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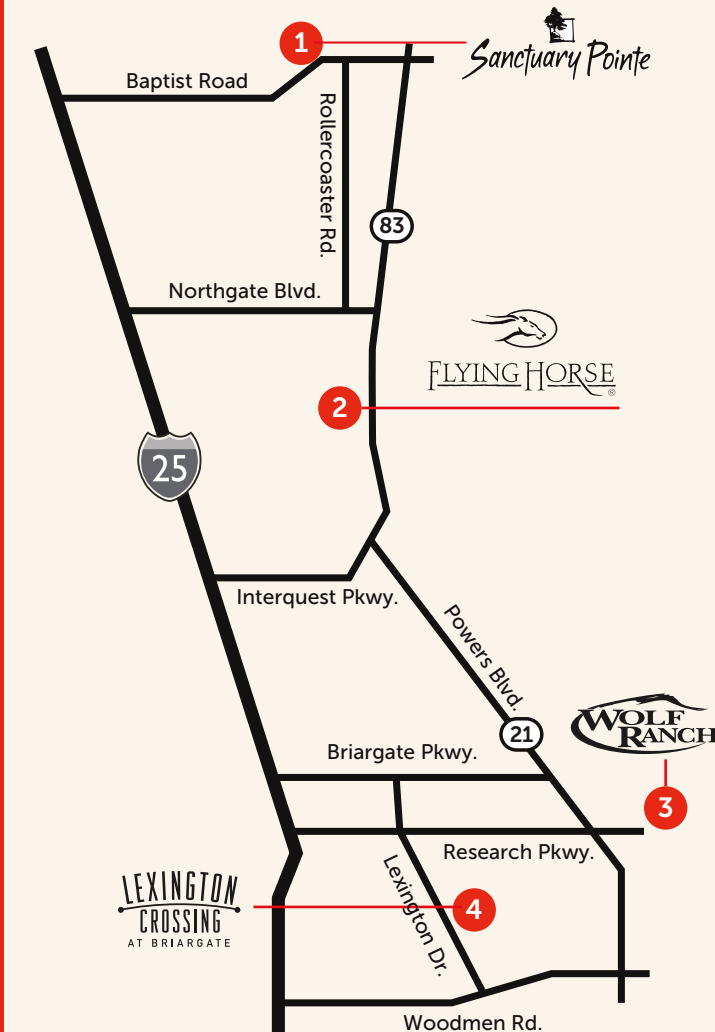
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If you are interested in contributing or nominating Realtors for certain stories, please email us at Mark.vanduren@n2pub.com

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Hi REAL PRODUCERS!!

publisher's note ◀◀



May Day is here and the beginning of summer! We held our last event at the Classic Homes Model in the Flying Horse last month, and it was the best event we have had to date! Many thanks to Kim Sandoval and her team at **Classic Homes** for hosting us. Food and drink were provided by **Salt of the Earth Catering**, and we had Professor Higgins from **Higgins Magic** to add some fun with magic.

As the summer progresses and the market stays hot, I wish you all success. Please remember to report your numbers if you wish to have them printed in the magazine. We send out an email the last day of each month with instructions on how to report.

Finally, if you would like to be considered for an article in the magazine, please drop me an email at mark.vanduren@N2publishing.com.

Have an amazing May!

Mark Van Duren

Publisher

Mark.vanduren@n2pub.com

Real Producers

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Salt of the Earth Catering was established in 2010 by Patrick and Sherry Reitmayer. We are a small business that has dedicated ourselves to focus on being the best rather than the biggest.



Over the past eight years we have focused on creative, fresh, from-scratch food at a reasonable price. We personally shop for and hand-pick our groceries, instead of large food deliveries. We want to make sure everything is as fresh and locally sourced as possible. Quality is more important to us than convenience.

Custom building menus is a common part of our business and another way we are set apart from our competition. We invite and encourage clients to send us their ideas to build their perfect menu, instead of just checking another box. This helps us give you more of what you want, in the budget you are trying to stay within. We are very passionate about our food, and put personal care into every relationship we build with our clients to truly



understand what they want and need to make every event, big or small, a success.

Taking care of our clients and understanding every situation is different is one of the tools that has given us an edge when working with any client,



especially realtors and realty companies. We have done parties ranging from a basic open house, to a new model home and advertising a new development, to contractor appreciation breakfasts and lunches, etc. We can accommodate all situations in catering, everything from a simple drop-off, to a high-end full-service hors d'oeuvres party, or even a five-course sit-down dinner. If you are looking for catering for your next event, look no further – we are the company for you!

