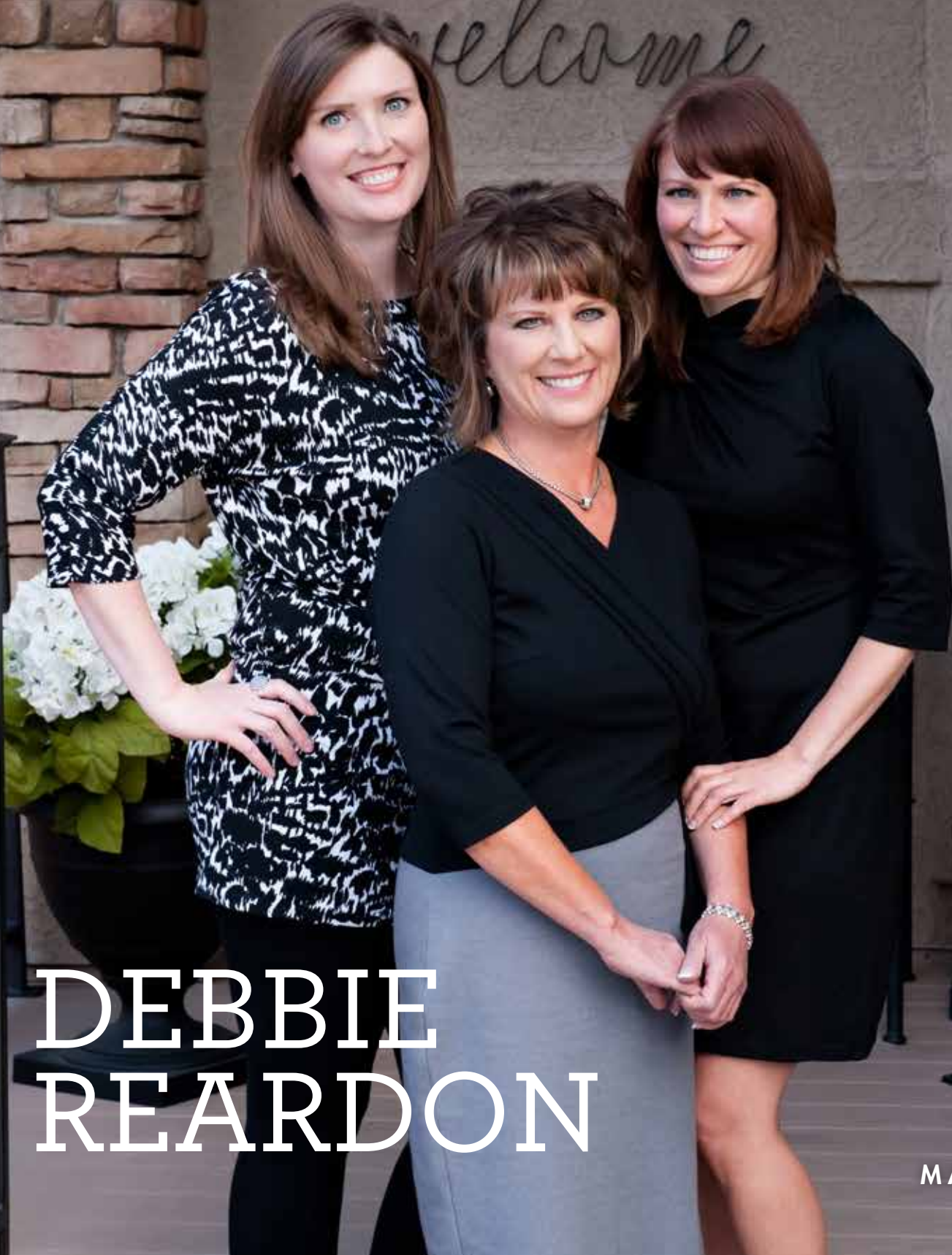


COLORADO SPRINGS

REAL PRODUCERS

INFORMING AND INSPIRING REAL ESTATE AGENTS

welcome



DEBBIE
REARDON

MAY 2017



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



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

Darrell Francis Gargala NMLS ID: 853705; Company NMLS ID: 1591 (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



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
2850 W Serendipity Circle, Suite 230 | Colorado Springs, CO 80917



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



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.

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

NORTH AMERICAN TITLE COMPANY
Like Clockwork™

COLORADO SPRINGS – DOWNTOWN
102 N. Cascade Ave. | Suite 330
Colorado Springs, CO 80903
t: 719.578.4100
www.nat.com/CO

COLORADO SPRINGS – NORTH
8610 Explorer Drive | Suite 105
Colorado Springs, CO 80920
t: 719.598.5355

©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

TABLE OF CONTENTS



05
Trusted Vendors



10
Cover Story: Debbie Reardon



20
Top 100 Agents



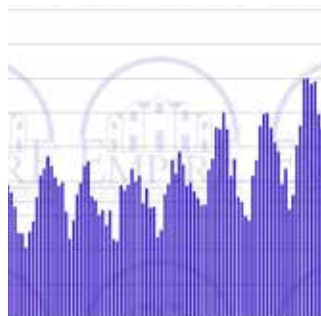
06
Publisher's Note



16
Infusing Technology with your Business (Part 2) - North American Title



25
In the know PPAR



08
The March Into Madness - Empire Title



18
Up & Coming Real Estate Agent: Chad Penkhus



26
Importance of a Quality Home Inspection - Ground Floor Home Inspection

RP **VENDOR LIST**

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

HOME INSPECTION

Ground Floor Home Inspection
(719) 641-1555
www.GroundFloorHomeInspection.com

Pine Breeze Home Inspections
(719) 332-3747
www.PineBreezeHomeInspections.com

INSURANCE

Solid Rock Insurance
(719) 574-0082
www.SolidRockAgency.com

MORTGAGE

Churchill Home Mortgage
(719) 633-8483
www.ChurchillMortgageColorado.com

Integrity First Financial
(719) 385-0777
www.IFFHomeLoans.com

Nova Home Loans
(719) 884-5500
www.NovaCOSprings.com

MOVERS

Two Men and a Truck
(719) 551-5085
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

ROOFING CONTRACTORS

On Top Roofing
(719) 896-2533
www.OnTopRoof.com

TITLE COMPANY

Capstone Title Company
(719) 228-1060
www.CapstoneTitleCo.com

Empire Title of Colorado Springs
(719) 984-5300
www.ETCOS.com

North American Title
(719) 578-4100
www.NAT.com

Unified Title Company
(719) 578-5900
www.UnifiedTitle.com



If you are interested in contributing or nominating Realtors for certain stories, please email us at 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.



