine also attend Eagleview Middle School in Rockrimmon and Air Academy High School, located on the grounds of the Air Force Academy. Busing is available

from the neighborhood to both schools and all of the campuses offer outstanding curriculums and extensive extracurricular activities for all of the students. The neighborhood also boasts access to the Woodmen Trailhead for hiking up Blodgett Peak.

There are many different subareas of the development to include patios home communities to such as the Villages at Peregrine, La Bellezza, The Sanctuary and Alpine Glen, as well as single family homes with prices for all proper-

“ Having sold homes in all areas of Colorado Springs over the years, I can honestly say that Peregrine has one of the strongest bonds as a community that I have ever witnessed. ”

ties in 2017 ranging from the low \$400,000's into the \$800,000's. It is common for Peregrine residents to trade up and/or down to different subareas within the development as their lifestyle needs change. One of the most accommodating features of the development is that there are homes for all phases of life encompassing properties perfect for young families, and those for singles and empty nesters. I, myself, have had the privilege of living in this wonderful community for the past 26 years and I am now in my third home here, each one a perfect fit for different phases of my life.

Another outstanding feature of the development is the true community feel. It would be challenging to drive through the area without seeing many of the residents out walking, jogging, bike riding, or just enjoying the outdoors and beautiful scenery. The *Peregrine Life Magazine*, a monthly publication now in its eighth year of publication, keeps the

residents bonded by hosting many neighborhood events to include an Annual Easter Egg Hunt, Resident Dinners, Concerts in the Park in the summer months, Restaurant Tastings, a Thanksgiving Turkey Trot with all proceeds donated to Care & Share, and so much more. Also -- many of the individual streets in Peregrine hold monthly get-togethers for the neighbors including soup

nights at each other's homes and block parties in the summer months. The Peregrine Homeowner's Association does a great job of bonding the community together and many of the residents are involved in keeping the community safe such as volunteer Block Captains on each street who attend bi-monthly meetings and work diligently to keep all of the residents informed regarding neighborhood happenings. The community also employs a security service that circles the neighborhood routinely to ensure safety for the residents. The presence of St Francis of Assisi Parish in the center of the development has been a stronghold in the neighborhood since the beginning and many community events are held on the Church's scenic campus.

Having sold homes in all areas of Colorado Springs over the years, I can honestly say that Peregrine has one of the strongest bonds as a community that I have ever witnessed. There is a true sense of friendship, caring, communication and community between the residents which makes it a great place to live as a newcomer to the area, as my family and I were in 1990 when we relocated from the East Coast. I can't imagine having moved to a better place, and it still continues to be that way today. I am proud to call Peregrine home and greatly appreciate the opportunity to continue to serve this beautiful community.



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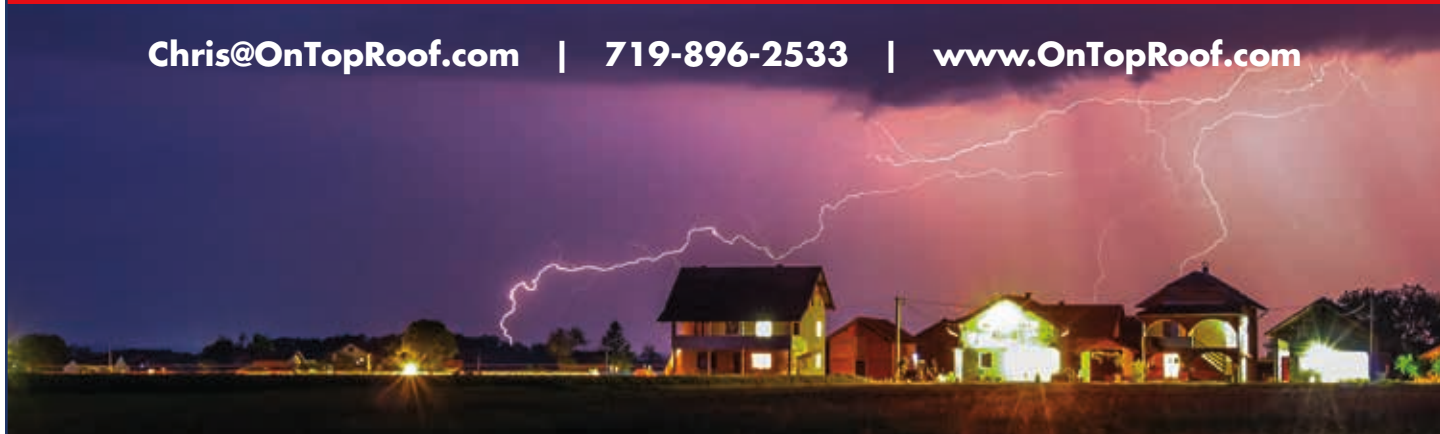
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# From Colorado Crossing TO VICTORY RIDGE



...A 10-YEAR ODYSSEY OF HEARTBREAK AND HOPE



By Bob O'Brien Real Producers Business Reporter

**When someone from “the Springs” hears the name “Colorado Crossing,” most, especially those who live and work in northeast Colorado Springs, will most likely picture empty, hulking concrete building-skeletons adorning the area of Interquest and Voyager Parkways. Ugly. Depressing. Grave-stones in a memorial to the disastrous “Great Recession” of 2008.**

The story of the development is familiar to many: The original plan for Colorado Crossing came from Springs real estate developer Jannie Richardson in 2007; it was ambitious as a city-within-a-city - 1.6 million square feet of stores, restaurants, offices, 1,600 residences, a 14-screen movie theater complex and a water park. Work started and then stopped in 2008 as the economy went into a tailspin. Richardson’s company went bankrupt in 2010, leaving roughly \$30 million in debt to the dozens of contractors who had worked on the project. The work that was completed still stands, empty and forlorn,

Creditors took over the project in 2014 after four years of court battles, seeking a buyer for the abandoned development.

