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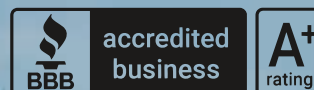
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publisher's note ◀



I sincerely hope all of you enjoy the magazine; I get positive feedback almost daily, and that, of course, says a lot! However, we are ALWAYS looking for new and or improved ways to get cutting-edge stories to you. If you have any suggestions or thoughts, please drop me an email, and let me know! Mark.vanduren@n2pub.com.

As a reminder, all of our "preferred vendors" in this magazine are recommended, used and approved by current TOP 500 agents. These are the best of the best in the industry, and I strongly encourage all of you to reach out and let them know you saw them in *RP!* No one in the magazine is not directly recommended to me personally, so I know they have great reviews and are TRUSTED!

As always, if you would like to be considered for an article, please let me know at the same e-mail address above!

Have a GREAT and successful summer!

**Mark Van Duren**  
 Publisher  
 Mark.vanduren@n2pub.com  
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 Flying With Style (Flying Horse)  
 Cordera Living

I want to give a "big shout out" to Kim Sandoval at Classic Homes and Salt of the Earth Catering for working with us and hosting the event we held in March! You can read all about it in this issue of the magazine!

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# Peggy Ulmer



## Started at the Bottom

If I had to sum up my current outlook on my own life with a popular music line, after reflecting on my family and my career, I would have to pick a quote from Drake. “Started at the bottom, now we’re here.” I started at the very bottom. My clients never know this, but in the end, I believe they benefit from it.

I could be a completely different person. I grew up in an exceptionally poor home in the projects of Oklahoma City. I was victim to many problems that too often plague the poor, especially poor children.

Our home was in the projects, and I vividly remember a roach crawling out of my cereal box. I still ate the cereal because it was all we had. My clothes came from the social worker or Goodwill, and because this seemed normal for me, I thought it was normal for everyone else. My mother didn’t go to school past the ninth grade and wasn’t an affectionate parent. When I could visit my father, the only real beacon of light for me, I was very happy. Yet, what I remember most about him was his kindness. I also remember one Thanksgiving, a charity gave us a whole turkey and

“fixins” for our holiday dinner. I was so excited. I don’t think I had ever had a real turkey. A neighbor told my father that the Jesus House had run out of food so his family wouldn’t have a dinner. As my father was too ill to cook, he suggested that if the man would prepare the turkey and dinner, both families could share it. We never saw that dinner; nevertheless, my father didn’t have one bad word to say about the man. To this day, I can still see him looking at me and saying, “They must have needed it more than we did.”

When I was 8 years old, I lived in a state facility and a foster home. Neither place was a positive experience. I was court-ordered out of my mother’s house, which was a rare thing back then, and shortly before turning 10, I finally got to live with Dad. He used to send me running to the corner store to buy him cigarettes and a red hot. On my return, he would ask for a kiss and say, “Give me some sugar.” I didn’t have enough time to learn a lot from Dad, but what I did learn was kindness. While living with Dad, I often looked out my window at night and wished I had a mom.

My dad’s illness grew very serious when I was about 10. Though I didn’t understand it at the time, this was when my life began to change for the better, and through the ups and downs, it has continued to do so. It was at this time, that a friend of a distant cousin heard about my plight. She heard that I was court-ordered away from my biological mother and living with my dying father. Her name was Jeanne, though today I call her Mom. After getting to know Jeanne, I began to visit her on a regular basis. Each time, I got a new My Little Pony. I had never owned anything NEW, so this to me was unbelievable. Imagine a shy, quiet, little girl with a terrible case of head lice who had never seen a movie in a theater and who did not know how to bathe properly. This was a fun experience for my new mom and embarrassing for me at age 11, to say the least! Up to this time, my food had consisted of block cheese, potatoes, peanut butter or bologna sandwiches. I’d never had fish or red meat, unless you count Spam. The first time I ate shrimp, my mom looked at my plate and asked, “Where are your shrimp tails?” Of course, I had no clue what she was talking about, and she then realized that I had eaten them. This shrimp tail story has been one of many funny memories that we share.

Thankfully, my father understood that Jeanne could provide for me in ways he couldn’t. In the end, my





...

parentage was transferred via handwritten note on a hospital napkin, and, luckily for me, no one ever questioned it. Jeanne bought my dad a birthday cake for his 58th birthday, it was his first and last birthday cake. We had never celebrated birthdays as my new mom had, and my dad cried when he blew out the candles. I still have the picture of him blowing out his candles. He passed away when I was 13, though it wasn't until 17 that I truly accepted that he was gone. No one really knew all the experiences that I had to deal with, and the death of my father wasn't something I could accept at the time. The final realization was more than I could bear. It brought with it all the terror of living with my biological mother. As horrible memories came flooding back, along

with the anger of it all, Jeanne was patient. She got me help when I needed it. No matter how unreasonable I became, she was there for me. She stood by me through the most trying times of my life. In fact, she had more than one counselor tell her she should cut her losses with me and move on. She stayed. She was my oak through my turbulent times.

