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A photograph of three women sitting on a green lawn in front of a house. The woman on the left has blonde hair and is wearing a black sleeveless top and black pants. The woman in the middle has short white hair, wears glasses, a white cardigan over a black top, and white shoes. The woman on the right has dark hair and is wearing a black top with sheer sleeves and black pants. They are all smiling at the camera.

THE BOBBI
PRICE TEAM

SEPTEMBER 2017

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► publisher's note

Hello, *Real Producers!*

It's been a busy summer for us and I am sure for you as well. The market is red hot and as we move into the fall, I want to invite all of you to join us for our next free Real Producer Event.

I have worked closely with Ed Baur, the General Manager at Lexus of Colorado Springs and we plan to hold an event there in October. Like usual, we will have a catered meal and drinks but they will also allow you to test drive a new Lexus! We planned this for October as many of you typically purchase new cars in the 4th quarter for tax reasons. It will be a lot of fun and as a Lexus driver myself, I can't wait to drive some of the new cars! Look for the official invite with details in the next issue and our email invitation.

The magazine has really been growing and we have had tremendous reviews. I want to say "thank you" for your positive feedback. Please remember we have changed our "stack rankings" report in August, and in the future, if you would like your numbers printed, **please** make sure you update them when we send you the link each month. This has been modified again to include "team" vs "individual" so we can now rank you correctly. This has been an issue in the past and we want to be sure individuals are ranked separately from teams to ensure fairness.

Please remember these are your numbers, so answer the 9 simple questions and you will be considered for the report. If, however, you do not fill out the link, we will have no way to rank your sales and, therefore, unable to print them.



As always, if you would like to be considered for the magazine or have some ideas to make this publication better, please feel free to email me at Mark.vanduren@n2pub.com.

Have a Great September!

Mark Van Duren

PUBLISHER
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BOBBI PRICE



I grew up in Southern California and lived there for the first 35 years of my “unsheltered” life. I was a product of a broken family and was the only child in my elementary school that did not have both a mom and dad (how times have changed).

My mother, grandmother and I lived in a colonial house in Beverly hills. The house was in Benedict Canyon up a long private driveway with no visible neighbors and it was pretty lonely as an only child. If I was not in school, I was pretty much alone and I learned to entertain myself & become really self-sufficient at a very early age.

We were totally supported by my grandfather, Jack Lait, who lived in New York and aside from being Editor in Chief of the New York Mirror, was a successful playwright. He also wrote best-selling non-fiction books that were always on the best seller list. He was a great influence in my life and was a respected journalist who was entertained by the heads of all the movie studios when he would come out and visit us twice a year.

It was kind of fun going to the studios and meeting the stars. Roy Rodgers & Dale Evans were my favorites because at that time in my young life, horses and cowboys were my hero's and I was sure I was going to grow up and be the 2nd “Annie Oakley” or “Calamity Jane.”

When I was 16 I thought I was in love, got married, had 2 children and a divorce all by the time I was 19.

I tried several different jobs. My 1st job was a “one woman office” for a plastic company. I totally bluffed myself into that position. I did not even know what an invoice was but I learned pretty quick and my bosses never knew what I did not know. I made minimum wage which was \$2.00 per hour at that time and somehow, I managed to support myself & my 2 kids on that. I drove a \$50.00 Chevy that was older than I was. I had a card table & wooden boxes for a dining room table and the 3 of us shared a small one bedroom apartment. It was fun. We had almost nothing but I felt totally independent and I loved it.

After a couple of other menial job trials & errors, I tried my hand at being a theatrical agent for kids. During that time, my own kids started modeling and acting. When my son Trent got a leading role in a sitcom called Nanny & the Professor, I became the manager for my kid's careers. I had 2 more children and another



divorce by that time. Three of my four kids were now working doing commercials and small parts in TV and Movies (the 4th was still too young).

It was a crazy very busy life for me. I also got into direct marketing about that time and managed about 150 people under me.

In 1977, I was thoroughly drained and to the horror of my shocked friends and associates, I packed up my kids (then 17,16,12 and 5), my 3 dogs, 2 cats, 2 birds and moved to Colorado Springs to start a new life.

I had no money, no experience in real estate and no contacts. I went to Jones Real Estate College, somehow passed the test and joined Ken Reyhons REALTORS®. I had to interview with them 7 times and take a 4-hour aptitude test before they finally gave up and hired me, figuring that after a couple of months, I would fall on my face and go away.

Luckily that did not happen and now all these years later I am still hard at it with no end in sight. Things have not always been easy for me personally. I lost a son and I survived cancer, had 8 operations in 3 years, raised 2 granddaughters aside from my own kids and have dealt with drug and alcohol abuse in my family. Selling real estate has been easy compared to the challenges that life can throw your way.

My daughter Lori Banta has been my office manager now since 1992 and Amy Nerhus Scanlan became my personal assistant in 2009 and has 26 years being in real estate. They are un-licensed but are the backbone of my business. Could not do without them - could not happen!

Jade Baker, my granddaughter started out with me behind the scenes in 2007 and got her license in 2011. I was shocked and thrilled when she told me she wanted to be a REALTOR®. Today she has a thriving business working mainly with the military families. She still works behind the scenes, setting up and managing my website, Facebook pages (which I am ashamed to say I have never been on it) and submits my ads in the papers, web sites and magazines. Jade married Brad Baker in 2013 and has a 12-year-old stepson and just discovered she is going to be a mommy at last. Aside from their own 3 dogs, she has fostered many other dogs and animals over the years. She is a great photographer, makes her own organic prod-

Real estate taught me how to be tough, how to accept rejection and how to negotiate, not just in real estate but in all aspects of my life. I think more than anything else, it taught me to be patient (most of the time).



ucts and still manages to maintain an active real estate career.

In 2014 Stephanie Hawthorne became our newest partner. She has 20 years' experience with new home sales and management. Stephanie was my title rep for Empire Title for many years. Even though she was a new REALTOR® at the time, she hit the pavement running and has not slowed down since. She handles our builders Chartercraft Homes and New Haven Homes and our land development project, Stagecoach on the Range, Park Ridge and soon to be Stagecoach on the Range at Falcon. Stephanie and Rob have been happily married since 2005 and have 2 darling children, Jackson who is 8 and Haven is 4 (she is a real spit-fire just like her mom). They love to travel and the whole family has a taste for adventure. They love seeing new places and experience cultures from around the world. Stephanie

feels that having a healthy balance of love of family, adventure and her professional life helps her to relate to better the wonderful families she gets to assist in buying and selling their homes/land.

Real estate has been a total blessing for her. Bobbi feels that where else could a gal or guy who has basically never stepped on a college campus, build a business on nothing but the desire to succeed and the willingness to do what it takes? Real estate taught me how to be tough, how to accept rejection and how to negotiate, not just in real estate but in all aspects of my life. I think more than anything else, it taught me to be patient (most of the time).

I have my family, my church, my wonderful peers and employees. I have had the privilege to work for and with many wonderful people along the way. I am very blessed to be in a profession that has given me so much.





Up And Coming Real Estate Agent CORI CUTLER

By the age of 10, Cori Cutler knew she was different from other kids in ways that could come in handy. As a backstage regular at her uncle's comedy club, Cori rubbed shoulders with people like Jerry Seinfeld, Dana Carvey, Paula Poundstone and Ellen Degeneres. Her quick wit and tomboy spunk made her a house favorite and lucky charm for performers. One popular magician made it a habit to call Cori on stage during his show, and Cori always left the audience in stitches as his fearless pint-sized assistant. Little did she know that the skills and talents she built as a stagehand at her uncle's club would help her years later pull a variety of rabbits out of hats as a banker-turned-real estate agent.

In her Eleventh year in real estate, Cori's clients say she is a magician at making their dreams of home ownership a reality. Cori was the first agent that made the process as hassle free as possible...especially for a "sight unseen" purchase! Cori does everything she can to make the home buying/selling experience a pleasant one and will be there for you well beyond your

move in date. People that choose Cori will also find a friend that is truly interested in you! Troy and Melina Craig Cori specializes in mostly Residential Sales and listings,

"I love helping my clients whether they are buying or selling make the process as easy as possible. There

are a lot of components to buying or selling a home today and I want to make sure they have as many resources as possible for a smooth, easy experience!"