PUBLISHER'S NOTE

How a month can make a difference!

A month ago, we were setting out on publishing the first issue of *Real Producers*, and now a month later, not only is it done, but it looks great! I write this a full month before the issue comes out, so a little premature. I will tell you however, the magazine is doing fantastic!

As most of you know, I publish community magazines in Flying Horse and in Cordera. The *Real Producer* magazine, however, is just my "shining star". The reviews and comments are over the top positive and I want to say thanks to all our partners as well as the first issue contributors!

As the magazine continues to get larger and more developed, please feel free to reach out to me directly for any comments and or ideas you would like to see in the publication. This is your magazine and I am here to make it the best I can, both to serve you as well as inform you!

As I write this, my personal residence sold today after a big six hours on the market and a full price offer! I know what you all do and live every day so I hope you will consider me a kindred spirit!

Finally, we are having a Jewelry Showcase at Luisa Graff Jewelers on May the 5th! We will be providing a full free lunch, drinks and cleanings to all! Please plan to join us as it will be a lot of fun !!

As always,
Mark Van Duren
mark.vanduren@n2pub.com



ON TOP ROOFING & RESTORATION

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 | 719-896-2533 | www.OnTopRoof.com

CAPSTONE TITLE

BECAUSE THE RIGHT
TITLE COMPANY MATTERS

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

MIKE BETZER, VP | RON PIPKIN, PRESIDENT

CAPSTONETITLECO.COM

TOP REASONS TO CHOOSE CAPSTONE TITLE:

- ▶ We focus on Building Relationships, not automated systems
At Capstone, you can talk with a real live person, who is highly experienced in your market. We focus on building personal relationships, while other companies are automating, and moving production out of town and sometimes out of the country. We keep it personal and realize this makes for better accountability and care with your transaction.
- ▶ Local Ownership and Production
- ▶ 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

the march INTO MADNESS

By Michael Podoyak, Executive Manager Empire Title of Colorado Springs, LLC

Spring officially began on March 20th but felt like it already had months before. Spring Fever is likely starting to stir in the hearts and pocketbooks of many homeowners and prospective buyers – and a fever left untreated will eventually lead to madness (and ultimately to a zombie apocalypse, but that’s for another article).

March Madness, as it is commonly known in the real estate community and medical profession, often times has only a single cure: movement. But even that is no slam dunk. That movement could come in the form of refinancing for a better interest rate or a release of some pent up equity. It could come upon one as updating and remodeling to improve one’s appearance. Or it may require the most significant movement of all – into a new home.