Eventually, I did come to realize how lucky I was, even with all I had experienced in my short life. My mom still supports me today as I run from showing to showing. More than anything, she taught me that giving up on things that are important is not an option, especially if they are hard. It took real grit to hang



with me as I dealt with all the loss and trauma from my first 13 years. All that love came to me from a person who didn't even have to love me. She is undoubtedly the foundation, the bedrock, upon which I have built my life.

Fast forward to now, I can say that my husband, Jeff, is the love all little girls wished for when they were young. He is my best friend and has changed my life as much as my mother has. He loves my two oldest children as his own, which is probably what drew me to him. For someone to selflessly love another person's child, no matter the bloodline, has been a big part of my life and has blessed me with the life I have today. He parents firmly but lovingly, giving all four of our children the same direction his father gave him. Similarly, it was Jeff who encouraged me to finish

my bachelor's degree in History. Although often painful, he edited my many papers and kept me focused on habits that would bring me success.

Graduating from college was an important milestone in my life, especially since I am the only person in my biological family to have attended and graduated from college. Since then, my husband has shared his passion for rugby with me and our kids. Our family can be seen wearing the Air Force Academy blue hoodies at every USAFA sporting event, and we especially enjoy the rugby matches. I am a proud rugby mom, and I proudly support the Colorado Springs Hornets team and pay for membership fees, now and again, so that new players can learn about this great sport. Over the years, our marriage has grown and taught me the value of stability and sincere communication, both of which benefit me personally and professionally.

Ultimately, I don't measure my success in terms of income. What really addicts me to this job is making my clients happy. Taking care of their needs, getting them into a home they love, and helping them through a smooth transition make this my ideal career. Nothing is harder than picking up your family and moving somewhere else. As a military spouse, I understand this. Having to move every three years since I was 20 taught me the importance of having someone who looks out for you, listens to you, and works hard for you during the process, making the transition a little easier. Just like my clients, I have experienced many of the same difficult situations such as dealing with damages of furniture and trying to register kids at the new assignment location. Regardless of potential commission, my advice always revolves around the potential future resale of the home. When people understand you are truly out for their well being, instead of just trying to complete a sale, they trust you. I love that feeling. One of my clients was surprised that I was trying to get him to offer less on a home (you know comps and all), and in his mind, I would therefore lose commission based on the suggested lower price. When I explained my reasoning and the benefits to him, he said, "You can't do wrong doing right." I strive to be that agent, the agent who truly works for the client, one who is kind and caring like my father, patient and steadfast like my mom, Jeanne, and one who doesn't sacrifice hard work for the sake of temporary fun (don't let my husband read this; his head is big enough).

People who know my story are surprised because I seem so well adjusted. You can never know what someone has been through. We all have a story to tell. Mine is not the most tragic or even unheard of. However, it has a happy ending, and, believe it or not, it's made me who I am today. It's why I'm completely grateful for the life I have. It is funny to think that this all started with a life-changing hospital napkin, written and signed by an illiterate man, and now we are here. It still surprises me that this is actually me. Here I am, enjoying a bountiful market, surrounded by happy clients, and blessed with the feeling of success. I am grateful for all the course correctors in my life; all that they taught me is crucial to the job I do and the life I live. Yet, it is really nice to finally be steering my own life in a direction I love. My dad would be so proud.

Pictures provided by **Heidi Mossman** with Capture Life Photography. To schedule your own portrait session, please call 303-877-1279.



By **Tara C. Patty**, Tara Patty Photography

# VIDEO EXPANDS YOUR ONLINE PRESENCE

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An online presence is critical to business in this day and age. In the online realm, businesses want to attract a larger portion of their target market. But that often translates into a lot of money spent for their online efforts. This isn't difficult for a large corporation. However, most small businesses cannot afford to spend a great deal for online marketing. So how can a small business compete against the large corporations in the online battle? What can they do to boost their presence?

The answer will surprise few — video. According to Christian Vedder of Viral Video Marketing, "Video content is the number-one way to achieve your goals to inflate your presence, stretch your reach, increase visibility and open the door to connect with your target audience."

Video marketing is the next big thing for local businesses. It used to be video production was only affordable to the big fortune 500 companies who could shell out thousands of dollars to have a video produced. Now days it's easier and more affordable than ever for the local small business to have a video produced to promote their company's product and services.

Including video testimonials on your site in a good way to ensure that the first reviews of your product that your customers see are positive. Additionally, when consumers see their peers talking about your product or service, it builds a sense of trust and allows viewers to put themselves in the shoes of the person giving the testimonial.