Cori has built a life and a career out of turning the unexpected into opportunity. A native of Colorado Springs, Cori's family moved south to Albuquerque when Cori was 9 to help her uncle open the comedy club. As the newest and one of the smallest kids in school, Cori could have been an easy target for playground bullies. Instead, she saw the new school an opportunity. Eager to make friends and never afraid to push back when bigger kids wanted to test her mettle, Cori quickly became a playground favorite. She spent summers on her bike, racing the boys in her neighborhood and at the local roller skate rink with friends. Speed skating soon became a passion that fed her competitive drive, using her small stature as an advantage to navigating the tightest of corners. It is a passion Cori continues to enjoy, now rooting for her own daughter who competes as a speed skater in local and regional races.

Cori returned to Colorado Springs after her freshman year of high school when her parents returned to the area and she has watched her hometown grow ever since.

It was during her senior year at Widefield High School that Cori found her passion for business through the Cooperative Office Education program. Through the program, Cori secured an off-campus job opening new accounts for ENT Federal Credit Union. She was a quick study and thrived in the office environment where her love of people and her street-smart approach to negotiation made her a great fit to work with new members looking to establish a relationship with the credit union.

The high school job experience became a two-year position at ENT and positioned her for a step into banking. Her success at ENT impressed the branch manager at a local branch of Bank One, now Chase, who offered her a job as a bank teller. Cori accepted the job, hoping the role would give her the opportunity to work her way up the ladder at the branch and learn the business of retail banking. Soon, Cori was promoted into a role conducting bank vault audits and eventually became a personal banker. During her years as a personal banker, Cori learned how her customers made financial decisions and what barriers they faced in reaching their financial goals. She worked alongside them to overcome



those barriers by helping develop a sound financial plan and tapping into a variety of resources.

That experience paved the way for a role at Ford Motor Credit Company as a collection specialist, working with customers to resolve past due auto loans. At Ford, Cori perfected her skills supporting customers through important and, sometimes, difficult financial decisions. She walked them through the costs and fees associated with their auto loans and helped them problem solve. Just as she seized the opportunity as a magician's assistant years earlier, Cori recognized every situation represented an opportunity for her to learn and grow as a financial services professional.

The door of opportunity came knocking once again for Cori, but this time outside of work. Cori and her high-school-sweetheart-turned-husband, Damian, became parents in 2003 with the birth of their first daughter. The new arrival in the Cutler family presented an opportunity. Cori had watched as one of her former coworkers transitioned from Ford to a real estate career, and she knew she wanted more flexibility to spend time with her new baby girl and leave the 8-to-5 cubicle work life behind. So with a newborn at home and a full-time job at Ford, Cori found a way to fit in classes to earn her real estate license. Once she got her license, she left her stable job at Ford Credit and didn't look back.

Cori earned her stripes during her first year in the real estate business, working from a kiosk in the Citadel Mall selling new construction. The job was trial by fire, requiring an encyclopedic-level of knowledge of the running inventory of subdivisions and related price ranges of the builders to help match prospective customers to lots that fit their needs. To be successful, Cori had to leverage

her experience in banking and collections to quickly evaluate prospective customers' home-buying preferences and financial means in order to identify builders that fit their criteria. It was a perfect fit for Cori's experience and skills, and she was very successful in helping her customers find what they needed.

Then opportunity came knocking once again – this time in disguise. After just a year in real estate, the 2008 financial collapse created a market correction, leaving Cori with a critical decision: Continue in real estate in the midst of a massive economic downturn or return to cubicle life with a more stable paycheck in financial services?

Cori knew her passion and skills were a perfect fit for real estate, and she could not bring herself to going back to a desk job. Life soon brought her a new reason to double down on her real estate career with the birth of her second daughter in 2009. With a newborn and a 5-year-old at home, Cori knew real estate was the career that would give her and her family a bright future.

By 2014, Cori had worked with three of the highest producing real estate teams in Colorado Springs. Working and mentoring with three of the best Team Leaders in the region—Chris Freeman, Tiffany Lachnid and Camellia Coray not only helped Cori deepen her knowledge of the local real estate market but also taught her processes and systems to run an efficient, high-volume business. The coaching and mentoring these leaders gave Cori helped her grow her own business that today is primarily a referral-only operation. Mr. Freeman, Ms. Lachnid and Ms. Coray taught Cori how invaluable strong mentorship and continuous learning can be to sustaining a thriving business that focuses on exceeding customer expectations each and every day.

Cori's adventures in life – from her days on stage at her uncle's comedy club through her survival in real estate following the 2008 financial collapse – have taught her critical lessons about business. "My business is built on trust and authenticity, and it doesn't stop at closing," she said. "I keep in touch with my clients and build a lifelong friendship with them. I want them to know that our motto, 'Quality over Quantity,' is more than a saying. It's a way of life for me and my business."

Cori's clients say they know they can always pick up the phone if they need a resource or have a question and do not hesitate to send their own friends and family to Cori for real estate.

Away from real estate, Cori continues to find adventure with her husband and two daughters by her side. She and her husband Damian will celebrate their 17th wedding anniversary in August. She and her older daughter Chloe spend time at the roller skating rink where Chloe is following in her mother's footsteps as a fierce and competitive speed skater. Her younger daughter Sophia has her mother's knack for comedic timing as the family stand-up comic and has aspirations to be a dancer when she grows up.

When she is not closing on a property or helping a customer through the final stages of pricing negotiations, Cori loves to attend her daughter's school functions, volunteer in their classes and go on field trips. The Cutler family prioritizes time outdoors camping, fishing, kayaking, biking and exploring the beauty of their native Colorado.

Cori also makes time for causes that are important to her in the community. She has volunteered at The Marion House, The Ronald McDonald House, Partners In Housing, and Habitat for Humanity.



By Mike Casey

A Conversation About MANITOU SPRINGS

Q: WHAT IS LIFE LIKE IN MANITOU SPRINGS?

A: Manitou Springs, elevation 6,358 feet, is a quaint, little mountain town located at the foot of Pikes Peak. There is a historic downtown district along with a variety of other neighborhoods – home to a little over 5,000 people. The city is an easy commute to downtown Colorado Springs, the airport and Denver. Approximately one-half of the city is adjacent to either Pike National Forest, Garden of the Gods or Red Rock Canyon Open Space. But, the city offers so much more....

Q: ARE YOU AN EXPERT CONCERNING MANITOU?

A: Expert? No. Knowledgeable? Yes. I have lived in Manitou since 1987, moving here a few years out of college. I have been a Realtor based in downtown Manitou since 2005 and have owned my agency since 2010. I was on the volunteer fire department for (13) years and am currently on the city's Planning Commission and "Planning for Hazards" workgroup. I was hired by the city to assist with the flood projects. My wife taught in Manitou Springs schools for over (20) years. I have seen a great deal of changes in Manitou, to say the least.

Q: WHY IS THE TOWN CALLED "MANITOU" SPRINGS?

A: Let's start with the pronunciation: [man-i-too]. Folks who live in the

city call themselves: "Manitouds." "Manitou" is an American Indian term meaning a supernatural being that controls nature; a spirit that possesses supernatural power. Prehistoric tribes have camped in and around Manitou for over 11,000 years. History indicates that the area was considered sacred and neutral – a place of rest. There was very little tribal conflict. To this day, many people feel the area exudes peace primarily due to the natural mineral springs found throughout the city.

Q: IS MANITOU A GOOD REAL ESTATE INVESTMENT?

A: No doubt. Manitou is constantly compared to similar sized Colorado communities such as Boulder and Estes Park. Manitou's 2016, average single family home price was \$326K. The total area is 3.1 square miles with 1.5 square miles developed. The majority of the balance is parks and open space. There are very few (quality) buildable lots available. This means that the demand for homes will always be greater than the supply. Plus, the appreciation rate is higher in Manitou compared to other nearby neighborhoods.

Q: CAN ANY REALTOR SELL REAL ESTATE IN MANITOU?

A: Yes. There are no restrictions for Realtors and no issues with signage. In comparison, Green Mountain Falls



has a fee for Realtor signs. The challenge for all Realtors is valuing homes. As an example, unless you are familiar with turn-of-the-century Victorians, comparables are always a challenge.

Q: WHAT KIND OF PEOPLE LIVE IN MANITOU?

A: Very diverse. There is a strong sense of community throughout the town. There is an abundance of artists, athletes and individuals who choose a healthier lifestyle. Folks who thrive in Manitou tend to be more open-minded and a tad more liberal. Of the approximately 5,000 residents, the average age in 2014 was (44) with an average income of \$51,000 per year. Almost 50% of the citizens have a college degree or higher.