The symptoms of the real estate market are a strong indication of how

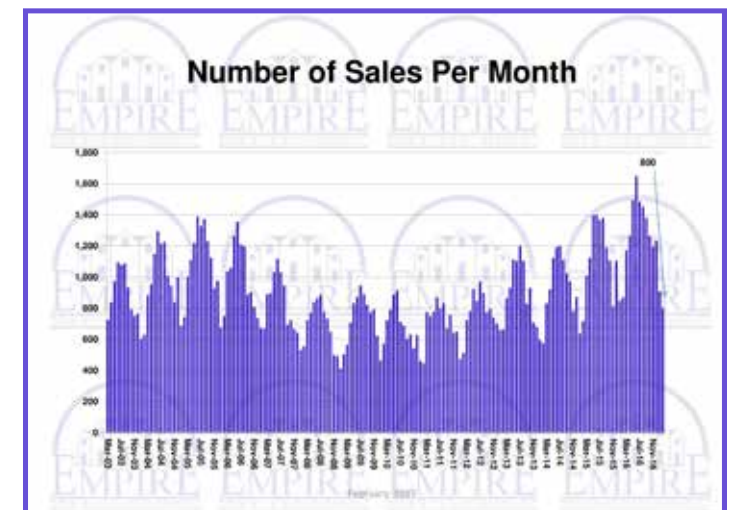
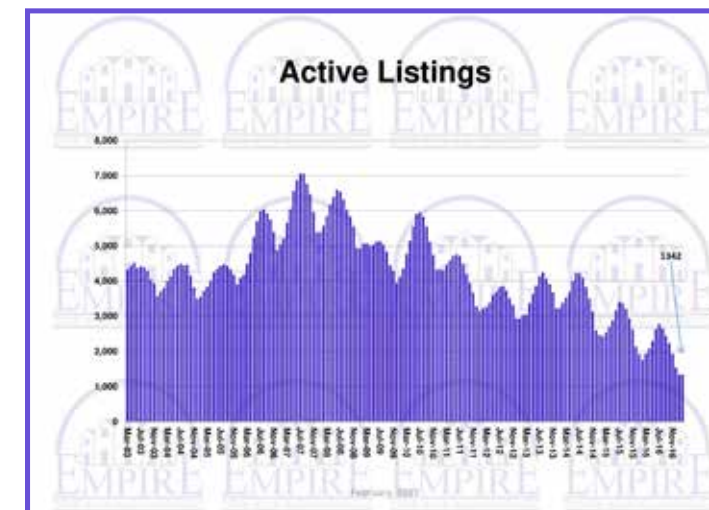
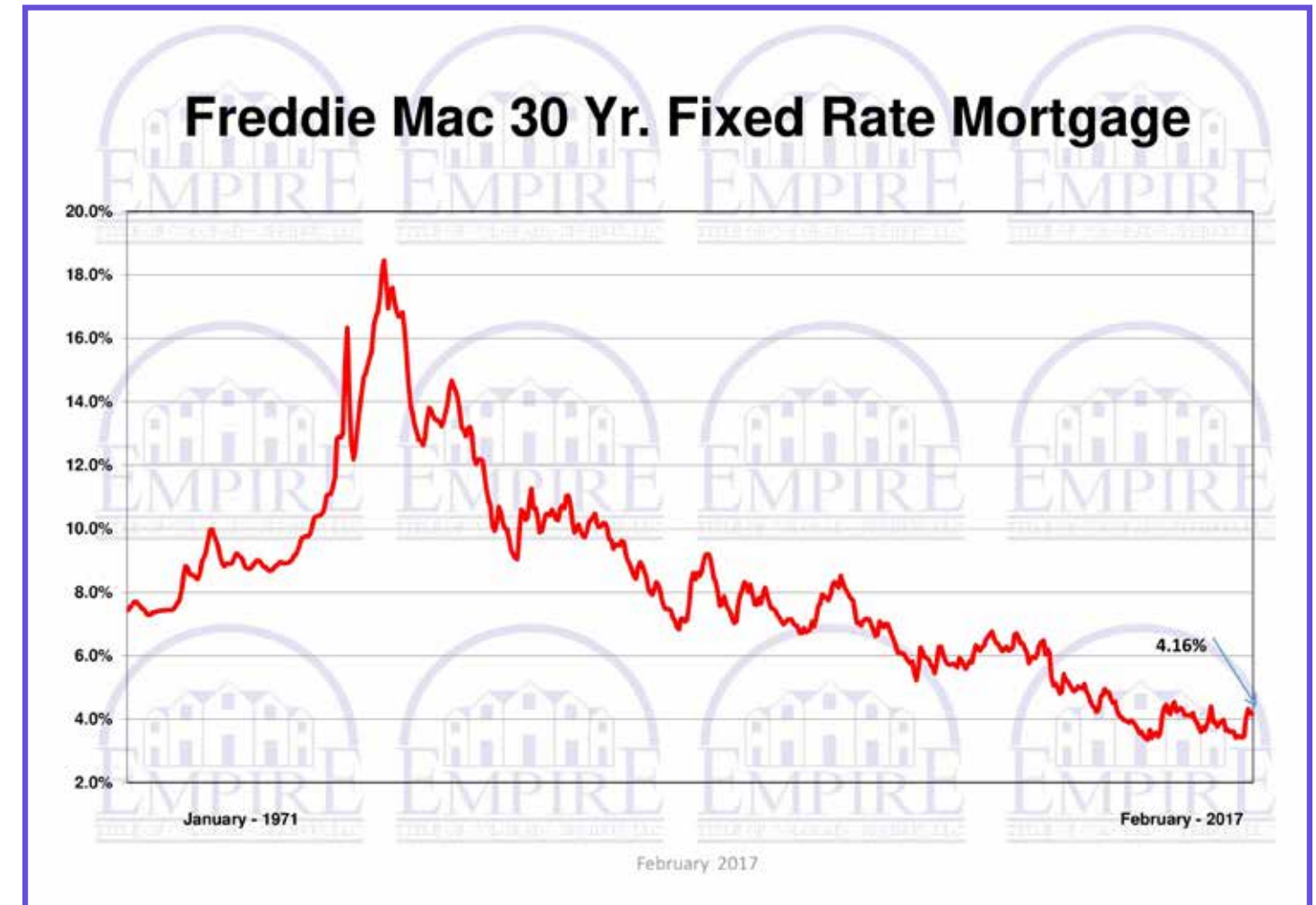
severe the March Madness will become and whether there will be a fast break to a Realtor’s office ... of just to the bathroom. Let’s review the three leading causes of this madness, shall we?

SWEET SIXTEEN: Except for a very slight uptick of 11 new listings in February over January, Active Listings have decreased every month from 2,780 in July 2016 to only 1,342 last month – less than half the number of listings in just seven months. The last two months saw the lowest number of listings in decades, and even the best listing months during the summer of 2016 were lower than every other summer for at least 15 years.

ELITE EIGHT: There were 800 residential properties sold through the PPMLS last month. That number is down about one-eighth from the month before (908 – Jan.), down more than one-third from the month before that (1,236 – Dec.) and down more than half-time from the 1,651 sales last June. How many more sales could we shoot for if there was a bigger basket of listings to market?

FINAL FOUR: The Freddie Mac 30-year Fixed Rate Mortgage sits currently at 4.16%, up from 3.4% last fall. For a local home priced to sell at the median of \$255,000, every .25% increase in interest rate requires an additional 3% in income to qualify for that same home. If rates start to dribble upward, will that encourage potential homeowners to get moving? What if there are not enough options to get buyers to move?

If we’re not prescribed some additional inventory soon, just the thought of the possible lost opportunities is enough to drive someone mad.



BUILDING A LIFE VIA A CAREER



By Debbie Reardon



When I entered the Real Estate Industry in 1993, a short time after my family and I had relocated to Colorado Springs from our hometown in New Jersey, I thought I was starting a new business that would enable me to make a good living while juggling a busy family with three young daughters engaging in school, sports and activities that, as a working mom, I didn't want to miss. What I didn't know at the time was that this business would navigate me to meet such wonderful business associates, vendors, and clients who would become life-long friends and would support me through one of the toughest events of my adult life.

Building relationships in the business have always been my focus. What I didn't expect were the friendships. Clients have become life-long friends that I have socialized and traveled the world with. I couldn't be more thankful for that. I feel truly blessed to have enjoyed my career so immensely, but the added bonus of these relationships has been the unexpected pleasure of this industry.

In the spring of 2015, my husband, Vince, was placed in hospice care after a long battle with cancer, and the immediate response from the real estate community and many of my friends/clients was astounding. My associates at The Platinum Group were amazing; they stepped in

and handled my business, treating my clients as though they were their own, and delivering daily meals for my family. Although I was unavailable for several weeks, my business never missed a beat and my clients raved about the service they received from these wonderful Platinum Realtors. After Vince passed, the support and camaraderie continued for months; I felt as though I had fallen out of a window, but this

community provided a safety net to catch me. Although I was going through one of the most devastating experiences of my life, the support and love from these wonderful people definitely made it more bearable for me and my family. There were over 500 people in attendance at Vince's funeral, and so many members of our Real Estate family contributed their time and efforts to make the service beautiful. I received over 500 sympathy cards and hand-written notes, mostly from people he and I had met through my real estate business – all of which gave me great comfort at a time when I really needed it.



