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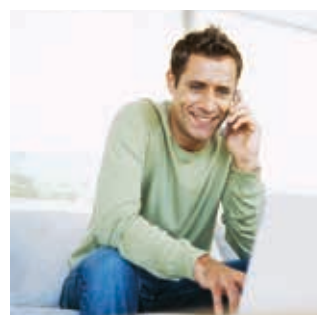
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October 2017

What a summer! Truly amazing how fast it went by and more importantly how busy!

As fall sets in, I want to remind all of you, we will be hosting our next event at Lexus of Colorado Springs on Monday, October 16th at 5:30 p.m.

Our events are always free and a lot of fun. We timed this event for the fourth quarter and thought it would be interesting to drive some of the new Lexus models. The end of the year is always a great time to buy a new vehicle, both for tax reasons and in preparation for next year's season. We will be providing a meal and drinks, so please RSVP and let us know you can make it! Additionally, we are working on an event at the Flying Horse (hosted by Classic Homes) for some time in February so keep an eye out!

Real Producers magazine has truly been a joy and has exceeded all expectations. The feedback has really been amazing, and further, I have enjoyed meeting and getting to know so many of you. The magazine, as it continues to mature and grow, will be incorporating several new features in 2018. I truly hope you find value in the stories and articles and would love any feedback you might want to share.

We are currently booked through the early summer 2018, for our feature articles, but if you would like to discuss a future edition, feel free to reach me at mark.vanduren@n2pub.com.

I wanted to also introduce Robert (Bob) O'Brien to all of you. Bob started as one of our contributors to the magazine in the summer. He has a strong background in journalism and a great "reporter" and is now our news director. You may, at some point, be contacted by him for a quote on an article, so just an FYI.

Finally, an update on the standings pages. I believe we finally have this refined enough, so the format you see in this edition should stay consistent for the future. We have made the decision to split the teams and the individuals. By doing so, the rankings are fair and more accurate. Please remember to update your numbers each month! I will continue to send out an email with the reporting link each month for you to update. As I have mentioned in the past, we "self-report" so if you do not send them in, we cannot print them, so don't forget!



My sincere thank you and continued success to all.

Mark Van Duren

PUBLISHER

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Serving the Colorado Springs Home Sale Market

The look of joy in the Second Lieutenant's eyes as she signed the final paperwork to move her family into a new Colorado Springs home said it all to North American Title Escrow Officer Diane Ferrin. She did not need the heartfelt gratitude from the woman to know that what she does as an escrow officer every day changes the lives of home buyers and sellers, particularly those in the military.

"Colorado is a melting pot, especially Colorado Springs due to the presence of our military personnel," says Natalie Koonce, fourth-generation Colorado native and North American Title (NATC) Colorado Division President. "In addition, many

military families return here after their service is complete. Assisting them with their closings and providing the valuable title insurance that protects their home ownership is our

reason for being. It is tremendously rewarding work."

With the huge concentration of military members in the Colorado Springs area, the two NATC area branches have the pleasure to work with a lot of veterans and VA loans. There are 12 associates in the offices, including escrow personnel who work on closings, one title examiner, and salespeople who coordinate with the real estate agents and lenders who bring business from buyers, sellers and refinance customers.

"We have the highest degree of integrity and passion in handling our everyday jobs," says Natalie. "The professionalism of each associate is evident, as well as the pride in delivering service that is second to none."

As a veteran of the real estate and title industry, Natalie says the level of collaboration is high within the Colorado Springs branches. But what is unique is the help she can count on from other NATC branches across the state. For instance, if a closer is going to be gone for training, Natalie says the Colorado Springs offices can reach out to a Denver branch for help so closers don't get behind.

"It's a true support system," she says. "Our associates know that someone else is looking out for them. They have the ability to work more seamlessly as well as to enjoy a work/life balance. We know that what our associates bring to the table is the entirety of their experience both in work and in life."

The sense of pride NATC associates have in their daily work also extends into their communities. The company developed the NAT Cares program to multiply the already extensive individual staff volunteer efforts across the state. Through NAT Cares, associates give back across the state, getting involved with their individual communities and the charities they

love. Recently, the Southern Colorado associates teamed up with Marian House to work as servers, greeters and janitors. Marian House serves approximately 600 meals, 365 days a year, to a wide range of guests, including struggling families, those on fixed incomes, veterans and others in need. "The experience had a profound effect on our team, bringing us closer together," says Natalie. "It left us with an overwhelming sense of pride and gratitude and was very rewarding."

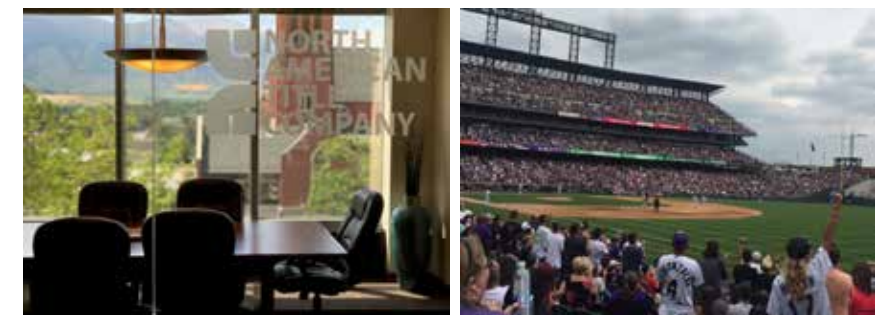
A Distinguished History Serving Home Sellers, Buyers And Real Estate Professionals

The Colorado Springs offices are part of North American Title Company, one of the country's largest real estate settlement service providers. The company has over 1,200 associates and more than 130 branches from coast to coast. Tracing its roots in 1953 to a Southern California Title operation, it has served Colorado since 1993.

North American Title is headquartered in Miami and part of an S&P 500 company with over \$15.3 billion in assets as of Nov. 30, 2016. It is located in 18 of the nation's fastest-growing states and the District of Columbia, offering a depth and breadth of local expertise and knowledge in many premier real estate markets. In addition, North American Title now offers the AllClear Proactive Benefit Program to homebuyers who close with the company. The program offers 12 months of Identity Theft Repair Service and Identity Theft and Credit Monitoring, all backed by \$1 million Identity Theft Insurance.

North American Title as part of North American Title Group LLC, has received a Certificate of Compliance from Aprio (formerly HA&W), attesting that its title insurance and settlement practices comply in all material respects with the American Land Title Association® (ALTA) Best Practices framework. It is a testament to the dedicated associates and managers who worked diligently to learn and implement the intricate policies and procedures to meet and exceed those high standards. These measures include encryption of email communications and other measures to actively combat fraud.

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Cherise Selley



Brokenness. Unmet expectations. Drowning health. Pain. Never-ending. How is this a recipe for success for a top selling real estate broker? Six months into our marriage, my husband, who had once been a top Chiropractic Doctor, was now in the hospital with his nervous system shut down from nerve pain than continuously burned like fire. The condition is called Complex Regional Pain Syndrome, otherwise known as Reflex Sympathetic Dystrophy (RSD), which was the result of traumatic accidents that led to multiple neck surgeries. Two beautiful boys were staring at us, Jacob (stepson and age 7) and Kristofer (my son and age 4). As my husband was crying in pain, he looked up at me and said, "We still have to praise God". I couldn't believe his determination through the fire of pain. I didn't have any praise inside of me. Yet, his attitude gave me strength. He told me that I needed to have a career in case something dire happened to him. What kind of deal is this?, I thought. A new bride with a new family and everything that was hoped for was briskly taken away. Yet through it all, I had to make an immediate choice ... to either run or to face the monster of pain. We faced it as a family, all of us, together.

