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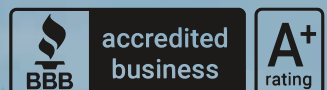


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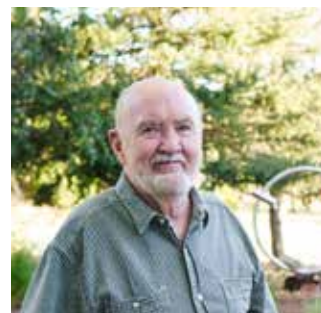
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Greetings, Real Producers!

Greetings, Real Producers! Summer is over and, from the feedback I get, no real slowdown in the market as of this writing. We have had exceptional feedback on the magazine and are currently booked through November 2018 for front cover agents and articles. I would love to hear from you regarding nominations for "up and coming" agents, as this spot is not filled into 2018. My goal is to meet with each of you over time to get to know you on a more personal level. I am always looking for ideas on articles you want to see in the magazine, and I am always available for your call or email, so don't be shy.

As the magazine grows, we will continue to refine the "standings" each month. As a reminder, each of you can send in your personal/team numbers at the end of the month. I send out a link (typically on the thirtieth) of each month. Just click on the link that applies to you (team or individual) and update the nine quick questions. We then stack rank the numbers and print them accordingly. If you don't update each month, we cannot consider them for the next issue.

Finally, I wish you all a great Thanksgiving and continued success in the coming year!

My sincere "thank you" and continued success to all,

Mark Van Duren

PUBLISHER

Real Producers

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10-year Treasury rate - 54-year historical chart: Interactive chart showing the daily 10-year treasury yield back to 1962. The 10-year treasury is the benchmark used to decide mortgage rates across the U.S. and is the most liquid and widely traded bond in the world. The current 10-year treasury yield as of September 25, 2017 is 2.22%.



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

Interest Rates

- Where Are They Going?

There are many factors that affect interest rates. I am going to name three here: banks' (both domestic and foreign) demand for bonds and notes, government policy, and inflation. There are other factors, but for now, we will just look at these.

and into bonds. Even though the banks are not planning to purchase the bonds and notes as they have done in the recent past, demand might come from pension funds and other investment tools utilized by the retiring Baby Boomers. This demand may offset, to some degree, the shrinking demand from the Federal Reserve.

The ten-year Treasury note is an instrument that long-term interest rates are tied to, so let's focus on the factors that affect the ten-year note and bonds.

Both the Federal Reserve and the European Central Bank bought massive amounts of bonds after the great recession. This shrank a number of high-grade bonds available. The action by both banking institutions drove the price of these notes and bonds up, which had an inverse relationship to the yields. Simply put, the yield on these instruments has dipped to levels not seen in 20 to 30 years. It appears the Feds will soon begin selling off bonds, as they become mature. At this point, it does not appear new bonds will be acquired. This is the Feds' way of getting the large amounts of bond and notes off their balance sheets. The selling off of these instruments could put upward pressure on the yields, especially since there is not a plan to purchase more. The demand for these instruments will shrink, which typically pushes yields up.

Demand is not always created by banks and governments. With the Baby Boomers starting to reach retirement, their portfolios may consist of more stable investments, leading them away from stocks

The government keeps an eye on inflation because it directly affects the economy. As inflation increases, the cost of goods increase. This can come from low unemployment, as companies must push up wages to get qualified people. As wages go up, the cost of goods goes up. Interestingly enough, the Congressional Budget Office recently published reports estimating the yield of the ten-year note to be 3.6%.

Where the interest rates will go is impossible to predict with 100% accuracy. Based on the current date, it appears unlikely that these yields will increase at a rapid rate. If the CBO is correct, it will only be a .84 increase over the six years. Wars, elections, and natural disasters are impossible to predict accurately. All we can rely on is our data that is available today. Today's data is predicting a slow and steady rise in the ten-year treasury over the next six years. Would you bet your life on that? I certainly would not, but it is an educated guess of what will happen to long-term interest rates during the next four to six years.

<http://www.macrotrends.net/2016/10-year-treasury-bond-rate-yield-chart>

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Sculptor Bill Burgess



The Julie Penrose Fountain, as seen from I-25, courtesy of Allyson O'Brien

WHAT IS IT?

Putting the *Beauty* in “Beautiful”



Robert O'Brien

Question: What's four stories high, spins, twirls, spouts water, and has two different names?

Answer: The towering, moving sculpture-fountain located at America the Beautiful Park, designed by and the construction of which was supervised by well-known and long-time local/national artist Bill Burgess

and design partner for the project, architect David Barber. The first name for the piece was “Continuum.” The second and current name, chosen by primary donor El Pomar Foundation, is The Julie Penrose Fountain.

Drivers can see the upper curve of the sculpture going north on I-25 on the right while passing the Cimmaron exit, thus triggering this “What Is It?” article, a monthly exploration of “mysteries, oddities, and notable things” in the Pikes Peak area.

It's described as one of the largest sculptural fountains in the US; a “sculptural water fountain” seems to be simply a sculpture with a water feature. These exist in various forms throughout the world. Residents and visitors to the ‘Springs are fortunate to have a notable and unusual sculptural water fountain right here.

In 2001, Colorado Springs hosted an international competition for a large-scale piece of public art that would anchor America the Beautiful Park. That competition produced over 160 anonymous submissions globally, which ultimately led to the selection of the Burgess/ Barber design. The design was brought to physi-

“ It's described as one of the largest sculptural fountains in the US; a “sculptural water fountain” seems to be simply a sculpture with a water feature. These exist in various forms throughout the world. ”

cal reality by Springs Fabrication, a manufacturer of “high-end engineered metal products.”

From the Bill Burgess website, <http://www.billburgess-artist.com/juliepenrosefountain/>, the sculptural fountain “creation story” is told in a compact and informative video. The website describes that process:

“At nearly the height of a four-story building and weighing in at over 24 tons, Continuum is one of the largest sculptural fountains in the United States. Collaboration between one of the American West's most significant Modernist sculptors, Bill Burgess, and the capable architect and landscape designer David Barber, Continuum defies the traditional plodding expectations often associated with large-scale public art.”

As noted earlier, the sculpture has two names, and the original name, Continuum, seems to be favored by Burgess, evidenced by his website's use of that name rather than “The Julie Penrose Fountain.” As a side note, in our conversation with Mr. Burgess and his wife Kat at their home in the Eagle Rock neighborhood adjacent to the UCCS campus, the original name for what we now know as “America The Beautiful Park” was “Confluence Park.” So, it would have been “Continuum” in “Confluence Park.”



An old boot perched on a shelf in Burgess' studio



The majestic Julie Penrose Fountain in America the Beautiful Park on a summer day.