Fast-forward to February of 2017 and the “big reveal” when Denver-based Westside Investment Partners, who had agreed to buy the 153-acre prop-

erty in October 2016 for \$22.1 million, announced their multi-faceted plan to pick up the pieces of the Colorado Crossing project, including a new name, “Victory Ridge.” Westside Investment Partners planned to complete all of the construction that had begun nearly ten years earlier, which includes a four-story, 110,000-square-foot office building, two, two-story, 20,000-square-foot office and retail buildings, a theater complex and a parking garage.



Otis Moore III

Otis Moore III, a Principle with Westside Investment Partners, is clearly excited about this metamorphosis project. “Overall, there is going to be 1.6 million square feet of stores, restaurants and offices. We are currently under construction to complete the 1,100-space parking garage so it is ready for the opening of the new 15-screen ICON Theaters complex in September” Otis commented. The developer said that they

currently have four leases signed with national restaurant chains to be a part of 2 10,000 sq. ft. retail buildings which will be under construction in September. Westside wants to also bring in local and regional offerings both in restaurants and other types of retail. “We want this to be a unique experience for visitors,” said Moore.

The ICON Cinemas theater chain, the new owners of what was always to be a movie theater complex, have actually moved to Colorado Springs to oversee construction of their newest development. Stetson Snell, a partner in the cinema chain, says that there will be 15 “screens,” each with power-operated reclining seats, a “3-D” sound system, digital laser projection, 100% reserved seating, and “family friendly” pricing on popcorn and drinks (including unlimited refills for both regardless of size). The theater complex will also serve beer and wine. One auditorium will feature one of the newest elements of the movie theater experience, vibrating seats to coincide with the action on the screen, referred to in the industry as “4D,” taking the viewing experience to a “fourth dimension”



(hint: the effect is created using subwoofers). Fourteen screens will open in September and a 15th, which begins construction in September, will feature a 100-foot screen, the largest in the State, and should open in February of 2018. “We want to be Colorado Springs’ favorite new theater,” added Snell.

Snell believes that with the projected growth of the northeast corridor of the Springs, there is plenty of business for ICON Cinemas and the other two movie theater complexes currently in operation in that area.

Westside is also under contract with a regional home builder to construct a 16-acre multi-family housing development.

Another exciting aspect of Victory Ridge is the Larry Ochs Sports Complex which is scheduled to begin construction in fall of 2018, according to Moore. In a land swap with Colorado Springs, the Sports Center is to be located on the southeast corner of the current Colorado Crossing property, southeast of the intersection of Voyager Parkway and Interquest Parkway. This project, in conceptual development since 2014 under the auspices of the non-profit Scott Hall Field of Dreams Foundation, will consist of two quads of baseball diamonds, for a total of eight

fields, as well as four full-sized sports fields that could be used for football, soccer and lacrosse. Also included in the planning is a 50,000-square-foot, multiple-use indoor sports facility. It is believed from research on other similar projects in other areas of the US that Larry Ochs Sports Complex will draw interest and tournaments both regionally and nationally. More land can be purchased for future expansion of the Complex.

Keeping with the “sports” theme and to serve the family-friendly environment of northeast corridor of the City, which now includes the new 50,000-square-foot Great Wolf Lodge water park (a water park was part of the original Colorado Crossroads plan), Victory Ridge has contracted with a national company to operate a 30,000 sq. ft. indoor trampoline facility.

Moore commented that he and his partners want to make Victory Ridge a destination where anyone can visit, live and/or work and enjoy a mix of entertainment, retail, offices and residences. He believes Victory Ridge will be a regional draw and is well-poised to serve the needs of this rapidly-growing area of Colorado Springs.

What’s the “local take” on the project from the real estate community?



AnnaMarie Mudd

Long-time Sellstate Alliance Realty agent and Realtor teacher/trainer AnnaMarie Mudd is looking forward to a development that includes more housing for the “housing-starved” Colorado Springs area and believes that people will respond well to a “mixed use” concept. She also feels that for the “younger generation,” there is a need for more of an urban-living environment with residences, restaurants and retail within easy walking distances, a niche which Victory Ridge might begin to fill.



Matt Pickett

Colorado Springs Realtor and builder Matt Pickett of Skyline Properties is also excited about the “mixed use concept” to be employed by Victory Ridge. “As far as I know there has never been a mixed-use project of this size tried in the Springs. I feel this is what the area needs and that it will be very successful.”



Debbie Reardon

The Platinum Group’s Debbie Reardon commented: “I am excited both personally and professionally for this new entertainment hub. The much-needed sports complex will give our youth a wonderful place to play baseball and for the entire community to enjoy sports for generations to come...the housing development with its urban feel is something that will be very attractive to buyers at all phases of life presenting a lifestyle that has become very desirable both locally and nationally.”

With the local, State and national economy seemingly steadily moving along a growth curve (although too slow for some), there doesn’t seem to be much danger of Victory Ridge going the way of Colorado Crossing. There is an optimistic implication in the name the new developers have chosen ... the first word of which is “Victory.” Many contractors, creditors, residents, sports fans, movie fans, etc. are certainly cheering the rebirth and ultimate fulfillment of this economic phoenix rising from the ashes.

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Please contact me or the publication for questions, comments and future story ideas.