We have a combined 40 years in food service. We both attended Kansas State University, with their great Hospitality program. We have taken all of our years of experience, built on all of the amazing things we have learned, and have turned that into a business that focuses on our customer service, quality and value of product, and a real passion for what we do.



As Salt of the Earth Catering, we have provided service for over 500 weddings in the past eight years, which is a large part of our business. However, we have also catered hundreds of birthday parties, graduations, retirements, etc. We also cater for the day-to-day business meetings and corporate clients. Big or small, any time of day, any cuisine you are craving, we are your caterer!



OUR MARKET IS HAPPY AND SAD



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

If you are a seller or landlord, you are happy; and, if you are a buyer or tenant, you are sad. Sometimes market conditions are complicated to explain. Sometimes an old title guy like me can explain what the market is doing.

The active listings for the month of March were 1371 units (Slide #1). There have been only three other times since 2000 that the number of homes for sale have been this low. Now let's look at the pace homes are selling.

March sales were 1231 units (Slide #2). June of 2016 set a record with 1743 units sold. It is very likely we will break that record this summer. A rear view look back at our market explains why sellers and landlords are happy and why buyers and tenants are sad.

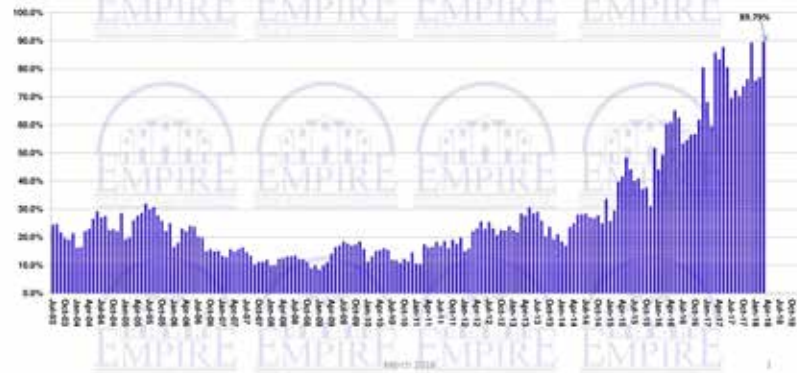
Over a twenty-year timeframe, the ratio of "units available" to "units sold" would be around 20%. Simply stated, in a month where 100 units were available for sale, 20 units would sell. Today's market is selling almost 90 units per 100 available (Slide #3).

The feverish pace has created shortages in the purchase and rental markets. This is causing prices and rates to skyrocket. Average price and median price are up 12.1% and 12.6% respectively (Slide #4). This makes sellers and landlords happier than bargain shoppers in the Dollar Store, while buyers and tenants are sadder than a toddler who has just lost his pacifier.

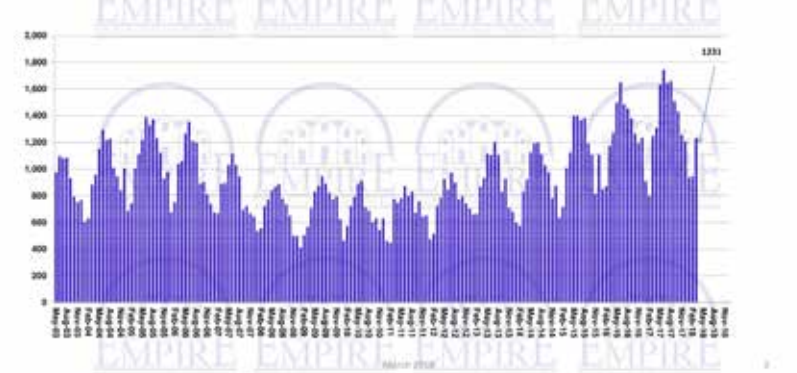
- ### 2018 YTD vs. 2017 YTD
- Average Price **↑** 12.1%
 - Median Price **↑** 12.6%
 - Residential Units Sold **↑** 5.4%
 - Inventory Levels **↓** 13.0%
 - Number of Listings **↓** 7.1%
 - Foreclosures **↓** 17.8%
 - Average Days on Market: 28
 - Interest rates **↑** 4.43%

*This information is deemed reliable, but not guaranteed. It is intended to show market trends and should not be used to evaluate individual properties. Sources for this information include but are not limited to: El Paso County Clerk and Recorder, El Paso County Public Trustee, Empire Title of Colorado Springs LLC, the Pikes Peak Multiple Listing System.