The yard around Bill Burgess' house is filled with his sculptures

At 87, Bill Burgess is spending his time in retirement at home, which is filled with and surrounded by his various sculptures. He and Kat pointed out that the creation of his art is rigorous, physical, difficult. So, while Bill is no longer producing new art, he did point out with a smile that he is still *selling* his creations. The pieces in and around the Burgess home are reflections of the artist's love of "the curve." You will see various iterations of what is now the iconic sculptural fountain in America the Beautiful Park.

Visitors to the Burgess home are encouraged to browse the grounds to take in the art on display throughout the large, surrounding yard. Inside, Mr. Burgess' workshop sits quietly but replete with the tools and materials used by Burgess in the creation of his much-admired pieces, collected worldwide. Kat pointed

out an old, worn boot on a shelf in the workshop and said, "Look at that! Isn't it wonderful?" To her, it seemed, it was a reflection that her husband saw art in everything. Another object was a light with a used food can as a surrounding shade. "That's SO Bill," she exclaimed.

Take a moment to visit Mr. Burgess' website, <http://www.billburgess-artist.com>, for the rest of the fascinating story of this once-school teacher-turned artist. And be sure to see "what it is!" at America the Beautiful Park.

Photos for this article are courtesy of Bill Burgess unless otherwise noted.

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CHEYENNE CANON (CAÑON)

Sshhh...Don't Tell Anyone!

Kim Klapac



Cheyenne Canon, located in Southwest Colorado Springs, is a tucked-away unique mountainside community – a gem of Colorado Springs! As you enter Cheyenne Canon from Cresta Road and Cheyenne Blvd., you can feel the calmness and beauty of nature. From local roaming deer and other wildlife (bears, mountain lions, coyotes – oh my!) to cyclists, hikers, birdwatchers, horseback riders, and dog walkers - there is much to do and see. Cheyenne Canon is home to many tourist attractions including Helen Hunt Falls, Seven Falls, N Cheyenne Canon Park and Open Space (over 1,600 acres), Starsmore Visitor Center, N. Cheyenne Creek, Mt. Cutler, Mt. Muscoco, and St. Mary's Falls, to name a few. Take a drive up the Canon past N Columbine trailhead to Helen Hunt Falls, and you will have an amazing scenic tour of rock formations, Canon views, and beautiful pines and ponderosas. Did you know that North Cheyenne Canon park was the first city park to be created by Congress as a wilderness park after the creation of Yellowstone? It also ties in with the rich history of Colorado Springs, as the park was gifted to the city from General William Palmer. On July 8, 2009, North Cheyenne Canon Park was registered in the National Register of Historic Places.

Local residents can walk, hike, or bike to the many annual events held in Cheyenne Canon, which includes the popular May Hummingbird Experience, Canvases in the Canon, Full Moon Hikes, Halloween Costume Carnival, and Canya Canon Run/Hike. Locals and tourists continuously visit the Starsmore Visitor and Nature Center and Helen Hunt Falls Visitor Center. Cheyenne Canon volunteers are one of a kind, and their staff spends countless

“The real estate within Cheyenne Canon is in a setting that captures world-class views. While biking, walking, or driving through this community, you will notice the many different homes styles both along the N Cheyenne Canon creek and on the south and north hillsides.”

hours supporting the visitor centers, coordinating many special events, maintaining trails, and picking up litter along N. Cheyenne Canon Road.

The real estate within Cheyenne Canon is in a setting that captures world-class views. While biking, walking, or driving through this community, you will notice the many different homes styles both along the N Cheyenne Canon creek and on the south and north hillsides. Homes in this community vary in age from 1900 to 2017 and vary in styles from 600 sq ft cottages to updated 3,000+ sq ft homes, with prices ranging from mid \$100,000s into the \$500,000s. Looking to purchase a home in true Cheyenne Canon is a challenge. Many homes have been in family names for years, and when new residents do purchase a home, they almost always stay for life! The nature is so abundant that it is hard to tell between residential landscaping and open space, creating a private and secluded feeling, which is the predominant draw to this area. The adjacent neighborhoods and communities – the



Broadmoor to the south and Skyway to the north complement the Canon with its unique and picturesque scenery.

Awarding-winning school district 12 includes Cheyenne Mountain High School for grades 9-12, five elementary schools offering grades K-6, one preschool, one junior high school for grades 7-8, and a charter school serving grades K-12.

My first drive into Cheyenne Canon, I had no idea where I was! The winding side streets, the creek,

the open space, and Will Rogers Shrine chiming in the background made my first visit feel like I was way out of the city, but I wasn't. Cheyenne Canon has close access to shopping, Highway 24 and I25, restaurants, and local businesses. I am a proud resident of Cheyenne Canon, and I have never felt the sense of community, neighbors helping neighbors, and evolving lifetime friendships in any other of the many places I have lived.

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Dana Williams

►► up-and-coming real estate agent



There is a multitude of superlatives that can be used to describe most real estate agents out there. "Driven, honest, dedicated," so on, and so forth. I would like to think that many of these words can be used to describe myself and my business practices as well, but none of these are what truly define me. "Caring and compassionate" are at least two of the adjectives I hope people take away when they meet me, work with me, or have utilized my services in their real estate ventures. My clients, who often become my friends, are usually setting out to undertake one of the largest monetary investments of their lifetimes. For me, it is about helping people throughout the entire process in what can truly be a life-changing event. Making sure my clients are taken care of every step of the way and finishing it off with a sense of happiness and wellbeing are what I personally strive to accomplish.

Growing up in New England is something that I will cherish always. It will forever be a part of me. The water and that smell of the salty sea air when by the ocean in New England is an addiction for me. I

have to go back at least once a year to get my fix! I can vividly recall the gorgeous changes in seasons, although when I was younger, spending the weekends driving to Vermont to look at the foliage was

something I dreaded doing. I loved going whale watching with my family, devouring lobster rolls and freshly caught lobster, the Boston Red Sox at Fenway Park (watching all New England sports teams, for that matter), and attending college at the University of Massachusetts (UMASS). There is not much that I do not miss about my life growing up in New England. It was the loving upbringing and amazing education that I received there that were the foundation for my drive and successes in life which hopefully continue on my chosen career path of real estate.

So, how did a Boston girl end up in Colorado? We will get to that in a minute. The first step in my long journey to starting my real estate venture here in Colorado Springs begins with a

college summer temp job at an overseas investment firm on Wall Street. I was living in New York City one summer, looking for temp work, and was lucky enough to score this great opportunity. They asked me to come back over winter break, and I jumped at the chance. I majored in communications while attending college but decided this different profession was intriguing and felt that in it I could eventually grow a successful career. After college, I was offered a job in Boston at an investment company, where I earned my series 7, 24, and 6 licenses, which launched me on my way to working with trust accounts and personal investments. Though I was doing well starting out in the business world, the one thing I loathed about New England (and Colorado, for that matter) drove me to pick up and move to south Florida. Winters and I just do not get along, especially earlier on in life when all I wanted were warm summer days, sandy beaches, and to put my toes in the water after a long day. Florida was where I landed.