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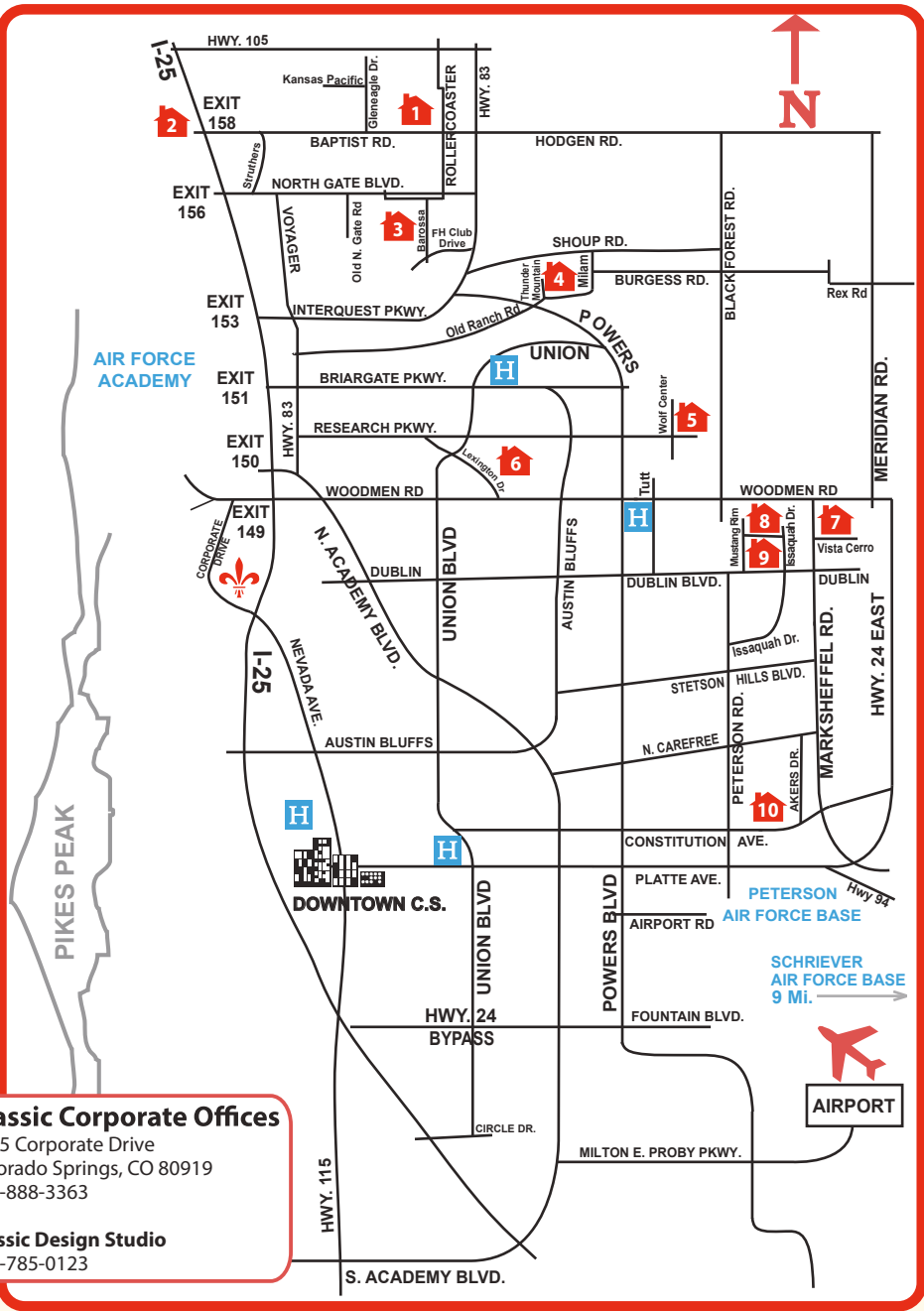
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# The 15 *Hottest Housing Markets* In The U.S.

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## Some Like It **HOT**



By: Bill McAfee, President – Empire Title of Colorado Springs, LLC

*Some Like It Hot* was the title of a movie made in 1959. Marilyn Monroe, Tony Curtis and Jack Lemmon were the lead actors. The sultry Marilyn heated up the big screen while Tony and Jack added some slapstick humor of their own. Our real estate market is like that movie. It is very attractive if you are a seller under \$400,000, and it plays very hard to get if you are a buyer in this price range. Sellers, Buyers and Real Estate Agents are laughing, crying and enjoying the Front Range version of *Some Like It Hot*.

Scene One begins with homes under \$400,000 being so attractive that buyers are standing in line to get a place to live. Buyers are pulling out all the stops: escalation clauses, post-closing occupancy agreements, hand-written notes, flowers, candy and propositions of all kinds. The beautiful homes wait for a suitor who turns on all the charm. The successful buyers have a gleam in their eyes and a fast beating heart. Those who were outbid feel rejected and sad. “How could that seller not love my offer, am I not good enough?” After pouting and crying for a while, the buyer is back in the game. This time will be hopefully a match made in heaven. The courtship continues with fewer homes available, and buyers are desperate for home ownership. Everyone is hoping they will be the bride and not the bridesmaid.

Scene Two continues with homes from \$750,000 to \$1,000,000. There are more homes to look at and fewer prospective buyers. Sellers can be enticed in this market. The houses will need to have their best paint job and have beautiful flowing landscaping. The technology must be attrac-

tive and smooth like French silk. The buyer wants a home but is not desperate like the \$400,000-and-below market. Buyers and sellers dance around in this price range, willing to take their time finding a partner that they truly want to be with.

Scene Three culminates with those homes above \$1,000,000. Sellers can feel dejected in this price range as few buyers want to sample the charms of these homes. Sellers will have to put on their best constructing materials. The technology must be fast, alluring, exciting and state-of-art. The lines of the house must be sleek, inviting and ready to move in. Buyers are picky and know what they want. The buyers know there are many fish in this sea and will take their time getting to know the seller. The seller may feel uncomfortable because they are not sure the buyer will ever make an offer.

In our version of “Some Like It Hot” Buyers, Sellers, and Agents run the gamut of emotions. Buyers in the low-end just want to have their offer accepted. Competition is fierce and their offer must be very attractive to the seller. Sellers are playing hard to get and laughing all the way to the bank. In the \$750,000 to \$1,000,000 range, buyers know what they want and sellers are willing to give a little to have a partner. In the \$1,000,000-and-above price range, buyers are very picky and there is a lot to choose from. Sellers may feel like they are on display and unappreciated. They will have to be priced competitively and be in perfect condition. Real estate agents who work with both sellers and buyers are counselors, confidants, encouragers, friends, enemies and everything in between. If you like it hot, Colorado Springs and Woodland Park are the places to be.

### THESE 15 METROS HAVE THE MOST MOVERS

Markets in Colorado and the Carolinas are drawing the most potential home buyers, according to data released recently by ATTOM Data Solutions.

The property data company analyzed mortgage applications to create its “Pre-Mover Housing Index,” a measure of the proportion of homes likely to sell in a market.