I love the flexibility of having each day be different and the opportunity to help people in so many unique ways. ”

When I was a new realtor, I heard a woman speak at a conference and she said that this industry allows you to “build a life via a career”, and in hindsight, I can attest to that statement. As most business owners will confess, these types of careers can literally take over your life, but, in my experience, this has been a blessing, not a curse. It’s been a huge benefit that the business spills over into my personal life and vice versa. Separating work and play can be difficult in Real Estate, but why bother when you can do both? Most of my dearest friends today were either associates or clients of mine at one time. Some of my fondest memories are of entertaining, traveling and celebrating with the wonderful people I’ve met through Real Estate. My life has always been about love. Love for God, love for family and friends, and love for my work. This outlook has allowed me to prioritize it all.

This business affords us the opportunity to host, sponsor and attend so many lovely community events, parties and special occasions. It has been particularly satisfying for me to watch all of the friendships that have formed independently as a result of these efforts. I have had the privilege of working in my own neighborhood and getting to know many of the residents of Peregrine over the years. This is the neighborhood that welcomed us from New Jersey in 1990 and provided the home my family grew up in. It was the “village” we chose to raise our family in, and will always be home. This neighborhood has been extremely kind and considerate to me and my family; it is such an instrumental part of our family’s story, and now I watch my grandchildren play in the same parks as my daughters did.

Recently I have enjoyed the added bonus of having two of my daughters join my real estate team, which was both a huge surprise and delight to me. My oldest daughter, Kelly, had been a high school Spanish teacher for 11 years and had obtained her Master’s

Degree in Education when one of my business partners relocated to California. I invited Kelly to join my real estate team and to my astonishment – she accepted. Kelly has worked side-by-side with me for the past four years and truly has developed a passion for real estate. Then, two years later, my middle daughter, Kim, who was a corporate accountant in banking for 10 years, and had earned her Master’s Degree in Business Administration, also decided to join us. Kim and Kelly both bring strengths from their prior careers that are extremely helpful in the business. They both understand and practice the strong dedication to customer service that has been the cornerstone of my business since day one.

My late mother, Marie, was a realtor and she had originally encouraged me to get into the business when I was working as a Medical Technologist in the hospital blood bank. My daughters are third generation realtors who grew up listening to the vernacular and observing the industry first-hand. They are both very hard workers and are dedicated to the business and together we make a great team. I am filled with pride that something I dedicated so many years to building has now become a family business.

Being a realtor has never felt like “work” to me. I love the flexibility of having each day be different and the opportunity to help people in so many unique ways. I enjoy getting to know all of the members of each family and I get so much satisfaction from helping people find the perfect home or sell their current home to move on to a new chapter in their life.

The professionalism and camaraderie I’ve found in our Pikes Peak Association of Realtors is another advantage of practicing Real Estate in this community. Getting to work with

other professionals with a shared vision is a wonderful opportunity I don’t take for granted. I have particularly enjoyed the associations and friendships I have been fortunate enough to have formed with other top producing realtors through the Elite 25 and Peak Producer’s Organizations over the years. Both groups have offered fun and meaningful venues while touring beautiful homes and dedicating our time and energy to volunteering and helping those in need in our community. I have also had the pleasure of always working at great companies and have appreciated the support of all of the owners and brokers of each of the companies I have been associated with very much. The owners of The Platinum Group Realtors have been very supportive to me over the years and I am thankful for the way they have welcomed my daughters to our group with open arms.

Additionally, some of the most beneficial and rewarding relationships I have had in my business have been with the wonderful and talented contractors we have gotten to know over the



years. Many of my clients and friends say “call Debbie – she’s got a guy” when folks are looking for a contractor to assist with different jobs around the house. My contractor relationships have been one of the strongest bonds I have had in the business and I couldn’t do my job without them doing theirs so superbly. Most of our needs in this business are urgent due to the nature of contracts and deadlines, and to have an arsenal of highly competent vendors willing to go the extra mile for our clients is, in my opinion, one of the greatest services a Realtor can provide.

I look forward to my continued association with all of the wonderful people I have gotten to know over the past 23 years and to always enjoying the business as much as I do now. I feel so fortunate to be able to work in a business that I love so much and to be surrounded by my family and good friends on a daily basis. I envision great business for all of us and wish the best to everyone associated with the real estate industry in Colorado Springs. My family and I are eternally grateful for your support and for the joy the business has brought to us – even in the face of great loss.

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

“
The handyman
was on time,
very appropriate,
knowledgeable,
patient and skilled.
He was a real
professional.”

C.G.
Colorado
Springs, CO
March 30, 2017



10% off up to \$100 for new customers,
15% off up to \$150 for preferred (repeat),
military or senior customers
- labor only, can't be combined, etc.
expires 6/1/2017

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!



- 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

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

WIN MORE LISTINGS. SELL THEM FASTER.



Images created with Virtuance's HDReal® imaging system are proven to sell your listings 45% faster and 75% closer to asking price. Start delivering better results for your clients today!



ORDER AND SCHEDULE ONLINE AT
VIRTUANCE.COM OR CALL 1-844-443-7325



YOUR MORTGAGE EXPERTS

MORTGAGE LENDERS IN COLORADO SPRINGS

Who Care Integrity First Financial serves the entire state of Colorado. The name says it all. Where others put their financial gain first, we put your needs first. We take the time to get to know you, you are not just another customer

7495 McLaughlin Road Suite 211,
Falcon, CO 80831

Victor Karns
Mortgage Loan Originator

Office (719) 385-0777

www.IntegrityFirstLoans.com

CO# 100023696
NMLS# 296856
IFF NMLS# 394990



Infusing Technology Into Your Business

PART 2

By Danny Cruz – North American Title

“...now that the platforms are here, widespread adoption of VR is now feasible.”