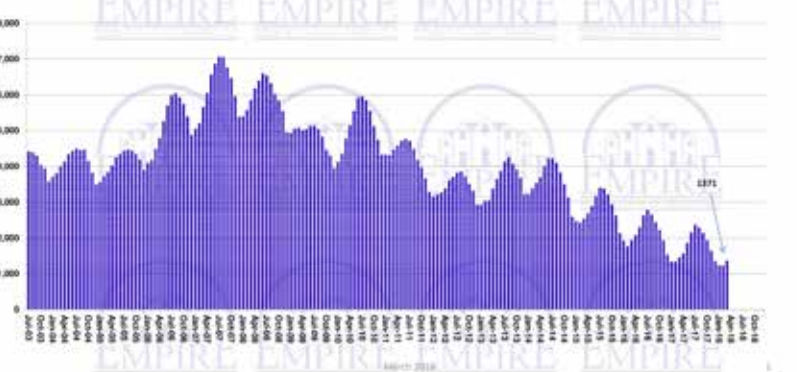
Sales as a % of Active Listings



Number of Sales Per Month



Active Listings



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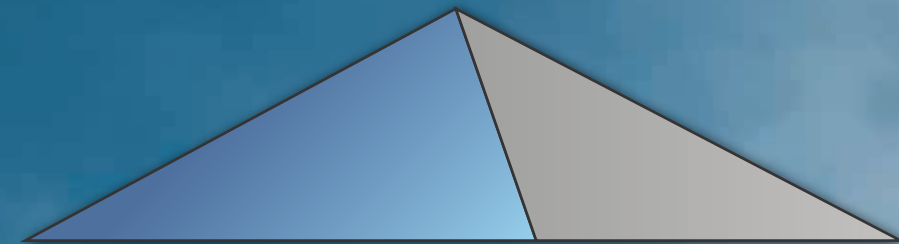
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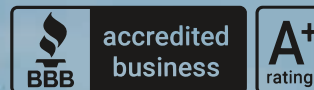
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Pictures provided by Heidi Mossman with Capture Life Photography. To schedule your own portrait session, please call 303-877-1279.

Michelle FISHER



I am the type of person who believes beyond a shadow of a doubt that things happen for a reason. I believe all of the little choices we make throughout the day eventually lead us to where we are meant to be. Being a real estate agent, like so many others in this industry, was not the career path that I realized immediately as my calling. However, here I am, and I could not be happier with this life choice and career change that God has blessed my family and I with.

I am blessed to be a native of Colorado and have lived here my entire life. Born in Denver and raised in Parker, CO, is the one and only state I have been fortunate to call home. Growing up in Parker, my brother and I were always found at church, with our youth group, playing sports and swimming. We were very fortunate to have grown up in the church, and we attended Catholic school for many years. That upbringing has truly led me to becoming a servant at heart and is a character trait that I am so very thankful both of my children embody.

Our family of four stayed in Parker until I graduated from high school. Upon graduation, my parents moved to Colorado Springs and have been here ever since. I graduated from Ponderosa High School in Parker, where I played basketball, ran cross-country and thoroughly enjoyed school. Basketball also allowed me the opportunity to travel to Europe and play all around the world. I have quite the story of my appendix rupturing while I was competing in a Journal Nationals tournament in Las Vegas, NV. My mother still has the newspaper article from the Denver Post regarding this very unfortunate yet entertaining story.

After high school, I made my way to Boulder where I attended the University of Colorado. During my time at the University of Colorado, I worked and paid my way through college holding numerous positions including a boxing instructor with Front Range Boxing. I also studied briefly at the Art Institute of Colorado in interior design. After receiving my bachelor's degree in Communication from the University of Colorado, I came here to Colorado Springs and attended Colorado College for my master's degree in Elementary Education.

While studying and obtaining my master's degree at Colorado College, I had the privilege of teaching first grade during my internship year with Academy School District 20. I then went on and thoroughly enjoyed teaching first grade in the Cheyenne Mountain School District 12 before getting into real estate. While teaching in the Cheyenne Mountain School District 12, I met the love of my life. My husband, Matt, proposed to me in front of one of my first-grade classes. We have been together ever since, and Matt truly enjoys volunteering his time as well assisting with children. Aside from supporting me in my career and spending quite a bit of time at home with our girls, Matt serves as an Engine Lieutenant for South Metro Fire Rescue (SMFR) located in the southern Denver Metropolitan region of Colorado.