The index is based on the ratio of mortgage applications that include an estimated loan settlement date to the number of homes in a given market. Mortgages that have a so-called “pre-mover” flag, like a settlement date, close within 30 days 62.2% of the time, according to ATTOM’s data.

An index above 100 in a given market means an above-average ratio of homes will be sold there compared with the national average. ATTOM looked at 120 metropolitan areas that had at least 100,000 single-family homes and condos. Those that scored the highest combined affordable homes with access to jobs, said Daren Blomquist, senior vice president of ATTOM.

If you’re looking to buy in one of these markets, competition could be fierce. It may help to get preapproved for a mortgage and to pull your credit to make sure there’s nothing on your report that will bog you down. Take a look at this list of the 15 areas with the highest Pre-Mover Housing Indices.

15. CHICAGO-NAPERVILLE-ELGIN, ILLINOIS-INDIANA-WISCONSIN  
Pre-Mover Index: 165  
Number of homes: 2.9 million  
Average property value: \$296,727
14. MANCHESTER-NASHUA, NEW HAMPSHIRE  
Pre-Mover Index: 175  
Number of homes: 121,883  
Average property value: \$361,833
13. DURHAM-CHAPEL HILL, NORTH CAROLINA  
Pre-Mover Index: 179  
Number of homes: 146,469  
Average property value: \$279,327
12. ATLANTA-SANDY SPRINGS-ROSWELL, GEORGIA  
Pre-Mover Index: 179  
Number of homes: 1,962,184  
Average property value: \$248,786
11. LAS VEGAS-HENDERSON-PARADISE, NEVADA  
Pre-Mover Index: 180  
Number of homes: 683,448  
Average property value: \$249,214
10. NASHVILLE-DAVIDSON-MURFREESBORO-FRANKLIN, TENNESSEE  
Pre-Mover Index: 190  
Number of homes: 614,297  
Average property value: \$271,580
9. LANCASTER, PENNSYLVANIA  
Pre-Mover Index: 191  
Number of homes: 147,076  
Average property value: \$167,674
8. ORLANDO-KISSIMMEE-SANFORD, FLORIDA  
Pre-Mover Index: 194  
Number of homes: 738,302  
Average property value: \$246,020
7. JACKSONVILLE, FLORIDA  
Pre-Mover Index: 196  
Number of homes: 490,967  
Average property value: \$198,053
6. LEXINGTON-FAYETTE, KENTUCKY  
Pre-Mover Index: 208  
Number of homes: 115,422  
Average property value: \$214,785
5. WASHINGTON-ARLINGTON-ALEXANDRIA, DISTRICT OF COLUMBIA-VIRGINIA-MARYLAND-WEST VIRGINIA  
Pre-Mover Index: 209  
Number of homes: 1,840,922  
Average property value: \$486,711
4. TAMPA-ST. PETERSBURG-CLEARWATER, FLORIDA  
Pre-Mover Index: 209  
Number of homes: 1,041,157  
Average property value: \$229,571
3. RALEIGH, NORTH CAROLINA  
Pre-Mover Index: 225  
Number of homes: 386,744  
Average property value: \$235,513
2. CHARLESTON-NORTH CHARLESTON, SOUTH CAROLINA  
Pre-Mover Index: 225  
Number of homes: 230,381  
Average property value: \$359,157
1. COLORADO SPRINGS, COLORADO  
Pre-Mover Index: 251  
Number of Homes: 218,034  
Average Property Value: \$263,960

[www.marketwatch.com/story/the-15-hottest-housing-markets-in-the-us-2017-06-13](http://www.marketwatch.com/story/the-15-hottest-housing-markets-in-the-us-2017-06-13)

# WIREFRAUD Keeping The Squirrels Off The Feeder

Supplied by Brian Cooper  
President Unified Title Company

**A seller, leaving town before a Wednesday closing, pre-signs closing documents on Monday. At the pre-signing, the seller provides the title company with her wire instructions for the sale proceeds. On Tuesday, the title company receives an email that appears to come from the seller and includes her “revised” wire instructions... Several days before closing, a buyer receives an e-mail that appears to come from her real estate agent and includes “revised” wire instructions from the title company for her closing funds... Both e-mails are fake. The cyber criminals that authored the e-mails have hijacked the transactions. The wire instructions are fake. If the title company or the buyer acted on those instructions, the wired funds would be lost. Wire fraud is a rapidly growing problem in Colorado (and across the country).<sup>1</sup> It is an issue that should concern anyone who transfers money electronically. And it demands the attention of real estate professionals, who regularly participate in transactions involving electric transfers of large sums of money. Commenting on the stakes of wire fraud, Marcia Waters, Director of the Colorado Division of Real Estate at the Department of Regulatory Agencies noted that “the costs to Colorado consumers can be in the tens to hundreds of thousands of dollars with just one successful scam.” Indeed, in February of 2016, a Colorado seller lost over \$80,000.00 from the sale of their property to a wire fraud scam.<sup>2</sup>**

## Elements Of A Scam And Tell-Tale Sign

A cybercriminal needs some important information in order to enter a real estate transaction and successfully perpetrate wire fraud: Key elements of the transaction (e.g., file number, property address, closing date, transaction principals). Most of us are unlikely to respond to a random request from an unknown cousin who is allegedly traveling through Europe, has lost her purse and needs money. Similarly, a fake e-mail related to a real estate transaction that is untimely and does not include basic transaction information, or recites incorrect information, is unlikely to yield results. Cyber Terminology Electronic Spamming – the use of electronic messaging