In a recent survey of over 1,000 consumers one of the questions asked was which types of videos would you prefer to watch about a company. Three distinct types rose to the top:

### 1. PRODUCT VIDEOS

Four in five consumers said they find videos showing how a product or service works helpful. Having a product video is your opportunity to bring your products and services to life in a way that photos and text just can't. You can show products in action, focus on unique product features, and tell a story that leads viewers to imagine themselves using or owning the product. If you are a service-based company you can tell how your service impacts the consumer.

### 2. TESTIMONIAL VIDEOS

A majority of consumers also reported finding customer testimonial videos helpful. This lines up with 2014 data from BrightLocal that revealed that 85 percent of consumers turn to online reviews to determine whether or not a local business is reputable.

According to NY video production company Animoto, "Including video testimonials on your site in a good way to ensure that the first reviews of your product that your customers see are positive. Additionally, when consumers see their peers talking about your product or service, it builds a sense of trust and allows viewers to put themselves in the shoes of the person giving the testimonial."

### 3. BUSINESS OVERVIEW VIDEOS

The third most important video consumers desired from businesses is an overview video. This type of video is a quick, broad stroke overview of what it is your company does. The types of videos tend to help potential customers know you and feel good about working with your company.

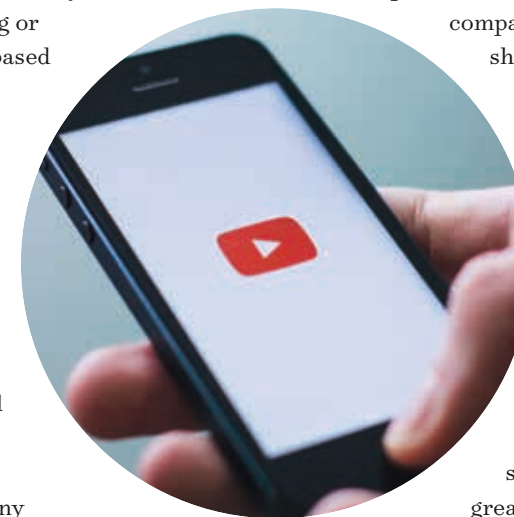
In order to increase your visibility online, you need engaging content. As I've mentioned before, the written word can educate your customer, but video makes your business more real. It builds connection. It allows your customer a glimpse inside your business. Many companies use personal touch with their clients

“

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such as personal phone calls or handwritten notes. A video can go beyond this. Because of the depth of the medium you can express a full range of emotions, explain things in much great detail and emotionally connect with your audience. And best of all, one video can speak to literally thousands of your customers.

A personal video on your website can help remind customers why they came to you in the first place. It's not all about price or what features or products you have to offer. It's about the personal connection they feel when they think of your company. And isn't that really what your brand should be all about?



Additionally video allows you to promote your business across various platforms—your website, social media like LinkedIn or your company Facebook page, blog etc. And videos can go viral. What's not to like about your potential customers sharing your company video on their social media channels.

And speaking of sharing, your company should have a Youtube channel. This allows a great place for you to add videos relevant to your business. Now I recommend that the videos you place on your website be hosted in a way that no ads or pop-ups occur during viewing. All videos we produce for customers are hosted by a corporate video host that has no ads or pop-ups and allows for smooth replay on various devices. However, by then placing your company videos on your Youtube channel, you are reaching a greater audience, as well as helping your SEO.

The bottom line is that videos online can assist a small business in reaching a much larger audience. People want to see, not read, so think how to reach more customers with a video for your company.



