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Happy New Year!

►► publisher's note

As we move into 2018, let's not forget what a great market we have here in The Springs! A news article out in November indicated Colorado Springs is on pace to be the largest city in all of Colorado by 2040, surpassing even Denver, can you believe that?

I have had numerous meetings with experts in our market, and all are forecasting, yet another hot year in 2018. While things typically cool a bit in the fall and early new year, our pace has not fallen as in past years. With the proposed changes to the tax code, and its possible implications on state income taxes, we continue to see a high volume of out of state buyers. I also hear



Richmond Homes has re-entered The Springs market and will begin building soon.

All that aside, I want to thank you for your continued, positive feedback, on the Real Producer magazine. We are currently booked with cover articles all the way through 2018 and into the early winter of 2019. We are looking at the standings and evaluating ways of making this more inclusive and accurate. I would like any and all feedback, so feel free to email me directly at mark.vanduren@n2pub.com. The same applies if you would like to be considered for an article. Don't forget...the vendors that advertise in this publication have been vetted by THE TOP PRODUCERS in your industry. Please reach out to them as they will give you EXCELLENT customer service, to you and your clients! It's all about the team you create!

I know 2017 was a great year, let's all make 2018 the best one yet!

Happy New Year!

Mark Van Duren

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► top producer

Bruce BETTS

I grew up on the west coast of Florida where the water is warm and the sand is pure white. My parents owned a small motel on the Intracoastal Waterway on Clearwater Beach. I loved growing up on the beach and in the water, and I loved those amazing sunsets over the water. As long as I can remember I have loved cars and music. I'll get back to cars later, but as a young teenager I taught myself to play guitar. I played in a few bands during and after high school. Playing in bands didn't pay much so I also had a large paper route delivering about 1200 evening papers each day. The Sunday paper was an early morning delivery which I didn't care for at all, after playing a gig on Saturday night. Driving the car while rolling newspapers and throwing them out of both sides of the car all at the same time. Now, that was distracted driving!

A couple of years after I graduated from high school, at the urging of a friend, I left Florida with a few dollars in my pocket, one suitcase, and a one-way ticket to California. At first, I couldn't find steady work so each day I went to the day labor office hoping to get a job working in a warehouse, unloading train cars, or doing whatever else was available. After a few months of that I found a full time job in a warehouse. I usually made enough to pay for my one room apartment with a bathroom down the hall. I didn't own a guitar at that point, but I often borrowed one to play at an afterhours blues club in the Watts area. Getting connected to the larger local music scene just didn't work out. I was basically living the life of a starving musician.

Growing tired of California and tired of living hand to mouth, I eventually moved to Denver and worked in a large auto parts warehouse. Soon I had more and more opportunity to play music so I quit the auto parts job to play music full time. I was married at the time and moved to Colorado Springs where my son Kevin was born. The local music scene was not very lucrative, so I did a few odd jobs on the side painting houses etc. Then our band, which was named "Foreplay" (yes, really), got connected with a very good booking agent out of Chicago and we went on the road. Our agent kept us working steadily with gigs in the US and Canada. We made several trips to Colorado Springs each year to play at Peterson AFB, and at a nightclub called Sir Sids. The band got together for a "Foreplay" reunion in 2012 and played one night here in the Springs.

After many years of playing in a traveling band, I decided to settle down in Colorado Springs. When I grew tired of the travel and playing music full time, the car business was next. I went to work selling cars for Bob Penkhus, which I really enjoyed. Being around cars all day wasn't enough, so I bought a Stock Car and began racing. I opened my own little car lot so I could sell cars and work on the race car during the day. Stock Car Racing became a very high priority. I raced in Colorado Springs on Saturday nights and in Pueblo on Sundays.

One day in the summer of 1983 Sharon walked into my car lot office and we were married the next summer. Sharon has a son, David, from a previous marriage, who is a Realtor on my team. My





son, Kevin, is also a Realtor in our office. Kevin has given us our only grandchild, Brenden. Together, Sharon and I have a son, Mike, and a daughter, Steffanie. They both live and work in Colorado Springs. We're very fortunate to have all our children close by.

Getting married and having a family changed my focus from selling and racing cars to thinking about a more promising career. That's about the time real estate came into the picture. My Realtor at the time, Barry Boals, encouraged me to get into the real estate business. I spent the first couple of years with another national firm, and then joined RE/MAX in the spring of 1987. If anyone had told me that I would spend most of my working life in the real estate business, I would have said they were crazy. It's not that real estate wasn't interesting to me, I just hadn't thought of it as a career. Yet here I am 33 years in, and looking forward to many more.

I continued to race stock cars for a few years winning several local races and one championship. When I got into the real estate business racing every weekend took too much time so I started road racing with SCCA about once a month. I did well road racing and won two regional championships, but in search of tougher competition, I went back to stock car racing in 1990 at Colorado National Speedway, north of Denver. At CNS I raced Late Models, Modifieds and Pro Trucks. I loved the extreme competition of the asphalt circle track. I had always done well in racing, but this track was really tough. It was several years before I got back into the winner's circle. Eventually I started winning again and did very well in the open wheel Modifieds and Pro-Trucks. I had a great group of friends that volunteered as crew members on the team. We won several main events and quicktime awards between 1996 and 2000. RE/MAX Advantage opened in 1998 so after the 2000 race season we gave up racing to focus more on the company. I was still able to feed my motor head habit with classic cars and motorcycles. They don't take near as much time as race cars.



During those years of racing, I had all but given up playing guitar. I played only at home and occasionally at local blues jams. But then in the last full season of racing I began playing on the worship team at Rocky Mountain Calvary. I still play on that team a couple of weekends each month. I'm grateful for the opportunity to play, and serve, without being in the nightclub scene. In the early 90's I started a small men's Bible Study on Thursdays. I didn't know anything about leading a Bible study, but I wanted to get some guys together to look into it. That study still goes on in our office every Thursday morning.

I started my real estate career in 1985 and in January of 1998 Sharon and I opened RE/MAX Advantage Realty Inc. The first few years, Sharon stayed at home, focusing on our children until they graduated from high school. Since then, she has worked full-time in our office overseeing the staff, taking care of the facility, managing our paperless storage system, and doing many other things. She loves the people, and the atmosphere.



We have found a 'home' in real estate because of the people. Not only the clients, but all the people we work with every day, and the great friends we've made in the industry. We love our RE/MAX Advantage family. Of course, I enjoy helping my clients buy and sell real estate, but we also enjoy the goal of adding value to the careers of our Broker Associates at RMA. Real Estate can be a challenging, and even lonely, place to work. We want to make a positive difference in the lives of the people around us.

In my personal business I have a team around me because I like the camaraderie, the assistance, and the ability to get input from others. I like to have a lot of balls in the air so I need a lot of help. The team includes my Executive Assistant, and right arm, Kristeen Danburg, who has recently received her real estate license. Also on the team are David Price (my stepson for the last 33 years), and Traci and Scott O'Connor. Traci has worked with me for many years, and her husband, Scott, has recently received his real estate license. The team has a common goal of doing our absolute best to help our clients achieve their real estate goals. We work very well together supporting and encouraging each other.