As a line Lieutenant Matt provided leadership, management and supervision of personnel during emergency response, daily activities and station life. For 18 months Matt served as a Training Lieutenant, Accreditation Manager, and has also functioned as an Incident Safety Officer. Matt has spent over 23 years in the fire service serving in the roles of firefighter, paramedic, and lieutenant, has obtained over 50 certifications relating to his profession, and has five degrees from three universities. He is currently working on his Fire Officer II in all of his spare time. As you can see, our family truly embraces the pursuit of continuing educa-



“My most recent honor and privilege has been becoming a sponsor with Angels of America’s Fallen, a national organization that got its start right here in Colorado Springs.”



tion, honing our skill sets and acquiring knowledge through a variety of resources.

Having that opportunity to shape and mold the lives of children and, more importantly, being able to watch them grow up to become incredibly inspiring in all that they do has been and will always be my favorite part of the educational system. I truly enjoyed year after year seeing a class of first-graders blossom and, more than that, watching their self-esteem develop and flourish. It’s so amazing as a teacher to see children that you are in many ways held accountable for grow into themselves figure out the world, and become unbelievably excited about learning and their futures. I am incredibly blessed that as a real estate agent today, some of my clients are the parents whose children I was able to inspire as an educator. Continuing to be a part of these families’ lives long after being their teacher is incredible beyond belief.

Unfortunately, while I was teaching (and newly married), we suffered a miscarriage. Having wanted to start a family of our own, it became clear to my husband, Matt, and I that it was time to make a career change. Matt (who is a Lieutenant Firefighter with South Metro Fire) and I spent weeks researching a career path that would allow me to live out my dreams of having our own family all the while, helping as many others as we possibly could. After hours upon hours of research, real estate felt like the perfect match for us, therefore allowing me to raise my children, be fully present in their lives, be there to aid in their growing up, all the while still being able to make a huge impact in the lives of others. This being said, in 2012 I completed real estate school and obtained my real estate license. Since then, we have been able to raise our family, and I have been fortunate enough to live out my lifelong aspiration of helping absolutely as many people as I possibly can.

Because of my Colorado roots, I am able to offer my clients a unique perspective in regards to the home-buying and selling processes. I love being a lifelong resident of Colorado, and, even more, I love the outdoor lifestyle and the hometown feel our growing community provides. I have hiked more fourteens in our state than I can count, and we absolutely love to vacation within state lines as much as possible. Our family loves everything that Colorado Springs provides, and we are so unbelievably grateful for the ever-expanding list of family friendly events that our community has to offer. Let’s face it, it doesn’t get much better than having Pike’s Peak right in your own backyard.

Aside from the friends and family we have made, another great joy I have in being a realtor is not only building these amazing relationships with my clients, but the opportunity God has blessed us with to give back to this community I love so very much. We have the honor and privilege of attending Woodmen Valley Chapel and are blessed to serve on the welcome/usher committee. My friends, family, co-workers and clients also know how passionate I am in supporting organizations and nonprofits such as Children’s Miracle Network, Soles4Souls, CURE International, Empart USA, World Vision, Compassion International, Woodmen Valley Chapel’s partners, Habitat for Humanity, the Care and Share Food Bank, and Special Kids Special Families. We are also blessed to be a sponsor family for Compassion International, and our yearly goal is to sponsor two more children every single year. When we are not busy working, at church, gladly helping others and happily raising our active daughters, we enjoy partaking in any and all outdoor activities, attending sporting events, baking, cooking, reading, and spending time with family and friends.

My most recent honor and privilege has been becoming a sponsor with Angels of America’s Fallen, a national organization that got its start right here in Colorado Springs. AOAF has the sole purpose of standing with the children of America’s fallen military and first-responders while also honoring their fallen parent’s legacy. As the wife of a firefighter, you can understand why an organization such as AOAF would be so near and dear to my heart. They enter each child’s journey to help them write their own stories of success during their most critical developmental years. AOAF does this by directly funding, on an individual basis, the healthy developmental activity of their choice (be it with a coach or an instructor). The results are amazing, and it is a unique pleasure to see positive transformation in the lives of the children of America’s fallen.