Q: ARE THERE WITCHES IN MANITOU (COMMON QUESTION)?

A: One can only hope.

Q: WHY LIVE IN MANITOU?

A: When people in Colorado Springs have out-of-state guests, where do they go? The answer is typically, "Manitou." Why not live in a town people like to visit? The historic district is great fun. There are plenty of trails within easy access. The crime rate is low. The schools are in high demand. Manitou rates high on the walkability score (80 out of 100).

Q: SUMMARIZE THE SCHOOL SYSTEM.

A: Manitou Springs School District #14 is small – four schools total. There is an elementary, middle and high school in town and another elementary school west on Highway 24 in Cascade. The majority of the students are provided an I-pad on the first day of school. Over time, most of the students throughout the district know each other and the teachers know most of the students. The district is perfect for students and parents who prefer a "small-town feel." There is a downtown Homecoming Parade that is straight out of the 1950's.



Q: WHAT ARE ISSUES OF THE DAY?

A: The common complaints are traffic congestion, paid parking and transients. Everyone who lives in Manitou learns the back roads and how to avoid the traffic. Like any tourist town, the city is busy during the summer months, especially on the weekends and during a festival. On a happy note, tourists are almost always in a good mood.

Q: WHAT'S THE STORY ON RETAIL MARIJUANA?

A: Manitou has the only two recreational marijuana stores in the greater area. The city regulates the businesses and receives tax income. The stores are located on the far east side of town. There are no other stores allowed. Smoking in public is not allowed so the average person would never even know the stores exist.

Q: ARE THERE SPRINGS IN MANITOU SPRINGS?

A: Yes. There are nine active mineral springs located throughout the downtown area. There is a plaque near each spring, detailing the exact mineral content. All the springs are unique and taste different. For example, Twin Spring, located on Ruxton Avenue, has an elevated level of magnesium. A map of the springs can be obtained at the Chamber of Commerce along with a tasting cup. Everyone is welcome to bottle and take home as much water as they want. The water flows freely and is naturally carbonated. A group of volunteers formed the "Mineral Springs Foundation" in 1987 – they have a great website.

Q: WHAT HAPPENED DURING THE FLOOD IN 2013?

A: The flood that occurred in downtown Manitou was a direct result of the Waldo Canyon Fire the year prior. A healthy forest can absorb water. A burnt forest cannot. There was a major rainstorm and a direct hit on the burn scar. The water brought down a tremendous amount of forest debris from Williams Canyon (under Highway 24) and into the drainage system near Canon Avenue. The debris clogged the



culverts and the flood ensued. Despite the national news, the town was back on its feet within (48) hours, compliments of many volunteers who came from all over to assist.

Q: WILL THERE BE ANOTHER FLOOD?

A: Manitou has a long history of flood and fire, as do most mountain towns. The future cannot be predicted but there have been major efforts to reduce the flood risk. In 2014, the city and other government agencies began construction of a massive \$6M+ flood mitigation project. The project's goal was to catch the forest debris upstream, allowing the water to flow into Fountain Creek. The system was successfully tested during the relentless spring rains in 2015. Manitou can handle the water, the issue is the debris. Because the city is in a valley, the majority of the single-family homes are not in the floodplain. Every year, the burnt forest gets greener and healthier, which will most certainly reduce the flood risk.

Q: DOES MANITOU LIKE TO PARTY?

A: Manitou likes to party! There are multiple bars and clubs that offer live music. There is an outdoor beer garden and a micro-brewery. There are plenty of festivals throughout the year, including a beer festival, a wine festival, Fourth of July fireworks display, a carnival parade and the now-famous Emma Crawford Coffin Races. History says that Emma, a Manitou resident 100 years ago, was buried on Red Mountain. Her coffin slid back into town during a rainstorm and the

legend was born. Her home still exists in Manitou to this day.

Q: WHAT IS THERE TO DO IN MANITOU?

A: Downtown Manitou offers an eclectic mix of shopping and dining opportunities. Kids love the Penny Arcade where the old pinball games come to life. There are three large parks along Manitou Avenue, all along Fountain Creek, offering playgrounds and picnic areas. There are free, outdoor concerts on Monday and Tuesday summer evenings. Attractions include the Manitou Incline, the Cog Train to the top of Pikes Peak, Cave of the Winds and the Pikes Peak Zip Lines, to name a few.

Q: WHAT IS THE "INCLINE"?

A: The Incline was originally used to provide materials to the water tanks above the city. Then, there were passenger cars designed to take people to the top. The cars were pulled by a cable along steel tracks, very much like a train. A person could take a dog, bike, backpack, whatever they wanted. The goal was to either enjoy the view from the top (there was a snack bar) and ride down or continue the hike to the top of Pikes Peak. In the late 1980's, there was a major rockslide that caused significant damage. Soon after, the tracks were removed. Today, the Incline is the world's greatest Stair Master! The trail is 2,000 feet... straight up. The preferred access to the Incline is to park in the large city lot, behind Chase Bank and take the complimentary shuttle to the base. There is no fee to access the Incline.

Howdy Neighbor!

A “Colorado Springs Area Bucket List” For Out Of Town Homebuyers



By Robert O'Brien

From the Cheyenne Mountain Zoo to chicken fried steak (really), the Colorado Springs area, most would agree, enjoys an embarrassment of riches when it comes to “things to do” any time of year. What would *You* recommend to an “out of area” home buyer for their “Colorado Springs area ‘must do’ bucket list?” There are the usual “suspects” -- Garden of the Gods, Pikes Peak, the (Broadmoor Pikes Peak) Cog Railway...the list is long and filled with the distinguished and unusual. It's kind of hard to know where to start. That's where we come in!



Garden of the Gods



Air Force Academy

The focus of this little piece is two-fold;

Present the **brand-new** “official” listing from the **Colorado Springs Convention and Visitors Bureau** of the “Colorado Springs (area) Top 10 (most) Visited Attractions.” You may be surprised (or not) at what did and did not make it in the top ten. How many have you visited?

From a bug museum to rhubarb farm, we present a (very) random poll of “locals” and their personal connection(s) to either iconic or “hidden gem” destinations. As you will see, everyone has a different take on “what to do and see” (and eat) in and around the city in the shadow of “America’s Mountain.”

Herewith we present the first “Faves and Raves” for our new Colorado Springs neighbors:



Chelsy Offutt, Director of Communications, Colorado Springs Convention and Visitors Bureau

(By the way...when you look at the list of “iconic” activities, keep in mind this is for folks not from here! It won't look familiar to them...just you.)

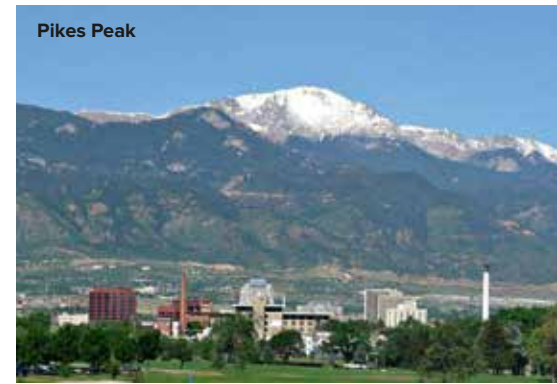
Thanks to Chelsy Offutt, Director of Communications, Colorado Springs Convention and Visitors Bureau, we herewith present the just-released Top 10 (Most) Visited Attractions in the Colorado Springs Area

Garden of the Gods Park/Visitor & Nature Center – Named the number one park in the US and **number two in the world** by TripAdvisor users, this free Colorado Springs Park is a natural landmark boasting stunning red rock formations, ample recreation and breathtaking photo opportunities. The Visitor & Nature Center offers a glimpse into the glorious geology of how this natural wonder came to be. www.gardenofgods.com

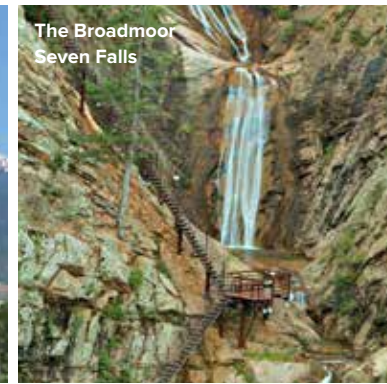
U.S. Air Force Academy - Built in 1955, the U.S. Air Force Academy celebrates 63 years in 2017. Visitors can view the Honor Court, Arnold Hall, Cadet Field House and Falcon Athletic Center from various scenic overlooks. They can also browse the Visitor Center, Falcon Stadium and Association of Graduates building. When the school year is in session, see 4,000 cadets in the noon meal-time formation (By the way, free graduation tickets are available through the Colorado Springs Chamber & EDC each year; event in May) <http://usafa.af.mil>