We are fortunate to have a great team at RMA. Our excellent staff includes, Mike Wiederholt, Shannon Hines, Iris Sanchez, and Linda Schultz. We have an outstanding leadership team in Darrell Wass and Alan Lovitt. We have a group of dedicated mentors including Darrell and Alan, Dan Menna, and Donna Major, to help our newer Realtors. Our "Broker Associate Hotline" is one phone number that will ring 6 of us at once. This gives all of our associates access to assistance almost 24/7. That phone number rings through to our leadership team, our mentors, Ann Daugherty and myself. Help is just one phone call away.

RMA has grown more than we ever imagined, but it still feels small and close knit. Our office culture is the most important thing to us. It is a very productive group, but everyone is very friendly and always willing to help each other. Laughter is one of the more frequent sounds heard coming from the foyer and front desk area. This group has a lot of fun! Most of our staff has been with us many years. We have very little turnover of staff or associates in our office. RE/MAX Advantage has just been ranked among the best in

the Gazette's inaugural 2017 "Best Places to Work in the Pikes Peak region". We're very proud of that designation.

Our mission statement: "We achieve our goals, by helping you achieve yours. We strive to add value to the lives, and communities, that we serve." This mission is true for how we view our associates, and true for how all of us view our clients. Many of our associates are involved in community activities such as churches, Wounded Warriors, Salvation Army, Springs Rescue Mission, Habitat for Humanity, Boy Scouts, Children's Miracle Network, and others. We are a "Miracle Office" for CMN because many of our associates give a donation from every closing to CMN. We host an annual blood drive and recently held a book drive for the new local Children's Hospital.

We strive to add value to the careers of our associates by supplying them with a variety of valuable tools to support their business and help them serve their clients. We are continually looking for new or improved tools or systems that will add value. We take great pleasure in hearing our associates talk about the difference we have made in their careers and how much they appreciate what we do. We have weekly office meetings or classes, covering a wide variety of real estate topics, often taught by our own people. This sometimes includes CE credits at no charge. We also get together for a variety of casual events each year like our annual awards breakfast, cookouts in the parking lot, potluck lunches and our two Christmas parties. Yes, we have two Christmas Parties! Yay!

In 2017, we decided to get back into racing. We are road racing an E36 BMW M3 with the National Auto Sport Association (NASA). I get to do the driving and Sharon is the crew. This last summer we competed in about 17 race events over 6 race weekends. We raced in Colorado, Kansas, and Utah. I started out poorly, with very rusty driving skills, but got better as the year went on. We finished the season 2nd in points in the highly competitive GTS2 division. We had a great time with lots of help and encouragement from our new friends in NASA. Our kids think I'm crazy. Oh well.

Now it's real estate, music, and racing. What could be better?



MARK EWELL

up-and-coming real estate agent ◀◀

“There’s no elevator to success. You have to take the stairs.” -Zig Ziglar.

My family came to Colorado Springs in 1984, courtesy of the US Air Force and my Dad. I graduated from Air Academy High School and went on to college at UCCS. After a quick feint towards an English major, I completed a business degree, with a double major in Marketing and Finance (and a minor in French!).

When I was 19, studying business at UCCS, a friend of mine from church was a real estate developer. His family owned a commercial lot near my home, and on a whim I created a marketing package for it. They asked me to do the same thing for a dozen other parcels, and that turned into a full-time job for the next four years. I had the opportunity to do real estate marketing and contracts, manage office buildings, and learn about the business from some of the top people in the area. It paid little, but they let me try almost anything I wanted. It was at least as important of an education as my degree.

After graduating from UCCS in 1997, I toiled primarily for corporate America in a variety of sales, marketing, and management jobs, back-and-forth between telecommunications/technology and real estate. One of my goals was to be a Vice President before I turned 30, and I did it, and I was still miserable. Working for

corporate America sucks! I alternated between management and being an individual contributor, hoping to find happiness and success without leaving the black hole of the corporate world.

When I was growing up, all I ever wanted to be was a businessman and a husband and a father. I got married in 2000 and expected to have an amazing marriage... we separated in 2009. While my marriage was failing, I was working in telecommunications sales in Charlotte, North Carolina, doing poorly and barely keeping food on the table. After being out of Colorado for seven years, we moved back to the Springs in 2007. I spent six weeks living with my wife and our two kids in my parents’ basement. The years from 2005 to 2010 included some of the lowest times in my life. I had completely failed in the things that were most important to me.

If you look at the statistics, money problems are the biggest cause of divorce. I used to joke that the only two things I lost in the divorce that I really cared about were my Honda Pilot (we sold it) and my KitchenAid mixer. The truth is that we didn’t really have any assets worth fighting over. I ended up with two great kids and a very positive relationship with their mom. We



still believe the same things about our kids, and we work hard to raise them together. By that measure, I'm the most fortunate divorced man I know.

My son came with the marriage. He was six at the time, and is 23 now. He turned 18 the month his mom and I finalized our divorce; we went to the courthouse the next day and did an adult adoption. He's in the Marine Corps Reserves and studying at CSU for a degree in Health and Exercise Science. My daughter is now 12, and in middle school. She's been coming to work with me since she was an infant, and you may see her at the model from time to time. I refer to her as my intern; she has yet to close a sale, but sometimes she comes on showings when the buyer has kids. Real estate is definitely a family affair!

Having been to the bottom with my finances and my family puts me in a real position of empathy with home seekers. Many of my buyers are first-time homeowners, or are otherwise young and still learning their way through the world. I can give them real advice, not just from a book or a blog, but from the heartache of life experience. When I help them make a sound financial decision, I can tell them they're also making a sound family decision, because statistics - and my personal experience - tell us that shaky finances lead to a shaky family.

Outside of work, I have a long history of being a mediocre runner. In high school, I ran track and cross-country. My high school PR for the 5k was about two minutes too slow to make the varsity

team. I never lettered. Post-high school, I ran in a variety of local races, usually finishing comfortably near the middle of the pack, until my mid-20s when I grew tired of that and wanted more. I hired a coach, trained hard, and got fast enough to win age group awards if the race was small enough.

In 2014, after having participated in a stair climbing race in Denver a few times, I discovered the international yet obscure sport of tower running. This is just what it sounds like: you start at the bottom of a tall building and climb the stairs to the top. They measure your time with a chip, and the fastest person wins. There are races like this all over the country!

In 2015, I began training specifically for stair climbing, and traveling to races in other states. My first "travel race" was in Seattle, and since then I've competed coast-to-coast in some of the biggest and most well-known buildings in the country. Some of the iconic buildings I've climbed include the Space Needle, Sears Tower, and the Stratosphere in Las Vegas (which is the US National Championship race). There's a race at Mile High Stadium, which I've won for the last three years, and I've placed in the top three at races in Dallas, Denver, Charlotte, San Francisco, Oklahoma City, Seattle, and Portland.