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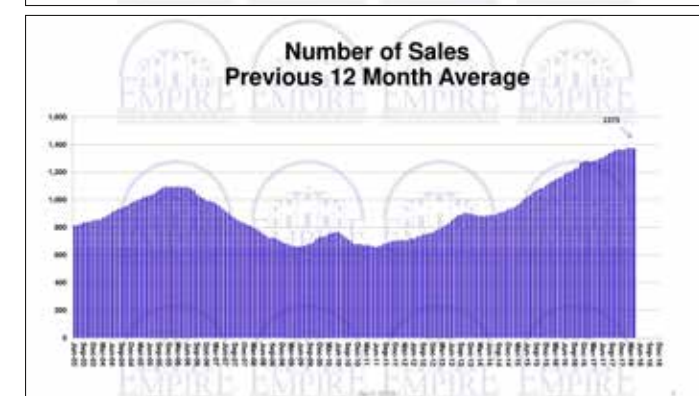
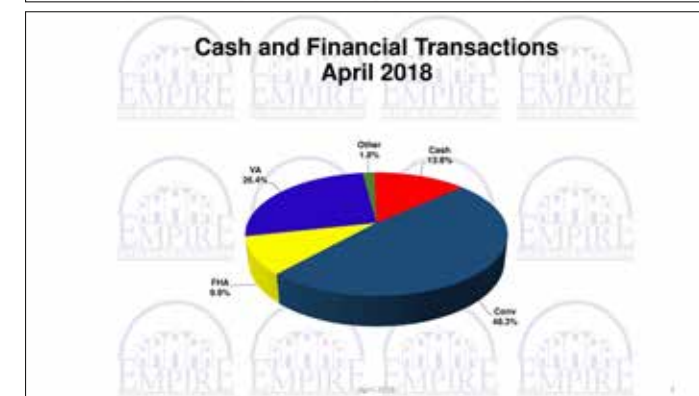
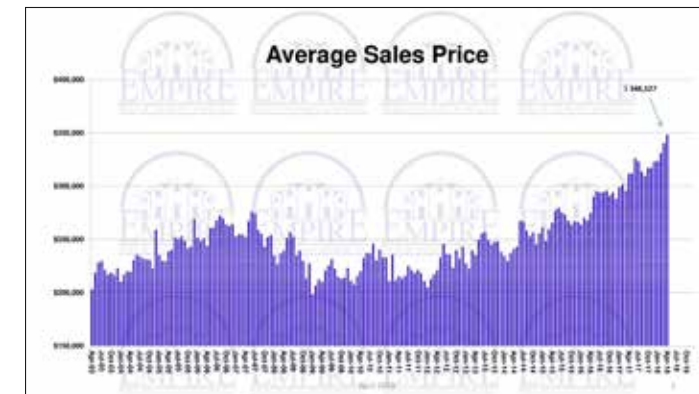
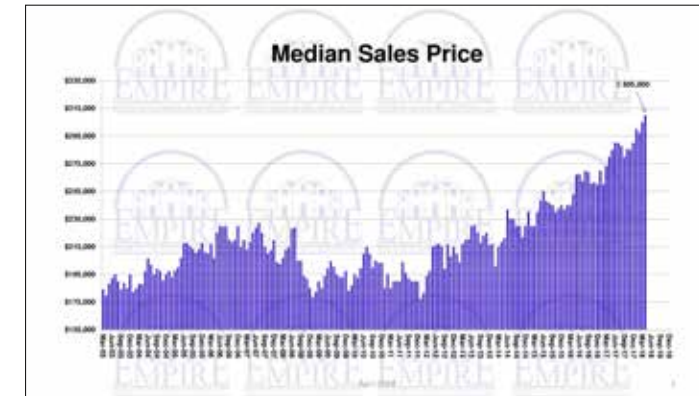


## THREE THINGS I HAVE NEVER SEEN BEFORE



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

Dogs living with cats, Democrats and Republicans agreeing on anything, and a pizza I did not like. I would like to talk about three other things I have never seen before: a median sales price of \$305,000 (see slide #1); an average sales price of \$348,527 (see slide #2); and, conventional loans totaling nearly 50% of all transactions (see slide #3).



It is not surprising why median and average sales prices continue to increase. It is simply the law of demand and supply. During the month of April, we had 1,524 active listings. Other than the last four months, you would have to go back more than 20 years to find this few of homes for sale. During the month of April, we sold 1,286 units – slightly less than April 2017. Sales on a running average have grown over the last 7 years, with the exception of the last 2 months (See slide #4). Prices continue to rise as the market roars forward. One side effect of this market brings me to the third thing I have never seen before.

Conventional loans made up 48.3% of the market while VA loans dropped to 26.4%. This is about a 5% swing with Conventional loans headed upward and VA funding coming down. Savvy sellers realize if there's a bidding war, VA appraisals are more likely to come in low and veterans have a tough time bringing in money above the appraisal. This makes conventional loans more appetizing to a starving market ... but could actually lead to a more stable market. Say what?

Typically, a borrower has to start with 5% to 20% equity in a conventional loan. This becomes a powerful motivator when economic times get tough. These buyers will be much more likely to stay in the home verses letting it go to foreclosure. If you do not believe me, give your kids a car or make them pay for it. Which method do you believe would lead to the best care of the car?

In conclusion, the market is charging forward and prices will continue to rise. Conventional loans will continue to be the preferred financing because sellers are more likely to accept these offers as putting the best foot forward. Which reminds me of something else I haven't seen in a while: my feet!



By Robert O'Brien  
Real Producers  
Reporter



What **IS** it?

# THE MAN ON THE IRON HORSE

Set in the middle of a major downtown intersection, this statue was originally thought to be a traffic hazard.

William Jackson Palmer (Sept. 18, 1836–March 13, 1909) is credited as the founder of the city of Colorado Springs in 1871. Palmer became a Brigadier General during the Civil War (Union side) and after the war contributed to the education of freed slaves. His civil career was primarily that of a “railroad man” and is co-founder of what is now the Union Pacific Railroad.

After his death in 1909, it was suggested in 1910 that a statue should be commissioned to honor the City’s founder. A committee was appointed to study the proposal and, in 1924, after an interruption due to the First World War, Nathan D. Potter of New York City was selected to design the statue. A close

friend of Palmers’ who served with him in the Army worked with the artist to ensure authenticity.