My first year of real estate began at home, about 10 feet away from my husband who was in bed down the hallway. Our kids were active, and Gordon did his best to show them joy in the midst of it all. Giving ideas for business and leadership, Gordon was my greatest fan. I felt like the least of these, not qualified to provide for the family or for that matter, to effectively run a small business. I had all the drive inside of me without direction until my Gordon helped me to focus ... and pain has a way of making the nonessential things of life quickly disappear. I quickly learned that hard work and perseverance always pays off. By year two I had my first assistant who helped to ground me and she set some great systems into place that are still somewhat utilized today through Top Producer.

Flash forward to year 20 of the real estate practice. Two-hundred-and-sixty-five-plus million of personal sales and over 275-plus million in sales as a real estate brokerage since 2009. Gordon has, against all odds and expectations of several of his medical providers, endured and overcome much adversity, though he still fights with varying degrees of daily pain. He has been part of the backbone of the real estate practice, as I have been the one operating at the licensed, Managing Broker level. We have built a classy, boutique brokerage shared with the highest quality of agents, and our business is built on long term referrals. Our theme is based on "health and home," as we have incorporated a lifestyle of exercise (particularly Pilates) as a compliment to our brokerage at Selley Group





Real Estate, LLC. Pilates has been one miracle that has helped my husband and me to gain better health and more strength so that we can endure throughout the rigors of a blistering market. Our tightly knit real estate group is more like a Physician's practice, where we cover for each other, share ideas, and keep each other accountable to live. (Yes, oftentimes it takes another to remind us that there is life beyond the boundaries of business). Simply, we empower our clients to make the best real estate decisions possible with our expert and varying market insights. We put client service above the deal and don't stuff our clients into boxes. Essentially, Selley Group Real Estate, LLC is a safe harbor for clients and agents -- to connect and to thrive in the real estate market.

Our former 7-year-old (Jacob), is now age 29, living in Sydney, Australia with his beautiful wife (Rebecca), who is a Broadway singer with her next show cast in the Broadway hit -- named, Beautiful. Jake is thriving in his career at AOL in Digital Platform Marketing. We have a gorgeous 14-month-old grand baby named JJ, who brings us regular FaceTime chats and indescribable joy into our lives. Our once 4-year-old (Kristofer) is now 26 years old and has a degree in film. A visionary in art, Kristofer is the head of our media, creating amazing videography and photography of the city and our listings, as he forges onwards with

his Master's Degree at UCCS. My mom, Bettye, also is an important part of our daily life, and it's a joy to share in her golden season of this journey. Besides taking walks along the mountain trails, my heart is reset at the water. Destin, FL is a second home location for us, where we are involved in the vacation rental market. It is a wonderful compliment to our real estate business in Colorado Springs and connects two beautiful places together for our family.

We have always believed in promoting the lifestyle of Colorado Springs, not just houses. The art of the business is my love. Weaving together client relations, negotiations, contracts, sales, marketing, mentoring, and leadership by serving as 2017 Peak Producers President. Peak Producers has allowed the connection between top agents and community to intersect at a deeper, heartfelt level. Regarding our fundraising campaign, we are almost ready to meet our largest goal to date as an organization, raising \$50,000 for a work readiness program at the Springs Rescue Mission.

Nothing gives me more life in real estate than to realize that it creates an opportunity to be a steward for the community of Colorado Springs.

Fueled by gluten free goodies, daily workouts, and the encouragement and support of those in this community, I'm proof that if you wait long enough, there is hope against all hope and now there's a calling to share that hope with clients and peers alike. Prayer is never for profit. Sometimes it's the art of the "Unsell" that best flexes its real estate muscle. I'm learning to embrace my own story, the beautiful and the ugly parts so that I have the strength to engage authentically with others and to serve them with compassion. I'm so grateful to have been able to see the fruit of holding on against all hope to see life spring forth in my family as well this city! The ability to endure has been a God-given grace.

My thoughts about the future ... I am thankful to live in curiosity and to serve families into their next generation of home selling and buying!

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» up and coming real estate agent

Tamara Courlas

Courlas Realty, Inc



I have always had a competitive nature and my most fierce competitor has always been my past successes and failures. It didn't take me long, once I opened Courlas Realty September of 2015, to start tracking my success and strive to work harder to help others achieve their dream of homeownership and produce better results. I was ecstatic when I received my first publication of Real Producers and honored when approached to be featured as Up and Coming Real Estate Agent.



I grew up in a little town outside of Philadelphia, Pennsylvania with my parent and four older siblings. My father was a factory worker. When he finished his eight-hour shift at one factory, he went to yet another factory to complete another eight-hour shift. I watched my mother work during the day at Pottstown Memorial Hospital as an X-Ray Technician to come home to spend her evening setting up for her Mary Kay Cosmetics parties which she used the proceeds to send my oldest brother to Valley Forge Military Academy. Most of her clients came from the church we attended and span out to reach to the community at large. I was in elementary school at the time with an overactive imagination, always seeing the world through rose colored glasses. Just as I was finishing my elementary education was when something clicked for me. Watching my mother work at the hospital, to come home to work independently to send my brother to private school made me realize at a very young age that it is not enough to just work hard for a living. Up until that time, I thought my parents simply worked for our existence, to put food on the table, and to provide the basic necessities. That may have been the case for dad, he was a pretty practical man who wanted nothing more than a clean house, educated children, and a home cooked meal consisting meat and potatoes. Not for mom, she was ambitious. But more than that, what I witnessed is that she worked independently because she had a clear vision of what she wanted to achieve with her success and didn't stop or slow down until that goal was achieved. Mom loved selling Mary Kay, she was good at it, she stood taller, she looked better, she smiled more. She was less angry with the chaos, noise, and lack of personal time that comes with raising five children. Mom was not successful



just because she worked hard for a lot of hours. She was successful because she loved what she was doing, she worked hard at it, and she didn't give up prior to completing her goal. That example of Having A Vision, Labor Of Love, Never Give Up, and Hard Work has instilled formula that has guided me in my professional life. Of course, mom's ambition gene didn't hurt.