Stair climbing is strictly an amateur sport, but we do have national rankings. I finished 2016 ranked #9 in the US. This top-ten result earned me an invitation to the 40th Annual Empire State Building Run-Up, one of the most iconic and elite stair climbing

races in the world. It was in February 2017, and though I did not race as well as I hoped, it turned out to be a fortuitous event. One of the best things about stair climbing is the great people I've met from all over the USA and the world, and the post-race party at the Empire State Building gave me an opportunity to meet the woman I love. Her name is KC, and she was living in California at the time. After several months of traveling back and forth, in October she moved to join me here in Colorado Springs! Stair climbing may not pay anything, but I've already gotten more out of it than any amount of money could offer.

In early 2013, having left another corporate sales job and searching for a way to feed my family, I was introduced to Saint Aubyn Homes by a friend who had worked for and with me in previous corporate jobs. They had an opening in Lorson Ranch, as the previous sales guy had jumped ship for a competitor. I interviewed, and was happy to have been selected. It seemed like it would be a good job. Little did I know -- at that moment, my life had changed in a big way.


Fast forward to 2018, nearly five years after I first started working with Saint Aubyn Homes. This has been more than a job - it has been a new life, an immersion into the world of real estate in a way I could never have dreamed. I've sold over 600 homes, and enjoyed the opportunity to work with some of the best agents in the area.

Early in my new home sales career, I was advised to take care of my agent relationships. A happy buyer can only buy one house,

but a happy agent can bring buyers over and over again. I have worked hard to make and keep great relationships with agents in the community, and am privileged to have gotten to work with so many of the best in the business.

Working at Lorson Ranch has been an incredible opportunity. I work for an amazing builder that delivers great homes at an unbeatable value. The owners make a substantial investment in inventory homes, so that we almost always have available properties to show and sell. Saint Aubyn pays 4% commission to outside agents and has a great bonus program for buyer agents as well. Many of the people I work with bring multiple buyers each year to enjoy those financial rewards. My job is to facilitate the process for buyer agents and their clients, so that the buyers are happy and the agents come back again and again and again. In 2018, we'll be opening a new phase at Lorson Ranch with approximately 170 homes, starting in the \$260s. I hope that many of you will honor me with the opportunity to work with you and your clients in the coming years.

Finding love a little later in life can be an amazing thing. I found stair climbing, and I love that. Through stair climbing, KC and I found each other, and I love her. Real estate found me, and I love it more than I could possibly have imagined - not just the opportunities, or the rewards, but the joy of helping families find their homes. I'm so grateful for all of those things, and until someone puts in an elevator, I will keep taking the stairs!




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Will Become States Largest City

The latest population forecasts show the northern and western parts of Colorado will claim larger shares of the state's population as the state adds 3 million new residents over the next three and a half decades.

The Denver Post reports the State Demography Office predicts Greeley and Fort Collins will more than double in population and the Western Slope will grow by two-thirds by 2050.

Predictions also show Denver, Boulder, Pueblo and the central mountain resorts will grow at slower rates, while Colorado Springs will overtake a built-out Denver as the state's largest city.

Predictions show, between 2015 and 2050, Colorado will add the equivalent of another metro Denver, on its way to 8.46 million residents

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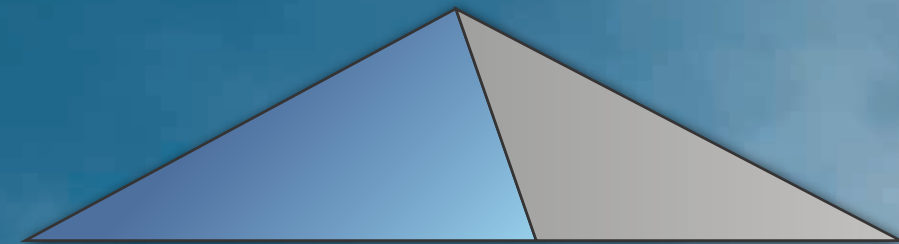


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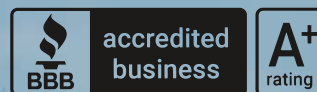
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ReMax Real Estate Group
Realtor, Chad Penkhuis



Students at West Side Crav Maga warming-up before class



by: **Robert O'Brien**
Real Producers Reporter

Have you asked yourself: “DO I FEEL SAFE?”

Part Two of the
three-part series
on Realtor safety

SHOULD you feel safe in the workplace? This is an age where every week it seems we are assaulted with news stories about mass violence, violence in the workplace, cops being “assassinated” while on duty, sexual assaults and a seeming cascade of allegations and admissions of unwanted sexual predation by both prominent and anonymous perpetrators.

found strangled in a burning home that had been on the market. The next day, another agent was found shot to death in another vacant home that was for sale. A third agent was robbed at gunpoint when she was showing an apartment building.”

In another incident reported from Avvo.com., *“A California real estate agent was found stabbed to death on the living room floor in a foreclosed home he was showing to prospective buyers. The victim was 45-year-old Ricardo Contreras, an agent with 25 years of experience.”*

How vulnerable are YOU?

According to CityRating.com, “The city violent crime rate for Colorado Springs in 2012 was higher than the national violent crime rate average by 17.67%.”

A November 2017 report by KKTU in Colorado Springs (<http://www.kktv.com/content/news/Report-Safest-cities-in-Colo-and-US-457237613.html>) stated that “According to a report by safehome.org., the FBI says in Colorado Springs, violent crime went up 16 percent, rape went up 30 percent and murder was slightly down.” Not very comforting.

Have you thought about the risks you are taking while just doing your job? Have you taken inventory of the tools at your disposal for defending yourself?

What would you do if suddenly (and it always seems to be sudden, unexpected) you are in danger of becoming a victim? What can you do now to “victim-proof” your future self? Victimhood could be anything from unwanted romantic/sexual advances (or worse) by a co-worker or a client up to the threat of sudden and possibly lethal personal violence.

What are your options?

Chad Penkhuis, a Realtor with ReMax Real Estate Group in Colorado Springs and has some law enforcement experience, recently asked the El Paso County Sheriff’s Office to present the “**Agent Safety Class**” to the ReMax Real Estate Group agents.



West Side Krav Maga co-owner and head instructor Dean Petersen works with student.

Penkhuis reviewed the key “takeaways” from class. “Be aware of what can happen, especially out in the field,” Penkhuis emphasizes. This advice squares with other trainers with whom Real Producers has spoken; it’s also called “situational awareness.”

