

COLORADO SPRINGS

# REAL PRODUCERS

INFORMING AND INSPIRING REAL ESTATE AGENTS

*Capture Life Photography*

**VICKI  
WESTAPHER**

JUNE 2017



THEY'RE FAMILY  
**Not a File.**



I'm excited to serve as a guide for our clients on their path to home ownership



### Find the Right Home

Download the HomeScouting® app.  
Enter VIP Code: **DarrellGargala**  
Get access to the best real estate search tool.



### Get A Smarter Mortgage

Contact me for a customized mortgage plan at:  
[darrell.gargala@churchillmortgage.com](mailto:darrell.gargala@churchillmortgage.com)



### Save Money & Build Wealth

Discover how to pay off your home early and track your savings call **719.659.5900**

BUILD A  
**SMARTER**  
MORTGAGE PLAN  
TODAY, FOR A  
**DEBT-FREE**  
TOMORROW!

**Darrell Gargala**  
Home Loan Specialist  
NMLS ID # 853705



719.659.5900 • [Darrell.Gargala@ChurchillMortgage.com](mailto:Darrell.Gargala@ChurchillMortgage.com)

Darrell Francis Gargala NMLS ID: 853705; Company NMLS ID: 1591 ([www.nmlsconsumeraccess.org](http://www.nmlsconsumeraccess.org));  
Branch ID: 1496990; CO 100501266, Churchill Mortgage Corporation, 104 S Cascade Ave, Ste. 201A,  
Colorado Springs, CO 80903-5102, Tel 888-562-6200, Regulated by the Division of Real Estate;  
Churchill Mortgage Corporation



## On Top Roofing

has the experience to handle any kind of roofing job, no matter what type of material is desired for coverage or what type of building needs work. Whether it is metal, tile or shingle roofs, On Top Roofing has you covered.

[Chris@OnTopRoof.com](mailto:Chris@OnTopRoof.com) | 719-896-2533 | [www.OnTopRoof.com](http://www.OnTopRoof.com)



## Your Metro Mountain and Rural Home/ Commercial Property Inspector

*Pinebreeze Home Inspections Offers  
Home & Commercial Inspections*



Pinebreeze Home Inspections is a certified, insured, professional, family owned home inspection company based in Woodland Park, Colorado, serving the surrounding areas.

Colorado Springs & Pueblo, Canon City  
[PinebreezeHomeInspections.com](http://PinebreezeHomeInspections.com)  
(719) 332-3747



NACHI Green Building Certified, Professional Home Inspector is a certified (1) Log Home Inspections, water testing, green building inspections, radon testing and soon radon mitigation and latest certification is infrared thermal imaging inspections and home energy audit inspections.

# TABLE OF CONTENTS



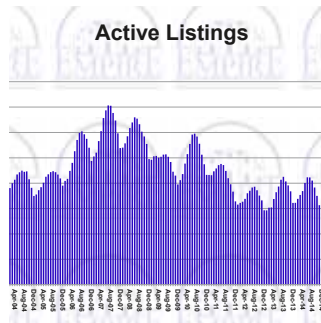
**05**  
Trusted Vendors




**06**  
Publisher's Note




**08**  
Cover Story:  
Vicki Westapher



**12**  
Full Speed Ahead And A Quick Look Back! - Empire Title



**08**  
Sponsor Spotlight - Empire Title of Colorado Springs LLC



**19**  
Ways to Help a Real Estate Deal Survive an Alarming Test Result - Ground Floor Home Inspection



**18**  
Top 100 Agents



**24**  
A Fresh, New Perspective



**26**  
You're Invited - An Event at Luisa Graff



If you are interested in contributing or nominating Realtors for certain stories, please email us at [mark.vanduren@n2pub.com](mailto:mark.vanduren@n2pub.com).

**DISCLAIMER:** Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

# RP PREFERRED PARTNERS

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

## HANDYMAN

Handyman Connection  
(719) 884-2639  
[www.HandymanConnection.com](http://www.HandymanConnection.com)

## HOME BUILDER

Classic Homes  
(719) 785-3309  
[ClassicHomes.com](http://ClassicHomes.com)

## HOME INSPECTION

Ground Floor Home Inspection  
(719) 641-1555  
[www.GroundFloorHomeInspection.com](http://www.GroundFloorHomeInspection.com)

Pine Breeze Home Inspections  
(719) 332-3747  
[www.PineBreezeHomeInspections.com](http://www.PineBreezeHomeInspections.com)

## INSURANCE

Solid Rock Insurance  
(719) 574-0082  
[www.SolidRockAgency.com](http://www.SolidRockAgency.com)

## MORTGAGE

Churchill Home Mortgage  
(719) 633-8483  
[www.ChurchillMortgageColorado.com](http://www.ChurchillMortgageColorado.com)

Integrity First Financial  
(719) 385-0777  
[www.IFFHomeLoans.com](http://www.IFFHomeLoans.com)

Nova Home Loans  
(719) 884-5500  
[www.NovaCOSprings.com](http://www.NovaCOSprings.com)

## MOVERS

Two Men and a Truck  
(719) 551-5085  
[www.TwoMen.com](http://www.TwoMen.com)

## PHOTOGRAPHY

Bob Ramirez  
(719) 482-8064

Capture Life Photography  
(303) 877-1279

## RADON TESTING AND MITIGATION

Pine Breeze Home Inspections  
(719) 332-3747  
[www.PineBreezeHomeInspections.com](http://www.PineBreezeHomeInspections.com)

## ROOFING CONTRACTORS

On Top Roofing  
(719) 896-2533  
[www.OnTopRoof.com](http://www.OnTopRoof.com)

## TITLE COMPANY

Capstone Title Company  
(719) 228-1060  
[www.CapstoneTitleCo.com](http://www.CapstoneTitleCo.com)

Empire Title of Colorado Springs  
(719) 884-5300  
[www.ETCOS.com](http://www.ETCOS.com)

North American Title  
(719) 578-4100  
[www.NAT.com](http://www.NAT.com)

Unified Title Company  
(719) 578-5900  
[www.UnifiedTitle.com](http://www.UnifiedTitle.com)



**TWO MEN AND A TRUCK®**  
"Movers Who Care.™"

- Free no-obligation estimates
- Moving & packing services
- Competitively priced boxes & packing supplies
- Local & long-distance moving
- Professional, trained, and uniformed movers

**TWO MEN AND A TRUCK®**  
719.576.6683 (MOVE) | [twomenandatruck.com](http://twomenandatruck.com)

Each franchise is independently owned and operated.

# PUBLISHER'S NOTE



Three issues in and it keeps getting better! As most of you know, this magazine is targeted to the top 500 real estate professionals in Colorado Springs. Some of you have reached out with great ideas regarding future issues and topics. Thank you and keep sending in your ideas! On another note, I have been asked about the data on the Top 100 standings each month. These numbers come directly from the MLS system and typically run a month behind. As an example, the June issue will have YTD standings reflective through the end of April. This is due to our publishing schedule and the time it takes to print and mail the publication. We, however, in no way modify or alter the numbers. How agents put them in the MLS system is how they print.

I hope by now you have had a chance to take a couple minutes to read the magazine and enjoy the articles and content we provide. We have lots of room to expand, and again, would love to hear your feedback! Additionally, I look to all of you for recommendations on who might be a good agent to interview for our “feature cover story” or an “up and comer” in a future issue.

Finally, please let me know of any topics that you would find helpful and of interest and I will consider adding them going forward. This is a magazine for all of you, about you and your industry. I look forward to working with you in the future and all feedback is valuable.

As always,

**Mark Van Duren**  
[mark.vanduren@n2pub.com](mailto:mark.vanduren@n2pub.com)

## PEACE OF MIND FOR YOU & YOUR CLIENT






Our customers have come to rely on North American Title's strength and stability over the past 60+ years. With over 130 offices coast to coast, we offer national coverage and local expertise – all backed by the financial strength of our S&P 500 parent company. In addition, we are the largest title company to be *Best Practices Certified* by Aprio (formerly HA&W), offering extra assurances for privacy and security for personal information as well as attentive customer service.

To learn more about the benefits of working with North American Title, visit [www.nat.com/COBPCertificationBenefits](http://www.nat.com/COBPCertificationBenefits).

*Count on North American Title for smooth closings today and peace of mind tomorrow.*



<p><b>COLORADO SPRINGS – DOWNTOWN</b>                      102 N. Cascade Ave.   Suite 330                      Colorado Springs, CO 80903                      t: 719.578.4100</p>	<p><b>COLORADO SPRINGS – NORTH</b>                      8610 Explorer Drive   Suite 105                      Colorado Springs, CO 80920                      t: 719.598.5355</p>
---	--

©2017 North American Title Group, LLC and its subsidiaries. All Rights Reserved. North American Title Group, LLC and its subsidiaries are not responsible for any errors or omissions, or for the results obtained from the use of this information. North American Title Company and related design and Like Clockwork are registered Service Marks of North American Title Group, LLC or its corporate parent. | CO 17-10536 R 02.10.17

[www.nat.com/CO](http://www.nat.com/CO)

## We do the work so you don't have to.

“

Had some minor drywall repair. Robert came on time, gave an estimate and completed the work. He did a great job.”