One of the greatest aspects of AOFA is that they are unique in who they sponsor. Children can qualify for the program whether their parent fell during training, in combat, from an illness, or while serving at home or abroad. AOAF works with each child individually to find an activity or passion that involves a coach or instructor, so a mentoring relationship can be established. Then, they fully cover the costs of that activity (cost of lessons, instruments, equipment, etc.), up to an annual limit, and adapt with each child as their interests or location changes. Angels of America’s Fallen are here

to stand with each child who enters their program from the time of loss all the way through the age of 18. Living in such a large military community, having so many of my clients come from the military, as well as our own experiences with my husband's job as a first-responder, it made complete sense to me to support AOAF. Being a part of AOAF has been a heartwarming, yet completely humbling experience, and I look forward to all the work we will continue to do with this organization.

I wouldn't be able to do any of this without the support I have from my clients who are now truly family and close friends. This really is a process that has come full circle. Their support of me as a real estate agent allows me to give my support back to the community, therefore supporting all of the causes and organizations I feel so strongly about. I have been so fortunate that my business has grown organically, one person at a time.

I am also beyond grateful to my family for supporting my adventures in real estate. A lot of what we do in this business is incredibly time consuming, and nowadays we have to be far more mindful and alert of our surroundings and personal safety. Without my family's support and understanding, I would not be able to achieve the goals, dreams and aspirations I have for my clients, my community, my causes and my family.

I have also had the honor and privilege of being able to home-school my girls (Addison, who is 5 years old, and Avery, who is 4 years old) up until this year. We are a very close-knit family, and with the bit of flexibility in my schedule, I have been able to utilize and expound upon early mornings, the time before bedtime and weekends to foster a love of education and the eagerness to pursue learning with my two little ones. As a mother of two daughters, I also find it imperative and so very important that they know they can do absolutely anything they set their minds to. I strive daily to be a positive role model for them, showing them that running their own successful business is absolutely doable, and that giving back to our community, respecting and helping others, leading with love, patience and honesty, and being the best version of yourself is crucial. In order to make the biggest impact we possibly can in the world, we need to be able to lean on others and lead by example.

Speaking of leaning on others, I have the absolute best support system surrounding me. With the help of my executive assistant, my client care concierge, and my transaction coordinator, I have been blessed with the ability to spend more time with each and every one of my clients. Kim, my executive assistant, has been with me for almost two years and says it has been such an amazing and eye-opening journey! Kim says, "Michelle's patient spirit and natural ability to lead has been a blessing. From walking me through the ins and outs of real estate to understanding that we are all human and have uncontrollable situations that come up, she has been nothing short of incredible. Always encouraging those around her to be their best self and willing a helping hand to anyone in need. Since working with Michelle, I have watched her be an angel in disguise

to Children's Miracle Network and most recently to Angels of America's Fallen. Watching the positive impact Michelle's support has made has led me to wanting to get much more involved with our local community. Being a single mom of two was a struggle, and Michelle gave me a chance when so many others would not. I am given opportunities to grow every day and shine. At the end of the day, Michelle has her clients, family and friends best interest at heart, and in today's world, that is a rare gem to find! I am truly thankful and blessed to not only call Michelle my boss but also my friend."

Brittany, my client care concierge, joined us this year and is a Colorado transplant originally from Seattle, WA. She graduated from Eastern Washington University with a degree in Communication Studies, before heading to the University of Denver, where she graduated with a Masters of Science in Public Relations. Shortly after graduation, she met her future husband, Marshall, and Army life took her to North Carolina for nine years and then Germany for three years. In that time, they had two boys, Lucas (6 years old) and Max (4 years old). She and her family took every opportunity to travel through Europe in their time there and enjoyed exploring all that the East Coast has to offer while they were stationed at Fort Bragg. The Army finally brought them back to Colorado July of last year, where they purchased their forever home and are planting their roots here in Colorado Springs! Brittany and her family love playing soccer, take every opportunity they can to hike our beautiful trails and are exploring everything the Front Range (and the rest of Colorado!) has to offer! Brittany is currently participating in a 52 Hikes in 52 Weeks challenge and is on track to complete that later this year.