“Avoid being the victim,” says Penkhuis, Penkhuis noted that The Sheriff’s trainer presented a list of options to follow:

- Profile the client; follow your instincts. If something doesn’t feel right, take extra precautions or just get out of there; find an excuse to leave.
- Watch for “threat cues.”
- Watch the person’s hands; the hands are going to do the attacking
- Watch the waist; that is where a weapon is likely to be
- Watch the face; is the person looking around to see if anyone else is around? A potential attacker will be waiting for an opportunity and they don’t want any witnesses
- Tell your client that it is your firm’s policy to take a photo of their driver’s license and their car. If the client refuses or belittles your request, explain that you can’t proceed without taking those steps; then, if the client still refuses, leave the scene.
- Send the photos to someone and be sure to let them know where you are.
- If you are attacked, or think you are about to be, be LOUD! Even just shouting “HEY!” or yelling loudly for help can help.
- Carry a gun (get the right ongoing training, a concealed carry permit and choose a gun that is comfortable for you and easily slips into a purse or briefcase) or mace. Regarding mace, Penkhuis recommends the “streaming” kind rather than the “fog” type, which can blow back in your face and will disable you.
- Get some kind of self-defense training such as Krav Maga.

Penkhuis says that the Sherriff’s Office. and the Colorado Springs Police Dept. will provide training to your firm if asked. He adds both organizations want to equip residents with self-defense training because that is the core of their mission, which is keeping citizens safe.

To arrange for training, contact the El Paso County Sheriff’s Office at 719-520-7100 or <https://www.epcsheriffsoffice.com/>. To contact the Colorado Springs Police Dept. call 719-444-7000 or <https://cspd.coloradosprings.gov/>.

Penkhuis mentioned the intriguingly-named Krav Maga as one self-defense option. Real Producers recently visited West Side Krav Maga and co-owner and head trainer **Dean Petersen**, who, according to the West Side Krav Maga website <http://westsidekravmaga.com/>:

“started Krav Maga in 2001 after separating from active duty Army service and became an instructor earning his A, B and C level certification through the Krav Maga World Wide organization in Los Angeles. He has since continued to earn additional instructor certifications with the International Krav Maga Federation (IKMF), which is the original source of Krav Maga throughout the world. Along with several years of teaching Krav Maga classes, he has also trained Law Enforcement, Special Operations Military units and battered women. “

The name Krav Maga is a Hebrew term that means Contact (Maga) Combat (Krav). Wikipedia says “It is a military self-defense and fighting system developed for the Israel Defense Forces (IDF) and Israeli security forces (Shin Bet and Mossad) that consists of a combination of techniques sourced from Boxing, Wrestling, Aikido, Judo, and Karate along with realistic fight training.”

So, when you learn Krav Maga, you are being trained in several different self-defense disciplines. While we are saying “self-defense,” Dean Petersen says Krav Maga isn’t really defense, it is offense.

“Any time you put yourself in a confined situation (such as showing a property), you could become a target,” says Petersen. He’s talking about sexual assault, robbery, and even encountering squatters. “You can use a handbag or a kitchen knife (if you are near or in the kitchen...every furnished home have kitchen knives) as weapons. “The kitchen is the first place to run in a furnished home if you are under attack,” explains Petersen.

“The primary rule is to escape,” cautions Petersen. If that is not possible, then Krav Maga teaches “basic striking” techniques. “One of our base principles is to go from being the victim to being the attacker as quickly as possible,” Petersen emphasizes. “All you need is one good offense.” He points out that they teach eye gouging, hits to the back of the head, groin hits/kicks, among others.

“You are fighting for survival.”

While it can take six and a half years to become an expert at Krav Maga, anyone can start and be effective with just a few classes. Petersen emphasizes that anyone can learn Krav Maga. He pointed-out that most people aren’t used to fighting and a person has to learn not to “ball up like a victim” when under attack. “You have to learn to be the aggressor rather than the victim,” Petersen notes.

Real Producers encourages you and your Real Estate firm to start a Realtor Safety Program (if you don’t already have one), and to take your own safety seriously; make some decisions about you.

NOTE: If you have a story to tell about being under some sort of threat or attack in your role as a Realtor, including sexual harassment, please contact Real Producers at rmobrienob@gmail.com. Your anonymity is assured.

Honestly, when I was asked to do what was originally going to be one article on “Realtor Safety,” I never imagined the impact this would have on me. This story certainly isn’t about me but it put me in a world which, before now, I just didn’t think about much, and that world is called “self-defense.” And I realized...

...I have been lucky. Have you?

I haven’t been assaulted, really, in any way, since high school and that was a long time ago. We all see the daily headlines and maybe feel “that won’t happen to me.” From speaking with those who are in the world of teaching self-defense, and seeing them demonstrate their various forms of expertise, I realize more and more that none of us can have the luxury of thinking...

...”it won’t happen to me.”

Consider this from an Oct 13, 2010 article in www.avvo.com: *“3 Ohio real estate agents attacked within a week. Two Ohio real estate agents were murdered and another was robbed. One agent was*

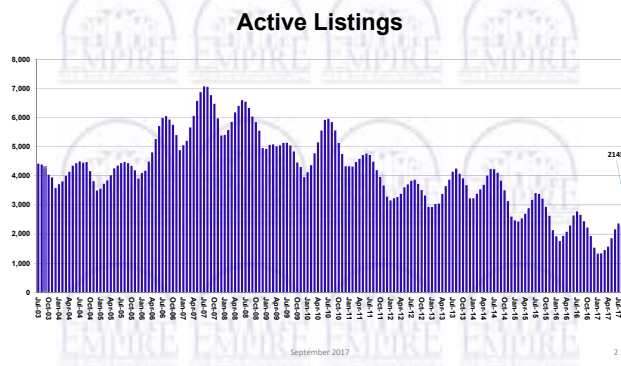
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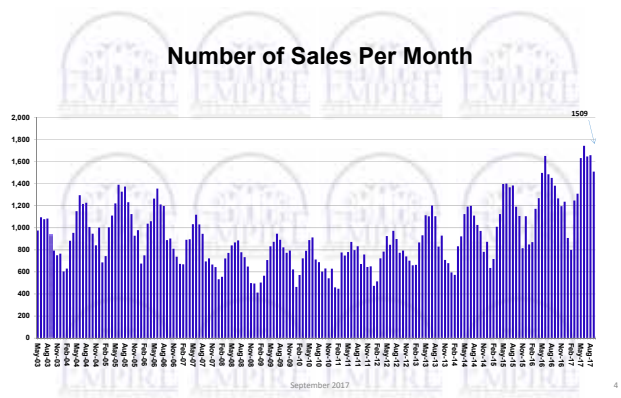
By **Michael Podoyak**, Executive Manager
Empire Title of Colorado Springs, LLC

It has been about a decade since our decadence, the start of deterioration of the real estate market that was such a big part of the Great Recession. Yet after ten years, not only are we surviving but we have been thriving maybe because of it.