After relocating to southern Florida, I was able to continue on in my chosen career field of wealth management. I worked at a few different firms before settling down at a private company dealing with investments and trusts. I enjoyed my job greatly, but the thing I realized most of all was that I loved helping people and developing relationships. What really motivated me was ensuring people's retirements and dreams would be well managed. All of that being said, I was happy with my sunny Florida life, amazing friends to spend my time with, a budding career underway, and mojitos on the beach on Fridays as soon as I got off work for the weekend. What else could a girl want in life?

Well, this is when life threw me a curveball and started me off on my odyssey to my new career in real estate. For those of you not familiar with our Florida Keys, there is this amazing little place called Key West. Heard of it? Down there is the epitome of my Florida dream life: sun, humidity (lots of it!), cocktails, an abundance of sea life, and beautiful beaches. My heart and prayers go out to all my friends and loved ones still living down in the Keys who were just affected by Hurricane Irma. Another little-known fact that you may not be aware of is that Key West is home to the Special Forces Underwater Operations School (SFUWO). It is the location where the Army's Green Berets have their combat diver course, which is the underwater operations equivalent to the Navy SEAL's BUDS course located in Coronado, California. All things unbeknownst to me back then, until one night on a girls' trip to the Keys, I met this tall, dark, and handsome man in a famous little bar known as Sloppy Joe's on the infamous little street they call Duval. Was my life ever about to change forever...

Well, that tall, dark, and handsome man's name was JR, and we started dating from the moment we met. I had never really known anyone on active duty in our country's military. A few family members had served, but that was long ago. I had no idea of what the Green Berets were or what that meant to know someone associated with such a lifestyle. In any event, we started off in a long-distance relationship since I was not



going to leave Florida anytime soon, and he was stationed at Fort Bragg, North Carolina. We hit it off amazingly, and things were as best as they could be dating from afar, until of course September 11th, 2001, happened. My life, as it did for all Americans, changed forever. At that moment, I got a front row seat and an education for what it meant to love a man in Special Forces. There were years in which we saw each other for only a month or so total for the entire year. I did not know at the time what life held for us together, but I was sure that he loved me and that I loved him. Saving you all of the boring details, I did end up moving to North Carolina to be with my then-boyfriend, who eventually became my husband. I will say the hardest part of it all was being a Boston girl being married to a SoCal boy when it comes to sports, which we both love. Lakers vs. Celtics or Red Sox vs. Dodgers nights at the Williams' house are not a pretty sight to see, even to this day. Luckily, and oddly enough, we both love the Denver Broncos.

My career in North Carolina was still a facet of wealth management and assisting in the operations side of safeguarding clients' investments. I felt comfortable with my profession and was happy enough living just outside of Raleigh. We did not have my sunny beaches nearby, but at least I had met neighbors who coincidentally were from Massachusetts and would break out the wine and laughter on weekends to keep my mind off of JR being away for months at a time, often not even knowing if he was okay. After four years straight of JR's seemingly never-ending combat

deployments, one day he came home and asked me if I wanted to move to Key West. During their career, Special Forces soldiers have to take a "timeout" and do instructor assignments to both enhance their careers and to take a break from the demands of operations on an A-Team. After the initial shock and excitement of the proposed new adventure, I was struck wondering what was to become of MY career. We had just gotten married a few months earlier in New Orleans, and I was resigned to the fact that we were going to live in North Carolina for the foreseeable future. Well, that all changed, and to Key West, we went. I guess no one told Hurricane Wilma we were coming, though...

You probably are aware of what Hurricane Wilma did to the Florida Keys, and you know it was not good. My husband, our fur babies, and I had to live in a Navy-operated hotel in a tiny single room for over five months while Key West underwent massive recovery operations from Hurricane Wilma. The entirety of our worldly possessions on hand was what we had packed in our two suitcases for five long months, and we were not even sure where our household goods were. During that time, I worked remotely for my old firm in North Carolina, which kept me from going stir crazy. We eventually found a great place to live, and I found new employment with a company still dealing with wealth management. However, I found myself less than enthused with the direction of this new company. So, after a lot of thought, I decided to leave that firm. Key West has limited options, to say the least, when it comes to professional type jobs. Bartender jobs were in abundance, but they



were not quite the career choice I was envisioning. Friends and family had always told me that I should try my hand at Real Estate. So, I decided upon a local boutique real estate agency where I managed their property rentals, eventually leading me to obtain my Florida real estate license. I found instant gratification in the profession and loved the client interaction. Two strong, amazing women owned the company for which I worked, and one particularly took me under her wing and set me on the path to becoming a Realtor. I will forever be grateful. I never did start up my own business in Key West, as I knew we would be leaving at some point, so I saved that for Colorado Springs.

Our final move in my husband's 26 years of military service was here to Colorado. My husband and our son Dakota are hyper outdoorsy type people and fell in love with Colorado instantly. So much so that Dakota selected CU Boulder as his college of choice in his pursuit of psychology and business degrees, with which he will graduate in 2018. It took me a little longer to fall for Colorado's splendor. Leaving the East Coast, no water, extreme lack of sandy beaches, and zero humidity were hard for me in the beginning. But seeing the breathtaking beauty Colorado has to offer, the hiking, and the multitude of outdoor adventures led me to change my tune. I am a lover of all animals and wildlife, which Colorado has an abundance. Besides, a girl only has to book a short flight to get to the beaches of California, so it is a sacrifice I am willing to make to live in such a beautiful place. I began studying for my Colorado real estate license when we moved here and then launched my business in 2011. I immediately knew that I loved the profession, as I truly felt I was assisting people in making their dreams come true. Working from home afforded me the opportunity to spend precious time with my fur babies- my three bulldogs- as I established myself in the industry. I was fortunate enough to sign on with RE/MAX Advantage, and I have not looked back since. Thanks to the expert tutelage of Kimberly Hunstiger, Bruce Betts, and Ann Heiring, the transition over to the sales side of real estate could not have been made any easier. I deeply appreciate all the lessons and mentorship that were passed on to me by such outstanding professionals, as the bar was set high for my aspirations and goals. I value their guidance and friendship as well as the unwavering support of one of my besties, Aimee Fletcher, a real estate rock star and friend who has always had my back, particularly when JR was deployed overseas.