According to Mel McFarland of the *Westside Pioneer* newspaper, <http://westsidepioneer.com/index.html>, “The city planned early on to put Palmer’s statue at Nevada and Platte because it was in the center of town, where US 24 and US 85-87 meet. Still, not everyone agreed.”

Why was there opposition to the Nevada/Platte location? In an article published in a blog called Active Rain (<http://activerain.com/blog-view/2500946/man-on-the-iron-horse-downtown-colorado-springs>), written by Mimi Foster, it was noted that “Because motor cars were becoming more popular, there was great opposition from auto-clubs trying to prevent the placement of the huge statue on 20 tons of concrete in the center of Nevada and Platte.”

So, basically, right up to now, the statue honoring the founder of Colorado Springs is considered a traffic hazard. It has been suggested that the statue be moved to Acacia Park, adjacent to the current placement. As one who attempted to find a safe (there isn’t) way to photograph the statue close-up, this reporter finds that suggestion quite sane.

We hope next time you are negotiating around the “Man on the Iron Horse,” you will take a moment to reflect on the citizens who, from 1910 to 1929, had the vision to see to it there would be a permanent reminder in the midst of our busy lives of the man who founded Colorado Springs.

The first step is admitting you have a problem, the next step is getting help.



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# The Most Valuable PIECES OF EQUIPMENT



By **Mark Ternes**,  
Springs  
Heating and  
Cooling

As the best of the best in the real estate industry, you are the only activist for your seller or buyer that will enable them to come to a successful closing of one of the largest transactions of their lives. Most homeowners or home-buyers tend to neglect the most valuable pieces of equipment in their homes, the heating and cooling systems. These systems are out of sight for the most part, closed off in a separate room of the house or in a crawl space or attic that they never enter. Even the most basic of tasks in the maintenance and care of the system, changing the filter, is neglected and is the culprit in most failures of the system. Filters should be changed on an average not less than every 90 days. It is actually recommended that the filter be changed every 30 days and to use the pleated filters that are purchased at Home Depot or Lowes for around \$9 for three filters. It is also recommended by the manufacturers that the system be serviced and cleaned at least once each year to maintain the warranty.

The typical life of a furnace or air conditioner is between 15 and 20 years. If you are representing a seller, the condition of these vital pieces of equipment can make or break a deal for your client. Upon inspection of a home for a seller, you should always have the client get the equipment serviced and cleaned by a licensed HVAC technician. This not only prevents surprises for the home owner, but it also provides peace of mind for all involved knowing that the equipment is clean and in good operating condition or that the system has some problems that can be address early in the process rather than having the deal fall apart at the last minute. This can also provide bargaining points for the seller that a good HVAC company should be able to assist to get the best possible outcome for the transaction.

If you come across a furnace that is older than 20 years old, please make sure you have it evaluated for its serviceability and safety. Many times, these

furnaces will have a clean exterior, but once you open them up and look at the openings in the heat exchanger, there is a lot of rust and possible pitting or holes in the heat exchanger, which can allow carbon monoxide to be released into the duct system. Sometimes even newer furnaces might have a great deal of rust due to exposure to water from clogged drains on the A/C evaporator coil or drain systems of high efficiency furnace vent systems. Carbon monoxide is an odorless, colorless gas that attaches itself to the red blood cells in the body preventing the uptake of oxygen in the blood stream. Over time, the buildup of carbon monoxide in the blood causes a person to become sick with flu-like symptoms and, if not treated, eventually leads to death of the victim. Not calling attention to an old furnace can lead to the unintended exposure of people to the effects of carbon monoxide. If you see rust or deteriorating vent pipes, you should make sure the HVAC tech makes note of the condition and the safety of the system.

If you are representing a buyer, the condition of the furnace and air conditioner is a very important point that should be paid attention to. This can be a very costly item that the buyer may not be able to afford after buying a home. Even if the home is provided with a homeowner's warranty or the buyer purchases a homeowner's warranty, the warranty company requires the heating and cooling system to be serviced and in good operating condition with a report of some sort from a licensed HVAC company before they will cover the system for warranty. Many

buyers have been caught off guard by purchasing a home that has a homeowner's warranty only to find that the system has not been service and they end up on the hook for costly repairs or replacement of the equipment before the warranty company will accept the claims. A costly mistake like not having the equipment serviced and cleaned by a licensed HVAC company can run into thousands of dollars that the buyer wasn't prepared spend. It is suggested that every purchase contract include having the HVAC system serviced and cleaned.

If you are faced with a bad report from the HVAC company that has done the service and cleaning saying that the equipment has a lot of repairs or needs to be replaced, please get a second opinion. Good HVAC companies will come out and give their evaluation and estimate for any repairs or replacement of equipment as a second opinion at no cost to your seller. To save yourself and your seller a lot of heartache, please partner up with a reputable HVAC company that is willing to help you be successful in all your transactions. Check the HVAC company's website, and see what their customer reviews are of their services. Check BBB to see what their rating is and if they have any complaints. How were those complaints resolved, or were they resolved? If they have a Facebook, check their reviews there as well. Find other realtors that have used that company, and get their personal opinion of their service and satisfaction. HVAC companies should be an ally for you to use as a partner in your career.