It wasn't until my high school years when I started implementing what I had learned from watching my mother and the Hard Work, years later, but I had heart. I remember my years as a high school hurdler. I mainly joined the track team for social engagement, nothing in life was serious to me. Being the youngest of five I never had to share so I wasn't much of a team player and I picked the most challenging individual thing I could think of and that was hurdles. My coach knew I was a comical goof ball but I was a fast runner so he stayed on me and gave me a hard time. I knew I couldn't quit so the only thing I could do was work harder. I was also very clumsy so hurdles didn't come easy for me. Coach use to tell us eight steps to the first hurdle and three step in between which no one on the team could accomplish. Well, the first two track meets I failed to perform. Not

only did I fail, I fell and came in last place. That was when I started to find quiet places and visualize running the hurdles. My teammates and friends would laugh at me because when we traveled to away meets, I wouldn't let anyone sit on the bus next to me. Instead, I would lay on both seats, close my eyes and visualize myself running hurdles. I improved consistently yet still I couldn't place. Halfway through the season, was an away meet and I did my drill of visualization. Because my previous performances, I was last to run hurdles on the team and if that wasn't bad enough the other school had an even number of runners so not only was I last to hurdle, there were no more hurdlers on the other team to run. When I would hear the gun, I would be the only one running. My nerves were off the charts, I didn't want to repeat my early season failure so I took a deep breath, got set. Once the gun went off, so too did I. Eight steps to the first hurdle, three steps in between the second, third and fourth, and by the time I got to the tenth hurdle, cleared it and ran to the finish line, I realized I did what no one on my team had ever accomplished, and in addition to accomplishing three steps between each hurdle, I place first in that meet, and qualified for states. That was a defining moment in my life when I knew, the only limits in life I would have, were limits I put on myself.

Just when one thinks they have the answers, the Universe is amused and ejects us from our comfort zone.

Well, I had the Vision and Never Giving Up down, but was to come after my high school years immediately tested everything I thought I know about myself and the world I was about to participate in as an adult. My brother and sisters, by the time I graduated from High school, were all in the military, two went U.S. Army and two U.S. Navy. Growing up, my

•••



when I decided it was the right time to make a change. In 1997 I studied Real Estate at Polley Associates. Once again I had a vision and was excited about a future career in real estate. Once I started my studies, my excitement was diminished as my father was battling lung cancer and we lost him in September of 1997. I started my career in real estate in October 1997 in Pennsylvania working for Century 21. Shortly after in 2000 I decided to make another life changing decision, to move to Glenwood Springs Colorado where I would raise my children, to be closer to my oldest sister and continued to practice real estate. I worked for Sotheby's Aspen Land and Homes and Re/Max Country. Glenwood Springs was comfortable, beautiful and where I've met some of my dearest friends and my wonderful husband of 14 years in September. After the economic downturn of 2008, my husband Keith Courlas and I decided to relocate to Colorado Springs. Colorado Springs to me is the vision I've held for many, many years. A few years ago my daughter, Erin 28 and her family moved to Colorado Springs, my oldest son, Brett 32 lives in Denver, and my young son, Ryan just recently followed the Jackson tradition and joined the US Navy. I feel fortunate to have my grandchildren and my business in Colorado Springs but mostly to be of service to the public and am honored to serve the men and women who serve and protect our great nation.

parent instilled in us service to country so we all decided that we would all serve at least one term in the military. So in 1986, I join the U.S. Army Military Police. Up until that time I was used to living life on my terms, having my way, and rejecting authority to a certain extent. Needless to say, I chose the hard way to learn self-discipline, respect for authority, and how to become a team player. Once again, I was pushed to my limits by my Drill Sergeants constantly threatening to break me. Literally, while my platoon was waking up to great patriotic music, I was awakened with a Drill Sergeant at the foot of my bunk yelling Jackson (maiden name) Drop. By the end of Basic Training, to my satisfaction, I was still standing. As hard as it was, Basic Training taught me the value of Hard Work for something and someone other than myself and became the most valuable and treasured lesson which stay with me to this day.

Labor of Love, is where Real Estate comes in. If you would have asked me in high school what my career choice was, I would have said as I had then, "Psychiatry or I want to own a Real Estate Company". My First choice was to be a psychiatrist, however, I wasn't willing to work for 25 years to pay off student loans, personal choice. Real Estate didn't happen for me for some time. I had three lovely and loving children Brett, Erin, and Ryan as a single parent. That's another article of the wonderful, valuable lessons of success I've learned. I worked in the auto industry for years before I decided to pursue Real Estate, first in sales and as a Finance Manager. In the auto industry, I learned how to communicate with the public at large. Until that time, I continued to stay where I was comfortable which was law enforcement. Law enforcement was secure, however, I realized I was working to exist, to put food on the table and I had lost my vision. That was

“

I have always had a competitive nature and my most fierce competitor has always been my pass successes and failures.

”



RP

REAL Producer Event!

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Goetzmann Custom Homes won for The Sterling



Mark Long



Tiffany Overholser
Owner of Tiffany Homes and Co-Chair of this year's Parade



Tiffany Homes won for the Colorado Divinity



Highmark Ilc Homes and Design



Highmark Ilc Homes and Design won for Highland Cottage



Galliant Homes won for The Pemberly

▶▶ the passing parade...



Robert O'Brien

...A REAR-VIEW LOOK AT 2017'S Parade of Homes (and award winners!)

According to Mark Long, President of the The Housing & Building Association of Colorado Springs (HBA):

"this year's event was "unquestioningly the most extraordinary Parade of Homes in Colorado Springs this century. Attendance was the best since the end of the recession."

The 2017 Parade of Homes was this reporter's first foray to the "Parade" here in Colorado Springs. The review? Anyone considering buying or remodeling a home should definitely put this event on their "must do" list. And thousands of folks did just that; the average attendance at this year's event per home was 6800 with one model receiving a mind-blowing 14,000! ("The Pemberly" by Galliant Homes). The Parade, in continuous existence since 1954 (and one of the longest continuously 18 • October 2017

running Parade of Homes in the U.S.), is a wonderful, efficient way to see just about anything in the way of the most up-to-date trends in housing, all neatly laid-out and mapped-out for you by area, price and builder. The staging is carefully and painstakingly considered to fit the style of each of the 24 homes on display.

When you arrive at a Parade home, the first thing you do is put on the "blue booties." One home even had an automatic "booty" dispenser that enabled you to put the booties on your shoes without even bending over! At each home, you are greeted by a person who stamps your ticket and also is where you can enter to win one of the various prizes. At that point, you simply walk through the home, inside and out, upstairs and down, for as long as you like. Builders, salespersons and volunteers are available for questions and more information.

Honestly, does home and remodeling idea shopping get any easier or more fun than this? Here you can be a "looky-loo" and no one will even notice.

As for the prices, as was pointed-out by Shirley Rouse, the HBA's Director of Member Services, the homes being shown at the Parade are typically decked-out to showcase the best version of any model, with all the bells and whistles, boosting the price from whatever the base model price would be; therefore, the starting price of \$350,000 for the least-expensive



All About Home Design



Galliant Homes



All About Home Design won for The Urban Farmhouse



Tiffany Homes

•••

home on display this year is nearly \$100,000 higher than the median price of a home in the Springs area.

According to Zillow, the median price of a home in Colorado Springs is now \$252, 800; prices have risen by 9.2 percent over the past year and are expected to increase by 4.3 percent the following year. This year's Parade of Homes featured homes with advertised values of \$330,000 to \$1,850,000. So, the lowest-price home in the Parade was nearly 30 percent higher than a median-priced home in the Springs. But that is what the "Parade" is all about, it seems ... aspiration! It represents the "what's next," "what's 'now'" and in some cases "what's (soon) to come" in housing here in Southern Colorado.