I am beyond thankful for the gifts life has given me and for the opportunity to further my real estate aspirations. Whether it be in giving back to the community through animal shelter and rescue programs, military assistance, or in finding the next dream home for my clients, I look forward to each and every new day. Now that JR has retired, finally after 26 years, he has chosen to pursue his master's degree in business as well as obtain his real estate license. I greatly look forward to enhancing our real estate goals and in sharing additional time together, all while creating an even more fortified future for our family. Life is good.



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Monica & Ryan Shea

I got my real estate license in the fall of 2009 - not ideal timing to be getting into the industry in the middle of the worst real estate crash since the Depression. I made the decision to get my license just as my now ex-husband had moved out of our home, and I realized I'd better figure something out quick. I had some experience with real estate (my ex and I had done some investing), and I still think it's one of the best ways to build wealth, so my thoughts first turned to real estate. I thought that if other people could do it, then so could I. I took a pretty gutsy chance and decided to take the leap. My parents came out from Florida to help watch my five-year-old daughter, so I could sort things out and regroup. I registered for an online real estate class and put my hair up, my sweats on, and literally studied around the clock for 10 days. I was a total zombie, just trying to push through as fast as possible! On day 11, I sat for the licensing exams and was wildly relieved to pass.

So, I was about to be a single mom with no money in savings, a \$1900/month mortgage payment that I was solely responsible for, and my young daughter to take care of. My only choices were to sink or swim. I vividly remember how I'd wake up in the middle of the night in a panic that I couldn't pull it off, consumed by the "what-ifs". At least once a week, I'd call up my mom and my best friend in

Florida and say, "Okay, just tell me I can do this. I need to make \$5,000 per month just to break even and pay the bills. Tell me it's going to be ok." And every single time, they would tell me that this would be a piece of cake, that I had this, and they'd even muster up enough conviction and encouragement to make me think they truly believed it! It's probably the only thing that gave me the confidence

to keep going in this new career. There were a few months when I had to borrow money from my parents to pay the bills. They knew how hard it was to come to them for help, but they never hesitated, never suggested I get a "real" job, and they always made sure I knew that they were behind me 100%. In fact, my mom shared with me a few years later that someone very close to me had told her, "You know, Monica will never make it in that business!" I can laugh about it now, but at the time, it definitely hurt to hear that. There will always be people who don't believe in you, but thank goodness, I've been able to turn away from those people and instead spend time with the people who do believe in me.

Within my first year, I was really fortunate to be invited to join a busy team, and I cut my teeth as a buyer's agent for the first few years. This was an invaluable experience, and I think it's a great way for any new agent to get a good start. I worked my tail off to learn the finer points of real estate and to grow my skills, with my daughter in tow. Emily tagged along on hundreds of showings by necessity: she was too young to leave at home alone, and getting a babysitter on short notice for appointments

wasn't practical, not to mention expensive. She was such a sweet little helper, turning the lights on for me during showings, entertaining clients' children during listing appointments so I could talk business, and sitting quietly during closings. I don't know if anyone ever thought it was odd that I brought her with me, but I didn't have a choice and wouldn't change it looking back. To this day, fresh-baked title company cookies are still Emily's favorite!

I had great guidance from a handful of mentors early on and a fantastic business coach, who we still work with today. In 2014, I was asked to join the Platinum Group. After meeting with the owners, I reached out to a friend who had recently joined the company to get her thoughts. She said, "Monica, it's one of those things where it seems too good to be true, but it actually is true." Never have I seen a more nurturing, collaborative, and positive work environment where colleagues step in to help each other out - in this or in any other industry! It's totally cheesy to say this, but the people at the Platinum Group really are like family. I think the culture is the biggest thing that sets us apart from other companies.

In 2012, I met my future husband, Ryan, who was an RN working in cardiac rehab. Our hours never lined up, and Ryan realized over the next few years that I needed some help. I knew that his business sense (which we referred to as “common sense consulting”) and his patience with people would make him successful in real estate if he ever wanted to try it. He finally decided to turn the page on healthcare and start a new chapter by getting his real estate license in 2014. Ryan joined me at the Platinum Group, and we’ve been working together ever since. We make each other better every day. We also learn so much and appreciate our associations with the Peak Producers and Elite 25 and the incredible agents we have gotten to know in these groups.

There are definitely some secrets to successfully - and happily - working together. The biggest is having well-defined roles within the business, so we each know what we are individually responsible for. This prevents us from stepping on each other’s toes. I work more on the operational side of the business: I’m in the trenches with our clients writing contracts, presenting and negotiating throughout the transaction, pricing homes, and overseeing our marketing. Ryan drives most of our lead generation and client acquisition. He’s the quarterback of our team, getting the ball and passing it to me to run with. He also excels at client care. As he puts it, he went from helping patients through one of the most challenging times in their lives (recovering from a heart attack) to helping clients with the biggest financial investment in their lives. One of Ryan’s motivating quotes that fires him up is, “Someone, somewhere out there in this city needs my help. My job is to find him/her.” We wouldn’t be where we are today without each of us maximizing our strengths in what we do every day.

Our business is built around client satisfaction and ultimately, repeat business and referrals. Our team mission statement is to be our clients’ #1 source for all things real estate. And we mean it, too - no matter what that looks like or when that may be. It may be helping someone find a contractor when water is pouring through the ceiling late at night or giving suggestions on what improvements would help with resale down the road (or would make it harder to sell later on). Sometimes, it’s letting people know that it’s NOT the right time to make a move or finding them a great Realtor out of state to help them or their friends and family.



We want our clients to know how much we appreciate them personally and appreciate their support of our business. Our goal is to treat them like gold and make sure they know that they will be our clients for life! We’ve got some fantastic things coming up in 2018 to thank our clients for their continued support, like renting out a movie theater for a private movie experience, a night at the ballpark (a hugely popular annual event), a charity drive, and some special events specifically for our VIP clients who refer new business to us. We try to stay in front of our clients throughout the year with helpful info, too, and even just a quick call to check in from time to time. Our brand is definitely centered around family and home life. It’s a reflection of our own lives and is an easy, natural fit for us. We live in the Old North End and have two dogs (Teddy and Sadie), a cat (Mocha), and Emily won’t let me forget her little pet gecko, Socrates. We love family activities, getting together with our own friends and family, and exploring fun things around Colorado. Oh, and Disney! Anyone who knows me knows that I LOVE all things Disney!

As I mentioned, we use an awesome business coach who keeps us on track and innovative in this ever-

changing industry. We talk to our coach every other Tuesday morning for one-two hours without fail. To say that he holds us accountable is an understatement; if I’m ever a little grumpy on a Tuesday morning, it’s because our coach just laid the smackdown! Sometimes, it’s tough, but his job is to tell me what I need to hear, even if I don’t want to hear it. I’m beyond grateful for all of his guidance and direction and his friendship over the years.