Switching gears from data based programming, one of the more popular topics in technology revolves around virtual reality. By far, this is the discussion that has been receiving the greatest amount of hype in real estate with little to show for it ... until now. But before adventuring too far, there are a few key elements to clarify in the world of virtual reality (VR). First off, virtual reality is simply defined as, “an artificial environment which is experienced through sensory stimuli (as sights and sounds) provided by a computer and in which one’s actions partially determine what happens in the environment.” (Merriam-Webster). Within the world of 3D, there are two primary types of experiences: virtual reality and augmented reality. Both serve a different purpose using similar technology. Virtual refers to immersing the user in an experience, taking them to the virtual environment, whereas augmented superimposes computerized images on the current user’s view, similarly to how Pokémon GO placed creatures in a real-time environment. There has been a steady rise in VR and 360-degree video usage. Major media outlets like The New York Times have

even integrated it into their regular offerings, so much so that some frequent users have come to expect it and feel a sense of disappointment with “regular” video. If this comes as a surprise, it is important to note that even Google was surprised by consumer response to VR. When they launched Google Cardboard, their low-cost entry level VR headset, they considered it a “20% Project.” In other words, Google didn’t expect much of out of it. However, having sold more than five million units by January 2016, just over a year and a half after its initial announcement, Google’s next VR headset release in November 2016, the Daydream View, was more than a fun idea. In addition to their VR technology, they have created an augmented reality platform as well, Tango. Application for both Daydream and Tango is still somewhat limited right now, accessible on only a few select devices, but now there is a pressure for other phones and developers to catch up quickly. So what all of this means for real estate is that now that the platforms are here, widespread adoption of VR is now feasible. Some experts say within three to five years, VR technology

will be commonly used and accepted, others say it is only a matter of one to two years. Either way, the real estate industry leaders have taken notice.

Zillow has announced that they are investing in a consumer outlet for VR on their website, and Realtor.com has already begun testing. The VR application in development will allow users with Android 7.0 Nougat software in conjunction with the Google Daydream View to truly tour a home virtually. A release date has not been announced. In addition to the VR app, they are also working on a function within their app called Street Peek that will integrate augmented reality, allowing users to simply open the camera feature, aim at a

home, and their screen will overlay with statistics about the neighborhood and property information. The goal is to reduce the time it takes to deliver data and do it in a way that creates an experience that users will love. This feature has been said to release in spring 2017. Aside from the projects in the works, photography and video companies have already released products that will capture 360-degree video and integrate virtual reality. Agents eagerly embracing VR are sending headsets to out of state buyers so they can experience listings virtually rather than scrolling through a slide show. Brokerages are setting up headsets in their offices and inviting prospective buyers to tour multiple houses without moving a foot. There is no question that the industry has already begun leveraging VR technology to enhance buyer experience and add value to sellers, but the shift in development has accelerated the timeline by which it goes from neat to necessity. Early adopters will be the ones that stand out.

Taking a step back from all the technology, the first step agents, teams,

and brokers should take is in mindset. Acknowledging that technology has changed the industry will help with accepting the reality that perhaps the traditional business model should change too. Zillow’s consumer report did confirm one anchor to the industry; that real estate professionals are still chosen for the same reasons as always: local market knowledge, responsiveness, and trustworthiness. People are still after the same end goal, but how market knowledge is communicated, the way responses are received, and the metrics by which trustworthiness is determined are the principles that must be analyzed and challenged. Several mindset changes should include moving digital, optimizing for mobile devices, and striving for efficiency. Moving digital goes beyond electronic contract software and emailed closing documents. Prospects and clients should be able to find, get to know, and build a relationship with their agent all through digital methods without running into a wall. Digital is how the world interacts, real estate should be no different. The human element doesn’t even have to be lost through it all, agents can bring a personal touch back to a cold binary world through video, blogs, and even emoji’s. Mobile optimization is an absolute must. Google prioritizes mobile friendly websites for a reason; mobile web usage has far outpaced laptop and desktop. Nearly every moment in life can give a consumer to reach for their mobile device, and for many people, it can even cause

Time and efficiency can be the differentiators that swing a single transaction to a lifetime raving fan.

anxiety to go without it. So it should be no surprise that the technological landscape is now considered mobile-first. Websites, applications, and communication should all reflect this if a business wants to remain relevant and competitive. In striving for efficiency, the meaning is that for the agent that wants to provide an exceptional experience to today’s consumer, systems and processes should be automated. Transaction management should be in seamless communication with CRM and back office programs. If parties to the transaction feel scrambled and confused throughout a transaction, chances are the client is feeling the same. Not only through the transaction, but from the beginning of when a prospect or referral is engaged, the consumer should be able to access the information they want, when they want it, and in a convenient fashion. Time and efficiency can be the differentiators that swing a single transaction to a lifetime raving fan. In conclusion, buyers and sellers as a whole have not chosen technology over people to help in their real estate journey. On the contrary, consumers are saying yes to agents more than ever before. But the question now remains, which agents are consumers saying yes to, and who will they say yes to in the future? If history is any indicator, the deal will go to the ones that are willing to meet consumers where they are at. Change is here, the time is now to infuse technology into your business.

Up And Coming Real Estate Agent Chad Penkhus

M eet Chad Penkhus, an up and coming Real Estate agent with RE/MAX Real Estate Group in Colorado Springs. Chad has been serving our Real Estate community since October 2015.

Chad is a native of Colorado Springs, which gives him the benefit of truly knowing this community's trends, the growth that has taken place here and where it's going. His desire to help find someone's forever home, their "for now" home, or an investment opportunity is what Chad looks forward to every day. He is a master negotiator, and won't give up until he knows his clients are satisfied. Chad loves building relationships with people, and makes it a priority to maintain a friendship well after the real estate transaction is over. Availability is his middle name, as he is always willing to accommodate his client's schedule.