Back in the fall of 2007, we were listening on our new iPod Touch to “Rockstar” by Nickelback and getting “Stronger” (by Kanye West). “Who Knew” (by Pink) what was in store for us as sales prices were just 16 months away from tumbling to their lowest values in years. Last month in the Pikes Peak area, the Median Sales Price actually dropped to \$275K. Ten years before the Median Sales Price was at \$210K (before plummeting to \$173K in January 2009 and lower still in January 2012). In ten years, our Median Sales Price has improved by \$65K or 31%!

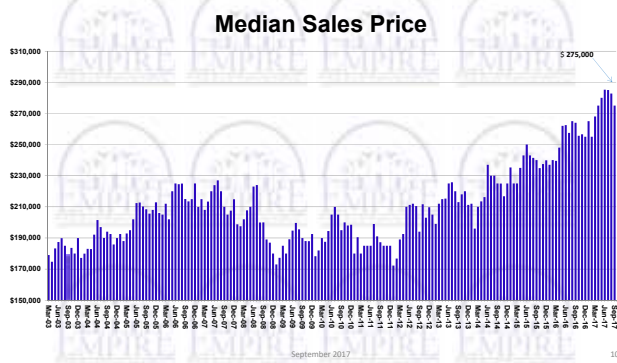


Back in the fall of 2007, “Superbad” was playing in theatres while also describing the sad state of home sales in our market. Last month there were 1,509 properties sold through the PPMLS; ten years before there were only 695 – a difference of 814 fewer sales (54% fewer than what was sold a month ago).



Back in the fall of 2007, our country’s biggest criminals were all over television: “The Sopranos” had just won an Emmy for Outstanding Drama Series; and, O.J. Simpson was arrested on six felonies for the armed robbery of his own sports memorabilia in Las Vegas. The biggest crime in our local real estate market ten years ago was that Inventory stood then at 7.81 months compared to 1.59 months in September 2017. That abundance of inventory explains why 10.3% of the Active Listings were selling a decade ago, and last month 70.35% sold.

I am happy that we are not back in the fall of 2007 ... but, boy, do I wish I was 10 years younger!



Back in the fall of 2007, “The Big Bang Theory” premiered on CBS while our market was experiencing a big bang in the number of listings on the market. Last month there were 2,145 properties listed in the PPMLS; ten years before there were 6,767 – a difference of 4,622 more properties for sale (a 216% increase over

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Unified Title Company's Annual Charity Golf Tournament

Brenda Warner

When the weather begins to warm up and the summer season gets underway, so does the planning and excitement of Unified Title Company's Annual Charity Golf Tournament – a yearly event that brings the local real estate community together for a day of great fun and the opportunity to give back to the community it serves. On September 11, 2017, Unified Title Company held its fourth annual golf tournament with this year's proceeds benefiting **Special Kids Special Families (SKSF)**, a local 501c3 not for profit charity that provides needed support in our community.

SKSF offers unique programs designed to support people with disabilities throughout their lifetime, and their families. Their program includes **Zach's Place**, a licensed childcare and respite center for ages 2-1/2 to 21 years – the only licensed respite child care center in the Pikes Peak Region, and one of only two in the state of Colorado. The primary goal is having the youth learn life skills so they can be more active members of their family and the community. **Joey's Place** is an adult center-based day program

for ages 18 and older. Here they help individuals reach their highest level of personal and economic independence.

Each year, real estate agents, builders, lenders, bankers, attorneys, and of course the golfers, gather together to participate in this opportunistic, all-day event! While participants spend the day golfing and enjoying the spectacular views seen from the beautiful Perry Park Country Club in Larkspur, Colorado, they have the opportunity to network their businesses, share their experiences, and to establish new relationships. Their participation and contribution to this event benefits a very worthwhile and valued local charity that provides much-needed support to our community. Jen Gesick, with Jen Barry Productions, was a sponsor at this year's event and said: **"It was the collaboration of the best of the best people in business here in Colorado Springs coming together to show their support for a great local charity."**

The Unified Title Company Golf Committee works hard each year to make the event more successful than the year before. They so-

licit sponsors, rake in raffle prizes, secure silent auction baskets and organize the day from start to finish. Thanks to the committee's hard work, the support and generosity of the donors and sponsors, the help from the staff at Perry Park Country Club, and the participation of the golfers, the event continues to be better every year!

This year 37 sponsors and 144 golfers participated! The golfers find something unique and different at each golf hole - a unique theme, a fun competition, or the chance to grab a cold drink. It is truly a day filled with fun, laughter, comradery, and a strong purpose. Dan Osinski, a member of the golf committee said, **"We start work on this event in late spring and put in a considerable amount of hours throughout the summer to make it a success. Even though we are exhausted by the end of the actual day of the event, seeing the collaboration of everyone involved makes it all worthwhile. I think that one of the "hidden" serendipities of attending is the ability to rub elbows with some of the coolest agents and lenders in the industry."**

The event attracted a few retired pro athletes this year. Walter Davis, a retired basketball forward/guard who spent 15 years in the NBA. Most of his career was with the Phoenix Suns but he also played for the Denver Nuggets! Mark Randall, a former professional basketball player who played in four NBA seasons with the Chicago Bulls, Minnesota Timberwolves, Detroit Pistons

and the Denver Nuggets. Ebenezer Ekuban, a former Ghanaian American football defensive end in the NFL was also there. He played for the Dallas Cowboys, Cleveland Browns, and the Denver Broncos.

A true summation of the day comes from the feedback received. Karsten Musaeus, with The Karsten Team at Keller Williams, enjoyed his round of golf at this year's tournament and he summed up his experience by saying, **"It was for a very worthy cause, run exceptionally well, the course was terrific to play on and everyone had a great time. I very much appreciate everyone at Unified Title for the 'yeoman's job' putting it all together."** Mike and Missy MacGuire with the Platinum Group, another sponsor of the event this year, said **"Unified Title Company is a community leader and a supporter of the needs of Colorado Springs through great events like this. This event is a demonstration of their support to this community. A tremendous event on a beautiful day, all for a great cause."**

The golf tournament is Unified Title's largest annual event held to support the Pikes Peak region, but it also works with The Marion House and Springs Mission to support the community during the holiday season. The company's local offices also work with their local charities to coordinate events throughout the year to support the people in their communities, especially during the holiday season.

Unified Title Company provides title and closing services throughout all 64 counties in Colorado and it has offices in Colorado Springs, Woodland Park, Canon City, Denver, Fort Collins, Greeley and Johnstown. Brian Cooper, President of Unified Title Company says, **"We have attracted some of the best professionals in the industry statewide, and we are committed to supporting each community we operate in – we feel very strongly about this. Our mission is to provide title and closing services with distinction and integrity. I believe that a good company must serve three functions – it must provide the high-quality goods and services demanded by the markets it serves; it must provide a stable and supportive environment for its employees; and finally, it must give back to, and never lose sight of, the communities in which it operates."**



The Perfect Headshot

GETTING IT RIGHT THE **FIRST** TIME

By **Heidi Mossman**
Capture Life Photography

Are you in need of an updated headshot but you keep putting it off because you don't know where to start? While having a nice headshot that will attract customers is important in the Real Estate industry, the confidence that it brings is even more important. Knowing you look good in your headshot will bring courage and help overcome any resistance to using it in marketing materials, websites, social media, even billboards! Be proud, confident, and get yourself in a place that you will be happy to use it everywhere. It will spread brand awareness, affect the way that you as a realtor conduct yourself in the marketplace and inadvertently bring you even more success. If you currently don't have a headshot or it's more than three years old, then it's time to get one. These quick tips will arm you with the information necessary to get a great photo and do it right the first time.