North Cheyenne Cañon Park - Located in the heart of North Cheyenne Cañon's beautiful and majestic forest, this park offers many biking, hiking and equestrian trails for all ages. During the summer, two visitor centers provide guided hikes and activities. Popular choices include Seven Bridges Trail and Helen Hunt Falls. <http://cheyennecanon.org>

Cheyenne Mountain Zoo - The Cheyenne Mountain Zoo was built in 1926 when Spencer Penrose, owner of The Broadmoor, needed a venue to house his collection of exotic animals. Today, America's only mountain zoo offers comprehensive education programs, exciting conservation efforts and truly unique animal experiences. Guests can hand-feed the largest reticulated giraffe herd in captivity, stroll the Australia Walkabout or even get a behind-the-scenes experience with the species of their choice. www.cmzoo.org



Pikes Peak



The Broadmoor Seven Falls



Olympic Training Center

Pikes Peak – America’s Mountain - Sitting at 4,302 meters (14,114 ft.), this Colorado Rocky Mountain icon is visible from almost anywhere in the city. The summit is easily accessible via the Pikes Peak Highway, Barr Trail or The Broadmoor Pikes Peak Cog Railway, the highest cog railway in the world. The view is so breathtaking, the purple mountain majesty inspired Katharine Lee Bates to write a poem after her trip to the summit that later became the famous and beloved song “America the Beautiful.” www.pikespeakcolorado.com

Royal Gorge Bridge & Park—Experience one of the highest and most famous suspension bridges in the world. Take in Colorado's iconic natural beauty while standing far above the wild Arkansas River. What started out as a \$350,000 bridge in 1929 has become a \$25 million wonder and a priceless experience. This incredible engineering feat is a wonder to behold. It is also home to the highest zip line in the country. www.royalgorgebridge.com

The Broadmoor Pikes Peak Cog Railway—The highest cog railway in the world made its first trip up Pikes Peak the afternoon of June 30th, 1891. This three-hour and ten-minute trip runs year-round and spans over 14 kilometers of track. Passengers enjoy stunning views, alpine tundra, yellow-bellied marmots and bighorn sheep. The last four kilometers of the trip are all above timberline. To the east stretch the Great Plains out beyond the border of Colorado and Kansas. www.cograilway.com

The Broadmoor Seven Falls—The Broadmoor Seven Falls is one of Colorado's most captivating natural wonders. This magnificent series of waterfalls is situated in box canyon. Take-in stunning vistas of verdant valleys, striking rock formations and golden prairies while climbing the challenging 224 steps to the hiking trails and the banks of glistening streams that feed the falls. www.broadmoor.com

Focus on the Family—Stop at the ministry's Welcome Center, where guests can become better acquainted with the ministry via a self-guided walking tour of the building, as well as have fun with their children in the Kid's Korner play area and Whit's End Soda Shoppe. The Welcome Center has had more than three million guests walk through its doors since opening in 1994. Guided tours take place Monday through Friday. www.focusonthefamily.com

Colorado Springs Olympic Training Center is located east of downtown and is home to hundreds of athletes who live and train at the facility on a permanent or temporary basis. Public tours are conducted year-round by United States Olympic Committee Ambassadors. The tour includes a 12-minute film and 45-minute walking tour of the complex. View athlete training facilities and life-size figures with narrative panels adorning the Irwin Belk Olympic Pathway. www.teamusa.org



Jamie R. Fabos, Chief Communications Officer, City of Colorado Springs

But wait! There's more!

In addition to the above, Jamie R. Fabos, Chief Communications Officer, City of Colorado Springs, included in her list:

Go Downtown! Ranked one of the top 10 downtowns in the nation by Livability.com, Downtown Colorado Springs is an expanding and a vibrant neighborhood of parks, boutiques, eateries and cafes.

Fish the South Slope of Pikes Peak- A hidden jewel, the Parks department only issues 20 permits per day for this unspoiled retreat. Fishermen and hikers alike visit the crystalline waters and soak up the Colorado sun in a quiet and picturesque setting.

Take in a Sporting Event- Olympic City USA attracts elite level events throughout the year, especially in the summer. The Colorado Classic, Haute Route and Pro Challenge are just three events that took place here in the last couple of years. We also have resident professional teams in the Colorado Springs Switchbacks and Sky Sox.

Travel the Legacy Loop – The beautiful 10-mile trail, park and recreation loop rings downtown Colorado Springs and is defined by the Pikes Peak Greenway on the west and south, the Shooks Run trail on the east, and the Rock Island Corridor to the north.

Hit a bucket at Patty Jewett, and stay for dinner- The third-oldest public course west of the Mississippi, Patty Jewett has been City-owned for nearly a century. The 18-hole course is a challenging but beautiful experience for golfers. End your visit with refreshments and a mountain view at the Patty Jewett Bar & Grill.



Mayor Suthers, top, recently toured the South Slope and caught three fish on a trip with the Parks and Recreation Department.



Juniper Valley Ranch

Coming 2019- Tour the Nation's only Olympic Museum and Hall of Fame- Enclosed in an iconic 21st-century building, the Museum will boast over 60,000 square feet of Olympic experience. Celebrating Olympic and Paralympic achievements of the past, and the values of the present, the Museum is expected to draw over 350,000 visitors annually.

Tammy Fields, Senior VP, Economic Development for the Colorado Springs Chamber & EDC, had a few more to add to our little Bucket List:

Attend the **Labor Day Lift Off** hot air balloon event. (Sept)

Attend the **Street Breakfast** in downtown Colorado Springs. (June)

Attend the **Pikes Peak or Bust Rodeo**. (July)

Attend the **Summer Symphony at Memorial Park – Fireworks and music** by the Colorado Springs Philharmonic. (July 4th)



Mayor John Suthers

Local Faves

And now we have some favorites from a few longtime residents:

Mayor Suthers: Fish the South Slope of Pikes Peak- "A hidden jewel, the Parks department only issues 20 permits per day for this unspoiled retreat. Fishermen and hikers alike visit the crystalline waters and soak up the Colorado sun in a quiet and picturesque setting." **The Mayor recently toured the South Slope and caught three fish on a trip with the Parks and Recreation Department.**



Tammy Fields Senior Vice President, Economic Development, Colorado Springs Chamber and EDC

From Tammy Fields, Senior Vice President, Economic Development, Colorado Springs Chamber and EDC: **Juniper Valley Ranch Dining Room**, a 4th generation family-owned restaurant that specializes homemade country dinners (and hasn't changed its menu since opening in 1951), is a family favorite of mine - it is a place we like to go to for special days like Father's Day, birthday dinners, etc. It is just simple home cooked comfort food



High Altitude Rhubarb Organic Farm and Nursery

that is delicious and the old adobe buildings and the rustic setting have a simple and quaint ambiance about them that just make you feel at home on the ranch. It isn't a fine dining experience, but it is definitely a great dining experience! <https://www.junipervalleyranch.com/>. 16350 CO-115 Colorado Springs, CO 80926



AnnaMarie Mudd

From Realtor and real estate instructor AnnaMarie Mudd: High Altitude Rhubarb Organic Farm and Nursery. <http://www.highaltituderhubarb.com/Pages/default.aspx>.

As I was growing up, one of my great memories was picking rhubarb from my grandma's garden. She always made the best strawberry rhubarb pie. Two years ago, I found out we now have a pick-your-own rhubarb farm in Black Forest. They open once a year for the weekend. Last year our granddaughter -- 3-year-old -- had a great time pulling the stalks. They even clean the stalks for you so you can go home and create that special memory with your family. PS: Owners Dave & Kim Wolinski plan on expanding their output over the next few years as they can now only open one weekend per year before selling-out their crop!