Marketing his properties spares no expense. Each home that he sells gets a professional photographer to capture and showcase its greatest assets. And as an added bonus, he has his own drone in which he can provide potential buyers the ability to see his listing from an aerial perspective.

The decision to enter into the real estate world wasn't an easy one ... when you consider he had the car business or ranching to choose from. Ever since the day he was old enough to wear a cowboy hat,

Chad had a love for horseback riding and hanging out on the ranch spending time with his grandfather. His admiration for his grandpa from a young age was evident, always asking to join him when he visited his ranches in Colorado and Arizona, and on lengthy horseback rides that weren't always scenic or enjoyable. At the time he didn't appreciate this, but as an adult realized how cool this was, but his grandpa Robert Norris was one of the original Marlboro men. He so admired the way his grandpa was able to control and maneuver a horse, and other animals...which leads us to Amy, his pet elephant. Yes, Elephant! After Chad's grandpa was asked if he would house a group of elephants on his ranch for a short stay, he asked if he could buy one and the elephant handler offered to sell him the runt of the bunch, that Norris named Amy. Chad has so many memories of Amy, but some of his fondest were when he was in elementary and it was time for his Show and Tell. He asked his grandpa if he could bring Amy to his school to show his classmates...so grandpa loaded Amy up in his horse trailer and brought her to school where the kids were allowed to pet her and feed her carrots. Needless to say, he won the best Show and Tell award ever! He also remembers being in Arizona and going to a restaurant called El Chorro, where they serve their famous sticky buns. Grandpa Norris would bring Amy to the parking lot where diners would come out and watch as Amy performed tricks for them, in which she was rewarded with sticky buns, her favorite! And lastly, Chad remembers



He is a **master negotiator**, and won't give up until he knows his clients are satisfied.

riding Amy, and one particular time his spurs on his boots pressed into her stomach, Amy jumped up, squealed, put her ears forward and took off running. Chad did what he thought was best and jumped off Amy, which was not well received by grandpa who scolded him for not staying on her. As Amy continued to grow, she became too big for the horse trailer and grandpa made the tough decision to sell her. Amy is still alive today and lives in California at a zoo.

Among many things, Chad has always had a passion for cars, especially being raised in a family car business, Penkhus Motor Company that is a staple in our community. Additionally, he is a private pilot with a glider rating and time behind the stick of a helicopter, camping enthusiast, scuba diver and volunteer with the El Paso County Sheriff's office.

TOP 100 STANDINGS

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

Rank No	Agent Name	Office	Listings	Volume
1	Monica Breckenridge	Pink Realty, Inc.	48	\$11,710,900
2	Kevin Hart	Pinnacle Real Estate Partners, LLC	50	\$15,014,925
3	Jeffrey Johnson	RE/MAX Real Estate Group	19	\$4,965,200
4	Treasure Davis	RE/MAX Properties, Inc.	31	\$7,923,438
5	Michael Tinlin	Classic Residential Services	26	\$12,444,931
6	Kevin Patterson	The Patterson Group	15	\$10,351,150
7	Lenka Martin	Lenka Martin	19	\$7,597,248
8	Brian Maecker	RE/MAX Advantage Realty, Inc.	24	\$6,370,500
9	Javier Galvan	Colorado Key Realty LLC	22	\$7,520,033
10	Tiffany Lachnidt	RE/MAX Properties, Inc.	23	\$5,794,200
11	Dean Weissman	The Platinum Group	6	\$4,555,100
12	Joseph Clement	RE/MAX Properties, Inc.	17	\$6,200,856
13	Raymond Shea	RE/MAX Real Estate Group	12	\$3,679,559
14	Jerry Clark	RE/MAX Advantage Realty, Inc.	15	\$3,781,100
15	Lauren Schneider	RE/MAX Real Estate Group	1	\$196,000
16	Barbara Schlinker	Parker St Claire Realty	21	\$6,196,568
17	Mark McWilliams	RE/MAX Properties, Inc.	8	\$3,793,534
18	Ed Behr	The Platinum Group	8	\$3,055,500
19	Michael MacGuire	The Platinum Group	12	\$5,350,500
20	Janelle Walston	Walston Group Real Estate, Inc	21	\$5,552,786
21	Lana Rodriguez	RE/MAX Properties, Inc.	10	\$2,397,800
22	Rob Reinmuth	Acquire Homes	11	\$4,044,800
23	Kelly Price	All American Homes, LLC	10	\$4,798,574
24	Mark Ewell	Turner Associates, LLC	21	\$6,088,883
25	Monica Shea	The Platinum Group	11	\$3,829,200
26	Karen Bluemel	RE/MAX Properties, Inc.	7	\$4,047,433
27	Tiffany Canady	Premier Real Estate Group	13	\$2,944,400
28	Chris Schaller	RE/MAX Advantage Realty, Inc.	9	\$2,457,000
29	Jean Wheaton	RE/MAX Properties, Inc.	13	\$4,757,450
30	Nathan Johnson	RE/MAX Real Estate Group	9	\$2,032,000
31	Jason Daniels	RE/MAX Millennium	8	\$2,170,400
32	Donny Coram	RE/MAX Real Estate Group	14	\$3,828,700
33	Jody Heffner	The Platinum Group	10	\$3,255,300

Rank No	Agent Name	Office	Listings	Volume
34	Rebecca Gloriod	Berkshire Hathaway HomeServices Rocky Mountain	3	\$3,737,500
35	Sharon Roshek	Coldwell Banker 1st Choice Realty	10	\$4,271,000
36	Brian Boals	RE/MAX Real Estate Group	13	\$3,819,400
37	Debra Ann Reardon	The Platinum Group	8	\$3,742,000
38	Bryce Rasmussen	Keller Williams Clients Choice Rity	23	\$4,713,047
39	Matt Tolooee	Metro Real Estate Group	15	\$3,486,500
40	Jodi Bohenna	Keller Williams Clients Choice Rity	9	\$3,160,000
41	Cole Underwood	RE/MAX Advantage Realty, Inc.	7	\$1,960,744
42	Jill McFeron	RE/MAX Properties, Inc.	7	\$3,143,700
43	Todd Stephens	United Real Estate Group, Inc.	13	\$4,625,033
44	Joshua Noyes	PCS Partners, LLC	0	\$0
45	Craig McConnell	Avalar Real Estate Solutions	9	\$2,915,000
46	Chris Bradshaw	Turner Associates, LLC	13	\$4,156,050
47	Tom Downing	The Platinum Group	6	\$1,680,000
48	Pamela Keller	Ponderosa Properties, Inc.	9	\$4,342,326
49	Kimberly Hunstiger	RE/MAX Advantage Realty, Inc.	7	\$2,099,497
50	Michelle Blessing	ERA Shields Real Estate	4	\$1,450,000