CHOOSE A PHOTOGRAPHER:

No, taking a selfie with your cell phone or having your husband take it with your camera isn't going to cut it. This is your business, so you need to see a professional photographer. While cost is a factor for a lot of people, going with the lowest cost is fine, but if the final product doesn't meet your needs, then having to do it again can be costly, frustrating, and time-consuming. The saying "You get what you pay for" typically applies in this arena. To prevent this from happening, here are some ways that will help you find a photographer who is right for you.

Website: Look at their website for samples of their work to confirm that you like what you see.

Referral: If you're impressed with others' professional headshots, ask them for their photographer's info and start researching.

Consultation: Does the photographer take the time to consult you on clothes, makeup, and other things necessary for a successful shoot?

Post Processing: Ask to what extent the photographer enhances the photos such as remove blemishes, soften the face and

wrinkles, whiten the teeth, brighten the eyes or other areas that you may need or want some extra attention.

Photo Viewing: Ask if you will be able to view the pictures and how many will you be able to choose from. Some photographers pick the best one and send it without viewing.

Interview: To get a natural smile and bring out the best in you, the photographer needs to put you at ease. It's not the most comfortable thing to do, but if you can connect with them and the experience is enjoyable, it's a lot easier for your true self to come through in the pictures. This will be apparent when you have your first discussion over the phone. Also, make sure the person you're speaking with is the one who will be taking your pictures.

Outfits: Some photographers don't allow for outfit or shirt changes. If you are looking for variety and would like three or more photos, more outfits and backgrounds will be best. Having more than one picture is wise. It offers a variety of marketing channels and when you get tired of one, you can switch it up without having to book another photo shoot.



Time: A typical shoot should last at least 30 minutes. If you're the kind of person who wants to get in and out in five minutes, then you probably won't be happy with the outcome. Sometimes it takes a good 40 minutes for people to even start warming up in front of the camera.

Location: The location is important as well. Having a studio option is desirable especially for the more traditional professional shoots. However, it isn't always necessary. It really depends on the look you are going for and whether the proper lighting can be attained. Having a photographer who can work on location and has that flexibility will be a great asset in fulfilling your vision. For inspiration and ideas, visit Pinterest.

Pricing: Last but not least, make sure the price is within your budget. You can expect to spend at least \$150 from a professional photographer. Of course, everyone charges a little differently, but that's a good average.

HOW TO PREPARE:

Clothing: Proper attire is key. Keep it simple with solid colors, neutrals, white, gray, blues, lighter shades of purple or medium tones. Colors that compliment skin tones and brings out the eyes are highly recommended. Dress in layers. For men, I recommend wearing a sports coat or jacket, dress shirt and tie. Bringing a couple ties and shirts can offer extra variety. Remove each item or swap a tie, and you've got a whole new look with little effort. Clothing should always be wrinkle and lint free. Stay away from

shirts that bunch up easily. Women, I recommend wearing a mid to full arm's length shirt. Dress it up a bit with a scarf or necklace that offers a nice contrast, small pattern, and color. Collared shirts, jackets, and scarves are great for covering up the neck especially if it's a self-conscious area. These pictures represent you. Therefore, if you never wear a tie or a jacket, then by all means, don't wear it for your shoot. Make it a little more casual, but follow the same guidelines.

Makeup: Keep it natural. For instance, lipstick should be one shade darker than how you wear it in person or black mascara if you typically use brown. Make sure the foundation is even and it's your actual skin tone. If you aren't comfortable with doing it yourself, I always recommend having it done at Ulta in the Promenade off of Briargate Parkway and I-25. They do a great job, and it's reasonably priced.

Hair- Keep your hair as you would on a normal day. If you typically wear it curly, then keep it curly. You want to be recognizable. Cuts or highlights should be done at least a week before the shoot, especially if your roots are growing out. Use a hairspray, shampoo, conditioner, or a spritzer that combats flyaway hair, as this is prevalent here in Colorado especially if your shoot is outdoors. For backup, bring some unscented dryer sheets to combat it. Men should use a hair gel or paste that doesn't leave a residue or become flaky.

Facial Hair: Eyebrows should be plucked or waxed two days before. Men: have a clean shave. The camera shows everything!

Hands: Yes, hands. While most headshots are from the chest up, others are lower or the hands are near the face. Therefore, play it safe by having your hands well manicured and moisturized. Keep the nail paint neutral either a clear coat, French tip, or a very light shade that won't draw attention and take away from the face.

Freshen up: If your shoot is after lunch, bring your toothbrush a quick cleansing. Women bring your lipstick for last minute touch ups.

TAKE THE PLUNGE:

Now that you are armed with great information, it's time to make a decision. Procrastinate no more! You've seen our work in the *Real Producers Colorado Springs* magazine. If you like what you see, then this is probably a good fit. If you would like more information, please call or e-mail, visit our website, follow our Facebook page, or call to schedule your session.

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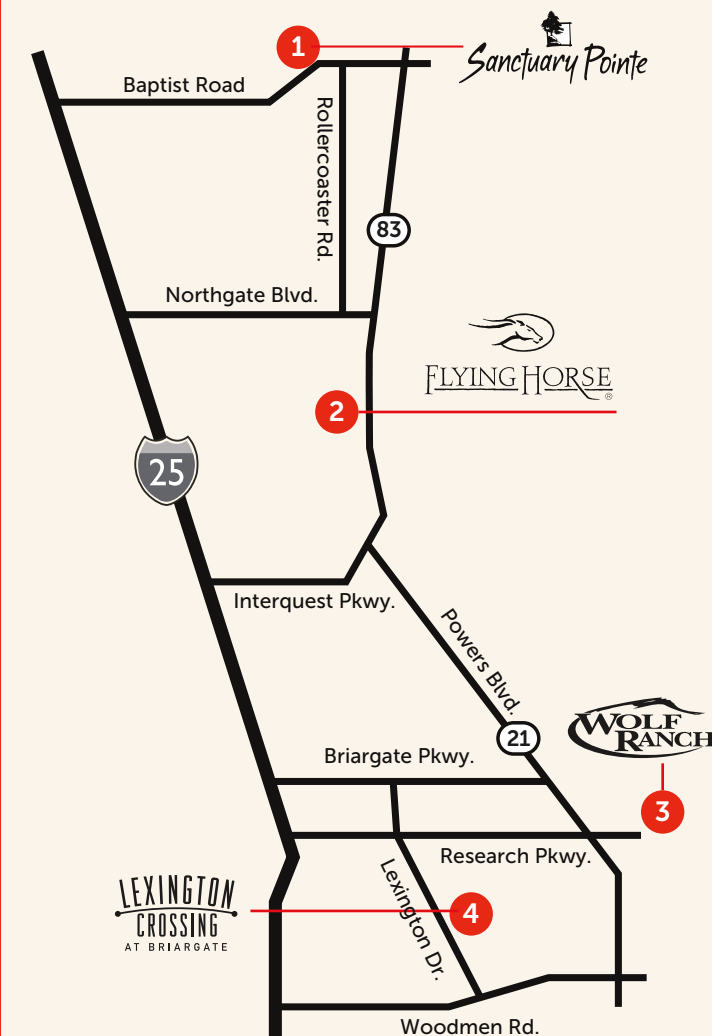
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Executive Director Rick Sauers of the Western Museum of Mining & Industry is dwarfed by the 17-foot Sculpture of a miner using a “stopper drill.”