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# KAREN BLUEMEL



My car doesn't carry one of those little green and white "Colorado Native" stickers. But, I had little difficulty making the transition 16 years ago from my hometown of Portland, OR, to Colorado Springs. When my husband suggested a location change for job purposes, I grabbed the important things in my life - my husband, Rob, son, Andrew, my mountain bike, tennis racket and favorite cookbooks — and we made our trek to Colorado where my husband and mom grew up. My grandparents lived in Pueblo, and I caught my first rainbow trout at Tincup Reservoir at the age of 4. In many ways, moving to Colorado felt like coming home.

I graduated from the University of Idaho School of Business and developed a keen interest in real estate while settling down in beautiful Colorado Springs. I was lucky to have a mentor: long-time local realtor Don DeBord. We formed a partnership, and I learned the nuts and bolts of selling foreclosed homes on behalf of Fannie Mae. Upon Don's retirement, I became one of

a handful of listing agents for these foreclosed properties. Over the years I ended up selling hundreds of distressed listings in El Paso County. The experience proved to be critical in forming my expertise and passion for selling homes.

Early in my career, I would hear agents talk about new home builders in the area. One name kept coming up, that of Phil Goetzmann. The company had consistently garnered awards in excellence for its work, and its underlying sense of caring and satisfying the individual new homeowner. That philosophy continues to be the Goetzmann Custom Homes tradition.

I wrote my first Goetzmann contract in 2007. At that time, a very well-established agent came in looking for a spec home for one of her out-of-state buyers. She said whenever she had people

...



•••

wanting new construction, she always visited the Goetzmann model home first. Her reasoning was that she knew her clients were getting craftsmanship and quality at a good value, and Phil Goetzmann had a track record for taking care of his customers.

For myself, one of the most satisfying things in working with Phil is knowing that he's ethical and a perfectionist. And, I love the fact that our team continually gets together for the good of building the best and most functional homes available. We are forever brainstorming, sharing, refining, listening and talking some more.

Our plans are designed by committee. We respect the fact we work best as a team.

The process is also unique. Goetzmann Custom Homes, Inc. doesn't charge for change orders. This is typically unheard of in new construction. Building a home is a process, and there is little reason to penalize a customer for making changes. Phil's office is located in one of his model homes. Over the years, customers pop in just to say hello or ask questions. The opportunity for people to know where to find their builder has been beneficial and warmly appreciated.

The KBlue Team with Re/Max Properties, Inc. is comprised of just two agents: myself and Terriann Snediker. First meeting Terriann when our now-17-year-old sons were just in kindergarten, it seemed like a great fit for us to work together when she received her license a few years ago. We've been known to be seen away from the office, shopping or having a glass of wine to recap our day. We are also grateful to have Laura Wenger who has served as our hostess for over seven years. Molly Green also

As we finished our conversation and both turned to walk away, he called back to me and yelled, "Hey, Karen, we still **love** our house!"

recently joined us as well. Both bring a great deal of enthusiasm and humor in their positions, and together we are pleased and honored to represent this outstanding company in Colorado.

In looking back, obtaining my license in 2005 seems forever ago. At that time, the real estate market was beginning to decline, and some considered getting a license a poor choice in timing. However, it couldn't have been a better time for me. I was fortunate to have people give me a chance. And, although my focus has been broad from foreclosures to semi-custom/custom homes, I also enjoy the experience of listing resale homes and assisting buyers. Over the years I've learned a lot and realize that the most fulfilling part is that I've had an opportunity to make a positive difference in peoples' lives.

I recently bumped into a past client at the grocery store. We happened to meet in the cereal section of the bulk foods area, and I told him I was picking out ingredients for my family's favorite granola. As we finished our conversation and both turned to walk away, he called back to me and yelled, "Hey, Karen, we still love our house!"

**A new home is just where the story begins...**

Pictures provided by **Heidi Mossman** with Capture Life Photography. To schedule your own portrait session, please call 303-877-1279.

## AND HERE'S OUR FAMILY RECIPE FOR GRANOLA:

- 10 cups old-fashioned rolled oats
- 3 cups raw slivered/flaked almonds, pecans walnuts, hazelnuts, etc.
- 1 cup raw sunflower seed
- 1 cup pumpkin seeds
- 1/2 cup raw sesame seeds
- 2 cups large-flake coconut, unsweetened
- 1 cup honey;
- I prefer pure maple syrup
- 1 cup good extra-virgin olive oil
- 2 tablespoons cinnamon
- 1 teaspoon salt

Preheat oven to 225 degrees.