From Chelsy Offutt, Director of Communications, Colorado Springs Convention and Visitors Bureau: As mentioned, one of my favorite places of the **Colorado Wolf & Wildlife center** as it is a private sanctuary for hunted, endangered and past entertainment/photo farm wolves, fox, coyote and more. They offer tours throughout the year as well as a group wolf howl



Chelsy Offutt, Director of Communications, Colorado Springs Convention and Visitors Bureau, visiting the Colorado Wolf and Wildlife Center



Old Town Guesthouse

at the end, full moon hikes, feeding tours and a VIP Alpha experience to interact with the animals as well as feed them. www.wolfeducation.org

Dave & Kim Wolinski, Innkeepers, Old Town Guesthouse B&B, Old Colorado City, <http://www.oldtown-guesthouse.com/> suggest to their guests, among many of the regional attractions, the **May Natural History collection aka "The Bug Museum,"** it's the world's largest private insect collection. It exhibits over 7,000 species of butterflies, moths, bizarre beetles, giant spiders, deadly scorpions and more! <http://www.maymuseum-camp-rvpark.com/>

Craig Rogers, a Realtor with The Platinum Group,



Craig Rogers Platinum Group

Raves about the barbecue in the Springs, saying it is surprisingly good! The sliced brisket, pulled pork and fried okra at Dickey's on Garden of the Gods Road; the ribs, smoked turkey, and sweet tea at Rudy's on US 24 at 31st Street, and Bird Dog Barbecue and Front Range Barbecue on the west side are all worth trying." Bring extra napkins, please!

As an enthusiastic ATV person, Mark VanDuren, Publisher of this very publication ("the Boss"), suggested I mention the **Rampart Range Recreation Area (RRRA)**. According to the



May Natural History Museum, The World's Largest Private Insect Collection



Rampart Range Recreation Area

ATV enthusiast and Realtor/home builder Matt Pickett with wife Anna Pickett "on the trail."

National Forest Service website, "RRRA is a unique setting for off-highway vehicle (OHV) enthusiasts to enjoy a variety of riding experiences. From the novice to the expert riders, ATV or motorcycle, the Rampart has something for everyone." Mark and his family have spent many happy hours riding the trails at RRRA.

Finally, a very big "thank you" to the contributors to this article! Your input was invaluable. Reader, you will no doubt have a favorite **not** mentioned here (don't get mad!); this article could instead be a book (or two). We will revisit this theme in the future, so please let us know of that "special place" that helps make the Colorado Springs the very special place you call home. And, please send us your favorite(s) any time for our next "Faves and Raves" article.

Special thanks to VisitCOS.com for some of the photos included in this article.

By Bob O'Brien
Real Producers Business Reporter
rmobrienob@gmail.com
719-930-3459

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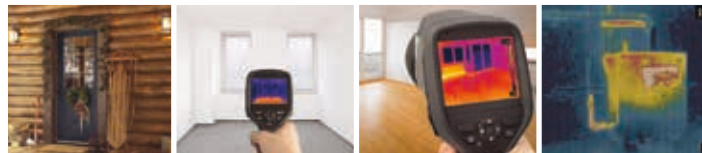
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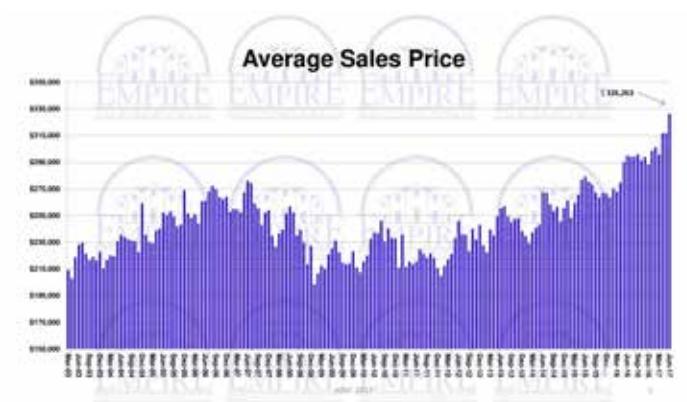
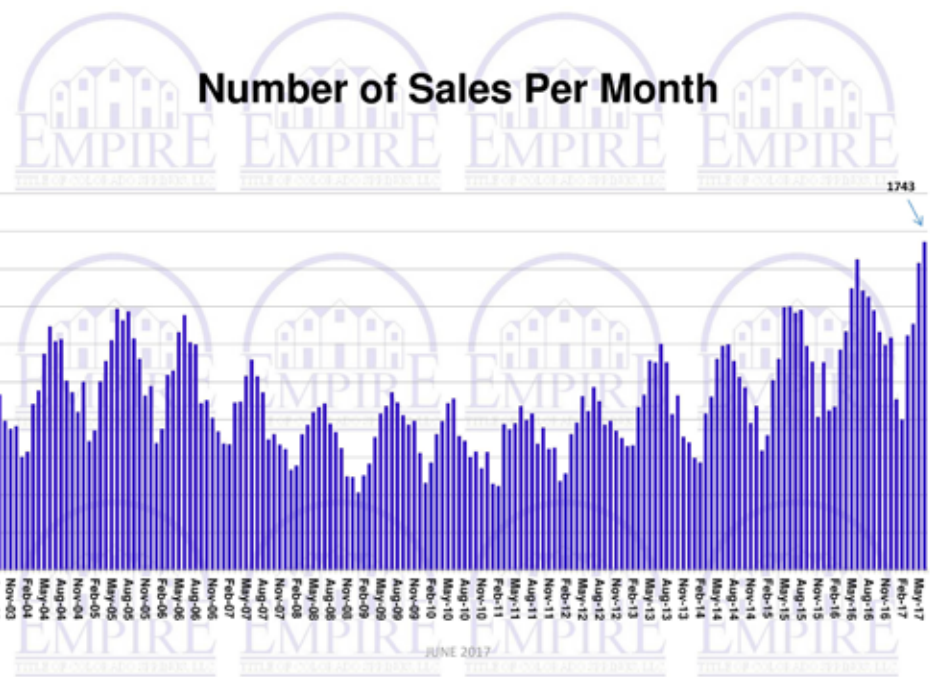
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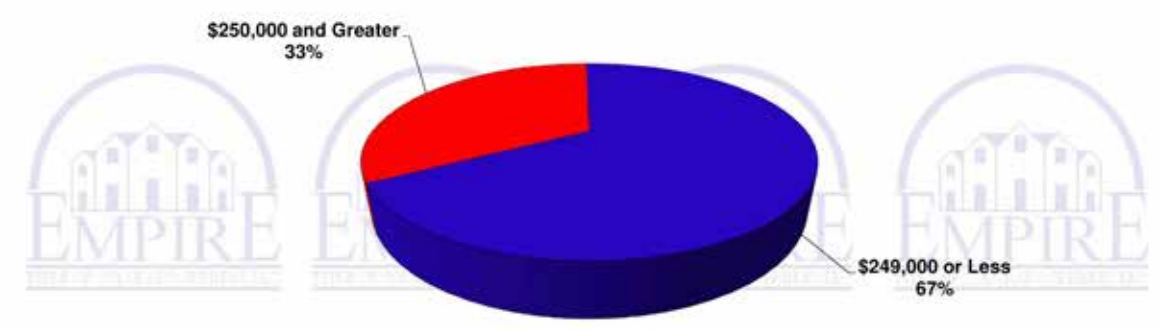


Songs Of The Real Estate Market

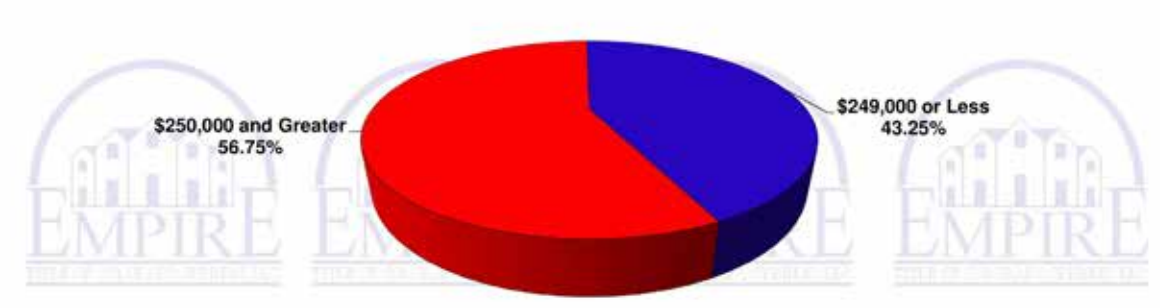


By: Bill McAfee,
President – Empire Title
of Colorado Springs, LLC

Percent of Sales by Price Year to Date 2013



Percent of Sales by Price Year to Date 2017



Our market reminds us of a medley of songs including “Rocky Mountain High,” “It’s an All Time High,” “You’re So Vain” and “Roads Untraveled.”