systems to send unsolicited messages (i.e., spam a/k/a junk). E-mail spam is one form of many (spam also includes unsolicited facsimile transmissions and mobile phone messages). Phishing – attempting to obtain private, personal information (e.g., usernames, passwords, financial information, e-mail account information) via an electronic communication that appears to be from a trustworthy source. Spam e-mail is commonly used in phishing scams. Malware (malicious software) – a general term that refers to any of a variety of forms of hostile or intrusive software installed on a computer or affecting a network. Malware is often delivered as a link or file included in spam, or downloaded inadvertently from a website. Hacked E-Mail Account – an account that is accessed and used (without authorization) by someone other than the account owner. A hacked e-mail account differs from a spoofed e-mail account. A spoofed e-mail comes from an account that is so similar to one that is familiar to the recipient that the recipient does not notice the difference (e.g., compare Closer@TitleCompany.com and Closer@TitleCompany.com). Encrypted E-Mail – the process of encoding an e-mail message such that only authorized recipients can read it. Encryption does not prevent an e-mail from being intercepted, but the content is unintelligible unless and until it is decrypted (and only the intended recipient has the decryption key). Encrypted and “secure” are often used interchangeably, but the latter is a more generic term – a “secure” e-mail may or may not be encrypted. E-mail addresses of some or all of the involved parties. An e-mail that appears to come the escrow officer closing the transaction that is directed to the buyer and copies the buyer’s agent and buyer’s lender can have an authentic look and feel.

As Ms. Waters states, “[u]nless you pay very close attention, everything may look right – the e-mail signature, address and the website. But by the time a homebuyer realizes something is wrong, the money is already gone...”<sup>3</sup> Alas, the information a cyber criminal-needs is more readily available than one may suspect. It may be on social media – an excited buyer may post details of a pending purchase. It may be overheard – a seller and her agent having a conversation over dinner may unwittingly share sale details with prying ears. It may be in a trash can or on a desktop planning calendar – a determined cybercriminal may dig through the dumpster outside a real estate office or peer through the windows of a title company. And of course, it may be accessed from a hacked computer or network. A wire fraud scam can be hard to detect, but there are usually some tell-tale signs: “Revised” Instructions – cyber criminals often enter a transaction after wire instructions have already been exchanged. A fake e-mail will include “new” instructions and perhaps a back story explaining the change. Suspicious e-mail addresses – spoofed e-mail addresses look very similar to their real counterparts. But they are different. A careful examination of e-mail headers will uncover spoofs. Persistent correspondence – cyber criminals will try to create a sense of urgency by sending messages repeatedly and/or seeking immediate action. Syntax, grammar and spelling – out of order sentence structure, incorrect word use, clumsy or archaic phrases and misspellings are hallmarks of a scam.

## II. Appreciate The Risk – Mitigate The Risk

The challenges posed by cyber criminals engaging in wire fraud are much like the challenges faced

by a homeowner who likes to feed the birds. A backyard feeder full of nuts and seeds is the target of every neighborhood squirrel. To keep the squirrel from food, the homeowner decides to suspend the feeder from a thin wire strung between two trees. He marvels at his handiwork as he restocks the feeder. An hour later, he watches as a squirrel tries to traverse the wire from tree to feeder platform. Over and over the squirrel fails and falls to the ground, but it is not easily deterred. By day’s end, it has reached the platform and eaten the nuts and seeds. The harried homeowner shakes his head in disbelief. Early the next morning, he purchases a squirrel baffle from the hardware store and installs it above the feeder platform. Later that day, after repeated failed efforts to traverse the wire and bypass the baffle, the squirrel changes tactics. Now, it leaps from a tree branch above MALWARE – CAUSE & EFFECT<sup>4</sup> A user that responds to a phishing scam by entering her username and password inadvertently gives a cybercriminal access to her e-mail account. A user that clicks on a tempting link in a spam e-mail may inadvertently download and install files enabling a cyber criminal to:

- monitor the user’s activity and/or keystrokes;
- search the user’s computer or network and capture private information, such as passwords, financial information, or e-mail addresses;
- send out spam e-mail from the user’s account;
- display unwanted advertising;
- switch off the user’s security defenses, leaving her computer even more vulnerable.

the feeder and tries to catch hold of the feeder platform as it falls. Again, there are failures, but again, in time, the squirrel makes a successful leap. An astute observer watching the backyard drama unfold would note that the homeowner spent only a few hours hanging the feeder and installing the baffle. Conversely, the squirrel spends every waking moment trying to defeat those countermeasures. Cyber criminals are squirrels. And real estate transactions are the finest assortment of nuts and seeds. If the industry is going to prevail in this ongoing battle, it must meet (and exceed) the persistence of the squirrels. The fact is, the risk will never go away completely, but it can be mitigated to a considerable degree.

1. Computers and networks must be protected. At a minimum, protection should include anti-virus software and firewalls (and the former should always be up to date).
2. Industry professionals should utilize encrypted e-mail.
3. It is good practice to advise clients to verbally verify wire instruc-

4. How scammers can take over your computer. Citizens Advice (2017).

tions (by contacting the recipient at a trusted and/or independently verified telephone number) prior to transferring funds. 4. Industry professionals should inform and educate their clients about the risks of wire fraud. For example, if a buyer client is alerted to the risk of fraud and is further advised at the beginning of a transaction that he or she will receive wiring instructions directly from the title company one time and via secure e-mail, that buyer will be immediately suspicious of an e-mail with “revised” instructions. Real estate agents and attorneys may even want to incorporate a written alert about the risks of wire fraud into disclosures that are routinely provided to their buyer and seller clients. 5. Fraudulent activity should be reported to the federal bureau of investigation through its Internet Crimes Complaint Center at <https://www.ic3.gov>. 6. And of course real estate professionals and all persons should be careful in their day to day use of computers – be wary of links and attachments that are not from a known and/or trusted source; be wary any time you are providing credentials (username and password) in response to an electronic request.

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# The Perfect Headshot

## GETTING IT RIGHT THE **FIRST** TIME



By Heidi Mossman  
Capture Life Photography

**Are you in need of an updated headshot but you keep putting it off because you don't know where to start? While having a nice headshot that will attract customers is important in the Real Estate industry, the confidence that it brings is even more important. Knowing you look good in your headshot will bring courage and help overcome any resistance to using it in marketing materials, websites, social media, even billboards! Be proud, confident, and get yourself in a place that you will be happy to use it everywhere. It will spread brand awareness, affect the way that you as a realtor conduct yourself in the marketplace and inadvertently bring you even more success. If you currently don't have a headshot or it's more than three years old, then it's time to get one. These quick tips will arm you with the information necessary to get a great photo and do it right the first time.**

### CHOOSE A PHOTOGRAPHER:

No, taking a selfie with your cell phone or having your husband take it with your camera isn't going to cut it. This is your business, so you need to see a professional photographer. While cost is a factor for a lot of people, going with the lowest cost is fine, but if the final product doesn't meet your needs, then having to do it again can be costly, frustrating, and time-consuming. The saying "You get what you pay for" typically applies in this arena. To prevent this from happening, here are some ways that will help you find a photographer who is right for you.