About a year ago, I read a fantastic book called *The Miracle Morning*, and it really struck a cord. It’s about living a “Level 10” life in all areas, not just in business but in your health, relationships, etc. It outlines a morning routine to start each day with focus and has helped me streamline my mornings. It’s too easy to float through the day, just reacting to fires and to other people’s needs. Most weekday mornings, I get up at 5 a.m., drink my coffee, plan the day, read a motivational, spiritual, or business book, and review my goals. I love starting the day like this.

This is a tough business where you really do see the best and worst of people. We could work 24 hours a day and still not get everything done, so sometimes you have to draw the line for your own sanity and shut things down. Some days, you have to make hard decisions and set boundaries. You also have to expect that once in a while people won’t be honest with you. You have to learn to get over it and not be too demoralized when people don’t show you their best side and not become jaded or negative. For me, this is definitely the hardest part of the job. I always want to expect the best of people, so it’s hard when someone lets you down or tries to take advantage of you.

Another thing I’ve come to realize is that it takes a unique set of skills to really be successful in this career. For one, you have to be good at analyzing numbers to price a home correctly. You have to be good at writing copy and marketing to put out listings and advertising that will appeal to people. You have to be really skilled at working with people - way more than building rapport - but effective at managing the rollercoaster of emotions that many clients experience throughout a transaction and talking people off the ledge when their stress level gets to be too much...and you’ve got to do all this without letting your own emotions get in the way. It’s really satisfying to be able to talk out a tough situation with clients and let them really understand that not only do you know what to do to

“For Ryan and me, this is such a highly rewarding career where we get to help families find their home, the place where their children will take their first steps; laugh, cry, and pray; celebrate with friends and family; and find peace at the end of the day.”

improve the situation but also that you care about them and are doing everything you can to protect their best interests.

For Ryan and me, this is such a highly rewarding career where we get to help families find their home, the place where their children will take their first steps; laugh, cry, and pray; celebrate with friends and family; and find peace at the end of the day. On top of all that, buying real estate is a huge investment, whether it’s a \$50k condo or a \$3 million estate. Every single transaction is important and every single client matters, regardless of the price point. About 95% of our clients are people that we genuinely consider ourselves lucky to know. We meet so many amazing people who we would never have gotten the chance to meet without our careers in real estate. From the bottom of our hearts, we appreciate everyone - clients AND colleagues - that we have crossed paths with and gotten to build relationships with. THIS is why we love what we do. Not a day goes by that I’m not grateful that I got into this business and that I get to do this for a living.

Monica and Ryan Shea are Realtors with The Platinum Group. Monica grew up in the Tampa Bay area of Florida and graduated from the University of Florida with a degree in zoology, later to attend business school at the University of Tampa. She worked in public relations and logistics for an international agricultural company before moving to Colorado in 2003.

Ryan grew up in the Boston area and moved to Colorado in 1990 to attend Colorado State University. He graduated with a degree in sports science, specializing in cardiac rehab, and later earned a degree in nursing



Mark Ewell



LORSON RANCH

PROFILE

In 2007, Lorson Ranch hit the national scene as the site for a unique episode of *Extreme Home Makeover*. Did you watch this construction miracle? Instead of remodeling an existing home, they built an incredible new home from the ground up in just one week. Using specially-formulated quick-cure concrete and other uncommon materials, construction crews and over a thousand volunteers worked around the clock to complete this special home for a local family. Ten years later, Lorson Ranch is home to over 1,500 families, in a community that still values caring for each other and providing great homes that meet the needs of the families they house.

Lorson Ranch is southeast of the Colorado Springs Airport, about nine minutes east of I-25 off exit 132. Just take Fontaine Blvd east from Powers/ Mesa Ridge Parkway and cross Marksheffel into

Lorson Ranch. This is a great location for the military bases, the Powers corridor, and south or east Colorado Springs. When you're in the neighborhood, it feels very quiet and remote. Frequently, we

see cows grazing nearby; pronghorn roam the fields, and birds of prey soar overhead. Yet, it's only a few minutes away from an extensive variety of shopping and services. Safeway, Lowe's, McDonald's, Sonic, Starbucks, Subway, IHOP, and many others are just five minutes from Lorson Ranch. We were also thrilled to get a new Chick-Fil-A! A Super Wal-Mart is close by as well, along with many other restaurants and retail outlets that are within a ten-minute drive. It's quiet on the back porch, but all the conveniences are just a few minutes down the road.

Current recreation opportunities in Lorson Ranch includes three parks and several miles of walking trails. The newest park has a kids' play area, picnic pavilion, basketball court, and large grass sports field. The new

school should bring more options, and additional parks will continue to be added as the neighborhood grows.

Lorson Ranch is a very diverse community... there are fans of almost every sports team represented! A drive through the neighborhood on a fall weekend will often reveal the loyalties of the residents to college and pro teams around the country. Because of its proximity to the local bases, many military families and veterans call Lorson Ranch their home, and they bring their team spirit with them. Singles and couples, younger families, retirees, and everyone in between has selected Lorson Ranch as their home. Many people have built their "forever home" in Lorson Ranch, and many others know this is just a stopping point in their journey. They all add to the unique character of the community.

Any community has its disagreements, and Lorson Ranch is no exception. Ask any resident how they feel about dog poop, solicitors, and/or the school, and be prepared for a passionate answer! The nature of living with other people is that sometimes they disagree, and that's all part of life. However, the uniqueness of Lorson Ranch is that when someone in the neighborhood needs help, none of

those disagreements matter. Anyone in the community, no matter how new they are or how polite their dog is, can ask for help and have a dozen offers of assistance before the end of the day. It is truly a community that looks out for its own.

The developer of Lorson Ranch, the Landhuis Company, has been in the real estate business for over 35 years. The Landhuis Company has owned Lorson Ranch for over 20 years and continues to develop and deliver lots each year to meet the significant demand for new homes in southeast Colorado Springs. When Lorson Ranch is complete, it will have about 4,000 homes, several parks, multiple schools, and some commercial businesses as well.

The Builders

Saint Aubyn Homes was started by Jared Saint Aubyn with the idea of building homes with the features that buyers would want, included in the price, at a great value. This includes hardwood floors in the kitchen and dining rooms, ceramic tile bath and shower surrounds, upgraded lighting including ceiling fans in the great room and master, stainless steel appliances, and many other standard features. Additionally, a builder incentive can be used to cover



...
 When you're in the neighborhood, it feels very quiet and remote. Frequently, we see cows grazing nearby; pronghorn roam the fields, and birds of prey soar overhead. Yet, it's only a few minutes away from an extensive variety of shopping and services.

closing costs and add other options that a buyer might want. Saint Aubyn Homes makes it easy for buyers (and their agents) to purchase a new home. Saint Aubyn Homes has been building in Lorson Ranch since 2009 and has built more homes in the community than any other builder. They are the largest private builder in Colorado.