The month of June produced 1743 residential sales. (See Slide #1) This mimics John Denver’s song “Rocky Mountain High.” Although his song dealt with spirituality, our song talks about what is happening to sales prices in the Rocky Mountain region.

The median sales price hit \$285,250 in June - an all-time high. (See Slide #2) “It’s an All Time High” sung by Rita Coolidge for the movie “Octopussy,” a James Bond 007 classic.

If you like classics, you really will like Carly Simon’s song “You’re So Vain.” One of the lyrics talks about a total eclipse of the sun; that is what happened with the average sales price in June. The \$326,263 eclipsed anything we have ever seen according to our data. (See Slide #3) Also, it should be noted, never break up with Carly Simon, or you may have a song written about you.

A number of sales, median sales price and average sales price are moving along at break-neck speed. One of the truly amazing stats that is moving at a fast-and-furious speed is the number of sales price above \$250,000. Since 2013, the number of sales above \$250,000 has grown from 33% to 57%. (See Slides #4 & #5) This is an increase of 24%! There is one way to sum this up and that’s from the sound track for the movie “Need for Speed”.

“Rocky Mountain High,” “It’s an All Time High,” “You’re So Vain” and “The Need for Speed” illustrates the number of sales, median sales price, average sales price and the number of sales above \$250,000. You may not remember a bunch of statistical data but it is likely you will remember the tunes that represent our current Real Estate Market.



HAVE A CLIENT WHO NEEDS A QUALITY MOVER?



By: Mark Van Duren
Publisher Real Producer
Magazine

You Might Want To Recommend 2 Men And A Truck!

After three years of living off of Baptist Rd, we finally decided to take the plunge and move to The Flying Horse. We needed a local mover, one we could trust to get the job done, on time and without all the drama that accompanies a typical move. First, for the record, prior to being your humble publisher of this magazine, I was an Executive for Verizon and moved every 2-4 years across the country. Our journey began in Indianapolis, then to Dallas, Seattle, Portland, Philadelphia, Denver, Castle Rock, Austin and finally to The Springs. We have used most of the major carriers with experiences ranging from awful to average.

After numerous moves and the date closing in, I reached out to Jeff Walker at 2 Men And A Truck. Jeff is a super guy, easy to talk to and reassured me he had me covered. We had collected a lot of “stuff” over the years, with 4 kids and all the associated memories, not to mention, some pretty nice furniture. I wanted to be sure we did not have any issues with damage or lost items, as this **Always** occurred in the past.

On the appointed day, the crew showed up right on time, (Check, number 1) They laid down all the plastic sheeting in the old home and protected all the door jams to prevent dings, then the action started! Unlike most carriers who charge on estimated weight, 2 Men And A Truck charged us based on time. This was a little concerning at first, not knowing how “fast” these guys would move. How wrong

I was! Honestly, I have never seen a group of young men pack, protect, lift and load a truck as fast, or professionally, as these guys did. They literally jogged in and out, in and out, while my wife and I pointed at what was next, and where to put it.

All packed up and ahead of schedule, they promptly delivered our belongings to the new house and repeated the same process in reverse. When we were finished, they were ahead of schedule and after a week of unpacking, we literally did not have any damage or lost items.

So, my summary review? I would **absolutely** recommend them and personally use them again hands down. If you have clients who need a reputable, honest, hardworking crew, feel safe knowing these guys are here and ready to help.

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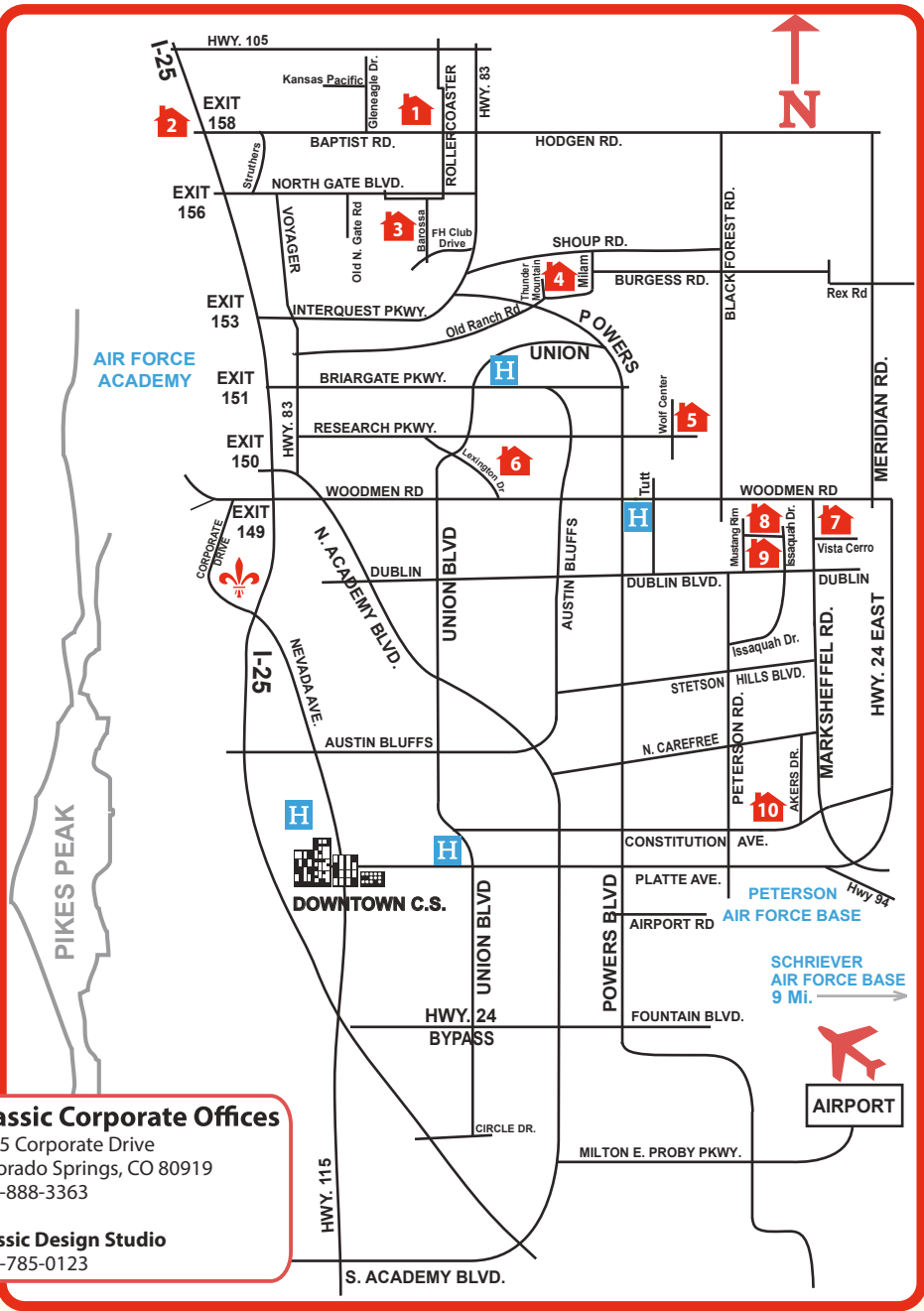
9 Renaissance at Indigo Ranch
From the low \$300s • 719-309-4385
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Updated as of June 20, 2017

Prices and availability are subject to change. See Agent for details.



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Real Producers Event
At Luisa Graff Jewelers

Thank You

EXIT





Real Producers hosted our first social event at Luisa Graff Jewelers on Friday, June 9th.

We want to thank Luisa and her staff for hosting our Realtors and providing a great atmosphere and free jewelry and watch cleanings. Lunch was provided by Dickey's BBQ who delivered us an outstanding brisket and chicken lunch and all the sides. New connections were made and that's our primary goal. Connecting Real Estate Agents and Building Community.

Real Producers Publication hold these events for our realtors each quarter of the year and our next event will be Monday, October 16, at Lexus of Colorado Springs. Please look for your personal invitation as we get closer to the date and hope to see you there!



CORDERA: A Master Planned Community



By Vicki Westapher Cordera, resident and Realtor at RE/MAX Properties, Inc.

Cordera, is a Master Planned Community in northeast Colorado Springs. It is located at Powers and Briargate Parkway and extends north and east from there as well as south to connect to Wolf Ranch. Cordera is being developed by La Plata and many of the lessons learned in prior developments such as Briargate and Pine Creek were applied to this community to create an even better experience. As a resident of Cordera for the past four years, I can attest to the great lifestyle and friendly community atmosphere.