1. In a large roasting pan, mix together all the dry ingredients.
  2. Whisk the honey or maple syrup oil, salt, and cinnamon until very well blended.
- (Mix carefully at first or the oil might splash)
3. Pour over the dry ingredients, and mix until it's all sticky.
  4. Bake undisturbed for 3-4 hours until lightly toasted.
  5. Turn off oven and leave granola in oven for at least 4 hours or overnight. When cool, place into an airtight container.

### TIPS:

I've found using the slow-cooking method at a low heat is best. Don't rush it!

And I frequently add chopped dried fruits (blueberries!) after baking.

### ENJOY!

You'll make it often!

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# Real Producers Evening at CLASSIC HOMES

MONDAY, MARCH 19



Real Producers partnered up with Classic Homes to host our most recent event on Monday, March 19.

The event was held at the newest model in the Flying Horse and was catered by our partner “Salt of the Earth” catering. The food and drink were excellent as was the model home. For a fun twist, we had Professor Higgins, a magician, mingle in the crowd to entertain with his tricks. We had about 90 guests, and the feedback was excellent.

We hold these free social events three to four times per year, and it's a great opportunity to make new connections and see peers in the industry.

We hope to see you at the next event!

If you're not receiving our emails and want to get an invitation, please email me direct [Mark.vanduren@n2pub.com](mailto:Mark.vanduren@n2pub.com).

**DISCLAIMER:** The business reviewed in this section provided products and/or services free of charge in exchange for this review.





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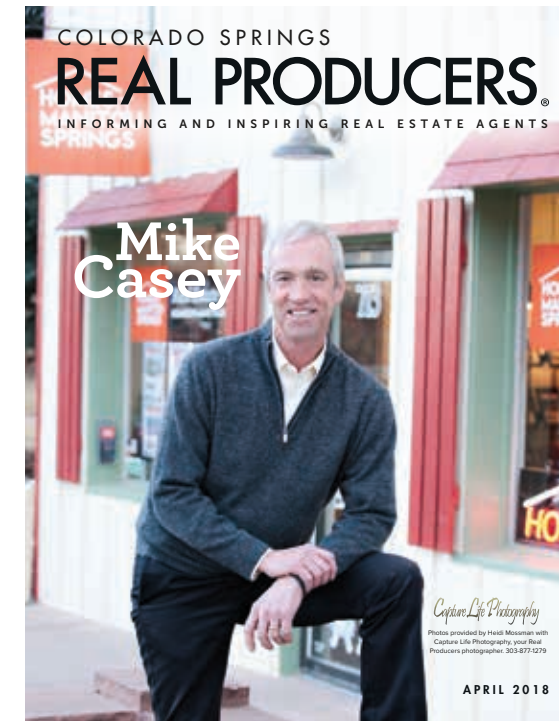
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Information is self-provided and current as of 5-10-2018.

To learn how you can get your stats onto this page, please contact  
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#	Name	Office Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Kathy Loidolt		19	8	27	\$6,903,000	\$3,500,918	\$10,403,918
2	Kevin Patterson	The Patterson Group	11	3	14	\$8,183,400	\$1,850,000	\$10,033,400
3	Nathan Johnson	RE/MAX Real Estate Group	7	23	30	1,726,00	\$6,984,452	\$8,710,452
4	Mark Salas	Best Realty, Inc.	10	28	38	\$1,984,250	\$6,573,851	\$8,558,101
5	Monica Shea	The Platinum Group Realtors	14	11	25	\$4,679,500	\$3,611,002	\$8,290,502
6	Bobbi Price Team	The Platinum Group	21	3	24	\$6,976,947	\$820,250	\$7,797,197
7	Angela Fugate	MacKenzie-Jackson Real Estate	13	9	22	\$3,499,200	\$2,274,000	\$5,773,200
8	Jamie Krakofsky	Re/Max Remax Real Estate Group	6	9	15	\$1,685,000	\$3,704,400	\$5,389,400
9	Dustin Kimberlin	Keller Williams Premier Realty	9	8	17	\$2,624,900	\$2,561,900	\$5,186,800
10	Peggy Ulmer	ERA Shields	5	9	14	\$1,910,500	\$2,965,610	\$4,876,110
11	Scott Coddington	Pulse Real Estate Group	8	5	13	\$3,405,000	\$1,418,500	\$4,823,500
12	Michelle Fisher	RE/MAX Properties, Inc.	9	4	13	\$2,805,800	\$1,368,046	\$4,173,846
13	Mike Rosenhahn		3	8	11	\$1,226,500	\$2,826,000	\$4,052,500
14	Kim Klapac	Coldwell Banker Residential Brokerage	6	7	13	\$1,566,000	\$2,310,327	\$3,876,327
15	Larry Knop	MacKenzie-Jackson Real Estate	4	9	13	\$1,189,000	\$2,269,400	\$3,458,400
16	John Hammett	Coldwell Banker Residential Brokerage	4	5	9	\$1,308,635	\$1,965,809	\$3,274,444
17	ERIC ESTRADA	Keller Williams Partners	4	9	13	\$955,950	\$2,147,630	\$3,103,580
18	Craig Rogers	The Platinum Group Realtors	5	4	9	\$1,664,300	\$1,292,936	\$2,957,236
19	Chris J Clark	Pikes Peak Homes and Land	7	3	10	\$2,018,399	\$446,000	\$2,464,399
20	ROBIN M SEARLE	Sellstate Alliance Realty	3	5	8	\$736,000	\$1,529,700	\$2,265,700
21	Marie Sweetland	Sweet Life Real Estate	5	3	8	\$1,304,500	\$874,297	\$2,174,797
22	Veronica Gurule	Red, White & Blue Realty Group, Inc	5	3	8	\$1,208,000	\$920,400	\$2,128,400
23	Jeannette Stevens	MacKenzie-Jackson Real Estate	1	8	9	\$225,000	\$1,876,000	\$2,101,000
24	Wanda Wood	MacKenzie-Jackson Real Estate	0	7	7	\$0	\$1,588,000	\$1,588,000
25	James Sherrell	MacKenzie-Jackson Real Estate	1	3	4	\$264,900	\$724,500	\$989,400
26	Kelli Smith	MacKenzie-Jackson Real Estate	2	1	3	\$641,000	\$315,000	\$956,000
27	Jenn Reilly	MacKenzie-Jackson Real Estate	2	0	2	\$662,900	\$0	\$662,900