Attendees for this year's showings, based on the Parade ticket, could view up to 24 homes in various price ranges; "less than \$350,000 (a total of one presented by Oakwood Homes), up to "More than \$1,400,000," featuring two homes, one from Galian Homes and the other from Tiffany Homes, and in-between there were 21 homes from \$425,000 to \$1,300,000

And speaking of Tiffany Homes, we had the opportunity to chat with Parade Co-Chair Tiffany Overholser herself at the Parade in what is to be her new home, listed as the "Colorado Divinity" in the Parade guide in the "More than \$1,400,000" category. This home is chock-full of amazing features, and one of the standouts, Tiffany points out, is the quartzite hood range, which is not only stunningly different-looking but accentuates the use of natural materials and textures throughout the structure, including stone and the use of root woods for various surfaces and railings and features a dramatic walnut staircase to the lower level. Then there is the eye-popping free-standing chrome bathtub which almost appears as an optical illusion and is paired with what is described as a "waterfall vanity;" al-

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though not operating during the Parade, a fun thing to imagine!

As Co-Chair of the Parade, Ms. Overholser said staging the Parade of Homes represents a delicate balance of timing when it comes to the structures that will be available at exactly the right time to be included in the Parade. "You have to work with builders and prospective new owners to get the timing just right. New owners understandably want to move in but a Parade home can't be occupied, of course." And, she pointed out, everyone is so incredibly busy this year with the housing market being so "hot." The trades are especially busy. She also expressed her great appreciation for the volunteers who give so much of their time and talent to the event.

Tiffany and her husband Steve design and build custom homes throughout the Pikes Peak area.

The 24 Parade of Homes models were located in six different areas of the Greater El Paso County area: Sanctuary Point (Northeast) Banning Lewis Ranch North East West Woodland Park

Our suggestion? Put the 2018 Parade of Homes in your calendar now! You definitely don't want to miss "the" housing event in Colorado Springs!

2017 Parade of Homes Winners

Industry Awards:

In the "Less Than \$350,000" category, Oakwood Homes' "The Granby" won all categories, from "Best Kitchen" to "Best Overall Home."

In the "\$425,000 - \$450,000" category, Hi-Point Home Builders "The Madison" won Best Kitchen, Best Master Suite, Best Interior Design, Best Floor plan and Best Overall Home. Oakwood Homes' "The Pagosa" took honors for Best Architectural Exterior and Best Outdoor Living.

In the "\$455,000 - \$500,000" category, Vanguard Homes' "The Canton" won Best Kitchen, Best Master Suite, Best Floor Plan, Best Architectural Exterior and Best Overall Home. Classic Homes' "The Celebration" took Best Interior Design and Best Outdoor Living honors.

In the "\$550,000 - \$625,000" category, Keller Homes' "The Baker" took all honors.

In the "\$675,000 - \$800,000" category, Highmark Homes' "Highland Cottage" won Best Kitchen, Best Interior Design, Best Floor Plan, Best Architectural Exterior and Best Overall Home. Direct Builds' "The Woodhaven" won honors for Best Master Suite and Best Outdoor Living.

In the "\$815,000 - \$900,000" category, Goetzmann Custom Homes' "The Sterling" took Best Kitchen, Interior Design, Floor Plan, Architectural Exterior, Best Outdoor Living and Best Overall Home. Vantage Homes' "The Riverwood" won for Best Master Suite.

In the "\$1,000,000 - \$1,300,000" category, All About Home Designs' "Urban Farmhouse" took honors for Best Kitchen, Master Suite, Interior Design, Floor Plan, Outdoor Living and Overall Home. Winning the Best Architectural honors was Alliance Builders' "The Pinehaven."

In the "More than \$1,400,000" category, Galian Homes' "The Pemberly" won for Best Kitchen and Best Floor Plan. Tiffany Homes' "Colorado Divinity" won for Best Master Suite, Interior Design, Architectural Exterior, Outdoor Living and Best Overall Home.

People's Choice Awards:

Less Than \$350,000
Oakwood Homes – The Grandy
\$425,000 - \$450,000
Hi-Point Home Builders – The Madison
\$455,000 - \$500,000
Vanguard Homes – The Canton
\$550,000 - \$625,000
Vanguard Homes – The Brentford
\$675,000 - \$800,000
Highmark llc Homes and Design – The Highland Cottage
\$815,000 - \$900,000
Goetzmann Homes – The Sterling
\$1,000,000 - \$1,300,000
Alliance Builders – The Pinehaven
More than \$1,400,000
Galian Homes – The Pemberley



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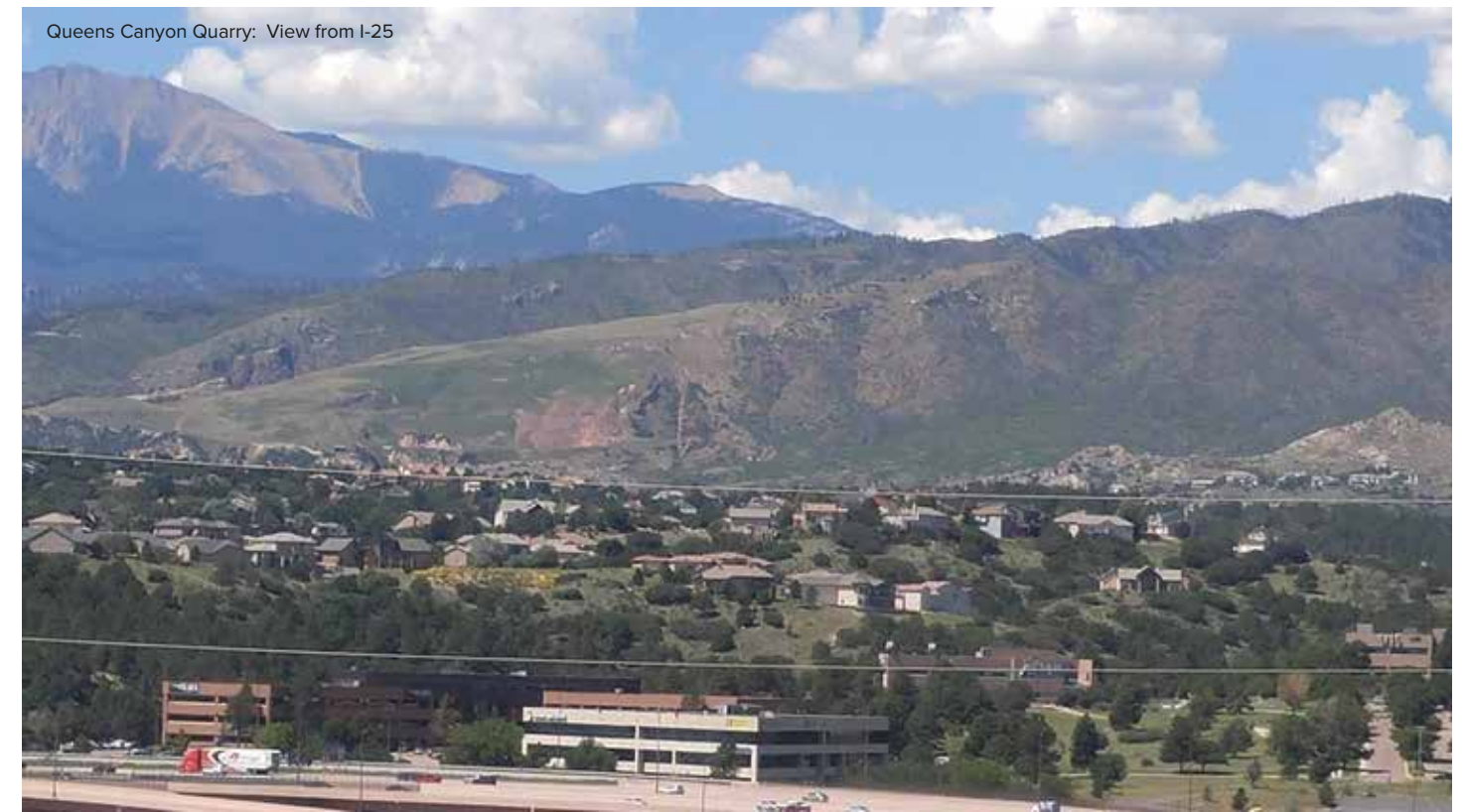
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A close-up of the still-active Pikeview Quarry, above the Rockrimmon neighborhood.