”

T.C.  
 April 27, 2017  
 Colorado Springs, CO



WINNER 2017

THE GAZETTE'S BEST OF THE SPRINGS

Handyman Contractor GOLD WINNER

Handyman Connection is your go-to connection for all of your home improvement needs. Just click or call and we'll promptly book your service with our specialized craftsmen, arrive on time, and guarantee our work. Get connected today!

*Get it done - schedule your project today!*

ALL WORK GUARANTEED IN WRITING



- Over 16 years LOCALLY owned in Colorado Springs
- 35+ craftsmen that are our employees and background checked annually
- A+ rated with BBB

(719) 884-2639 | [www.HandymanConnection.com](http://www.HandymanConnection.com)

CARPENTRY • TILE • DECKS • DRYWALL • ELECTRICAL • FENCES • PAINTING • PLUMBING  
 REMODELING • REPAIRS • SHELVING AND STORAGE • MAINTENANCE • INSTALLATIONS



# VICKI WESTAPHER

**What is it like to be awakened at 4 a.m. being thrown up in the air from an explosion-like event? January 17, 1994, the Northridge, CA earthquake did just that to our family. It caused over \$100,000 in damage to our home in Woodland Hills, CA in a matter of seconds and made it uninhabitable. Although I had been through many severe earthquakes growing up in So. California, this one sent me packing. We put the atlas on the coffee table and eliminated states until we ended up with Colorado as our best bet. A four-day investigation trip to Colorado Springs had us so entranced by the beauty of the area and friendliness of the people, that we bought a home in Black Forest before we left. At the time we had a house to repair and sell and we both owned businesses. I ran my interior design business long distance for 5 years before starting my real estate career here in 1998.**

But let's go back to how this all started. I spent all of my childhood as a California girl growing up in San Diego. I am the oldest of 4 and suffer all the personality traits that an oldest child normally does. My twin sisters are 3 years younger than I am and still live in So California. My brother is 8

years younger and lives in Bethesda, MD where I was born. My mother is 90 years old and enjoys independent living in La Jolla, CA in what I refer to as a "stationary luxury cruise ship" aka high-end retirement complex. My husband, Don, and I will be celebrating our 13th anniversary May 4. They have been the best 13 years of my life. God blessed me with a loving, kind, responsive and patient man to share my later life. We have 3 adult children between us and 2 magnificent granddaughters. They will all be living in Colorado Springs by the middle of June - God willing! I am really excited to have all the family in the same place for the first time.

You probably wouldn't guess that until about 30 years old I was PAINFULLY shy. Even now I am still a homebody and more comfortable at home with my hubby than out at a party. At about 25 I decided to do something about my shyness and signed up

to teach some classes at a learning center, speak in a women's speakers bureau and take a job in flooring and window covering sales as a means of forcing myself to "get over it". It was a slow process but with time and immersion, I came to be fairly free of that fear of speaking and interacting with other people.

I graduated from UCLA with a BA in history and art history. The summer of my junior year I traveled to Europe on the \$7 a day plan. I went over with 2 friends but 2 weeks later I realized that I couldn't continue to travel with them. We just were not operating the same way. So I struck out on my own traveling alone in Europe for the next 3 months. I had some fantastic experiences that helped me realize that I was stronger and far more self-sufficient than I realized. The only regret was that it was lonely - no one to share the memories with later on. One of my more memorable events



was when I fell into the Grand Canal (sewer) in Venice, Italy. It took 6 Italian dock men to get me out of the algae covered canal. Yes, I went completely under water! That was 10 a.m. and my hostel didn't open again until 4 p.m. There went that favorite Swiss (not waterproof) watch I purchased earlier in Switzerland. Many exciting adventures and life lessons were learned on that trip that served me well throughout my life.

At 26 I took out a \$40 Thrifty Nickel ad and that was the beginning of my Los Angeles based interior design firm. I built a very successful high-end interior design business serving many celebrity clients over the years. 21 years later I sold the business and it is still operating 18 years later. I ran that business long distance for 5 years from my home in Black Forest without any of my clients knowing I was in Colorado. I had computerized my business to make it work long distance. At that time there were no computers in my industry at all.

We moved here in the summer of 1994 after the earthquake. I wasn't in real estate at the time but had owned a few homes. We came out and did the same kind of house-hunting trip that I take so many of my clients through. It was a busy four days cramming in city touring and looking at homes. We ended up negotiating the purchase of our first home in Black Forest over dinner at the Embassy Suites with the sellers and then gave the listing agent the terms to

write up the contract. Foreshadowing of a real estate career?

We moved to our home in Black Forest on 9 acres with horses, wild turkey, ducks, goats, dogs and 4 litters of puppies. I was a city girl gone country. That was a fun and exciting phase of my life but after 9 years and living in the forest, it was time to get back into town. I had been single for 6 years and it was time to get back into socializing again. I decided that ballroom dance lessons would be safe, fun and great exercise so that was the next adventure. The first time I went to a dance, I met my hubby, Don. He taught me to dance the tango and that was pretty much the end of that story. We were married about 7 months later.

My husband, Don, spent almost 40 years in grocery retail and has been a massage therapist, personal trainer and teaches self-defense. We spend time in Breckenridge and love to ski during the winter. We travel 10-12 weeks each year (a few weeks at a time) to decompress from the intensity of this business. We love to snorkel and see new places and beautiful scenery.

So how did I end up in real estate? Was it the subliminal memory from my career placement test in high school that said I would be suited to Real Estate. I doubt it, but that is still a funny thing to recall. It was a logical transition to start another business that was service oriented, dealt with homes, marketing, sales

and systems. Real estate would allow me to make an impact on the quality of my clients' lives and their financial future. I love the opportunity to serve my clients at the highest level, to be a motivational resource for my staff and other agents in the company, to mentor newer agents and teach what I have learned in the years that I have been blessed to work in this industry.

Real estate has allowed me to take the Dave Ramsey Financial Peace principles and put gazelle intensity to them to create a debt free lifestyle for me and Don. It has allowed me to work as a Dave Ramsey ELP and serve Dave's referrals. It has given me a thriving, growing business that will continue on long after I am done working in it.

I am an education junky and my list of designations is a testament to that thirst for continual learning. There is always something new to learn in our industry. Every transaction provides the possibility of a new learning experience. As I move into the later part of my real estate career, I find that I am even more interested in passing along the experience and knowledge that I have gained in the past 19 years in real estate.

I have been extraordinarily blessed with some of the most dedicated and loyal staff that any business owner could hope for. My unlicensed staff have been with me 7-10 years and I hope they will be part of my business for many more years. We are a tight-knit team dedicated to the best interests of our clients at all times. I am also committed to making sure that we serve clients that appreciate that dedication.

Working at RE/MAX Properties, Inc. has allowed me to engage with some of the top agents in the business in our city. It has provided me with opportunities to teach and mentor other agents in our company and at a national and international level through the RE/MAX brand. I have been able to serve clients all over the world from China, Japan, Italy, Germany, Mexico, Spain, Croatia, Australia and more.

I am thankful for all of the excellent agents in this city that I have had the privilege to work with over the years of my real estate career.

Moving to Colorado Springs and starting my real estate business have been two of the best decisions in my life. Marrying my husband, Don, was by far the best decision I have ever made.



# The Classics Always Endure.

The best way to make certain your work lives on is to build something so remarkable, so memorable, that people will treasure it for years to come. At Classic, this is both our goal and our mission. It always has been, and it always will be.