As for agents, Saint Aubyn Homes works to make it easy for agents. Inventory homes are always in MLS – just add “new construction” and “under construction” to your search. Saint Aubyn is one of the few local builders still paying 4% commission to buyer agents, and there is a generous bonus program, starting on your second closing each year. No drawings, no gimmicks – sell two or more homes in a calendar year, and earn a bonus of \$1,250 for your second

closing, up to \$10,000 for your 10th. Several agents earn over \$10,000 in bonuses each year.

LGI Homes is a national builder based in Texas, with sites all across the country. Their emphasis is on selling inventory homes to people already living in the area, with a focus on helping apartment renters become homeowners. “No money down” programs are heavily advertised, and a team of on-site salespeople will walk prospects through the process of qualifying for, selecting, and buying a new home. LGI's offerings in Lorson Ranch start around \$278k, and they pay 3% to buyer agents.

Reunion Homes is a local builder providing stylish, energy efficient homes in Colorado Springs. Winner of nearly three dozen Parade of

Homes awards since 2011, Reunion Homes was founded on the principle that new home buyers deserve better quality, better performance, and better value. Reunion does not have a model in Lorson Ranch but is still building and selling homes there. Reunion Homes builds large, beautiful homes at surprisingly affordable prices. Reunion Homes in Lorson Ranch start in the 300s; buyer agents earn a 4% commission.

Landscaping is a unique element that separates Lorson Ranch from practically every other new home community. Full landscaping – front yard, backyard, and fence – is included with every new home in Lorson Ranch. For many buyers contemplating a new home, the task of landscaping the backyard - and paying for or negotiating with neighbors for a fence

- is a daunting one. On the flip side, the disappointment of buying a new home and ending up next to someone who won't pay for the fence or do proper landscaping in the backyard is significant. These concerns go away at Lorson Ranch – it's all included on every new home.

In some communities where builders are still putting up new homes, it can be a challenge to sell existing homes. Lorson Ranch is fortunate to have a great balance between new construction and resale, with existing homeowners usually enjoying meaningful appreciation on their investment. Over the past three years, resale home values in Lorson Ranch are up 21.1%. This has helped homeowners avoid becoming “single unit landlords” and keeps agents busy showing and selling existing homes in the community.

In addition to the current builders, other builders whose homes are on

the resale market in Lorson Ranch include Classic, Richmond, Aspen View, Journey, and Windsor Ridge.

The Future

Carriage Meadows South, a new filing with over 200 lots, will be opening around the end of 2017. This newest phase of development will have homes starting in the mid 200s to the upper 300s. There will be plans for first-time buyers, growing families, mature adults, and everyone in between. Saint Aubyn Homes expects to offer up to 100 homes priced under \$300,000 to help meet the demand for homes in the \$250,000 - \$300,000 price range in 2018, with additional homes in the 300s. Other builders for the newest filing have not yet been formally announced.


After years of waiting, the residents and builders of Lorson Ranch are excited to finally see a new school on the horizon. The November ballot

will include a bond issue for Widefield District 3 voters, which will provide for a new school in Lorson Ranch. The school will be a K-8 with preschool and will serve Lorson Ranch residents as well as some other nearby communities. Until the bond issue passes and the groundbreaking happens, everyone is still waiting... until then we are extremely hopeful for the success of the bond issue and a fall 2019 opening for the school.

Lorson Ranch is an exciting, vibrant community to consider when you are searching for a home for your Colorado Springs buyers, with fantastic new homes and great resale values in the 200s and 300s. It's ideal for clients needing access to the military bases, south/east/central Colorado Springs, or who are otherwise looking for an excellent neighborhood with fantastic and fun neighbors. Come visit us soon at Lorson Ranch!


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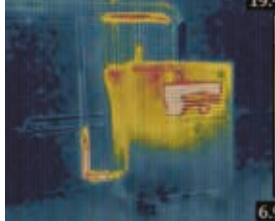
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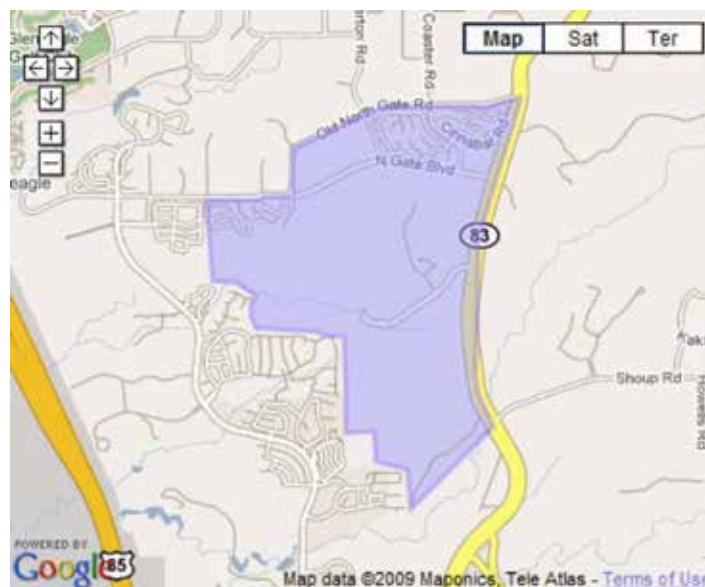
Iconic Flying Horse community gateway

FLYING NORTH

Flying Horse Expands With New Luxury Golf Course Community

"It is going to be a beautiful community," Classic Homes Director of Corporate Marketing, Kim Sandoval said toward the end of our conversation about the next iteration of the Flying Horse brand, known as Flying Horse North.

Flying Horse, the iconic and highly successful upscale development in Northeast Colorado Springs, is spreading its wings and expanding the brand with its newest golf course community, framed to the west by Hwy 83, north to Hodgen Rd., and east to Black Forest Rd. The initial offering includes 81 of the 283 planned acreage home sites that range anywhere from two and a half to five acres. Individuals purchasing a lot in Flying Horse North have the opportunity to purchase a lot and bring their own builder or choose from a list of preferred builders, many of which have built in the custom areas seen today in Flying Horse.



Map of the current Flying Horse community

Described as a "luxury golf course community," there will be three types of lots to choose from:

- Prairie
- Wooded
- Golf course

As for the golf course...a golf course in the woods of Black Forest, this unique setting will give the Phil Smith-designed course quite a distinctive look and feel. Phil Smith, by the way, has designed courses around the world with and for Jack Nicklaus and Tom Weiskopf and was also involved in the established 18-hole course at The Club at Flying Horse. The Flying Horse North golf course design is expected to be on a "par" with the current course, in terms of variety of holes and challenge of play.