**Website:** Look at their website for samples of their work to confirm that you like what you see.

**Referral:** If you're impressed with others' professional headshots, ask them for their photographer's info and start researching.

**Consultation:** Does the photographer take the time to consult you on clothes, makeup, and other things necessary for a successful shoot?

**Post Processing:** Ask to what extent the photographer enhances the photos such as remove blemishes, soften the face and wrinkles, whiten the teeth, brighten the eyes or other areas that you may need or want some extra attention.

**Photo Viewing:** Ask if you will be able to view the pictures and how many will you be able to choose from. Some photographers pick the best one and send it without viewing.

**Interview:** To get a natural smile and bring out the best in you, the photographer needs to put you at ease. It's not the most comfortable thing to do, but if you can connect with them and the experience is enjoyable, it's a lot easier for your true self to come through in the pictures. This will be apparent when you have your first discussion over the phone. Also, make sure the person you're speaking with is the one who will be taking your pictures.

**Outfits:** Some photographers don't allow for outfit or shirt changes. If you are looking for variety and would like three or more photos, more outfits and backgrounds will be best. Having more than one picture is wise. It offers a variety of marketing channels and when you get tired of one, you can switch it up without having to book another photo shoot.

**Time:** A typical shoot should last at least 30 minutes. If you're the kind of person who wants to get in and out in five minutes, then you probably won't be happy with the outcome. Sometimes it takes a good 40 minutes for people to even start warming up in front of the camera.

**Location:** The location is important as well. Having a studio option is desirable especially for the more traditional professional shoots. However, it isn't always necessary. It really depends on the look you are going for and whether the proper lighting can be attained. Having a photographer who can work on location and

has that flexibility will be a great asset in fulfilling your vision. For inspiration and ideas, visit Pinterest.

**Pricing:** Last but not least, make sure the price is within your budget. You can expect to spend at least \$150 from a professional photographer. Of course, everyone charges a little differently, but that's a good average.

### HOW TO PREPARE:

**Clothing:** Proper attire is key. Keep it simple with solid colors, neutrals, white, gray, blues, lighter shades of purple or medium tones. Colors that compliment skin tones and brings out the eyes are highly recommended. Dress in layers. For men, I recommend wearing a sports coat or jacket, dress shirt and tie. Bringing a couple ties and shirts can offer extra variety. Remove each item or swap a tie, and you've got a whole new look with little effort. Clothing should always be wrinkle and lint free. Stay away from shirts that bunch up easily. Women, I recommend wearing a mid to full arm's length shirt. Dress it up a bit with a scarf or necklace that offers a nice contrast, small pattern, and color. Collared shirts, jackets, and scarves are great for covering up the neck especially if it's a self-conscious area. These pictures represent you. Therefore, if you never wear a tie or a jacket, then by all means, don't wear it for your shoot. Make it a little more casual, but follow the same guidelines.

**Makeup:** Keep it natural. For instance, lipstick should be one shade darker than how you wear it in person or black mascara if you typically use brown. Make sure the foundation is even and it's your actual skin tone. If you aren't comfortable with doing it yourself, I always recommend having it done at Ulta in the Promenade off of Briargate Parkway and I-25. They do a great job, and it's reasonably priced.

**Hair-** Keep your hair as you would on a normal day. If you typically wear it curly, then keep it curly. You want to be recognizable. Cuts or highlights should be done at least a week before the shoot, especially

if your roots are growing out. Use a hairspray, shampoo, conditioner, or a spritzer that combats flyaway hair, as this is prevalent here in Colorado especially if your shoot is outdoors. For backup, bring some unscented dryer sheets to combat it. Men should use a hair gel or paste that doesn't leave a residue or become flaky.

**Facial Hair:** Eyebrows should be plucked or waxed two days before. Men: have a clean shave. The camera shows everything!

**Hands:** Yes, hands. While most headshots are from the chest up, others are lower or the hands are near the face. Therefore, play it safe by having your hands well manicured and moisturized. Keep the nail paint neutral either a clear coat, French tip, or a very light shade that won't draw attention and take away from the face.

### Freshen up:

If your shoot is after lunch, bring your toothbrush a quick cleanser. Women bring your lipstick for last minute touch ups.

### TAKE THE PLUNGE:

Now that you are armed with great information, it's time to make a decision. Procrastinate no more! You've seen our work in the *Real Producers Colorado Springs* magazine. If you like what you see, then this is probably a good fit. If you would like more information, please call or e-mail, visit our website, follow our Facebook page, or call to schedule your session.



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# NOVA HOME LOANS

*In 2011, NOVA® Home Loans expanded its operations beyond Arizona and into Colorado. As a Tucson-based mortgage lender with over 3 decades of lending experience in Arizona, the interstate expansion marked an exciting new chapter in the growth of the company.*

“We were thrilled to join the NOVA Home Loans family in 2011,” said Jason Twitchell, Vice President and Branch Manager of the Colorado Springs branch. “We had been searching for a mortgage company that mirrored our principles of a great rate, low fees and superior customer service. When we were introduced to NOVA® Home Loans we knew it was a perfect fit and we knew their corporate culture would be refreshing in Colorado.”