**You want a better home?  
Trust your hometown builder.**

## All Roads Lead to Classic

- 1 Sanctuary Pointe**  
Single family homes from the \$410s • 719-387-9279  
Paired patio homes from the \$400s • 719-888-3223  
Model: *Dynasty*  
1654 Summerglow Lane, 80921  
School District 38 (Monument, CO)
- 2 Forest Lakes**  
719-419-8232  
The Estates F1 - Acreage Lots (Call for details)  
Single family homes from the \$340s  
Model: *Hillspire-A*  
2919 Waterfront Drive, 80132  
School District 38 (Monument, CO)

- 3 Flying Horse**  
719-722-3865  
School District 20  
Village of Messina  
From the \$500s  
Village of Verona  
Single family homes from the \$600s  
Village of Milan  
719-722-3865  
Single family homes from the \$380s  
Model: *Ashton-B & St James-A*  
2057 Ripple Ridge Rd., 80921  
Village of Molise  
Paired patio homes from the upper \$400s  
719-377-9772  
Model: *San Isabel-F & Telluride-F*  
2186 Villa Creek Circle, 80921  
Village of Cortona  
Paired patio homes from the upper \$300s  
719-377-9772

**Classic Corporate Offices**  
6385 Corporate Drive  
Colorado Springs, CO 80919  
719-888-3363

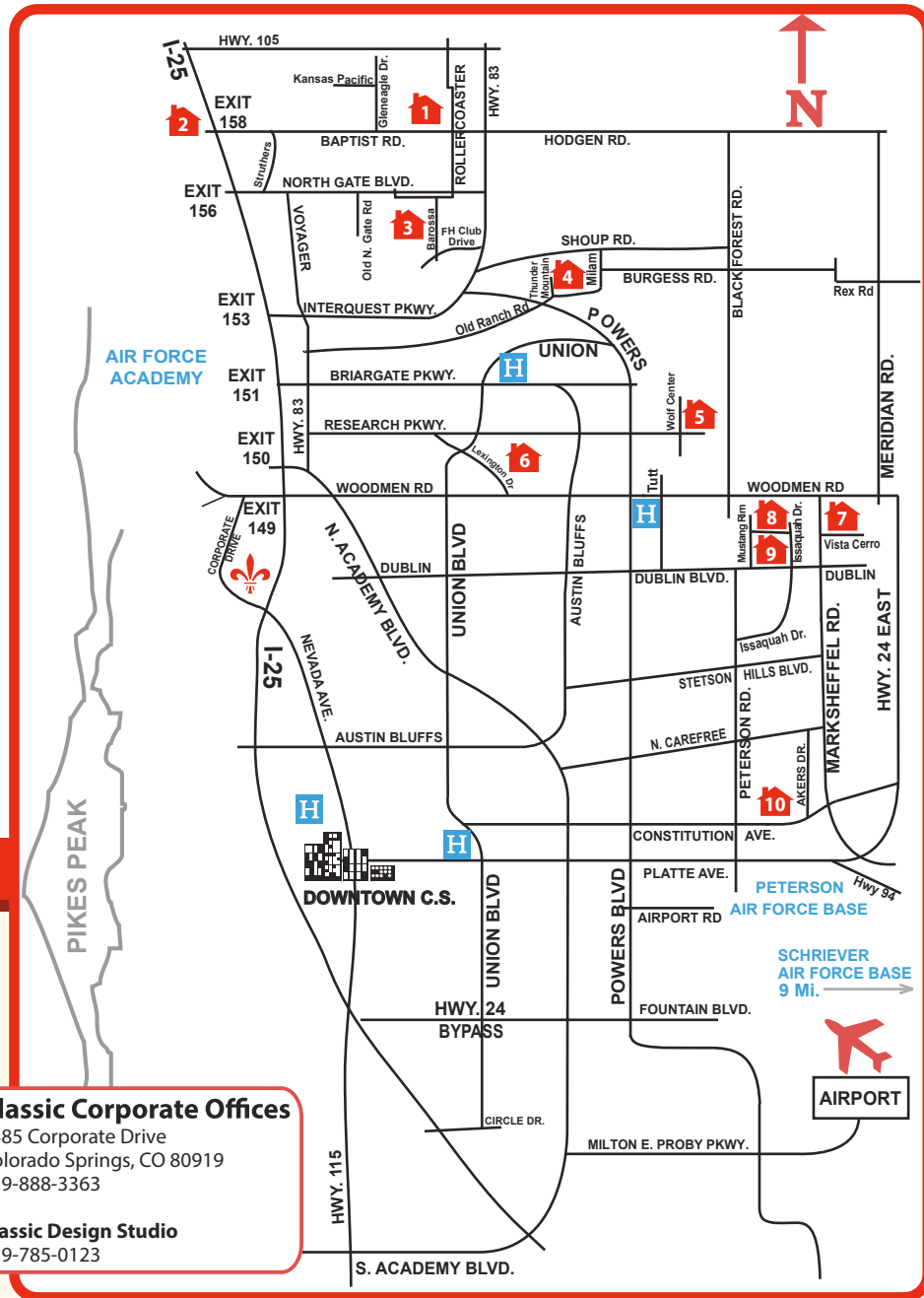
**Classic Design Studio**  
719-785-0123

- 4 North Fork**  
From the \$310s • 719-426-2651  
Model: *Savannah-B*  
10996 Echo Canyon Dr., 80908  
School District 20
- 5 Wolf Ranch**  
Single family homes from the \$320s • 719-452-8952  
Model: *Monarch-D* 5564 Leon Young Drive, 80924  
Paired patio homes from the \$360s • 719-309-4215  
School District 20
- 6 Lexington Crossing**  
Paired patio homes from the mid \$300s • 719-888-3533  
Model coming soon!  
School District 20 (Colorado Springs, CO 80920)
- 7 Banning Lewis Ranch**  
From the \$300's • 719-452-8696  
Model: *Celebration-B*  
8584 Antero Peak, 80927  
School District 49

- 8 Indigo Ranch at Stetson Ridge**  
From the \$290s • 719-235-5961  
Model: *Paradise-B* 6852 Mustang Rim Dr., 80923  
School District 49
- 9 Renaissance at Indigo Ranch**  
From the low \$300s • 719-309-4385  
Model: *Tranquility-C*  
6657 Lucky Star Lane, 80923  
School District 49
- 10 Hannah Ridge**  
From the \$280s • 719-452-8981  
Model: *Hannah-A*  
2502 Equine Court, 80922  
School District 49



Updated as of April 20, 2017  
Prices and availability are subject to change. See Agent for details.



# Classic Homes Promise of Excellence

Classic Homes has been a leading local builder in the Pikes Peak region since 1989. We believe that quality, value and customer satisfaction must never be compromised in the process of delivering a home to our buyers. Our selection of building materials, trade contractor partners, and the dedication of our employees is driven by Classic's mission and value statements. As well as the knowledge that we are not merely building homes but that we are also building communities and creating new friends and neighbors in the process.

## AS YOU TOUR OUR COMMUNITIES, WE INVITE YOU TO EXPERIENCE THE CLASSIC DIFFERENCE.

- At Classic, it is our mission to provide the finest quality real estate products and services in a manner that consistently meets or exceeds our customers' expectations.
- Our mission is accomplished by using the best available resources and blending time-tested construction procedures with state-of-the-art technology and design.
- Creating a positive working environment based on honest and ethical business practices, mutual trust and respect.
- Working as a team, with each other and with our customers, while providing opportunities for both personal and professional growth.
- Being a responsible member of our community and investing in its future by actively supporting community, social and educational programs.

*These are more than just words or a mere business philosophy. They are the truths and values that define Classic.*



GOLD WINNER			
2007	2008	2009	2010
2012	2013	2014	2015
2016	2017	TEN YEARS!	

**VOTED BEST HOME BUILDER**  
10 Years Running!  
**VOTED BEST 2017 HOME DEVELOPER**

*The difference really hits home.*

- Prime Neighborhood Locations
- Award-winning Customer Care
- Hand-selected Construction Teams
- Floorplans for Every Stage of Life
- Quality Craftsmanship & Materials
- 28 Years of Commitment to Community
- Energy Efficient Construction
- 8-year Limited Warranty
- In-house Design Studio & Personal Consultants

[ClassicHomes.com](http://ClassicHomes.com)



# Full speed ahead and a quick look back!

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

Finding space has truly become the final frontier. There are many factors which affect the real estate market. Interest rates, consumer confidence, demand and supply, availability of credit, laws and regulations, job markets, economic conditions, and location are all factors that influence real estate markets. It is highly logical to focus on listings and sales to calculate current inventory levels. This is a significant measure of where we are going. Sales as a percentage of active listings give us a rear view mirror look of where we have been.

Slide Number One (Active Listings - previous 12-month average) indicates the decline in homes available over the last fourteen years. Slide Number Two (Number of Sales - previous 12-month average) shows how the number of units sold has increased over the last 14 years. The formula to determine inventory in number of months (Slide Number Three) calculates the monthly average of homes sold over the previous 12 months and the number of homes available for sale presently. This formula is a reliable indicator of what may happen in the near term, meaning the next one to two years.