Queens Canyon Quarry: View from I-25



The view of the Pikeview Quarry from I-25



The Queens Canyon Quarry as seen from just north of Garden of the Gods

Scarface

A Legacy Of Defacing And Reclaiming The Springs' Front Range



Robert O'Brien

Note: This is the first of what will be a monthly feature looking-into regional "curiosities and oddities" that residents might see, perhaps daily, and wonder "What is that?" or "How did that happen?" This article is more in the vein of the later. It turned-into much more of a story than we originally anticipated, as you will see. Thanks to Sheryl VanDuren for the idea! Please contact Real Producers if you have something about which you've asked yourself "what the heck is that?"

You no doubt have seen "it" driving along I-25 ... that large, bare-rock "scar" in the foothills above the general Rockrimmon area which has caused so much curiosity and consternation for residents and visitors alike. It is bare rock in a field of pine and juniper trees, among other types of "non-rock" greenery. Why is it there? What is it? Who did this? What were they thinking? One person with all of the answers to this is a one Wanda Reaves, who is a one-woman Wikipedia of information and history about this and one other "scar" visible on the front range you may or may not have noticed.

Wanda, now retired, was the Executive Vice President of the Colorado Springs Chamber of Commerce from 1978 through 1991 and was deeply involved in this story which began, believe it or not, with the construction of the Cheyenne Mountain NORAD project. The NORAD project needed limestone for the concrete needed for the construction and in an area known as Queens

Canyon a limestone quarry was opened to supply that limestone. Gradually that quarry grew from being used for NORAD to also supplying limestone for the construction of the Air Force Academy ... three and a half million tons of the rock. In the mid-1960s then Secretary of the Interior of the Interior Stewart Udall called Colorado Springs "the city with the scar," because the quarry was so visible. Colorado law at the time was nearly non-existent when it came to reclamation of mining sites.

But wait ... the quarry we are talking about here is not the "thing" you see as the big rock scar in the foothills? No, it is another quarry (really a mine) that actually opened around 1905 as a coal mine that closed in 1957 but was repurposed as a limestone quarry whose minerals have been used for the making of concrete used for construction throughout the Pikes Peak area.



Wanda Reeves

That “scar” you see is actually a still-active quarry

Back to Wanda Reeves and her merry band of “reclaimers,” which, as a Foundation from the mid-90’s up until 2007 worked at both the Queens Canyon Quarry and the Pikeview Quarry to reclaim the land as close as possible back to its native stature. This effort, led by Wanda, was a remarkable conglomeration of organizations which included the State, the County, the City of Colorado Springs, the Chamber of Commerce and thousands of volunteers.

Now looking like a benign meadow just north of Garden of the Gods, the Queens Canyon Quarry is officially “restored” and is managed by the Forest Service, donated by the owner of Quarry, the company now known as Transit Mix Concrete Company.

So what about that “Scar” you see north of the Queens Canyon Quarry, up in the Rockrimmon/Air Force Academy area? Well...believe it or not, that is still an operating quarry, but only because, during the restoration process by Wanda’s Foundation, there was a massive rock slide, which halted all restoration. The plan had been to close the quarry and fully restore it, but, that was now impossible. The solution? Reopen the quarry to remove the tons of rubble that was left as the result of the slide. Once that rubble is removed ... rubble that can be used by Transit Mix (Transit Mix/Castle Concrete is also the owner of the Pikeview Quarry) for making concrete ... the quarry will then be re-closed and restoration can resume.

Real Producers reached out to Transit Mix and got a statement from M. L. “Mac” Shafer
VP Sales-Marketing / Tech Services which in part read:

“Castle Concrete is currently trying to permit a new reserve in southern El Paso County and if that permit is obtained, and once the new quarry is online, Castle would move to a reclamation process before all of the current reserves are depleted. The new quarry would lend itself to a more efficient mining operation and Pikeview’s reclamation would start sooner and be completed much sooner than under the current plan.”

Wanda Reeves made it clear during our interview that Castle Concrete/Transit Mix has always been a good partner in the restoration effort.

The story isn’t over, but, as far as the Pikeview Quarry scar is concerned, that too will be reclaimed as much as possible to its native state. When the time comes, maybe you will be able to plant and water some seedlings. And watch them grow, proudly.

It certainly would make Wanda proud!

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Easy clean feature	✓	✓	Varies	Varies
Low Maintenance	✓	✓		
Maximum glass area	✓		✓	
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By **Bill McAfee**, President – Empire Title of Colorado Springs, LLC

The Sweet Spot

In baseball, the “Sweet Spot” is approximately 5-7 inches from the end of the bat, where the batted ball speed is at its highest and the sensation in the hands is minimal.

In the Real Estate world, the “Sweet Spot” is the price range where most homes sell. To date, the sweet spot in the PPMLS is \$200,000 to \$400,000 – with 22 percent of the sales in the MLS within the range of \$200,000-\$249,000. (See slide 1).

Looking back to 2013, the most desirable home prices have fallen within \$200,000-\$400,000. This price range accounted for 43 percent of the home sales through PPMLS in 2013, 47 percent in 2014 and 51 percent in 2015. It has continued to climb, with that price range accounting for 58 percent of the sales in 2016 and 63 percent of the sales in 2017. This price range is definitely the sweet spot and will usually present a home run for the seller, as long as the condition of the property and the price are in the ballpark. These price ranges typically favor the seller as long as the seller is not too over-confident.

Don't act like you bat .400 when your average is .225. Batting average is the number of hits divided by the number

of at-bats. This gives a ratio expressed as three numbers to the right of the decimal point. The last batter to bat .400 was Ted Williams in 1941. Unless you are Ted Williams, do not over-price so much that your house sits on the market too long, becoming stale. Do you like stale hot dogs on a moldy bun? Buyers do not buy stale houses because they think something is wrong.

As of July, the average days on market were 22. In our current market, in the sweet spot, it is reasonable to think that days on market should be around the average. The days on market is from listing date to the date it goes under contract.