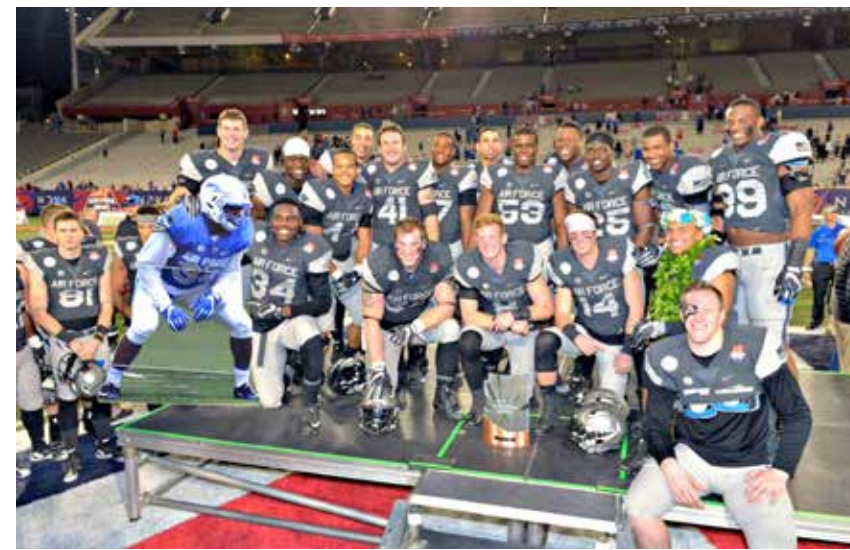
Six years later, the Colorado Springs branch of NOVA Home Loans continues to expand and many of its Loan Officers have been with the company for five-plus years. The branch most recently moved into a beautiful new office at 1125 Kelly Johnson Blvd, Suite 361 that will provide the space and elbow room to continue to grow in Colorado Springs.

Today, NOVA Home Loans has five offices throughout Colorado and closed nearly \$1 billion in loan volume in 2016. Jon Volpe, the Chairman and CEO of NOVA Home Loans, noted, “I credit our incredible staff of experienced Loan Officers, Processors, Underwriters, and Administrative Support for our ability to grow so quickly in this region. We are committed to ensuring our custom-

ers have the best loan experience of their lifetimes when they choose NOVA® Home Loans. We know that there are a lot of choices in the mortgage landscape right now, so we are so grateful that we have become a leading lender in Colorado.”

Volpe and the Colorado employees would tell you that it is their commitment to the communities they serve that has helped their success. “Giving is contagious,” said Volpe. “We give to charities and support local initiatives because the communities we do business in have given us so much. It’s our duty to pay it forward. We hope that through our giving we can inspire others to give too.”

A creative way that NOVA Home Loans has found to give back in a big way is as the title sponsor of the NOVA Home Loans Arizona Bowl. When they were approached by the Arizona Bowl Committee to be the



Annjie Williams



Brittney Hansen



Diane Miller



Wendy Ring



Jason Twitchell



Jim Braverman



Mandy Roderick

title sponsor, NOVA Home Loans had one question, “How much can we give to charity?” As a result, all of the net proceeds of the NOVA Home Loans Arizona Bowl go to charity. In its inaugural year in 2015, the Bowl donated just under \$100k to charity.

However, in year two of the NOVA Home Loans Arizona Bowl, the Bowl Committee worked diligently to build on the success of the first year by ensuring that the fans visiting Tucson from the competing schools, along with the players and coaches, had a first class Bowl experience. Their efforts were a success.

The 2016 NOVA Home Loans Arizona Bowl was a fierce contest between the Air Force Academy

Falcons and the South Alabama Jaguars in which the Falcons ultimately won. Fans from Colorado Springs and across the country came to the NOVA Home Loans Arizona Bowl in huge numbers, increasing the Bowl’s attendance nearly 40% year over year and enabling the Bowl to donate over \$200k to charity in 2017.

As long-time supporters of Air Force Academy Athletics, the Colorado Springs branch of NOVA Home Loans was thrilled to have their home-town team competing in its namesake’s Bowl game. Mandy Roderick, Senior Loan Officer at NOVA® Home Loans, remembered, “We were so excited to have Air Force heading to Tucson for the NOVA® Home Loans Arizona Bowl. We knew that they would be treated like the VIPs they are.”

Jason Twitchell, Mandy Roderick, Diane Miller, Annjie Williams, Jim Braverman, Brittney Hansen, Jason

Reever, and Wendy Ring are the NOVA® Loan Officers serving their customers in Colorado Springs. Each of them is a true “mortgage professional” with the experience, programs and resources to help their customers in the most meaningful way – by achieving their dream of homeownership.

**Should you have any questions about buying a home or refinancing the one you already own, reach out to the Colorado Springs NOVA® Home Loans Team at [novahomeloans.com](http://novahomeloans.com) or by calling them at 719-884-5500.**



NOVA® Home Loans – NMLS #3087, Braverton NMLS #1296520, Hansen NMLS# 1474567, Miller NMLS# 452189, Reever NMLS# 1613047, Ring NMLS# 1431997, Roderick NMLS# 5321442, Twitchell NMLS# 191922, Williams NMLS# 614308. Equal Housing Lender.