The community and amenities are well-maintained and the location is extremely convenient. Cordera incorporates amenities to include an extensive trail system, cul-de-sac streets, storybook-themed parks, the 5 acre Grand Lawn Park, a top-notch landscaping program, high architectural standards, and a state-of-the-art Community Center!

The miles of trails have been expanded to connect with the trails in adjoining Wolf Ranch to provide even more walking and biking opportunities for residents. Paved paths include an underpass under a major street to make it safer for crossing over to the Community Center. They wind past the neighborhood parks and provide a great opportunity for exercise, fresh air, walking dogs and socializing with other residents.

The award winning parks are a great place for kids to meet up and enjoy lots of different activities.

The majority of the community consists of cul-de-sac streets for increased safety and reduced traffic. This design has resulted in a better sense of community on the streets.

Many of the streets have created their own social networking pages and monthly or annual resident events. This provides a great opportunity for the neighbors to get to know each other better.

Neighborhood events are another way of encouraging a sense community in Cordera.

There are a wide range of events throughout the year including concerts at the 5 acre Grand Lawn with food trucks and summer farmers markets. There is something for everyone to participate in if they choose. The state-of-art Community Center is the focal point of Cordera and graces the entry to the community at the Briargate and Grand Cordera Parkway intersection. Currently run by the YMCA, residents can take advantage of the heated outdoor pool with splash zone, state of the art fitness center, YMCA classes, firepit, 3 multi-purpose rooms and fully equipped kitchen for resident reservation for all kinds of events. Cordera is located in Academy School District 20. Our local elementary, Chinook, is one of the top rated in the state and a new middle school is slated for completion

later in 2018. Currently, the designated high school is Pine Creek.

The commercial areas that border Powers are developing rapidly. The opening of the Till Restaurant and Market have been a huge asset. A new gas station and many other businesses are opening right at the entrance to Cordera. Cordera is very conveniently located just minutes from 2 major hospitals and the upcoming Children's Hospital, Lifetime Fitness, King Soopers, another YMCA, and the newly-opened huge Venezia Park. There is quick access to other parts of town via Powers and I-25 and a few minutes to the Shops at Briargate with all of its stores and restaurants. Cordera is still building out and will be for many years to come. New homes are priced from the high \$300's to the \$800's from some Colorado Springs' top local builders such as:

- Campbell Homes
- Keller Homes
- SaddleTree Homes
- Symphony Homes
- Vantage Homes
- CreekStone Homes

The options for architectural styles, color schemes and landscaping themes in Cordera allow you to create a home that suits your tastes without having a cookie-cutter looking community. The landscaping throughout the community is meticulously maintained and part of the landscape design includes a different specific tree that lines the front yards of each street.

The HOA dues are currently a very reasonable \$110 per month and include the use and maintenance of the Community Center, fitness room, trash pickup, and the maintenance of the common spaces and parks. Cordera is an excellent community that provides quality housing options along with a well-designed environment for all lifestyles. It affords the convenience of location with close proximity to all kinds of amenities. Cordera is one of the premier newer neighborhoods in Colorado Springs.



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Save The Date

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Colorado Springs, Colorado, 80905
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When: Monday, October 16th, 5:30 - 7:30 pm

Come join us at Lexus of Colorado Springs and see your peers and meet new friends. Enjoy a free meal and drinks and if you wish, test drive a new or certified Lexus.

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spotlight

DARRELL GARGALA

Churchill Mortgage

As an active Real Estate investor Darrell understands firsthand the importance of building a team of competent professionals to achieve Real Estate clients' goals. With this as his guidepost, he constantly strives to connect and build relationships with high performance Realtors in various markets throughout the state. Darrell believes working with professionals embracing values aligned with his, is crucial to a highly successful experience and establishment of a strong long term relationship with each client.

Darrell's primary focus as a mortgage professional is to educate the borrower on the various loan options available to meet their financing goals. Whether it is their first Real Estate transaction or twentieth, his initial role is that of teacher. Guiding and instructing others in pursuit of their goals is central to Darrell's life. He is currently a PADI Dive Instructor with Underwater Connection, and was a ski instructor at Breckenridge for six years. Darrell believes that first and foremost, anytime you are leading anyone through a challenge, whether it be certification as a SCUBA Diver, skiing more difficult terrain or purchasing a new property, establishing a bond of Trust is paramount. Once that bond of trust is established, anything is possible. If you can't establish that bond, then you are both wasting your time. The public seeks out professionals in the Real Estate industry among others, to solve a problem or achieve a goal. Solving others' problems is what keeps us employed and thriving professionally.

Whether working with a first-time buyer or seasoned investor Darrell is right at home and can provide them experience based options for their purchase. Regardless of what the client's present situation or future goals are, Darrell works diligently to set them on the right track. Building long lasting relationships is his goal with each contact.

Early on in his 20-year Air Force career Darrell received some lasting advice from a General Officer that he respected deeply. The tenets given then are still valid today, sales professionals spend a lot of time and money for coaches that sell the same thing, packaged a little differently by each. Basic principles are as follows:

Do Your Best, Whatever the Job; Work the Client's (Boss') Problems; Plan Early—Work Priorities; Eliminate "Aw Shucks"; Change to Improve yourself; Be a Team Player; Set Personal Goals; Take Notes (it shows you care and we can't remember everything)

As a member of Churchill Mortgage, Darrell can bring to bear the vast resources and experience of the entire Churchill family. A priority for the entire Churchill organization is to close every purchase loan on time. One of Churchill's main goals for each customer is to see them achieve the Real American Dream – debt-free home ownership!

"Churchill Mortgage is a company you can trust. For over two decades, they have provided great service and the right tools to help borrowers achieve financial stability. Many companies define success based on the dollars coming in, but like us, Churchill defines success by the number of lives they change. They are truly committed to helping people achieve debt free home ownership. I'm honored to celebrate with my good friends at Churchill Mortgage, and congratulate them on twenty-five years of outstanding service."

Dave Ramsey

As a Dave Ramsey partner, Churchill can provide financing for those with "no" FICO score. The typical lender response is for the client to spend 6 months to a year to build credit before moving on a purchase. We can do it today, given that the client has the requisite nontraditional credit lines. Churchill has made some recent additions to their investor pool which has broadened our loan product offerings.

If you want a partner that values trust and is willing to work as hard as you are, contact Darrell. Cell: 719-659-5900 email: Darrell.Gargala@ChurchillMortgage.com