One of the primary amenities of the community and course will be a new "Golf Clubhouse," to be built as a companion to the



Robert O'Brien | Business Reporter

established clubhouse at Flying Horse. The Signature Golf Membership, included with the purchase lot in Flying Horse North, offers members golf privileges at both the existing Tom Weiskopf designed golf course as well as the new Phil Smith course.

Because of what was described by Kim Sandoval as "tremendous interest" in the new extension of the Flying Horse brand, home sites will be offered in three phases beginning in late October or early November. "First Pick" rights belong to those who joined the interested party list prior to October 15, 2017, to include Flying Horse Club Members along with a fairly large group of highly respected area home builders. The second release is open to Realtors and Brokers with interested clients and those who joined the interest group after October 15th. The remaining lots are expected to be released to the general public in December. Lot prices range from the \$100s to the upper \$400s and are marketed by Flying Horse Realty.

In addition to the pristine golf course, another factor important in the design of this community is the inclusion of trails and parks, including connecting to the current trail structure for biking, walking and hiking. Denver is known for its interconnecting trails and Colorado Springs developers such as Classic Homes are at the forefront of enhancing the "Outdoor Colorado Lifestyle."

At the time of this article, the Flying Horse North Sales and Marketing team is busy preparing interactive lot maps and other materials for the coming sales period for the lots. This article is a bit ahead of that process so Real Producers plans on a follow-up article next Spring to showcase the progress of this exciting new addition to luxury living in the ever-growing Colorado Springs.

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TOP PRODUCERS STANDINGS

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Rank	Name	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Mark Ewell	Turner Associates	157	0	157	\$47,029,280	\$0	\$47,029,080
2	Terry Naber	RE/MAX Properties, Inc	10	14	24	\$249,756,500	\$1,757,910	\$43,554,740
3	Kevin Patterson	The Patterson Group	46	18	64	\$29,739,050	\$9,756,630	\$39,495,680
4	Lana Rodriguez	RE/MAX Properties Inc.	42	84	126	\$10,852,600	\$21,653,895	\$32,506,495
5	Mike Kenney	Kenney and Company						\$18,052,273
6	Taryn Simental	RE/MAX Properties	9	50	59	\$2,715,750	\$14,563,600	\$17,279,350
7	Derek Wagner	Keller Williams Realty Success	25	25	50	\$8,589,200	\$7,505,390	\$16,094,590
8	Monica Shea	The Platinum Group	21	30	51	\$7,102,200	\$8,907,355	\$16,009,555
9	Dan Egan	Keller Williams Clients Choice Realty	22	21	43	\$7,259,595	\$7,819,596	\$15,079,191
10	Jodi Bohenna	Keller Williams Clients' Choice	27	20	47	\$8,023,700	\$6,444,637	\$14,468,337
11	Mark Salas	Best Realty, Inc.				\$4,579,725	\$9,554,764	\$14,134,489
12	Linda Lafferty	The Platinum Group	12	19	31	\$4,436,500	\$8,434,283	\$12,870,783
13	Trish Ingels	Berkshire Hathaway Rocky Mountain	11	11	22	\$5,863,490	\$6,659,755	\$12,523,245
14	Dave Sanders	Re/Max Real Estate Group	16	24	40	\$4,493,500	\$7,832,686	\$12,326,186
15	Rob Henderson	ERA Shields Real Estate	24	13	37	\$7,697,000	\$4,503,000	\$12,200,000
16	Cindy Linder	RE/MAX Advantage	28	18	46	\$6,763,812	\$5,186,672	\$11,950,484
17	Leighanne Potts	RE/MAX PROPERTIES, INC	15	28	43	\$3,219,000	\$8,650,613	\$11,869,613
18	Jamie Krakofsky	Remax Real Estate Group	13	31	44	\$3,817,200	\$7,940,600	\$11,757,800
19	Kim Klapac	Coldwell Banker Residential Brokerage	20	21	41	\$5,265,900	\$6,321,236	\$11,587,136
20	Craig McConnell	Avalar Real Estate	30	12	42	\$7,993,500	\$3,492,500	\$11,486,000
21	Cherise Selley	Selley Group Real Estate, LLC	14	15	29	\$5,140,600	\$6,310,621	\$11,451,221
22	Kathy Loidolt	Flying Horse Realty	17	10	27	\$6,389,525	\$4,745,000	\$11,134,525
23	Mike Rosenhahn	Great Colorado Homes	10	22	32	\$2,782,100	\$7,578,862	\$10,360,962
24	Craig Rogers	The Platinum Group	8	13	21	\$2,652,000	\$7,007,000	\$9,659,000
25	Lauren Stadjuhar	Re/Max Properties, Inc	9	8	17	\$5,400,500	\$4,128,889	\$9,529,389
26	Russ Winther	Weichert, Realtors-PikesPeakGroup	14	20	34	\$3,689,250	\$5,585,900	\$9,275,150
27	Ashley Wilson	RE/MAX Properties, Inc.	18	11	29	\$5,837,500	\$3,211,249	\$9,048,749
28	Maggie Easton	Re/Max Properties, Inc.	11	12	23	\$3,987,400	\$4,988,750	\$8,976,150
29	Chris J Clark	Pikes Peak Homes and Land	22	9	31	\$6,743,700	\$2,018,000	\$8,761,700
30	Dana Williams	REMAX advantage	11	16	27	\$3,322,750	\$5,386,711	\$8,709,461
31	Dan Donivan	RE/MAX Advantage	21	6	27	\$6,687,200	\$1,704,866	\$8,392,066
32	Ann Heiring	RE/MAX Advantage	10	15	25	\$3,196,800	\$5,152,495	\$8,349,295
33	Meri Burgess	The Cutting Edge, Realtors	20	20	40	\$4,829,100	\$4,135,149	\$8,254,349
34	Cheri Lesiak	Keller Williams Partners	15	16	31	\$3,255,100	\$4,044,900	\$7,203,950