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








DIANE MILLER NMLS 452189 MANDY RODERICK NMLS 532142 JASON TWITCHELL NMLS 191922 ANNJIE WILLIAMS NMLS 614308 BRITTNEY HANSEN NMLS 1474567 JIM BRAVERMAN NMLS 1296520

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

Rank No	Agent Name	Office	Listings	Volume
51	Dave Kaercher	RE/MAX Real Estate Group	10	\$2,680,650
52	Bobbi Price	The Platinum Group	12	\$3,565,425
53	Patrick Muldoon	Muldoon Associates, Inc.	24	\$4,160,682
54	Melissa Stock	Redefy	14	\$4,148,250
55	Louis Torres	The Innovative Group, LLC	10	\$3,002,840
56	Patricia Ingels	Berkshire Hathaway HomeServices Rocky Mountain	4	\$2,938,000
57	Shane Ray	RE/MAX Properties, Inc.	7	\$1,853,400
58	Dave Sanders	RE/MAX Real Estate Group	7	\$2,349,500
59	Michael Moffat	Keller Williams Clients Choice Rty	8	\$2,234,500
60	Chris Watson	RE/MAX Real Estate Group	8	\$2,970,000
61	Scott Baughman	Real Estate Marketing Group LLC	15	\$3,882,675
62	Craig O'Boyle	O'Boyle Real Estate Group	8	\$1,942,750
63	Michael Raedel	Broadmoor Properties	1	\$1,925,000
64	Tammi Stuart	Keller Williams Clients Choice Rty	6	\$2,136,052
65	Alan Daniels	RE/MAX Advantage Realty, Inc.	8	\$1,631,775
66	Jesse Risley	Keller Williams Clients Choice Rty	8	\$2,369,700
67	Shane Bruckner	Nest Egg Realty, LLC	13	\$3,411,000
68	Wayne Jennings	Berkshire Hathaway HomeServices Rocky Mountain	5	\$2,066,900
69	Bruce Betts	RE/MAX Advantage Realty, Inc.	8	\$2,472,499
70	Christy Dunfee	Keller Williams Partners Realty	8	\$2,302,000
71	Benjamin Day	Selley Group Real Estate, LLC	4	\$1,215,500
72	Tulio Pena	Action Team Realty	5	\$1,273,450
73	Aimee Fletcher	RE/MAX Real Estate Group	9	\$2,869,399
74	Lauren Stadjuhar	RE/MAX Properties, Inc.	1	\$1,945,000
75	Ramona Williams	Keller Williams Clients Choice Rty	2	\$449,500
76	Dianna Doyle	RE/MAX Properties, Inc.	10	\$2,588,500
77	Jennifer Boylan	Springs Homes Inc	6	\$2,586,000
78	Suzanne Holland	The Platinum Group	6	\$2,686,000
79	Jorgette Krsulic	Colorado Casa PMI	5	\$790,000
80	Scott Huger	Nicholas Scott Real Estate	6	\$1,681,650
81	Kelley Barcus	Credo Real Estate Advisors	2	\$1,221,434
82	Karsten Musaeus	Keller Williams Clients Choice Rty	5	\$1,409,000
83	Jennifer Lohrig	Walston Group Real Estate, Inc	5	\$1,617,500

Rank No	Agent Name	Office	Listings	Volume
84	Angela Fugate	MacKenzie Jackson LLC	3	\$772,000
85	Melanie Casey	Ashford Realty Group, LLC	12	\$2,468,650
86	Angela Byrne	Byrne Real Estate and Property Management LLC	14	\$3,083,000
87	Valerie Bays	RE/MAX Properties, Inc.	6	\$1,439,000
88	Greg Luczak	The Platinum Group	7	\$1,675,000
89	Andrew Botcherby	RE/MAX Real Estate Group	4	\$983,000
90	Ruth Wordelman	Front Range Real Estate Professionals LLC	5	\$2,058,000
91	Shawn Keehn	Coldwell Banker 1st Choice Realty	8	\$1,926,900
92	Jamie Krakofsky	RE/MAX Real Estate Group	2	\$564,900
93	Victoria Garrisi	True West Properties	2	\$1,550,000
94	Ginger Janitell	Vantage Sales, LLC	6	\$2,297,422
95	Travis Turner	Turner Associates, LLC	4	\$1,615,000
96	Paul Reichart	The Platinum Group	3	\$1,177,000
97	Michael Slaback	Your Neighborhood Realty, Inc.	9	\$1,994,250
98	Ashley Wilson	RE/MAX Properties, Inc.	3	\$948,000
99	Jada Mazzillo	Keller Williams Partners Realty	7	\$1,626,500
100	Laura Kaan	The Platinum Group	1	\$494,000

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%.



**EMPIRE
TITLE**

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



**EMPIRE
TITLE**

www.etcos.com

**“We Don’t Succeed
Unless You Do”**

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

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.



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 Sahatch Street, Suite 212
Colorado Springs, CO 80903

IN THE KNOW PPAR

The Pikes Peak Association of REALTORS® (PPAR) understands that its members not only work in local neighborhoods, but also live, play and raise their families as well. For over a century, PPAR has been actively involved in our local communities. Quality of life and civic responsibility have been a cornerstone of PPAR's culture.

The PPAR Community Relations Committee provides opportunities throughout the year for all PPAR members to get involved in supporting various organizations that work towards enhancing our communities and the lives of those that live here, while educating the public on the value of using a REALTOR®.