# TOP 50 STANDINGS

Individual Stats Information is self-provided, and current as of 7/7/17

Rank	Agent	Office	Total Sides	Sold Side	List Side	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Lana Rodriguez	RE/MAX Properties, Inc.	27	17	10	\$24,577,000	\$43,289,250	\$67,866,250
2	Bobbi Price	The Platinum Group	50	14	36	\$11,884,919	\$15,512,119	\$27,327,038
3	Kevin Patterson	The Patterson Group	32	6	26	\$18,745,150	\$3,442,730	\$22,187,880
4	Maecker, Brian	RE/MAX Advantage Realty, Inc.	71	24	47	\$12,233,100	\$7,669,111	\$19,902,211
5	Sharon Roshek, The Roshek Group	Coldwell Banker 1st Choice Realty	65	40	25	\$9,486,300	\$8,725,763	\$18,212,063
6	Becky Gloriod	BHHS Rocky Mountain Realtors	24	11	13	\$10,248,000	\$6,294,998	\$16,542,998
7	Underwood, Cole	RE/MAX Advantage Realty, Inc.	38	20	18	\$6,751,844	\$8,013,919	\$14,765,763
8	Shawn Keehn	Coldwell Banker 1st Choice Realty	67	38	29	\$6,577,700	\$7,463,345	\$14,041,045
9	Clark, Jerry	RE/MAX Advantage Realty, Inc.	42	15	27	\$6,987,700	\$4,906,407	\$11,894,107
10	Wass, Darrrell	RE/MAX Advantage Realty, Inc.	35	20	15	\$5,464,750	\$6,427,900	\$11,892,650
11	Nathan Johnson	Remax Real Estate Group	52	38	14			\$11,710,125
12	Christy Dunfee	Keller Williams Partners	48	23	25	\$6,879,750	\$4,373,900	\$11,253,650
13	Michelle Blessing	ERA Shields	28	12	16	\$5,117,000	\$5,996,900	\$11,113,900
14	Rob Reinmuth	Acquire Homes	32	15	17	\$5,500,000	\$5,600,000	\$11,100,000
15	Dave Sanders	Re/Max Real Estate Group	40	16	24	\$5,574,500	\$5,201,954	\$10,776,454
16	Travis Turner	Turner Associates	22	10	12	\$5,693,930	\$4,902,030	\$10,595,960
17	Schaller, Chris	RE/MAX Advantage Realty, Inc.	36	21	15	\$4,139,000	\$5,611,689	\$9,750,689
18	Linda Lafferty	The Platinum Group Realtors	20	14	6	\$2,484,500	\$6,303,857	\$8,788,357
19	Hunstiger, Kimberly	RE/MAX Advantage Realty, Inc.	27	16	11	\$3,587,497	\$4,871,467	\$8,458,964
20	Cherise Selley	Selley Group Real Estate, LLC	20	10	10	\$3,666,600	\$4,635,095	\$8,301,695
21	Dustin Kimberlin	Keller Williams Partners	32	16	16	\$4,056,800	\$4,085,339	\$8,142,139
22	Jeff Piggot	Re/Max Real Estate Broup	31	16	15	\$4,164,000	\$3,806,392	\$7,970,392
23	Jodi Bohenna	Keller Williams Clients' Choice	23	10	13	\$4,450,500	\$3,307,434	\$7,757,934
24	Mark Salas	Best Realty Inc.	34	20	14	\$2,789,025	\$4,561,085	\$7,350,110
25	Derek Wagner	Platinum Group Realtors	21	13	8	\$2,734,500	\$4,026,790	\$6,761,290
26	Lauren Stadjuhar	RE/MAX Properties, Inc.	12	6	6	\$4,124,500	\$2,570,889	\$6,695,389
27	Cindy Linder	RE/MAX Advantage	27	11	16	\$3,823,512	\$2,845,747	\$6,669,259
28	Linder, Lucinda	RE/MAX Advantage Realty, Inc.	27	11	16	\$3,823,512	\$2,843,747	\$6,667,259
29	Meri Burgess	The Cutting Edge, Realtors	30	18	11	\$2,985,900	\$4,270,500	\$6,546,500
30	Taryn Simental	RE/MAX Properties	23	18	5	\$1,403,250	\$5,048,300	\$6,451,550
31	Darcy Lee	Coldwell Banker Residential	20	11	10	\$2,808,400	\$3,504,200	\$6,312,600
32	Melanie Casey	Ashford Realty Group	27	2	25	\$5,711,050	\$947,100	\$6,241,050
33	Bruce M Betts	RE/MAX Advantage Realty, Inc.	18	7	11	\$3,537,650	\$2,408,308	\$5,945,958
34	Lorraine M. Amos	RE/MAX Real Estate Group	7	13	20	\$2,051,300	\$3,727,176	\$5,778,476

Rank	Agent	Office	Total Sides	Sold Side	List Side	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
35	Maggie Easton	Re/Max Properties, Inc.	14	7	7	\$2,514,500	\$2,817,736	\$5,332,236
36	Henderson, Wendy	RE/MAX Advantage Realty, Inc.	10	6	4	\$2,257,400	\$2,977,300	\$5,234,700
37	Ashley Wilson	RE/MAX Properties, Inc.	17	8	9	\$2,979,500	\$2,340,250	\$5,044,750
38	Craig Rogers	The Platinum Group Realtors	13	9	4	\$1,049,500	\$3,909,900	\$4,959,400
39	Brett Weldon	The Springs Team Real Estate Company	16	8	8	\$1,456,000	\$3,039,201	\$4,495,201
40	Burger, Jacob	RE/MAX Advantage Realty, Inc.	16	12	4	\$962,000	\$3,529,264	\$4,491,264
41	Heiring, Ann	RE/MAX Advantage Realty, Inc.	14	9	5	\$1,281,900	\$2,945,325	\$4,227,225
42	Delacruz, Cristina	RE/MAX Advantage Realty, Inc.	15	5	10	\$2,872,500	\$1,199,097	\$4,071,597
43	Mark Davis	Synergy Realty Group	16	16	0	\$0	\$3,983,730	\$3,983,730
44	Jennifer Montoya, MBA	Coldwell Banker Residential Brokerage	13	5	8	\$2,057,300	\$1,560,400	\$3,617,700
45	April DeNio	IBEX Realty Group	12	5	7	\$2,547,895	\$1,748,610	\$3,611,505
46	Sherry Landwehr	ERA Shields	8	5	3	\$1,348,860	\$1,455,960	\$2,804,820
47	Dani Achim	Coldwell Banker Residential Brokerage	2	10	12	\$748,000	\$2,040,000	\$2,788,000
48	Veronica Gurule	Red, White & Blue Realty Group	10	1	9	\$1,991,900	\$248,800	\$2,240,700
49	Tammy Whlen	HomeSmart, Cherry Creek	7	3	4	\$1,410,000	\$750,000	\$2,160,000
50	Patrick Holleran	Keller Williams Clients' Choice	4	2	2	\$732,000	\$610,000	\$1,342,000

**Disclaimer:** Realtor stats are provided directly from each realtor and are in no way associated with MLS or the Pikes Peak Association of Realtors, If you would like your numbers to be considered for the standings page, please ensure you email forward them to Mark Van Duren at Mark.vanduren@n2pub.com



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