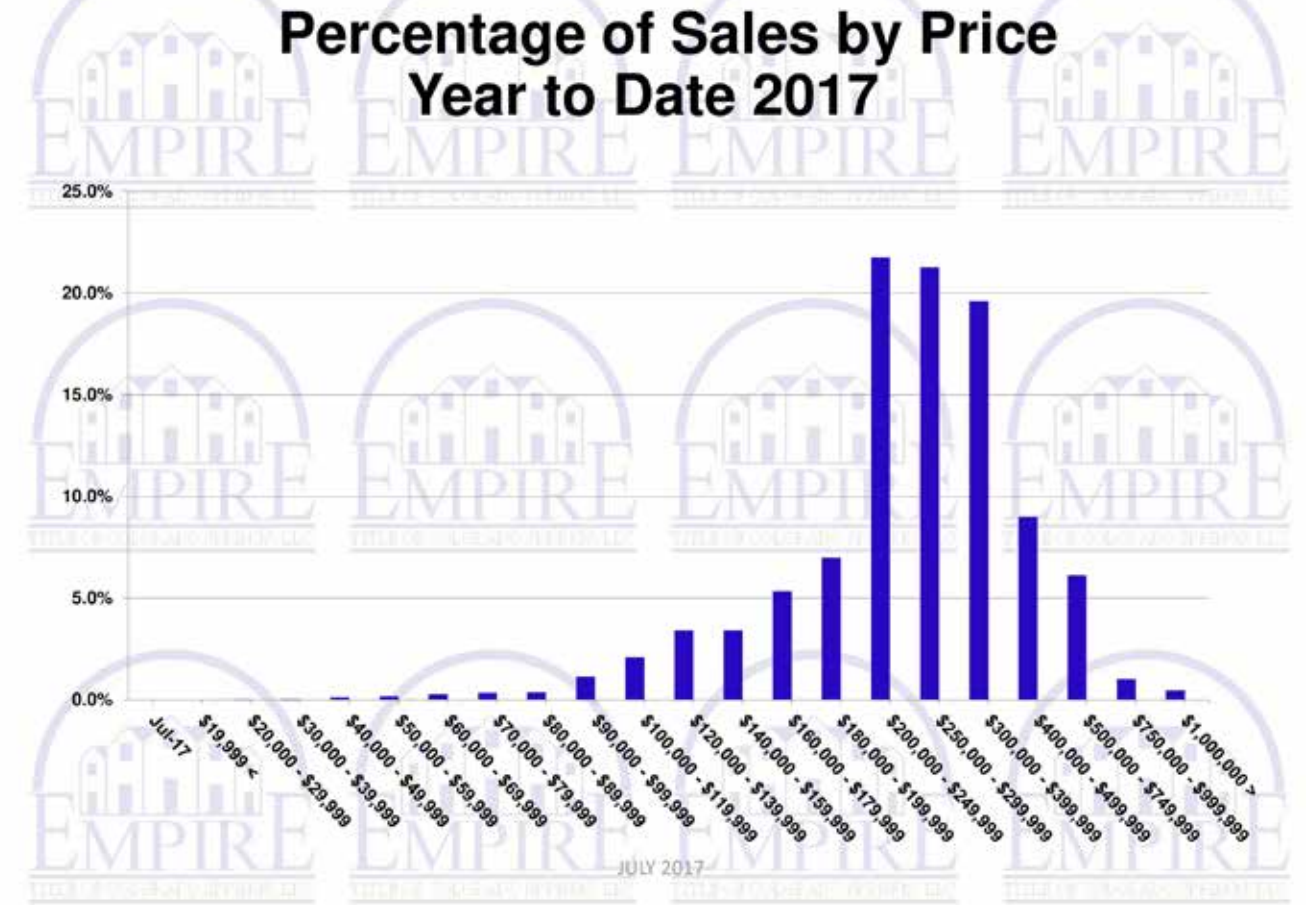
If you are in the sweet spot and your days on market is 90, something is wrong. Usually condition, location or price is the reason for extended days on market. Location cannot be changed, condition can be fixed or the price can be adjusted for the condition. The fix for selling a home is price. If you

price too high and days on market increases, buyers assume something is wrong. Is the house in bad condition or is it a bad location? Your house becomes a stale hot dog and is unlikely to be eaten. Again I ask you, do you like stale hot dogs?

Buyers in the median price ranges of \$750,000 to \$999,999 and \$1,000,000 and above have different parameters to look at. Days on market are much longer in these price ranges. In other words, it takes a lot longer to become stale in the high dollar markets.

Of the homes sold in the last 12 months with a median sales price of \$750,000-\$999,999 the average days on market was 77 days, which is 2.5 times longer than the 22 days. The average days on market for homes with a median price of \$1,000,000 and above was 155 days. This is 6 times the average days on market of 22.

In other words, hot dogs with a median sales price of \$750,000-\$999,999 take two and a half times longer to become stale. Homes selling with a median sales price of \$1,000,000 and above took six times longer to become stale. No one likes stale hot dogs, so price the house right and enjoy the Ball Park Frank that melts in your mouth on a hot summer day. Again, it's been 76 years since Ted Williams batted .400. You may think you are Ted Williams but your batting average is more like Alex Gordon. According to MLB.com, as of August, he was batting .198. Summer is great for baseball, but two thoughts come to mind: don't allow your hot dog to become stale; and, don't think you are Ted Williams when you barely made the team.



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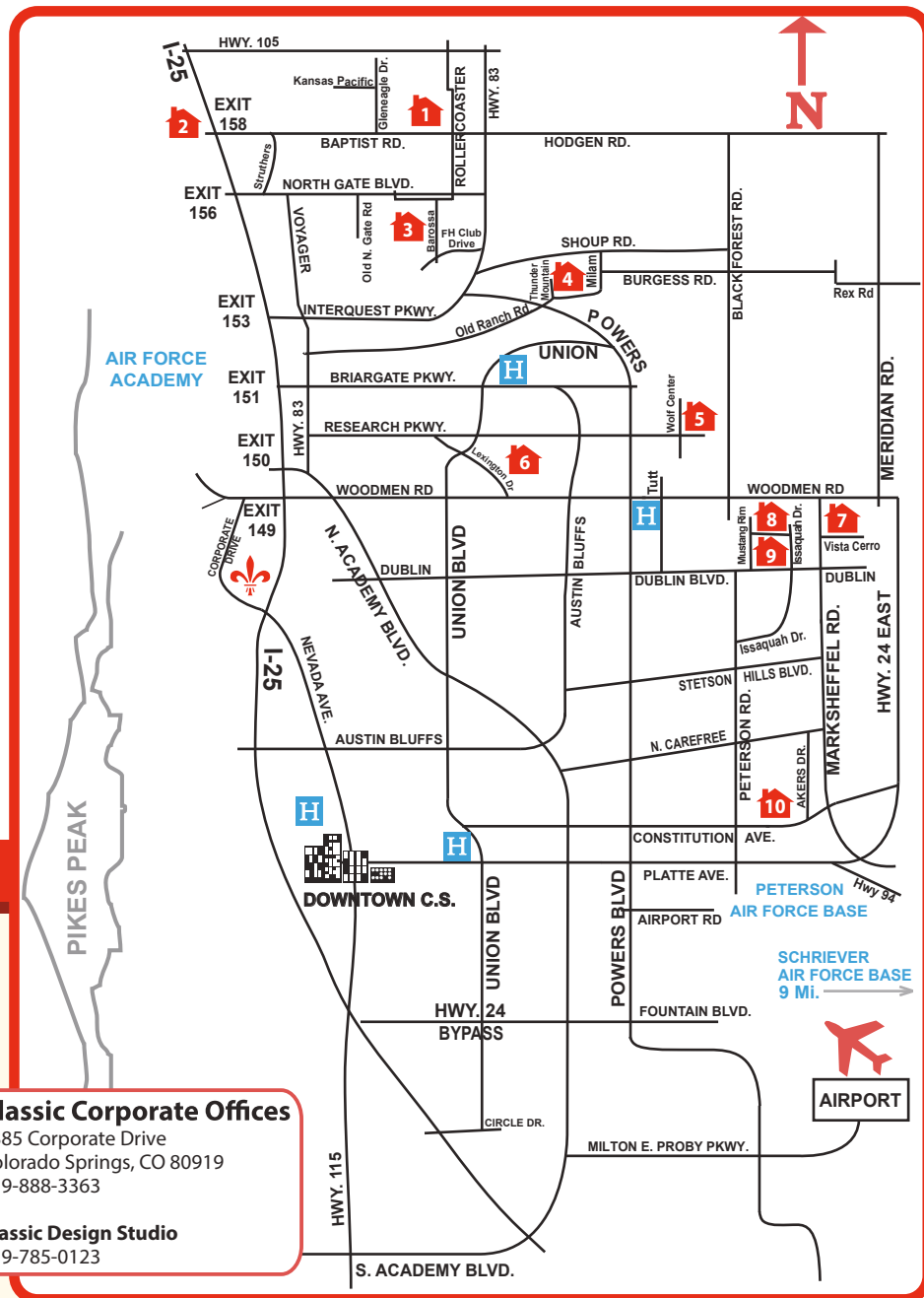
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Updated as of June 20, 2017
Prices and availability are subject to change. See Agent for details.