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We are very happy with the work RC Roofing and Renovations did in our home. Ryan and his team were very professional through the entire process. They performed high quality work in a timely manner. We will definitely use them in the future!  
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# WORK WORTH MILLIONS

For everybody, there's a cause near and dear to the heart; something you hear about and just can't seem to shake. For N2 Publishing, the company behind this publication, it's the epidemic of modern-day slavery.

There are an estimated 40.3 million people around the globe who are trapped in forced labor or sexual exploitation. And while most of these people are trafficked overseas, many still are being trafficked in our own communities. And yet, we're often oblivious to these men, women and children, and to the horrific reality in which they live.

**Here's the good news:** *Something is being done about it.*

As a for-profit company, N2 Publishing stays in business because we're good at generating revenue, but we don't know anything about rescuing victims or bringing traffickers to justice. That's the impactful role of nonprofits – the real heroes in this fight. But they need revenue to be the best at what they do ... and raising funds is where most charities fall short. Therein lies a perfect synergy – between for-profit companies with big hearts (and able “wallets”) and nonprofits with the passion and know-how to save lives.

In 2016, the leaders of N2 Publishing realized the essential role they could play in the fight against human trafficking, and N2GIVES came to life. Last year, through this philanthropic arm,

the company partnered with 34 nonprofits selected as part of a lengthy, in-depth vetting process. N2 donated \$2.2 million to fund the impactful work these charities do to fight the great injustice.

**This year, N2GIVES did more.**

**\$2.5 million** was given to help **35 nonprofits** continue their work of rescuing and restoring the lives of trafficked victims. N2 also purchased a home now used as the first emergency shelter for trafficked victims on the east coast. **This means, to date, N2GIVES' total contribution to fighting modern-day slavery has surpassed \$5 million.**

But this issue won't end with N2 or with the 30-plus charities it supports. It takes a greater sense of awareness among business owners and residents in communities nationwide, as well as the giving of funds or volunteer time. Consider joining this effort with N2GIVES. Together, we can bring hope to the hopeless.

To learn more, visit [n2gives.com](http://n2gives.com) and follow the organization on Facebook and Twitter.



## TEAM STATS

Information is self-provided and current as of 5-10-2018.

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#	Team Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Jason Daniels & Associates at RE/MAX Millennium	32	47	79	\$9,453,900	\$14,416,557	\$23,870,457
2	Nathan Johnson Team	20	60	80	\$5,006,000	\$17,196,052	\$22,202,052
3	The Treasure Davis Team	34	40	74	\$10,067,890	\$11,117,296	\$21,185,186
4	The Kibler Group	26.2	32.1	58.3	\$7,288,466	\$8,931,005	\$16,219,471
5	Roshek Group	18	28	46	\$6,655,267	\$7,338,575	\$13,993,842
6	Pulse Real Estate Group	15	20	35	\$6,168,400	\$6,091,200	\$12,259,600
7	Jason Daniels & Associates at RE/MAX Millennium	15	12	27	\$3,817,450	\$4,637,547	\$8,454,997
8	The Fisk Team	13	6	19	\$4,695,900	\$1,635,500	\$6,331,400
9	Integrity 1st Team at Keller Williams Clients' Choice	3	3	6	\$1,045,000	\$866,500	\$1,911,500

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



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