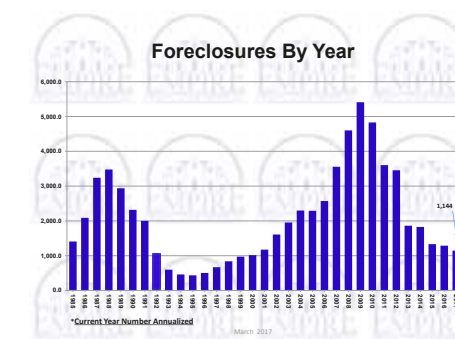
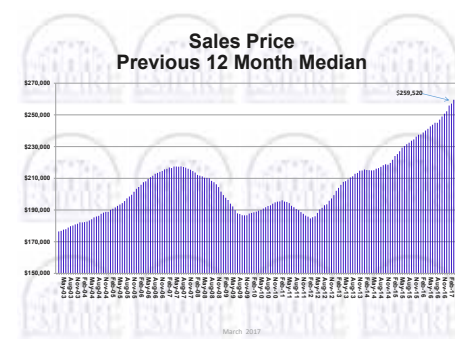
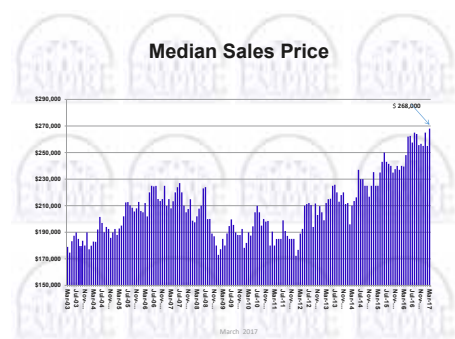
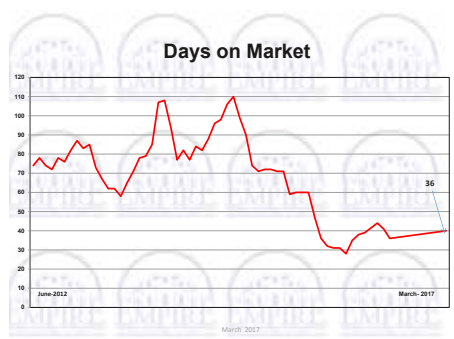
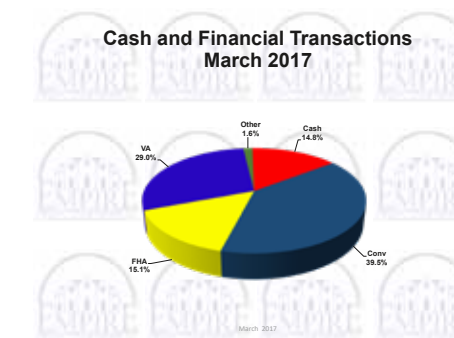
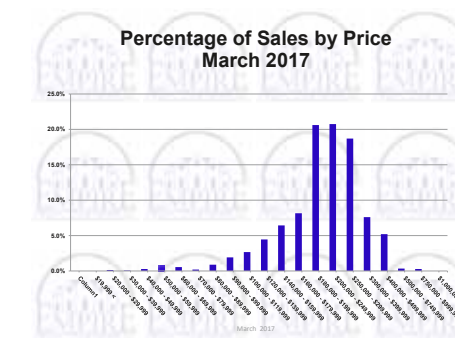
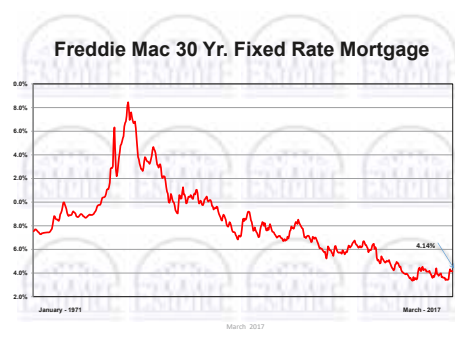
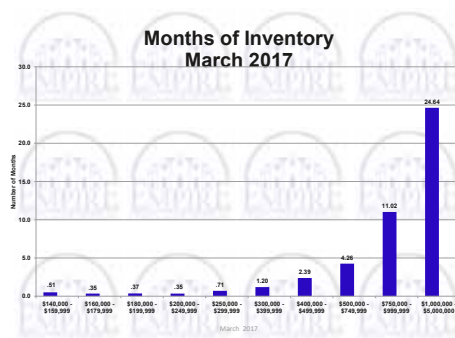
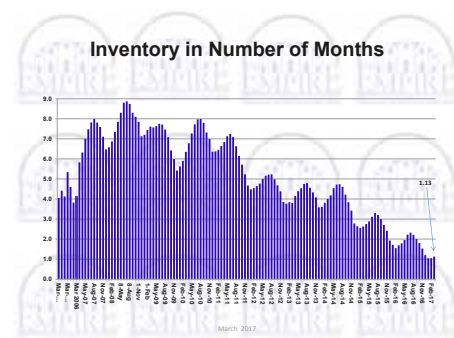
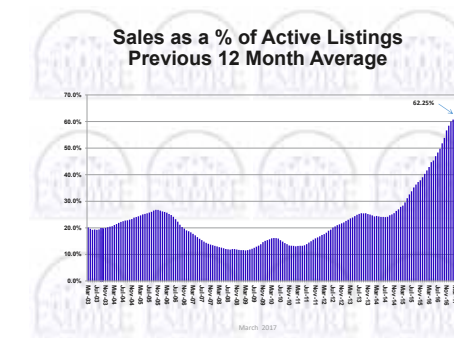
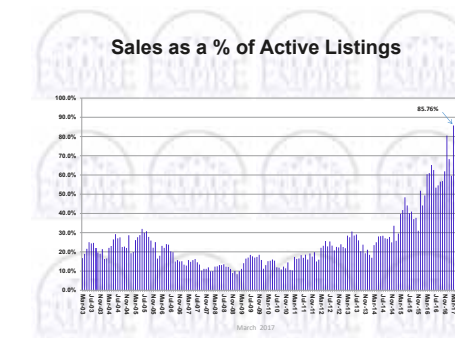
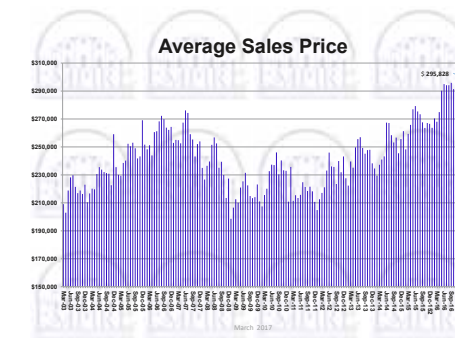
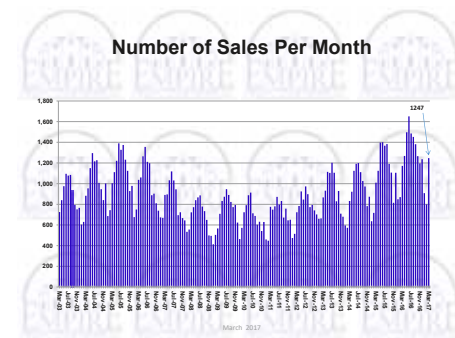
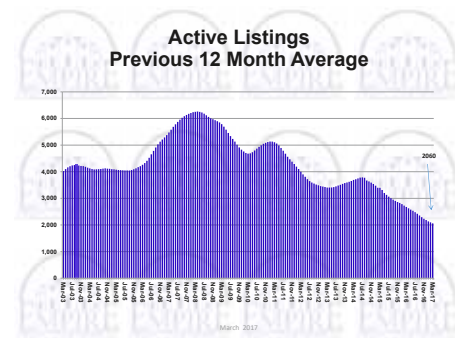
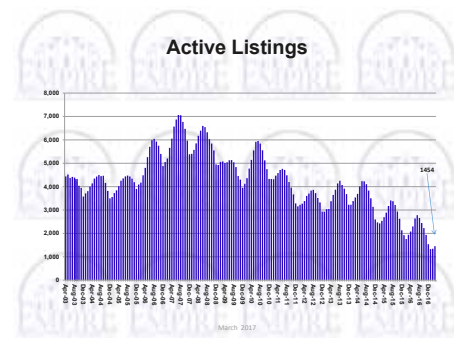
An inventory level of four to six months would be normal in the El Paso and Teller County regions. Any level below this indicates a strong sellers' market. Any level above six months indicates a strong buyers' market. When the real estate market collapsed in 2008, inventory levels were at almost nine months. This indicates a very weak market with few buyers and an overabundance of homes available for sale. Conversely, the inventory levels in January, February, and March of this year were 1.04, 1.05 and 1.13 months, respectively. Set your Phasers to stun. This inventory level means demand is at an

intoxicating pitch and there are not enough homes to satisfy the thirst. In the words of Captain Kirk, "Full speed ahead!" If the USS Enterprise had a rear view mirror, this is what the crew would see.

Sales as a Percentage of Active Listings - previous 12-month average (Slide Number Four) shows we sold 62.25% of the listings available through March of this year. In our market, 15% to 20% is considered normal, meaning in a normal market 15 to 20 homes would sell in a month where 100 homes are available. In our market today we are selling 62.25 homes for every 100 homes available. This eclipses anything we have seen in at least the last 14 years. A look in the rear view mirror shows solid rocket boosters in full thrust, but it is important to understand that this thrust is not in every price range. The million dollar

market and above is still sputtering. However, the seven hundred and fifty thousand to one million dollar market seems to be heating up.