WHAT IS IT?

The “Widow-Maker”

Mining was a dangerous business



By Robert O'Brien,
Real Producers Reporter

If you've ever exited I-25 at North Gate Blvd and go east, you'll see this sculpture in front of the *Western Museum of Mining & Industry* of what looks like a man pointing a rifle at the sky (that's what I thought). And you may have wondered, “What IS it?”

Well, we can tell you that it is a sculpture of a miner using a “**stopper drill**,” (the openings made in the process of extracting ore underground are called **stopes** {rhymes with “slopes”} or rooms, and one of the tools used to create tunnels and these rooms is, therefore, called a “stopper drill”) used by miners to

follow, in this case, a gold vein in an underground mine. The typically 90-pound drill depicted in the sculpture is pointing up because it was often used to drill up, sometimes with the undesirable result that the gold ore and surrounding rock would fall on the driller, thus it's nickname, “*the widow maker.*” By the way, have you tried holding 90 pounds over your head lately?

The sculptor of this very tall (17 feet) sculpture, Sheldon Roberts (<http://sheldonart.com/>), says that this sculpture was made from a cottonwood tree right where it grew, while it was still attached to the earth, roots and all, and is carved from one continuous piece, including the base. Using scaffolding, a chainsaw was used for the basic shaping and was finished using a Dremel tool (hand-held grinder) and lots and lots of sanding, then painting. The sculpture was donated to the Museum from the organization that originally had it commissioned.

The Executive Director calls the sculpture “A traffic stopper,” (get it? “stopper drill? traffic stopper?”) and would like to eventually put a concrete pad under it; it currently sits on the ground.



Just one part of the outside exhibit area at the Museum. Again, “everything works.”



An exact working replica of the capsule that was used to rescue 33 miners from a Chilean mine in 2010. A 2015 movie, “The 33,” told the true story of the rescue effort.

The man in charge of this larger-than-life depiction of history as well as everything else is Executive Director Rick Sauers, who has an M.A. and Ph.D. in history from The Pennsylvania State University and is the author of more than two dozen books, most of which are about the history of the Civil War.

“Everything Works”

Sauer seems like a kid in a candy store as he shows off his pride and joy, the sprawling complex of both indoor (12,000 ft. of exhibit space) and outdoor WORKING displays. He enjoys pointing out at each exhibit “It works!” Then he'll demonstrate the smaller exhibits. Most of the moving equipment, some many tons, is propelled by compressed air.

When entering the Museum, you are greeted by “Festus,” a sculpture of a “placer miner,” or a type of mining we are all familiar with, panning for gold.

There are so many active exhibits at the Museum it is impossible to catalogue all of them in this article, and that's just the *inside!* This is one sprawling complex. You really get no idea as to how large this facility is until you drive into it, past the currently



A family takes in the enormous Corliss Steam Engine.

closed pioneer home (it is being restored) you can see from the road. According to the Museum's website, <http://www.wmmi.org/about>, there are “4,000 artifacts are on display at the 27-acre indoor/outdoor exhibit site; which includes a ten-stamp ore mill, a multi-purpose center with exhibits, a theater and a 5,000-volume research library.”

Mr. Sauers led a fast tour through both the indoor and outdoor exhibits, often demonstrating an exhibit and, while he was it, making minor adjustments to the equipment. The Museum encourages a “hands on” experience for children and adults. For larger equipment, there are live demonstrations every 30 minutes or so.

A few pieces of the equipment on display are true “set pieces,” such as the enormous Corliss Steam Engine; which is 34 tons and is fired-up every 30 minutes or so using compressed air. According to Wikipedia, “Corliss engines were typically used as stationary engines to provide mechanical power to line shafting in factories and mills and to drive dynamos to generate electricity.” Sauers pointed out that originally children were paid to scamper-about the machine to lubricate it *while it was running*. Fortunately, children were eventually replaced with automated lubricating devices.

The experience for children now is something much different from the time when the Corliss Steam Engine was first introduced in the 1830's; now they can enjoy a nice, safe and fun tour through one of the world's best museum's all about the history of mining and showcasing the progression of manufacturing during the past two centuries.

And, it is possible that they and/or their parents/grandparents, teachers, etc., can actually discover real gold (seriously) while panning at the placer mining exhibit. Just ask Executive Director, Rick Sauers. He knows