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hired to do aerial photos for Marco's pizza, Walgreens and Verizon. We love our job to say the least.

But how exactly does aerial media help market my listing? Those same tried but true words you've always heard - location, location, location. We are now able to show the breadth of the property, what it's close to, what the neighborhood looks like. In short, it does everything that you used to have to hire a helicopter for without costing an arm and a leg. The most common question I get is, "At what price should I use aerials?"

The best advice I can give is that listing price should never be a determining factor -- location is key. I've talked a lot of agents out of using drones because sometimes the last thing you want to do is highlight the construction that's going on behind the property. Yet other times, that small bungalow that's really hard to sell is suddenly under contract when we are able to show that it's only a five-minute drive from some of the best restaurants downtown Colorado Springs has to offer.

We want to elicit emotion. As photographers, we naturally want to produce a beautiful photo. Our work is to portray the house in the best light after all. Drones are an extension of that pursuit. My camera finally has wings. I can frame my subject with Pikes Peak and the Front Range. I can show parks, walking trails and golf courses. I can show how close the school is and that yes it really is within walking distance for a small kiddo. I can take high definition video and create a cinematic tour that rivals a Hollywood movie. But most importantly, I can tell a more complete story of the home.

With technology ranging from virtual reality to aerial photography the days of agents taking photos with their iPhones is (hopefully) a thing of the past. Shows such as HGTV have trained sellers to expect more from

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ALL ABOUT DRONES

How to use aerial media for your real estate marketing

The sound of the lawnmower started getting louder. The only thing that matched it's angry buzz was the growing redness on the face of its driver. What seemed like a scene straight out of the Austin Powers movie, he crept towards us at a furious 2 MPH with grim determination. "You best not be dronin' my house! I'll shoot that thing down!", yelled the gentleman with a few choice expletives thrown in. After the first few times, we've grown to love moments like this. Our Part 107 license and insurance papers in hand -- we bring the drone down for a landing. Time to educate and amaze. ●●●

"Hello, Sir! We're real estate photographers! We have every right to be here but just in case you're worried, let me show you our flight plan." -- is our typical response. Before you know it, we usually have them looking over our shoulder and loving the view of their neighborhood. Almost every time we leave with a handshake and a smile if not a business card.

Let's face it -- drones can be scary. Just the word itself evokes images of the terminator, peeping toms and in the local patois of my Ozark upbringing -- "The Gubment!". However, drones are here to stay. The drone industry is worth billions of dollars and growing. Uses range from commercial mining operations to keeping track of endangered animals in Africa, to name a few. Finally, the industry is making its mark on real estate in a profound way.

We've been asked to shoot everything from a small bungalow to properties worth millions of dollars on hundreds of acres. We've produced videos featuring whole neighborhoods and communities to being





their agents. The problem is that with the growth of commercial drones, anybody who has the time and money to study for the license and buy a drone can call themselves an aerial photographer. Here are a few questions to keep in mind when hiring a professional drone pilot.

Are they licensed and insured?

August 31st, 2016, the FAA passed new regulations that oversee the growing use of drones by hobbyists and commercial operators. As of that date, anybody that is flying a sUAS or small unmanned aircraft system for commercial purposes has to be registered and licensed under FAA part 107 or have an existing 333 exemption in place. The agents themselves can be fined by the FAA if they hire an unlicensed drone pilot for a commercial

operation. You want to make sure your photographer/drone pilot has checked all the boxes to fly legally.

Ask to see their license and registration number for their drone. This is a FAA requirement. The person you're hiring should be able to provide the proper documentation and will need to have it on their person while conducting the drone operation.

Do they carry insurance? Accidents happen. If a gust of wind knocks the drone into a window of the house your listing, who will cover the damages? What if the drone crashes into a car when it's coming in for landing? All these things should be taken care of by the person you're hiring. A typical drone operator flying commercially will carry up to a million dollar policy. This

should cover personal and property damage. Ask to see a copy of their policy. Most should have it easily available as a PDF.

Are they flying safely?

The FAA regulates the airspace and there are some places we just can't fly. Your drone operator should know which areas are off limits and when. The FAA frequently publishes NOTAMS or Notice to Airmen keeping everyone apprised of events that might prohibit flights. TFRs or temporary flight restrictions are also updated regularly to let us know if a fire or other conditions exist that prevent flight.

The drone operator should know whether the location is off limits and should be well versed in knowing the type of airspace they will be working in. They need to have a proven track record of flying safely. Some places require a certificate of authorization or a waiver from the FAA to fly. Your pilot should have them on hand if necessary. Finally, do they have a visual observer and are they flying recklessly or taking care to not fly over people and traffic? Not all angles can be seen on the monitor and a good safety plan should include a walk around of the flight plan to see hazards i.e. trees and power lines.

A quick litmus test for your pilot should be if they don't know how to read a sectional chart -- you should move on.

Are they a professional?

Bottom line is that the person you hire is a direct representation of you. They should know what kind of shots are necessary and be able to get those shots safely and efficiently. I see a lot of aerial photos where the roof seems to be the main focus and the house is barely visible. Not all drone pilots have a photography background yet photo composition is just as important in the air as it is on the ground. Are the videos smooth and steady or do you see a lot of jerky movements that signal a nervous pilot? Being able to capture great footage in the span of a few 20-minute flights takes a lot of experience that can make or break a real estate video.

A few parting thoughts.

The competition is brutal. The successful agents are the ones who can adapt and stand out from the rest. What better way to do that then show off the property from a bird's eye view? According to a few statistics I've seen from the National Association of Realtors, homes with aerial imagery sold up to 68% faster than homes with the basic ground photos. Since we've started operating in Colorado Springs, we've seen a huge jump in agents interested in aerial photos just from last year. The standard has now been set even higher, and frankly, that's a good thing.