Based on present inventory levels, the cry is "full speed ahead" on homes of four hundred thousand dollars and below. Data for the last 25 years shows now as the lowest inventory level in that time. The percentage of homes selling is also at an incredible high. Looking back shows how far we have come at such an astonishing pace; looking forward shows strange new worlds, new life and new civilizations - to boldly go where no man has gone before.



### 2016 - 2017 1st Quarter Comparison

	2016			2017			% Change		
	Jan	Feb	Mar	Jan	Feb	Mar	Jan	Feb	Mar
Number of Sales	949	970	1172	909	900	1247	0.39%	-0.46%	5.49%
Months of Inventory	1.75	1.55	1.59	1.54	1.55	1.13	-13.80%	1.23%	3.22%
Average Sales Price	\$263,678	\$278,377	\$268,010	\$291,774	\$295,385	\$299,839	1.93%	0.90%	0.90%
Median Sales Price	\$237,000	\$245,000	\$238,000	\$265,000	\$265,000	\$268,000	0.92%	0.49%	0.92%
Foreclosures	133	196	131	87	108	91			

- ### 2017 YTD vs. 2016 YTD
- Average Price  $\uparrow$  11.7%
  - Median Price  $\uparrow$  10.0%
  - Residential Units Sold  $\uparrow$  2.2%
  - Inventory Levels  $\downarrow$  34.9%
  - Number of Listings  $\downarrow$  26.6%
  - Foreclosures  $\downarrow$  31.9%
  - Average Days on Market: 36
  - Interest rates  $\uparrow$  4.14%

# ALL SIGNS POINT TO A **STRONG 2017** **REAL ESTATE MARKET**

By: Steve Udelson

*President Trump would like to stimulate the economy through deficit spending and deregulation. The market has responded by selling off bonds and buying bank stocks.*

How will this impact the real estate market?

The bond sell-off has caused interest rates to increase nearly one percent, which increases the cost of a \$300,000 mortgage by roughly \$250 a month. On the other hand, reduced regulation could increase lending for credit-challenged individuals. Also, potential deficit spending could create new jobs. In this scenario, more credit and jobs could mean more buyers bidding on homes.

It has been an unusual post-inauguration ride, and there is, of course, uncertainty around what the new administration will be able to accomplish and how policy decisions will impact loan programs. While deregulation and deficit spending could keep the real estate market on track or even perform better in 2017, one of President Trump's first acts of "deregulation" was to sign an executive order to block a mortgage reduction policy for FHA-backed loans — a move that caused concern around the impact on the first-time home buyer population, which was expected to be strong this year.

The National Association of Realtors (NAR) President William E. Brown responded to the action by saying, "According to our estimates, roughly 750,000 to 850,000 home buyers will face higher costs, and 30,000 to 40,000 new home buyers will be left on the sidelines in 2017 without the cut. We're disappointed in the decision but will continue making the case to reinstate the cut in the months ahead."

However, the fear that rising rates and the blockage of stimulus policies, such as the mortgage reduction policy for FHA-backed loans, would keep potential buyers on the "sidelines" has thus far been unfounded.

Certainly, numbers show that people have not stopped entering the real estate market. Total existing home sales jumped 3.3 percent in January from December 2016, according to the most recent report from NAR. The positive jump in existing home sales aligns with the sentiment coming out of this year's Owners.com survey that consumers are dedicated to home ownership. The survey finds that consumers are more than willing to sacrifice on other financial goals to buy a home. For example, most consumers indicated that saving for a home takes priority over saving for an emergency (61 percent) or contributing to their retirement (60 percent).

In a nutshell, while it's too early to tell how the new administration will fully impact the real estate sector in the coming months and years, the housing market continues to remain strong on a national basis. Economic growth, consumer confidence, employment and credit expansion have helped offset higher interest rates and a changing regulatory environment. Those positive indicators coupled with people's willingness to make financial sacrifices to get into the housing market may continue to keep uncertainty at bay and fuel housing market activity.

*Steve Udelson, President, Owners.com®, a top 10 national brokerage and a leading marketplace for self-directed real estate*



YOUR MORTGAGE EXPERTS

*We are the key to your Mortgage!*



SERVING EL PASO COUNTY SINCE 2002



- VA PURCHASES - ZERO DOWN - PERIOD!
- FHA PURCHASES
- HISTORICALLY LOW RATES
- CONSTRUCTION LOANS
- LAND LOANS
- INVESTMENT PROPERTY PURCHASES - 15% DOWN

VICTOR KARNS, MORTGAGE BANKER  
(719) 360-3767, VIC@INTEGFIRST.COM

*Licensed, Bonded, Insured*

CO #100023696 | NMLS #296856 | IFF NMLS #394990

IF WE MISS YOUR HOME CLOSING DATE

*35 Day \$7,000 Purchase  
Loan Guarantee\**

\*35 DAY GUARANTEE STARTS THE DAY THAT WE PERSONALLY MEET WITH YOU TO START YOUR LOAN PROCESS WITH IFF. ASSUMPTION IS MADE THAT ALL INFO PROVIDED TO IFF IS ACCURATE AND VERIFIABLE. BASED ON AUTOMATED APPROVAL WITH FANNIE MAE/FREDDIE MAC. BASED ON CLIENT PROVIDING UNDERWRITING DOCUMENTATION TO IFF WITHIN 48 HOURS THAT REQUEST IS MADE TO BORROWER. \$1000.00 WILL BE CREDITED TO YOU ON YOUR HUD SETTLEMENT STATEMENT B IFF IF WE DON'T MEET YOUR PURCHASE CLOSING DEADLINE.





# EMPIRE TITLE OF COLORADO SPRINGS, LLC

► sponsor spotlight

## PAST ...

The origin of title insurance goes back more than 125 years. Real estate has always been such a basic form of wealth that it has been better protected by more stringent laws than any other type of property. Title searches are conducted and title insurance provided to protect purchasers of houses, buildings and vacant land – to ensure their specific rights to that property and to protect them from recognizable problems in the public records as well as possible hidden claims or rights. Unlike home or auto insurance, which protects one from potential future events, title insurance is protection from events that may have already occurred in the past. Thus, there are no annual payments to keep the policy active: a one-time premium is collected at the time of closing on the property.

After well over a decade in the title industry, Bill and Ronda McAfee opened Empire Title in August of 2003, actively serving still today as President and Operations Manager, respectively. Empire's main office is located at 5755 Mark Dabbling Boulevard in Colorado Springs, with a



second office at 350 N. Pine St. in Woodland Park serving Teller and surrounding counties, Empire Title formed with one simple philosophy and goal: provide sound, basic title services.

## PRESENT ...

Our company motto from the beginning has stated: "We Don't Succeed Unless You Do." That motto applies to our own Associates internally as well as those clients that direct their real estate transactions to Empire Title. We constantly strive to provide a business environment that is enjoyable and builds on the foundation of helping our customers and each other. A title company is usually the last step in the home buying process, so it's important to us that our customers leave our offices confident and comfortable in knowing they've been completely taken care of.



Michael Podoyak, Executive Manager

Empire Title specializes in solving title problems and maximizing opportunities for transactions to close. The majority of our 60+ associates each have at least 10 years of experience within the title industry – with many at our company having been in the business over 25 years. We understand the issues that often arise because we have seen them many times before. By thoroughly knowing the title insurance and settlement business, and being a local company serving our own communities, we know best how to take the necessary actions and precautions to ensure and insure our clients: sellers, buyers, real estate agents, lenders and builders.

One of Empire's primary goals is to develop profitable business relationships with our real estate agent, lender and builder clients as we provide unparalleled customer service to their customers. Therefore, beyond simply conducting title searches and performing closings, what truly sets us apart are the other services we provide and the associates that provide them.

A prime example of meeting the needs of the real estate community was the formation of Short Sales Solutions, the first company of its kind locally. Managed by experienced, talented and very patient individuals in the

title field, this group of experts remains in place to help navigate through the often challenging and frustrating short sale process. This service allows real estate agents to generate more business by saving them time and energy while providing sellers and buyers with direction and relief.

To help educate our area real estate agents with the most current and complete information pertaining to their profession, Bill McAfee created the Pikes Peak School of Real Estate. Some months our instructors conduct up to a dozen continuing education courses in our office's conference room facilities or in a client's real estate office. Mr. McAfee also prepares and shares monthly data on the Colorado Springs economy and the state of our local real estate market, both as a regular contributor to the Colorado Springs Real Estate Journal and as a self-proclaimed YouTube video star. This information is further distributed to our real estate agents and loan officers so that they can inform and educate their own customers.