TOP PRODUCERS STANDINGS

Individual Agents Information is self-provided, and current as of 12-11-2017

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Rank	Name	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Kevin Patterson	The Patterson Group	52	22	74	\$33,229,050	\$13,205,875	\$46,434,925
2	Nathan Johnson	RE/MAX Real Estate Group	23	65	87	\$4,836,550	\$17,005,865	\$21,842,415
3	Dan Egan	Keller Williams Clients Choice Realty	29	25	54	\$10,555,100	\$10,141,595	\$20,696,695
4	Jodi Bohenna	Keller Williams Clients' Choice	33	25	58	\$9,880,200	\$8,044,637	\$17,924,837
5	Michelle Fisher	RE/MAX Properties, Inc.	40	19	59	\$11,315,500	\$6,385,100	\$17,700,600
6	Mercie Curbow	Century 21 Curbow Realty	32	29	61	\$9,485,525	\$8,193,203	\$17,678,728
7	Mark Salas	Best Realty, Inc	27	48	75	\$5,556,725	\$10,686,764	\$16,243,489
8	Cindy Linder	RE/MAX Advantage Realty, Inc.	34	24	58	\$8,394,013	\$7,025,792	\$15,419,805
9	Craig McConnell	Avalar Real Estate	34	18	52	\$9,638,500	\$5,705,500	\$15,344,000
10	Linda Lafferty	The Platinum Group Realtors	15	22	37	\$5,682,900	\$8,943,783	\$14,626,686
11	Dustin Kimberlin	Keller Williams Premier Realty	28	25	53	\$7,266,500	\$6,787,315	\$14,053,815
12	Leighanne Potts	RE/MAX Properties	16	33	49	\$3,468,500	\$10,198,990	\$13,667,490
13	Mike Rosenhahn	Great Colorado Homes	15	29	44	\$4,416,000	\$9,223,552	\$13,639,552
14	Russ Winther	Weichert, Realtors-PikesPeakGroup	16	30	46	\$4,364,250	\$8,765,400	\$13,129,650
15	Bill Hourigan	The Platinum Group, Realtors	21	14	35	\$7,199,950	\$4,771,503	\$12,971,453
16	Pam Palone	RE/MAX Properties, Inc	25	23	48	\$5,932,000	\$6,208,210	\$12,140,210
17	Lisa Robinson	RE/MAX Advantage Realty, Inc.	21	22	43	\$5,651,625	\$6,218,339	\$11,869,964
18	Dan Donovan	RE/MAX Advantage	26	12	38	\$8,149,600	\$3,665,666	\$11,815,266
19	Jamie Krakofsky	Remax Real Estate Group	13	31	44	\$3,817,200	\$7,940,600	\$11,757,800
20	Maggie Easton	RE/MAX Properties, Inc.	13	14	27	\$4,768,400	\$6,388,750	\$11,157,150
21	Lauren Stadjuhar	Re/Max Properties Inc	11	9	20	\$6,321,500	\$4,553,889	\$10,875,389
22	Sumer Liebold	8z Real Estate	10	19	29	\$4,129,500	\$6,641,491	\$10,770,991
23	Ashley Wilson	RE/MAX Properties, Inc.	20	13	33	\$6,432,000	\$4,050,249	\$10,482,249
24	Monica Breckenridge	Pink Realty	23	16	39	\$5,788,837	\$4,611,745	\$10,400,582
25	Ann Heiring	RE/MAX Advantage Realty, Inc.	11	20	31	\$3,571,800	\$6,753,095	\$10,324,895
26	Dana Williams	RE/MAX Advantage Realty, Inc.	14	19	33	\$4,168,500	\$6,094,711	\$10,263,211
27	Chris J Clark	Pikes Peak Homes and Land	24	14	38	\$7,168,700	\$2,774,900	\$9,943,600
28	Cheryle Burgess	RE/MAX Advantage Realty, Inc.	15	12	27	\$4,988,200	\$3,704,362	\$8,692,562
29	Marnie Terry	RE/MAX Advantage Realty, Inc.	11	7	18	\$5,029,400	\$2,754,500	\$7,783,900
30	Cristina Delacruz	RE/MAX Advantage Realty, Inc.	16	13	29	\$4,199,600	\$3,572,993	\$7,772,593
31	Robin Searle	Sellstate Alliance Realty	14	12	26	\$3,579,543	\$3,876,683	\$7,456,226
32	Lorraine Sayer	RE/MAX Advantage Realty, Inc.	10	12	22	\$2,774,500	\$4,028,382	\$6,802,882
33	Darlene Cramm	Shorewood Real Estate	10	17	27	\$2,479,500	\$4,319,000	\$6,798,500
34	Amy Cerrone	RE/MAX Advantage Realty, Inc.	11	10	21	\$3,130,500	\$3,556,751	\$6,687,251

Rank	Name	Office	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
35	Vonnetta (vonnie) Johnson	Shorewood Real Estate	10	16	26	\$2,441,900	\$3,811,605	\$6,253,505
36	Keith Quigley	RE/MAX Advantage Realty, Inc.	7	18	25	\$1,778,200	\$4,429,508	\$6,207,708
37	Dan Menna	RE/MAX Advantage Realty, Inc.	10	13	23	\$2,499,000	\$3,554,593	\$6,053,593
38	Gary Jordan	RE/MAX Advantage Realty, Inc.	7	11	18	\$2,142,000	\$3,717,010	\$5,859,010
39	Gordon Dean	RE/MAX Advantage Realty, Inc.	11	12	23	\$3,122,500	\$2,716,450	\$5,838,950
40	Roxann Siudzinski	RE/MAX Advantage Realty, Inc.	10	8	18	\$2,828,800	\$2,956,400	\$5,785,200
41	Jonathan Cole	RE/MAX Advantage Realty, Inc.	10	9	19	\$3,196,900	\$2,525,962	\$5,722,862
42	Cheryl Pixley	RE/MAX Advantage Realty, Inc.	15	8	23	\$4,090,150	\$1,632,100	\$5,722,250
43	Mary Lynch	RE/MAX Advantage Realty, Inc.	11	9	20	\$2,449,000	\$3,237,500	\$5,686,500
44	Stephanie Diede	RE/MAX Advantage Realty, Inc.	10	6	16	\$2,970,000	\$2,408,900	\$5,378,900
45	Michael Jensen	RE/MAX Advantage Realty, Inc.	9	5	14	\$2,872,470	\$2,194,000	\$5,066,470
46	Jesse Campillo	RE/MAX Advantage Realty, Inc.	6	10	16	\$2,371,300	\$2,595,278	\$4,966,578
47	Geraldine Berry	RE/MAX Advantage Realty, Inc.	6	9	15	\$1,439,500	\$2,643,404	\$4,082,904
48	Tiffany Black	RE/MAX Advantage	5	8	13	\$1,255,000	\$2,468,516	\$3,723,516

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Rank	Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Nathan Johnson Team						\$56,651,713
2	Brian Maecker Team	115	58	173	\$32,987,408	\$18,486,381	\$51,473,789
3	Cole Underwood Team	48	50	98	\$15,788,228	\$18,442,800	\$34,231,028
4	Shawn Keehn - Dave Brown Team	81	50	131	\$18,303,750	\$13,623,562	\$31,927,312
5	Roshek Group	42	65	107	\$14,057,925	\$16,678,783	\$30,736,708
6	Jason Daniels & Associates	38	64	102	\$10,835,700	\$18,942,071	\$29,777,771
7	Darrell Wass Team	38	43	81	\$13,819,400	\$14,262,975	\$28,082,375
8	Jerry Clark Team	52	33	85	\$15,139,450	\$11,846,191	\$26,985,641
9	Becky Gloriod Partners	23	21	44	\$15,692,730	\$10,781,135	\$26,473,865
10	The Integrity Team	44	58	112	\$10,744,450	\$14,739,680	\$25,484,130
11	Chris Schaller Team	34	50	84	\$9,399,800	\$13,068,681	\$22,468,481
12	Kimberly Hunstiger Team	33	37	70	\$10,096,310	\$11,219,157	\$21,315,467
13	Bruce Betts Team	41	19	60	\$13,071,040	\$6,611,709	\$19,682,749
14	Jacob Burger Team	13	30	43	\$4,493,500	\$8,703,901	\$13,197,401
15	The Dunfee Team	23	27	50	\$6,264,750	\$6,811,866	\$13,076,616

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