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



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TOP PRODUCERS STANDINGS

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

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Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Kevin Patterson / The Patterson Group	34	10	44	\$23,051,650	\$5,202,230	\$28,253,880
2	Jason Daniels / RE/MAX Millennium	30	44	74	\$9,120,900	\$13,780,157	\$22,901,057
3	Turner Associates LLC	20	12	32	\$9,973,855	\$5,749,751	\$15,723,606
4	Nathan Johnson RE/MAX Real Estate Group	18	47	65	\$4,000,550	\$11,620,075	\$15,620,625
5	Platinum Group Realtors, Derek Wagner	19	21	40	\$6,173,700	\$6,365,190	\$12,538,890
6	Trish Ingels / Berkshire Hathaway Rocky Mountain	11	11	22	\$5,863,490	\$6,659,755	\$12,523,245
7	Vicki Westapher - RE/MAX Properties, Inc.	18	13	31	\$7,813,500	\$4,618,800	\$12,432,300
8	Michelle Blessing ERA Shields	19	13	33	\$5,781,000	\$6,430,900	\$12,212,900
9	Taryn Simental/RE/MAX Properties	8	34	42	\$2,375,650	\$9,574,300	\$11,940,050
10	Re/Max Real Estate Group	26	17	43	\$5,325,000	\$6,002,529	\$11,741,530
11	Jodi Bohenna	23	16	39	\$6,839,700	\$4,807,637	\$11,647,337
12	Michelle Fisher RE/MAX Properties, Inc.	23	16	39	\$6,471,500	\$5,149,200	\$11,620,700
13	Amber Wolcott/ RE/MAX Real Estate Group	8	30	38	\$1,858,000	\$9,660,150	\$11,518,150
14	Linda Lafferty The Platinum Group	10	16	26	\$3,871,500	\$7,632,786	\$11,504,217
15	Mark Salas				\$3,932,525	\$6,898,285	\$10,830,810
16	RE/MAX Advantage	25	16	41	\$6,085,912	\$4,468,747	\$10,554,659
17	Cindy Linder / RE/MAX Advantage	25	16	41	\$6,085,912	\$4,468,747	\$10,554,659
18	Dustin Kimberlin/Keller Williams Partners	21	18	39	\$5,496,700	\$4,643,339	\$10,140,039
19	Coldwell Banker Residential Brokerage	17	19	36	\$4,703,000	\$5,338,736	\$10,041,736
20	Christy Dunfee	19	17	36	\$4,859,750	\$4,379,956	\$9,239,706
21	Flying Horse Realty	10	12	22	4,405,500	4,590,025	\$8,995,525
22	Re/Max Properties, Inc	8	8	16	\$4,824,500	\$4,128,889	\$8,953,389
23	Mike Rosenhahn / Great Colorado Homes	9	18	27	\$2,369,100	\$6,303,462	\$8,672,562
24	Tina Swonger/ Remax Properties Inc	20	9	29			\$8,538,172
25	Lisa Yens ERA Shields	9	18	27	\$2,866,800	\$5,433,300	\$8,300,100
26	Ashley Wilson / RE/MAX Properties, Inc.	16	10	26	\$5,389,500	\$2,845,250	\$8,234,750
27	Melanie Casey	30	2	32	\$7,230,050	\$947,100	\$8,177,150
28	Pamela Weatherford Keller Williams Clients Choice	13	10	23	\$4,271,300	\$3,618,715	\$7,890,015
29	Dana Williams RE/MAX Advantage Realty, Inc.	10	14	24	\$3,092,750	\$4,706,211	\$7,798,961
30	Maggie Easton Re/Max Properties, Inc.	10	10	20	\$3,572,500	\$4,012,236	\$7,584,736
31	The Platinum Group, Realtors	10	14	24			\$7,387,547
32	Jeff Ryder RE/MAX Properties, Inc.	17	6	23	\$5,167,434	\$1,823,796	\$6,991,230
33	Russ Winther / Weichert, Realtors-PikesPeakGroup	13	13	26	\$3,514,250	\$3,431,300	\$6,945,550
34	Craig Rogers/The Platinum Group	4	8	12	1,374,500	5,307,250	6,681,750
35	Jennifer Montoya, MBA / Coldwell Banker Residential Brokerage	11	12	23	\$2,800,700	\$3,745,123	\$6,545,823
36	Cristina Delacruz RE/MAX Advantage Realty, inc.	14	9	23	\$3,902,500	\$2,599,756	\$6,502,256
37	Credo Real Estate Advisors	12	0	12	\$6,192,201	\$0	\$6,192,201
38	Dan Donovan/RE/MAX Advantage	14	4	18	\$4,659,200	\$1,287,400	\$5,946,600

Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
39	Cheryle Burgess RE/MAX Advantaage Realty, Inc.	9	8	17	\$3,060,700	\$2,450,462	\$5,511,162
40	Ann Heiring RE/MAX Advantage Realty, Inc.	7	11	18	\$1,860,300	\$3,590,995	\$5,451,295
41	The Platinum Group Realtors	4	10	14	\$1,049,500	\$4,243,750	\$5,293,250
42	Kevin Conolty Remax Advantage	1	26	27	\$218,000	\$4,849,045	\$5,067,045
43	Rachel Buller, Manitou Springs Real Estate, LLC	12	3	15	\$4,034,864	\$994,000	\$5,028,864
44	RE/MAX Advantage	9	10	19	\$2,263,100	\$2,436,400	\$4,699,500
45	Shorewood Real Estate	8	10	18	\$1,969,500	\$2,601,300	\$4,570,800
46	Darlene Cramm	7	10	17	\$1,709,500	\$2,601,300	\$4,310,800
47	Sherry Landwehr - ERA Shields	5	9	14	\$2,013,860	\$2,512,160	\$4,156,020
48	IBEX Realty Group	8	5	13	\$2,906,895	\$1,748,610	\$3,970,505
49	Andrea Warner Colorado Peak Real Estate	10	5	15	\$2,548,567	\$1,151,000	\$3,699,567
50	John Hammett Coldwell Banker Residential Brokerage	7	7	14	\$1,981,000	\$1,539,000	\$3,520,000
51	Terry Naber, RE/MAX Properties, Inc.	10	5	15	\$2,508,614	\$895,000	\$3,403,614
52	Andrea Rowley/ERA Shields Real Estate	8	1	9	\$2,783,500	\$263,000	\$3,046,500
53	Dusti Vondy / Innovative Group	5	3	8	\$1,947,950	\$1,075,000	\$3,022,950
54	Cori Cutler Coldwell Banker Residential Brokerage	3	9	12	\$764,900	\$2,136,252	\$2,901,152
55	Lori Jones	7	5	12	\$1,186,495	\$1,644,287	\$2,830,782
56	Patrick Holleran/Keller Williams Clients' Choice	4	5	9	\$1,306,000	\$1,520,000	\$2,826,000
57	Doug Karges RE/ MAX Properties Inc.	3	2	5	\$700,000	\$725,000	\$1,425,000

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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/Remax Properties	85	116	201	\$22,762,750	\$36,044,885	\$58,807,635
2	Nathan Johnson team - Team Stats - Remax Real Estate Group			160			\$38,339,098
3	The Clement Group at RE/MAX Properties, Inc.	60	40	100	\$23,041,213	\$11,877,856	\$34,919,069
4	Brian Maecker RE/MAX Advantage Realty, Inc.	74	37	111	\$20,667,408	\$12,061,531	\$32,728,939
5	The Wheaton Team/ RE/MAX Properties, Inc	44	22	66	\$22,117,349	\$9,154,306	\$31,271,655
6	The Kibler Group/ Keller Williams Partners	50.6	64.8	115.4	\$12,607,750	\$15,691,426	\$28,299,176
7	Lana Rodriguez	35	62	97	\$8,858,600	\$15,971,095	\$24,829,695
8	Shawn Keehn/Dave Brown Team Coldwell Banker	41	55	96	\$11,489,121	\$10,441,624	\$21,930,745
9	Cole Underwood RE/MAX Advantage Realty, Inc.	29	33	62	\$9,571,341	\$11,665,965	\$21,237,306
10	Darrell Wass RE/MAX Advantage Realty, Inc.	30	27	57	\$11,023,250	\$9,180,600	\$20,203,850
11	Becky Gloriod BHHS Rocky Mountain Realtors	17	14	31	\$12,685,000	\$7,449,323	\$20,134,323
12	The Bobbi Price Team	43	18	61	\$14,388,220	\$4,864,100	\$19,252,320
13	The Sanders Team	38	38	76	\$6,596,500	\$11,925,049	\$18,521,549
14	Camellia Coray	35	18	53	\$12,144,920	\$5,923,900	\$18,068,820
15	The Roshek Group	23	38	61	\$8,451,425	\$9,158,883	\$17,610,308
16	Louis Torres & Brandon Renaud / The Innovative Group	33	22	55	\$10,743,726	\$6,742,536	\$17,486,262
17	Jerry Clark RE/MAX Advantage Realty, Inc.	31	20	51	\$7,958,700	\$6,561,048	\$14,519,748
18	The Platinum Group Realtors	20	24	44	6,662,200	7,311,127	13,973,327
19	Kimberly Hunstiger RE/MAX Advantage Realty, Inc.	21	22	43	\$6,578,297	\$7,073,324	\$13,651,621
20	Bruce Betts RE/MAX Advantage Realty, Inc.	22	17	39	\$7,048,540	\$6,170,759	\$13,219,299
21	Chris Schaller RE/MAX Advantage Realty, Inc.	20	27	47	\$5,415,300	\$7,633,689	\$13,048,989
22	Jeff and Kaye Piggot Piggot	25	35	60	\$17,162,069	\$9,535,260	\$26,697,329
23	Lorraine Amos/ The Amos Team/ RE/MAX Real Estate Group	7	13	20	\$2,051,300	\$3,727,176	\$5,778,476
24	Wendy Henderson RE/MAX Advantage Realty, Inc.	4	6	10	\$2,257,400	\$2,977,300	\$5,234,700
25	Kevin Conolty RE/MAX Advantage Realty, Inc.	1	22	23	\$218,000	\$4,937,245	\$5,155,245

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 719.440.4772 Cell
 719.260.2252 Office
 mseube@epeoples.com

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