Our Marketing and Customer Service Departments are staffed with dedicated and creative individuals that prepare Property Profile Books, Ownership & Encumbrance Reports, demographic lists and mailing labels. Our Sales Team works individually to increase the efficiency and production of our clientele, whether it be assisting with the design of marketing postcards, flyers and promotional materials, helping with business plans and strategies or utilizing our economical property photography service. Additionally, we work closely with other marketing companies to provide top quality materials and services for an unmatched level of professionalism.

Everyone at Empire Title believes in reciprocal communication where we truly listen and respond to our clients' needs. It is from this more than anything that Empire has grown into the Number One title company in El Paso and Teller counties over the years by the number of transactions successfully completed. Furthermore, Empire Title has been voted as the top title company in the "Best of the Springs" for the last five years!



Another successful closing

“

*We enjoy what we do ... where we do it ... and for whom we do it. We are Empire Title, we are an original and we are mindful and grateful for the solid relationships that have developed over the years and the trust given us.*



Opening doors and closing transactions

### FUTURE ...

Empire is committed to helping people – those who work for us and those who work with us. Beginning seven years ago, we’ve been the innovator and coordinator of the Peak Producers, a non-profit organization consisting of realtors in the top 10% of production in the Pikes Peak area – a group dedicated to improving our community through charitable contributions of time, funds and ideas. We are proud to assist this important organization in making our neighborhoods stronger and our neighbors more secure.

We at Empire Title have much more to contribute to the communities in which we do business. We have no intention to move in and out of markets as economic conditions change, and there are no plans to have our work prepared outside of the cities we serve. We enjoy what we do ... where we do it ... and for whom we do it. We are Empire Title, we are an original and we are mindful and grateful for the solid relationships that have developed over the years and the trust given us.

#### CONTACT INFORMATION:

**Michael Podoyak, Executive Manager**  
**(719) 884-5300 / www.etcos.com**

# Radon Gas Levels: Ways to Help a Real Estate Deal Survive an Alarming Test Result

By Marie Whittaker

*May is Radon Gas Awareness and Testing Month at Ground Floor Home Inspection. There are several facts and recommendations from the EPA, WHO, and certified specialists that should be known and adhered to here in Colorado. Many home buyers and sellers approach the presence of radon gas tentatively, although there are new testing methods and mitigation systems that can take the fear factors out of the deal, even if the home tested high for radon gas. Some folks hear that radon gas causes cancer and they panic, needlessly. Radon gas can easily and inexpensively be reduced to a level that is suitable, by industry standards.*

In Colorado Springs, radon gas tends to test higher closer to the hills and mountains. Areas such as the Broadmoor and Cresta, Woodland Park, Cripple Creek, Divide, Manitou Springs, and Florissant typically test over 4.0 pCi/L, so be prepared for those results. This doesn’t mean that the flatter areas of town are all at a safe level. Additionally, the thought that radon doesn’t affect a property if the home doesn’t have a basement isn’t correct either. Radon exists in different levels in all parts of our region, and will enter a home’s foundation whether part of the living space is below ground, or not.

If a properly-placed, short-term radon gas test reveals a level of 4.0 pCi/L or higher, the EPA recommends a long term test, however, a long term test is normally not possible in a real estate transaction. The home can easily be supplied with a mitigation system to get the level down to a suitable level. At that point, helping a buyer or seller to contact a qualified radon mitigation contractor to fix the level in the home is recommended because lowering high radon levels requires specific technical knowledge and special skills. Being equipped to assist at that moment will help to alleviate possible future problems with a contract.

Computerized monitor tests are the most current way to test a property for radon. These monitors can be read on site and give

more accurate test results that the older method of setting out a canister test. An example of an excellent radon gas monitor is the Sun Nuclear 1028 machine, which is what is in use at Ground Floor Home Inspection, upon request.

Easily calm potential buyers before they have a reaction to a high test level. Share the facts with them. Radon mitigation works and techniques are not prohibitively expensive for a home buyer or seller. In most cases, sealing the foundation coupled with a simple fan system is the most effective and least costly. Many times after high radon results are recorded, the buyer and home seller have spilt the cost of a mitigation system and the real estate deal goes forward without a hitch. A contract can simply be amended to afford a mitigation system. A motivated seller will want to have one installed to protect a future contract and will happily pay this cost ahead of time, if they are aware of a high presence of radon at their property.

Top radon gas reduction companies in the area will handle things easily for a home owner or buyer, and that should relieve some of the tension during a Real Estate deal after test results come back high. A good contractor will come to the property for free and provide a free estimate. He will let all parties know about the system that will work best for the property type. Most good companies will also offer a discount to come back to the property and retest the home to make sure the installed system is working properly. After a radon reduction system is in place, a home should be tested periodically to ensure the system is working optimally to keep radon gas at a safe level within the living space of the home.

Being prepared is by far the best way to thwart a deal-breaker when it comes to radon gas testing during a home inspection. Helping a home seller get their property tested prior to listing is a great idea so there will be no surprises after the home inspection. A certified radon technician can set up a canister test kit or computerized test to assist. This can be an important part of a presale home inspection, as a potential buyer will want to know the home has a low radon gas level and the seller will already have this part handled.



**GROUND FLOOR**  
GROUND FLOOR HOME INSPECTION, LLC

*We are dedicated to helping home buyers learn about their home, so that they can make safe and informed decisions.*

**719-641-1555**  
GroundFloorHomeInspection.com



# TOP 100 STANDINGS

Teams and Individuals Closed date from 1/1/2017 to 3/31/2017

#	Agent	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Monica Breckenridge	Pink Realty, Inc.	68	60	128	\$16,170,500	\$15,088,337	\$31,258,837
2	Jeffrey Johnson	RE/MAX Real Estate Group	27	56	83	\$6,680,200	\$14,004,000	\$20,684,200
3	Kevin Hart	Pinnacle Real Estate Partners, LLC	50	11	61	\$15,014,925	\$3,436,463	\$18,451,388
4	Michael Tinlin	Classic Residential Services	39	0	39	\$18,450,141	\$0	\$18,450,141
5	Kevin Patterson	The Patterson Group	19	5	24	\$14,072,650	\$2,847,730	\$16,920,380
6	Treasure Davis	RE/MAX Properties, Inc.	38	26	64	\$9,444,938	\$6,761,792	\$16,206,730
7	Joseph Clement	RE/MAX Properties, Inc.	27	8	35	\$10,885,986	\$2,690,000	\$13,575,986
8	Lenka Martin	Lenka Martin	23	10	33	\$9,147,446	\$4,127,106	\$13,274,552
9	Ed Behr	The Platinum Group	18	16	34	\$6,803,150	\$5,519,700	\$12,322,850
10	Tiffany Lachnidt	RE/MAX Properties, Inc.	28	20	48	\$6,688,200	\$5,193,586	\$11,881,786
11	Javier Galvan	Colorado Key Realty LLC	29	6	35	\$9,778,397	\$1,806,084	\$11,584,481
12	Lana Rodriguez	RE/MAX Properties, Inc.	18	28	46	\$4,478,600	\$6,942,425	\$11,421,025
13	Kelly Price	All American Homes, LLC	17	6	23	\$8,006,119	\$3,047,343	\$11,053,462
14	Janelle Walston	Walston Group Real Estate, Inc	32	9	41	\$8,465,956	\$2,585,868	\$11,051,824
15	Brian Maecker	RE/MAX Advantage Realty, Inc.	27	13	40	\$7,343,000	\$3,692,500	\$11,035,500
16	Raymond Shea	RE/MAX Real Estate Group	15	21	36	\$4,586,559	\$6,413,223	\$10,999,782
17	Michael MacGuire	The Platinum Group	17	9	26	\$7,277,500	\$3,675,323	\$10,952,823
18	Micah Victory	Pinnacle Real Estate Partners, LLC	32	5	37	\$9,111,513	\$1,417,591	\$10,529,104
19	Barbara Schlinker	Parker St Claire Realty	29	6	35	\$8,534,668	\$1,859,430	\$10,394,098
20	Jerry Clark	RE/MAX Advantage Realty, Inc.	22	13	35	\$5,721,800	\$4,491,307	\$10,213,107
21	Lauren Schneider	RE/MAX Real Estate Group	2	39	41	\$446,000	\$9,514,582	\$9,960,582
22	Mark McWilliams	RE/MAX Properties, Inc.	10	16	26	\$4,448,534	\$5,374,652	\$9,823,186
23	Chris Bradshaw	Turner Associates, LLC	28	2	30	\$8,961,825	\$677,975	\$9,639,800
24	Jean Wheaton	RE/MAX Properties, Inc.	18	3	21	\$7,886,950	\$1,653,000	\$9,539,950
25	Dean Weissman	The Platinum Group	9	6	15	\$5,613,600	\$3,674,900	\$9,288,500
26	Bobbi Price	The Platinum Group	23	5	28	\$7,587,689	\$1,253,400	\$8,841,089
27	Nathan Johnson	RE/MAX Real Estate Group	15	21	36	\$3,695,800	\$4,877,955	\$8,573,755
28	Matt Tolooee	Metro Real Estate Group	27	8	35	\$6,742,000	\$1,763,500	\$8,505,500
29	Mark Ewell	Turner Associates, LLC	27	1	28	\$7,922,630	\$357,164	\$8,279,794
30	Patricia Ingels	Berkshire Hathaway HomeServices Rocky Mountain	6	5	11	\$5,013,000	\$3,143,000	\$8,156,000
31	Chris Schaller	RE/MAX Advantage Realty, Inc.	11	18	29	\$3,081,000	\$4,686,089	\$7,767,089
32	Rob Reinmuth	Acquire Homes	13	8	21	\$4,685,800	\$3,035,954	\$7,721,754
33	Michael Turner	RE/MAX Real Estate Group	10	7	17	\$4,333,850	\$3,245,944	\$7,579,794