Projects span giving Christmas presents to local foster children, providing Thanksgiving and Christmas meals to single parent and low-income families, to partnering with local organizations such as Springs Rescue Mission, Junior Achievement, Relay for Life, REACH, and The Resource Exchange among others. The purpose is to assist them to succeed in their missions of providing a better quality of life to local families and individuals through education and self-sufficiency programs.

PPAR also shows its community pride by participating in the Festival of Lights parade in December. The Community Relations Committee entered a float for the first time in 2015 and won the "White Christmas" award for best float. The float entered in the 2016 parade won the "Snowflake" award for best theme. Work will begin shortly for designing the float for the 2017 entry, and will surely continue the award-winning tradition.

There's also time for fun as well. PPAR is hosting its *5th Annual REALTOR® Day at the Sky Sox on Saturday, June 17th*. This fun event includes discounted tickets to a Sky Sox game, a private room, and food and drinks. It's a great way to support the home team while treating the family and networking with other real estate professionals.

Buying and selling real property is a complex and stressful task. It's usually the biggest single investment a person will make in their lifetime. At the same time, real estate transactions have become increasingly complicated.

New technology, laws, processes, and the increasing sophistication of buyers and sellers mean that the real estate industry can change at breakneck speed. This requires that real estate practitioners need more than just motivation and initiative to succeed; they need to perform at an ever-increasing level of professionalism.

Recognizing that REALTORS® need a solid foundation as well as regular in-depth training in the evolving issues of the industry,

PPAR offers a variety of educational opportunities for professional development.

PPAR is one of three associations in the state where members are able to take the coveted Graduate REALTOR® Institute (GRI) courses. Understanding that the GRI is a huge benefit to new and existing members alike, PPAR worked diligently to bring this nationally recognized designation back to the state of Colorado. Over the last 18 months, the GRI was updated with an underlying goal of training REALTORS® with the skills that will take them through various situations with all kinds of clients, while more accurately covering the topics that are most prevalent in the industry today.

PPAR also offers other designations for REALTORS® to continue to elevate their skills and knowledge of the real estate industry:

The Accredited Buyer's Representative (ABR) which is focused on REALTORS® who concentrate on working directly with buyers at every stage of the home buying process.

The Military Relocation Professional (MRP) focuses on educating real estate professionals about working with current and former military service members to find the housing solutions that best suit their needs and take full advantage of military benefits and support. REALTORS® will learn how to provide the real estate services, at any stage in the service member's military career, that meet the needs of this niche market and win future referrals.

The Seniors Real Estate Specialist (SRES) educates REALTORS® on how to profitably and ethically serve the real estate needs of clients over the age of 50.

The Pricing Strategies Advisor (PSA) is a newly offered course that covers the nuts and bolts of a comparative market analysis (CMA), including its purpose, key principles of valuation that impact these analyses, and important valuation terminology. Real estate professionals will be able to effectively guide clients through the anxieties and misperceptions they often have about home values, choose appropriate comparables, prepare and present a superior CMA and generate ideas for working constructively with appraisers. Once complete, this course can also be applied towards obtaining the ABR accreditation.

Many REALTORS® are now considering adding property management to their areas of expertise. PPAR offers several classes that cover topics such as an intro to property management, developing and managing your clients, the art of dealing with tenants, and fair housing.

The complete class schedule can be found online at ppar.org.

The Importance Of A Quality HOME INSPECTION

By Marie Whittaker

Not all home inspections, or home inspectors, are created equally. An exceptional home inspector will cover features and systems in the home in order to uncover underlying issues, thus enabling the buyer to feel confident in knowing about their investment. A quality home inspection will produce a report noting any potential problems or issues needing address in order to make sure the home is safe. A home inspection will focus on health, fire, safety and major defects and is a tool to ensure the buyer is taken care of and in good hands, and can rest assured their new home will offer the comfort and safety a homeowner wants.

Safety is a huge issue for home buyers, especially if they have, or are planning, a family. Features ranging from electrical to structural issues are hugely important. Other inspections that a quality inspector may offer are radon testing, water quality testing, along with advice on testing for mold. In the event a buyer is purchasing an “as-is” property or a foreclosure, a detailed home inspection will let the buyer know if systems in the home are still intact. Sometimes home components (i.e. copper plumbing lines and HVAC systems) have been taken and a buyer will need to know the property is still in operating condition before closing. Finding out about missing home components will help a buyer or investor forecast what it might cost in labor and materials to get a home back up to operating standards. A good inspector will note the age of the components in a property so the buyer can know when to expect

to replace or upgrade the furnace, for example. The inspection report should detail areas where the inspector feels the component should be checked by a certified professional contractor, and should also contain photos of what needs checked out by that professional. One last note about safety is that most insurance companies will not insure a property if conditions are found that deem a property unsafe. A quality home inspection will help.

A home inspection is an incredibly useful tool for a buyer and his or her agent. If a buyer is set to purchase a home and a costly issue is uncovered by the home inspector, the inspection report detailing the problems can be used as a way the buyer can opt out of an offer to purchase. The inspection report can be used to negotiate the best deal for a buyer. If the report reveals substantial cost and work is needed, the buyer and agent can use this to bargain in favor of the buyer. The home inspection will help the buyer weigh whether the property is still a good investment after costs for repair, or if any issues revealed about the home are deal-breakers. The inspection report should be used to help get a complete picture of the operating health of a home before purchase so the buyer knows what he’s getting into beforehand.

A home is a huge purchase and the process to buy a property can be a source of anxiety. **A quality home inspection will give the buyer much-needed peace of mind moving forward in a real estate transaction.**

YOU'RE INVITED



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

Friday, May 5th
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



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
(719) 332-3747



InterNACHI Green Building Certified. Pinebreeze Home Inspections is a certified NACHI 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.



PRSR STD
US POSTAGE PAID
WILMINGTON NC
PERMIT NO. 40

CO_Colorado Springs Realtor



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

Each franchise is independently owned and operated.