Dmitry Choukline
Pixvid Co-Founder

MIKE BETZER, VP **RON PIPKIN, PRESIDENT**

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TOP PRODUCERS STANDINGS

Individual Agents Information is self-provided, and current as of 7-31-2017

To learn how you can get your stats onto this page, please contact: Mark.VanDuren@N2pub.com

Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Turner Associates LLC	142		142	\$42,404,830		\$42,404,830
2	The Patterson Group	43	15	57	\$28,136,050	\$8,381,630	\$36,517,680
3	The Platinum Group, Realtors	20	16	36			\$20,521,812
4	Turner Associates LLC			34	\$11,701,805	\$6,749,751	\$18,451,556
5	Keller Williams Realty Succes	25	26	51	\$8,349,200	\$7,765,394	\$16,114,594
6	Remax Properties	9	44	53	\$2,715,750	\$13,195,600	\$15,911,350
7	RE/MAX Properties, Inc.	22	16	38	\$9,484,550	\$5,621,800	\$15,106,350
8	The Platinum Group Realtors	21	26	47	\$7,102,200	\$7,931,130	\$15,033,330
9	Keller Williams Clients Choice Realty	18	22	40	\$7,311,695	\$7,297,596	\$14,609,291
10	RE/MAX Properties, Inc.	32	15	47	\$8,974,000	\$5,149,200	\$14,123,200
11	ERA Shields	21	15	36	\$7,047,000	\$6,678,900	\$13,725,900
12	Keller Williams Clients' Choice	25	17	42	\$7,511,200	\$5,307,637	\$12,818,837
13	Re/Max Real Estate Group	15	20	35	\$5,454,950	\$6,648,686	\$12,647,590
14	Coldwell Banker Residential	10	41	51	\$2,809,888	\$9,315,643	\$12,125,531
15	The Platinum Group Realtors	11	17	28	\$4,161,500	\$7,894,283	\$12,055,783
16	Best Realty, Inc.				\$4,139,525	\$7,820,135	\$11,959,660
17	RE/MAX Advantage	27	18	45	\$6,521,912	\$5,186,672	\$11,708,584
18	Coldwell Banker Residential Brokerage	20	20	40	\$5,265,900	\$6,055,736	\$11,321,636
19	Keller Williams Partners	21	22	43	\$5,289,750	\$5,626,491	\$10,916,241
20	Selley Group Real Estate, LLC	13	14	27	\$4,815,600	\$6,054,621	\$10,870,221
21	Keller Williams Partners	24	18	42	\$6,134,500	\$4,643,339	\$10,777,839
22	All Seasons, LLC			61			\$10,736,950
23	Great Colorado Homes	10	22	32	\$2,784,100	\$7,263,462	\$10,047,562
24	Avalar Real Estate	23	11	34	\$6,656,500	\$3,352,500	\$10,009,000
25	Keller Williams Partners Realty	16	26	41	\$3,773,300	\$6,091,784	\$9,742,584
26	Remax Real Estate Group	8	30	38	\$2,027,200	\$7,695,600	\$9,722,800
27	RE/MAX Properties	13	24	37	\$2,613,500	\$6,942,642	\$9,556,142
28	RE/MAX Properties, Inc.	18	18	36	\$4,270,000	\$4,760,140	\$9,030,140
29	ERA Shields	10	19	29	\$3,135,300	\$5,858,500	\$8,993,800
30	RE/MAX Properties Inc.	8	8	16	\$4,824,500	\$4,128,889	\$8,953,389
31	The Platinum Group Realtors	8	10	18	\$2,652,000	\$6,108,250	\$8,760,250
32	Ashford Realty Group	31	3	34	\$7,652,050	\$947,100	\$8,182,050
33	Re/Max Properties, Inc.	10	11	21	\$3,129,500	\$4,922,650	\$8,052,150
34	Weichert, Realtors-PikesPeakGroup		15	13	\$3,514,250	\$4,260,300	\$7,774,550
35	Pikes Peak Homes and Land	19	8	27	\$5,994,700	\$1,673,000	\$7,667,700
36	MacKenzie-Jackson Real Estate	7	20	27	\$1,833,000	\$4,991,760	\$6,824,760
37	Platinum Group Realtor	8	10	18	\$4,058,242	\$2,651,600	\$6,709,842
38	Colorado Peak Real Estate	14	8	22	\$3,667,067	\$2,671,000	\$6,338,067

Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
39	The Springs Team Real Estate Company	9	12	21	\$2,542,000	\$3,686,100	\$6,228,100
40	Manitou Springs Real Estate, LLC	15	13	18	\$4,922,864	\$994,000	\$5,916,864
41	Shorewood Real Estate	8	14	22	\$1,962,500	\$3,664,500	\$5,627,000
42	ERA Shields	5	11	16	\$2,013,860	\$3,372,160	\$5,016,020
43	Sellstate Alliance Realty	10	8	18	\$2,526,421	\$2,321,320	\$4,847,741
44	IBEX Realty Group	9	6	15	\$2,969,895	\$1,811,610	\$4,781,505
45	Coldwell Banker Residential Brokerage	8	9	17	\$2,069,000	\$2,605,000	\$4,674,000
46	ERA Shields	7	6	13	\$2,046,000	\$2,270,000	\$4,316,000
47	ERA Shields	4	12	16	\$606,000	\$3,697,929	\$4,303,929
48	ERA Shields Real Estate	9	2	11	\$3,193,500	\$582,000	\$3,775,500
49	Keller Williams Clients' Choice	5	6	11	\$1,729,000	\$1,593,500	\$3,322,500
50	HomeSmart Realty Group					\$2,234,501	\$2,482,000

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



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TOP TEAM STANDINGS

Stats information is self provided and current through 7-31-2017

Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Treasure Davis Team	90	133	223	\$24,526,550	\$41,557,582	\$66,084,132
2	Dave Kaercher Team	62	84	146	\$26,000,000	\$30,000,000	\$56,000,000
3	The Kibler Group	62.6	82	145	\$15,065,550	\$19,862,867	\$34,928,417
4	Dave Brown Team	65	44	109	\$13,782,571	\$13,111,341	\$26,893,912
5	Jason Daniels & Associates at RE/MAX Millennium	32	47	79	\$9,453,900	\$14,416,557	\$23,870,457
6	The Roshek Group	36	48	85	\$11,527,925	\$12,132,883	\$23,660,808
7	Bobbi Price Team	52	24	76	\$17,189,940	\$6,228,100	\$23,418,040
8	Becky Gloriod Partners	17	18	35	\$12,685,000	\$9,954,497	\$22,639,497
9	The Sanders Team	25	45	70	\$7,972,850	\$13,378,206	\$21,711,056
10	The Innovative Group, Louis Torres & Brandon Renaud	36	30	66	\$11,197,456	\$9,568,761	\$20,766,217
11	The Hunstiger Team		25	21	\$7,562,477	\$7,513,662	\$15,076,139
12	Michelle Fisher Individual Agent	32	15	47	\$8,974,000	\$5,149,200	\$14,123,200
13	Red, White & Blue Realty Group	12	13	25	\$3,004,100	\$3,034,186	\$6,068,286

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