#	Agent	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
34	Bryce Rasmussen	Keller Williams Clients Choice Rlty	34	1	35	\$7,298,547	\$86,000	\$7,384,547
35	Brian Boals	RE/MAX Real Estate Group	16	11	27	\$4,762,900	\$2,606,300	\$7,369,200
36	Jesse Risley	Keller Williams Clients Choice Rlty	15	10	25	\$4,531,700	\$2,720,950	\$7,252,650
37	Donny Coram	RE/MAX Real Estate Group	19	10	29	\$5,116,700	\$2,095,100	\$7,211,800
38	Louis Torres	The Innovative Group, LLC	17	6	23	\$5,243,865	\$1,809,761	\$7,053,626
39	Pamela Keller	Ponderosa Properties, Inc.	15	0	15	\$7,034,449	\$0	\$7,034,449
40	Rebecca Gloriod	Berkshire Hathaway HomeServices Rocky Mountain	4	3	7	\$4,302,500	\$2,699,500	\$7,002,000
41	Jason Daniels	RE/MAX Millennium	11	12	23	\$3,211,500	\$3,681,300	\$6,892,800
42	Tiffany Canady	Premier Real Estate Group	15	10	25	\$3,544,400	\$3,171,700	\$6,716,100
43	Michelle Blessing	ERA Shields Real Estate	6	7	13	\$2,455,000	\$4,227,000	\$6,682,000
44	Monica Shea	The Platinum Group	12	9	21	\$4,104,200	\$2,553,100	\$6,657,300
45	Karen Bluemel	RE/MAX Properties, Inc.	8	3	11	\$4,642,793	\$1,853,034	\$6,495,827
46	Anthony Deppe	RE/MAX Properties, Inc.	11	12	23	\$2,652,000	\$3,824,500	\$6,476,500
47	Debra Ann Reardon	The Platinum Group	11	2	13	\$5,288,000	\$1,165,000	\$6,453,000
48	Tom Downing	The Platinum Group	10	13	23	\$2,701,000	\$3,680,729	\$6,381,729
49	Jody Heffner	The Platinum Group	14	5	19	\$4,567,600	\$1,808,000	\$6,375,600
50	Michael Raedel	Broadmoor Properties	4	1	5	\$4,394,000	\$1,925,000	\$6,319,000

**Disclaimer:** Information pulled by Broker Metrics and based on reported numbers to MIBOR. New construction or numbers not reported to MIBOR within the date range listed are not included. MIBOR is not responsible for submitting this data. Data may vary up to 3%.



**READY TO PURCHASE, REFINANCE, RENOVATE OR INVEST? THINK NOVA® HOME LOANS**

Personal commitment to professional excellence, coupled with a strong desire to help others, is the common thread among the Loan Officers at NOVA. We often hear that the experiences that our clients have working with NOVA® are far superior to those encountered at other lending institutions. We're proud of that difference, and of the long lasting relationships we have forged with our clients, their friends and their families! NOVA NMLS 3087 / EQUAL HOUSING OPPORTUNITY

## 719.884.5500

### www.NovaCoSprings.com








**COLORADO SPRINGS OFFICE | 1125 Kelly Johnson Blvd, Suite 361 | Colorado Springs CO 80920**

# TOP 100 STANDINGS

Teams and Individuals Closed date from 1/1/2017 to 3/31/2017

#	Agent	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
51	Jennifer Boylan	Springs Homes Inc	10	6	16	\$4,166,850	\$2,044,750	\$6,211,600
52	Todd Stephens	United Real Estate Group, Inc.	17	0	17	\$6,019,318	\$0	\$6,019,318
53	Sally Vargas	Keller Williams Clients Choice Rlty	10	8	18	\$3,453,300	\$2,440,821	\$5,894,121
54	Eric Scott	ERA Shields Real Estate	4	8	12	\$1,919,025	\$3,922,200	\$5,841,225
55	Jorgette Krsulic	Colorado Casa PMI	13	14	27	\$2,751,500	\$3,026,400	\$5,777,900
56	Michael Moffat	Keller Williams Clients Choice Rlty	10	8	18	\$3,080,000	\$2,682,624	\$5,762,624
57	Sharon Roshek	Coldwell Banker 1st Choice Realty	12	3	15	\$4,617,000	\$1,130,000	\$5,747,000
58	Cole Underwood	RE/MAX Advantage Realty, Inc.	10	8	18	\$2,642,744	\$3,088,492	\$5,731,236
59	Jennifer Lohrig	Walston Group Real Estate, Inc	7	8	15	\$2,895,000	\$2,817,200	\$5,712,200
60	Aimee Fletcher	RE/MAX Real Estate Group	14	2	16	\$4,664,399	\$995,000	\$5,659,399
61	Jeffrey Piggot	RE/MAX Real Estate Group	10	12	22	\$2,575,500	\$3,016,492	\$5,591,992
62	Jill McFeron	RE/MAX Properties, Inc.	8	5	13	\$3,586,700	\$1,900,268	\$5,486,968
63	Melanie Casey	Ashford Realty Group, LLC	19	2	21	\$4,677,650	\$802,500	\$5,480,150
64	Danielle Frisbie	The Platinum Group	5	7	12	\$2,473,750	\$2,975,000	\$5,448,750
65	Dave Sanders	RE/MAX Real Estate Group	7	9	16	\$2,349,500	\$3,077,226	\$5,426,726
66	Joshua Noyes	PCS Partners, LLC	2	20	22	\$507,000	\$4,861,056	\$5,368,056
67	Tammi Stuart	Keller Williams Clients Choice Rlty	10	5	15	\$3,275,625	\$1,923,316	\$5,198,941
68	Patrick Muldoon	Muldoon Associates, Inc.	28	0	28	\$5,171,482	\$0	\$5,171,482
69	Scott Baughman	Real Estate Marketing Group LLC	19	1	20	\$4,861,240	\$299,000	\$5,160,240
70	Scott Huger	Nicholas Scott Real Estate	9	10	19	\$2,519,650	\$2,611,103	\$5,130,753
71	Andrew Botcherby	RE/MAX Real Estate Group	6	15	21	\$1,302,500	\$3,824,190	\$5,126,690
72	Shane Bruckner	Nest Egg Realty, LLC	19	1	20	\$4,771,970	\$330,000	\$5,101,970
73	Travis Turner	Turner Associates, LLC	7	6	13	\$2,795,900	\$2,296,000	\$5,091,900
74	Chris Cowles	The Platinum Group	5	10	15	\$1,328,265	\$3,763,029	\$5,091,294
75	Craig O'Boyle	O'Boyle Real Estate Group	9	10	19	\$2,425,250	\$2,655,100	\$5,080,350
76	Darrell Wass	RE/MAX Advantage Realty, Inc.	5	8	13	\$1,629,500	\$3,440,500	\$5,070,000
77	Shawn Keehn	Coldwell Banker 1st Choice Realty	13	6	19	\$3,235,700	\$1,834,005	\$5,069,705
78	Kimberly Hunstiger	RE/MAX Advantage Realty, Inc.	8	9	17	\$2,524,497	\$2,539,297	\$5,063,794
79	Irene Tanis	RE/MAX Performance, Inc.	6	5	11	\$2,267,500	\$2,790,000	\$5,057,500
80	Dave Kaercher	RE/MAX Real Estate Group	13	7	20	\$3,408,650	\$1,625,900	\$5,034,550
81	Alan Daniels	RE/MAX Advantage Realty, Inc.	12	10	22	\$2,609,275	\$2,419,825	\$5,029,100
82	Jodi Bohenna	Keller Williams Clients Choice Rlty	9	6	15	\$3,160,000	\$1,695,005	\$4,855,005
83	Cindy Linder	RE/MAX Advantage Realty, Inc.	11	8	19	\$2,689,212	\$2,135,597	\$4,824,809