Rank	Name	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
35	Brett Weldon	The Springs Team Real Estate Company	11	14	25	\$2,977,000	\$4,176,600	\$7,153,600
36	Cheryle Burgess	RE/MAX Advantage	13	9	22	\$4,348,200	\$2,795,462	\$7,143,662
37	Ken Reynolds	Coldwell Banker	8	12	20	\$2,275,039	\$4,732,085	\$7,007,124
38	Lisa Robinson	RE/MAX Advantage	14	14	28	\$3,315,125	\$3,658,439	\$6,973,564
39	Rachel Buller	Manitou Springs Real Estate, LLC	17	5	22	\$5,405,116	\$1,485,500	\$6,890,616
40	Pamela Weatherford	Keller Williams Clients' Choice	10	10	20	\$2,971,300	\$3,833,043	\$6,804,343
41	Andrea Warner	Colorado Peak Real Estate	15	8	23	\$3,957,067	\$2,671,000	\$6,628,067
42	Cristina Delacruz	RE/MAX Advantage	15	9	24	\$3,975,500	\$2,599,756	\$6,575,256
43	Sherry Landwehr	ERA Shields	7	11	18	\$3,072,860	\$3,187,160	\$6,260,020
44	Lorraine Sayer	RE/MAX Advantage	10	10	20	\$2,774,500	\$3,453,493	\$6,227,993
45	Matthew Orsillo	Kenney and Company						\$6,217,129
46	Aaron Moore	Kenney and Company						\$6,121,736
47	Darlene Cramm	Shorewood Real Estate	8	15	23	\$1,962,500	\$4,099,250	\$6,061,750
48	Marnie Terry	RE/MAX Advantage	8	6	14	\$3,618,500	\$2,322,500	\$5,941,000
49	Gary Jordan	RE/MAX Advantage	7	11	18	\$2,142,000	\$3,717,010	\$5,859,010
50	Gordon Dean	RE/MAX Advantage	11	11	22	\$3,122,500	\$2,579,950	\$5,702,450

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



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TOP TEAM STANDINGS

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Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	The Wheaton Team	63	34	97	\$31,743,850	\$14,866,967	\$46,832,211
2	Brian Maecker	95	51	146	\$27,829,208	\$16,675,081	\$44,504,289
3	The Kibler Group	63.1	92.5	155.6	\$15,842,550	\$22,006,839	\$37,849,389
4	Camellia Coray, CC Signature Group	50	46	96	\$18,390,259	\$15,828,299	\$34,218,558
5	Cole Underwood	41	42	83	\$13,608,430	\$15,651,265	\$29,259,695
6	Shawn Keehn-Dave Brown Team	71	49	120	\$15,110,571	\$13,809,341	\$28,919,912
7	Jason Daniels & Associates	35	53	88	\$10,151,700	\$16,203,571	\$26,355,271
8	Roshek Group	38	53	91	\$12,474,925	\$13,148,783	\$25,623,708
9	Darrell Wass	36	34	70	\$12,999,400	\$11,429,975	\$24,429,375
10	Jason Daniels & Associates at RE/MAX Millennium	32	47	79	\$9,453,900	\$14,416,557	\$23,870,457
11	The Sanders Team	28	53	81	\$7,596,400	\$15,914,206	\$23,510,606
12	Jerry Clark	42	28	70	\$11,979,300	\$9,529,691	\$21,508,991
13	Dan Armstrong Team	31	29	60	\$9,699,500	\$9,333,568	\$19,033,068
14	Darrell Wass Team	29	20	49	\$10,660,650	\$7,873,000	\$18,533,650
15	Chris Schaller	28	40	68	\$7,296,800	\$10,589,189	\$17,885,989

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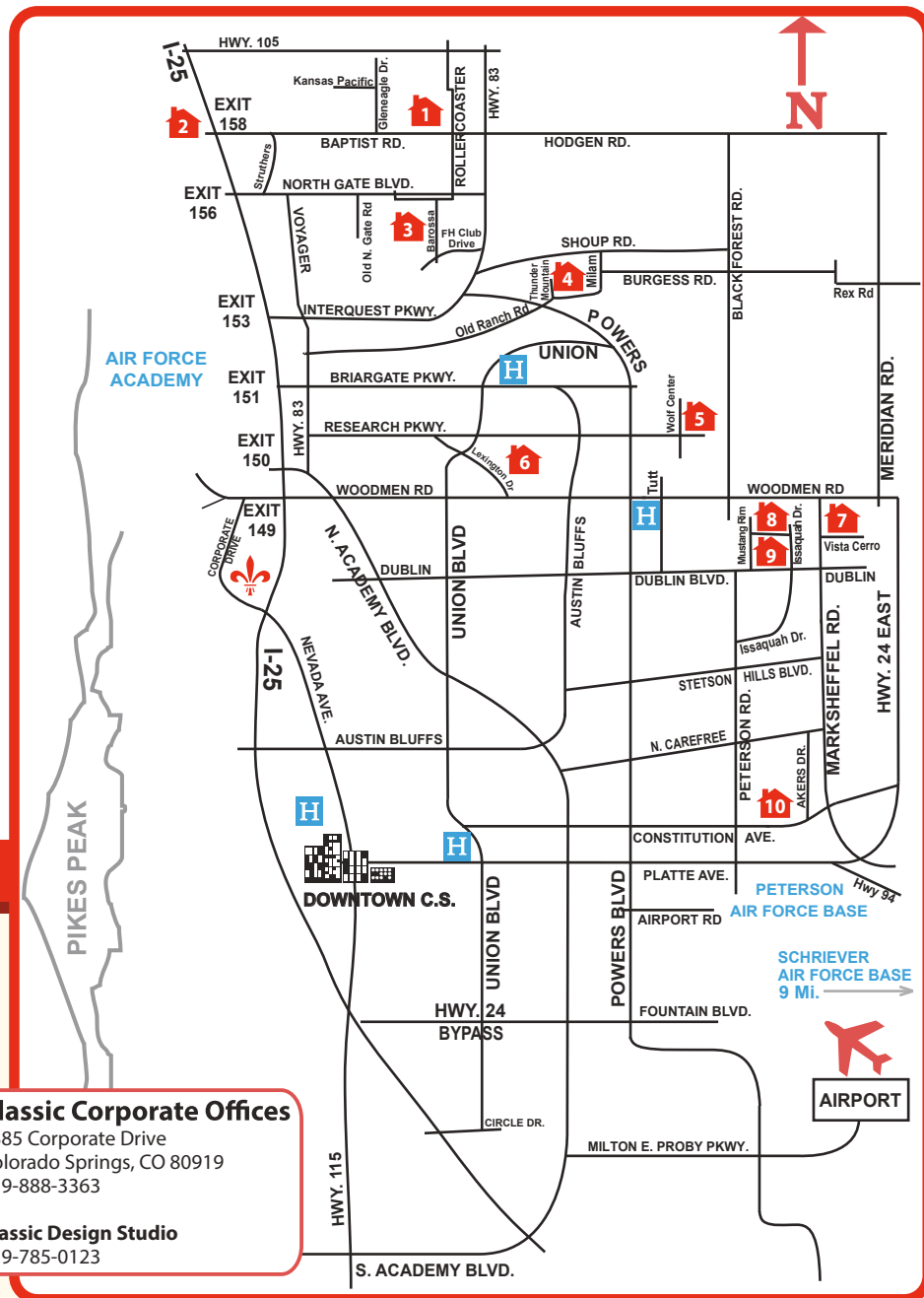
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