#	Agent	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
84	Wayne Jennings	Berkshire Hathaway HomeServices Rocky Mountain	10	3	13	\$3,223,625	\$1,576,900	\$4,800,525
85	Craig McConnell	Avalar Real Estate Solutions	10	6	16	\$3,170,000	\$1,627,875	\$4,797,875
86	Benjamin Day	Selley Group Real Estate, LLC	6	6	12	\$2,145,500	\$2,650,500	\$4,796,000
87	Kelly Young	The Platinum Group	3	7	10	\$1,397,000	\$3,384,550	\$4,781,550
88	Jose Medina	Vantegic Real Estate	8	11	19	\$1,887,200	\$2,884,014	\$4,771,214
89	Mark Salas	Best Realty, Inc.	11	13	24	\$2,235,525	\$2,495,725	\$4,731,250
90	Lauren Stadjuhar	RE/MAX Properties, Inc.	4	3	7	\$3,135,500	\$1,585,568	\$4,721,068
91	Darcy Lee	Coldwell Banker Residential Brokerage	6	8	14	\$2,017,400	\$2,690,400	\$4,707,800
92	Lorraine Amos	RE/MAX Real Estate Group	5	9	14	\$1,712,400	\$2,986,906	\$4,699,306
93	Shane Ray	RE/MAX Properties, Inc.	8	9	17	\$2,092,900	\$2,600,500	\$4,693,400
94	Tulio Pena	Action Team Realty	7	12	19	\$1,919,950	\$2,765,000	\$4,684,950
95	Kevin Kudrna	Redfin Corporation	10	4	14	\$3,279,450	\$1,385,400	\$4,664,850
96	Scott Coddington	Pulse Real Estate Group LLC	12	2	14	\$4,106,400	\$533,000	\$4,639,400
97	Michelle Fisher	RE/MAX Properties, Inc.	11	5	16	\$3,070,400	\$1,491,900	\$4,562,300
98	Ginger Janitell	Vantage Sales, LLC	8	3	11	\$3,341,207	\$1,201,499	\$4,542,706
99	Dan Armstrong	Armstrong Real Estate Company	7	7	14	\$2,354,400	\$2,182,788	\$4,537,188
100	Angela Fugate	MacKenzie Jackson LLC	4	14	18	\$988,000	\$3,542,805	\$4,530,805

**Disclaimer:** Information pulled by Broker Metrics and based on reported numbers to MIBOR. New construction or numbers not reported to MIBOR within the date range listed are not included. MIBOR is not responsible for submitting this data. Data may vary up to 3%.



**EMPIRE  
TITLE**

[www.etcos.com](http://www.etcos.com)

**“We Don’t Succeed  
Unless You Do”**

**Empire Title of Colorado Springs**

5755 Mark Dabling Blvd., Suite 110, Colorado Springs, CO 80919

Phone: (719) 884-5300 - Fax: (719) 884-5304

[www.etcos.com](http://www.etcos.com)

**Empire Title of Woodland Park**

350 N. Pine St., Woodland Park, CO 80863

P.O. Box 9004, Woodland Park, CO 80866

Phone: (719) 686-9888 - Fax: (719) 686-8208

[www.empirewp.com](http://www.empirewp.com)



# A Fresh, New Perspective

## Maple&Moss Designs

**Maple&Moss**  
staging and design

When you hear of home staging, what are your first thoughts? For many realtors and homeowners, unnecessary or excessive seem to spring to mind. Especially in a seller's market, Agents are apprehensive to invest money into a seller's home when they feel they can just sell it "as is." That is where Lydia Andrews from Maple&Moss Designs comes in...to bring a fresh new perspective on what staging can provide both agents and owners.



"One of the best parts of my job is getting a call from one of my agents who have never used staging before, and hearing their astonishment on how quickly the house sold," says Lydia. "I want to tell them, 'I told you so,' but instead I settle for a job well done."

Owner and founder, Lydia Andrews moved from Los Angeles to the Springs in 2014. As her husband started work in the real estate market, she quickly began to notice a need for current design trends in the city. "Most of what I was seeing was a very Tuscan, or mountain-feel style in the staging of homes on the market, and that really doesn't match what home buyers are envisioning their house to be." That was if agents decided to even use staging at all. According to RESA (Real Estate Staging Association) homes that were staged prior to going on the market took 90% less time to sell. It isn't a matter of if the home will sell when staged; it's more a question of how quickly. "Since starting my business, the longest I have had a staged home on the market is 2 months, including properties in the million dollar price range."

However, Maple&Moss Designs services aren't limited to just vacant home stagings. Consultations for owners who are currently residing in their home are just as valuable. A home consult is the

simple process of a stager meeting with current residents to explain how to make the best overall impression for the *greatest* number of buyers. A room by room walk through is done, with clear and precise notes provided for each space. "You'd be amazed at the transformation that can happen with just a few hours spent in a home. It's low cost, high impact, and most importantly it creates photo ready results." In a market where over 95% of buyers won't even step foot in a home unless they like the photos, now more than ever, first impressions can make or break a deal.

What a first impression Maple&Moss has made on the Springs in just it's first year. "The original goal was to build relationships with agents and strictly work on consultations and stagings, I had no idea our design would bleed into so many other avenues." Since opening in summer of 2015, Maple&Moss has worked with two of the most well-known builders in the city in transforming spaces for new builds. At any given time the

company has 4 to 5 homes staged for Oakwood Homes. Lydia is also working to complete a fully designed new model for Vantage Homes in Flying Horse due to be completed by June 2017. "We have a lot of irons in the fire," explains Lydia. "We love working with local artisans in styling events for individuals and small business as well."

Maple&Moss prides itself in transforming a house into a *home*. Whether you are getting ready to list your home and want top dollar for your sale, or you are ready to update the space of your dreams, Maple&Moss strives to make that happen. With knowledge of today's market and by staying in the forefront of top trends in design, Maple&Moss is your go-to company for staging and design. But it isn't just about the business for Lydia. "Working with people to increase the value of their home isn't just about dollars, but the integrity of their sale. If I can help someone better their future through design, then I consider it a win for everyone."

# YOU'RE INVITED



## JOIN US FOR A FREE LUNCH AND SOCIAL NETWORKING AT LUISA GRAFF

Friday, June 9th  
5901 N Nevada Ave, Colorado Springs, CO 80918  
Time 1130 to 2 p.m.

Free lunch and drinks  
Enjoy free jewelry and watch cleanings  
Prizes and gifts to be raffled off  
RSVP to Mark Van Duren, Publisher  
Mark.vanduren@n2pub.com



SUBSCRIBE TO

# COLORADO SPRINGS REAL PRODUCERS

*Real Producers, Colorado Springs Edition* is Free to the Top 500 Teams and individuals ranked on the MLS. If you would like to purchase a monthly subscription to this publication or would like extra copies of any of our issues, please email [mark.vanduren@n2pub.com](mailto:mark.vanduren@n2pub.com).







BECAUSE THE RIGHT  
**TITLE COMPANY MATTERS**

Capstone Title is local, & our experienced staff is at your service.

[CAPSTONETITLECO.COM](http://CAPSTONETITLECO.COM)



### TOP REASONS TO CHOOSE CAPSTONE TITLE:


- ▶ We focus on Building Relationships, not automated systems
- ▶ Local Ownership and Production  
*Money earned and spent here, stays here in the local community. Our Associates have extensive local market knowledge and expertise in the title and closing industry. Our local ownership also means quicker decisions since we don't have to go through several levels of management. We are invested in our COMMUNITY and in its economic future.*
- ▶ Title Experts with Local Market Knowledge
- ▶ Local Closing Experts
- ▶ Value Pricing

**COLORADO SPRINGS**  
**719.228.1060**

5555 Tech Center Drive, Suite 120  
Colorado Springs, CO 80919

**PUEBLO**  
**719.542.2383**

1320 Fortino Boulevard, Suite A  
Pueblo, CO 81008



## SOLID ROCK INSURANCE

*Dare to Compare*

What makes us different from the "big" insurance companies? "CHOICE." The big insurance companies can only sell insurance for that one company. If their product isn't competitive, there is not anything that they can do! By representing numerous companies, we can present numerous quotes. You will have the ability to CHOOSE which company you want to work with.

**719-574-0082**  
[www.SolidRockAgency.com](http://www.SolidRockAgency.com)  
2850 W Serendipity Circle, Suite 230 | Colorado Springs, CO 80917



**719.578.5900**

We are a full-service provider of title insurance, escrow and related products for residential and commercial real estate transactions across Colorado.



*Excellence In Work. Integrity In Everything.*

101 South Sahwatch Street, Suite 212  
Colorado Springs, CO 80903



PRSR STD  
US POSTAGE PAID  
WILMINGTON NC  
PERMIT NO. 40

CO\_Colorado Springs Realtor

Professional Headshots  
Real Estate Listings  
Family Portraits



*NOW  
booking*

303-877-1279  
[www.capturelife.photo](http://www.capturelife.photo)

*Capture Life Photography*