Rounding out my support system inside of real estate, Jamie has been with me for over a year and is a Licensed Independent Transaction Coordinator. Her widespread knowledge of the real estate industry through interfacing with other real estate professionals, clients, escrow companies and management companies over the course of her career has made her a strong asset our group Moves By Michelle. She excels in the production, coordination and processing of the vast amount of information and documents pertaining to the sale of real estate, releasing the broker of administrative responsibilities and decreasing potential oversight in the moni-



toring and processing of the transaction. She prides herself in partnering with brokers who are serious about providing excellent customer service and really want to "roll out the red carpet" for their clients. Outside of partnering with seasoned brokers, she has an avid interest in working with new, inexperienced agents, brokers and transaction coordinators in their long-range view of growth and development in the industry, often donating her time to do so. As a board member and officer of the National Association Of Transaction Coordinators, her objective is to help bring recognition to this specialized field of real estate along with establishing a more professional standard of practice. Jamie is a native of Ohio, however the beauty of the Rocky Mountains are what drew her to Colorado, which became her love story.

Not only is it my passion and our group's passion to help others, it is also a goal of ours that through every single real estate transaction, we add members to our extended family. The goal is to truly make every single client feel like they are part of the family and that they are not just a client. We pride ourselves in

establishing, cultivating, and fostering these life-long relationships long after they have bought and/or sold their homes with us, whether they are in state or out of state. Over the years, we have had the huge honor of developing some incredible, life-long familial relationships throughout this process and career, and it has been such a blessing to work with so many loving and inspiring families here in Colorado and throughout the world.

I cannot wait for what is next, and where this adventure will take us all. I can say beyond a shadow of a doubt that I look forward to continuing in my growth, education, knowledge and family base within this industry, all the while giving back to our community and so many other important causes and organizations for all of my years to come. It is one of the biggest blessings of my life to be able to work in this industry and work alongside so many true professionals and inspiring clients/family/friends. Here's to making this the best year yet!

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AARON ROBINSON



What if what we do is not about what we accomplish but who we accomplish it for? And, no, I'm not a big fan of ending a sentence with a preposition (apologies to Mrs. Palmer). What I am a big fan of is serving people. We all need to be. Our community is filled with talent. Talent that ought to be used to support, grow and ultimately love those in each one's sphere of influence. A doctor is not just healing a wound, but calming the fear and terror of the wounded. A teacher is not just imparting knowledge, but seeding endless possibilities for the next generation to maximize their potential and impact. What I mean to say is no talent, if used to serve our community, is less than another. Our title is a verb. For me, I Realtor.

Growing up in Colorado Springs has been a long lesson in discovering my passion to be a part of the community and what needs I can best meet with the God-given talents granted to me. I've always been a temperature changer. If the room was too tense, I would conjure a joke (I was once sent to the hall in middle school while singing "Blaze of Glory" in response to the reprimand). When the room was too cold, I would heat it up with

mission and excitement to win (being an avid rock climber, I've talked a few people down from literal cliffs). I don't know why, but if I don't like what's happening, my mind immediately goes to a script, my mouth opens, and change occurs. Good or bad, something happens. A blessing and curse for sure, but it serves those around me well if they want to change the scenario. While thermometers definitely have their place, thermostat has been my function. As a high schooler at Rampart, I realized how small I was. Against my nature, I began to follow. The leaders I chose were toxic. What I was so

good at in middle school had little to do with this new season. I resigned myself to being of no value. Perhaps you journeyed this same hard road of solitude. Until one day, the most unlikely person would approach me. A shy, unpopular girl with thick glasses would invite me to a "youth group." A gathering of high school students led by a young married couple (a sacrifice I will forever be grateful for) to teach the Bible and host healthy communi-

...

ty. I've never known acceptance without strings before I met these people. What was their issue? It wasn't long before I, too, wanted to switch leadership of my life to the most perfect leader there has ever been, Jesus. It was at that moment that I began to rediscover my purpose to a much greater extent. I was to change the temperature, not just for my preference, but rather for the needs of those around me.

My college years were a time to find the new "ceiling." Life without limits.

"I AM SURROUNDED BY DREAMERS TODAY. THEY BUILD FORTS, CREATE AND EXERCISE SUPERPOWERS, AND DARE TO TAKE ON LEGIONS OF DRAGONS."



I discovered deep trust in a loving God, priceless life-changing friendships, and eventually a woman I would be willing to give my life for should the need arise. Prior to all this was a season I can only refer to as a "breaking." A period of time that would wreck me to the core and ruin me for the ordinary. It is something I simultaneously would wish and not want for everyone. Eventually, I would be thrust into teaching and counseling roles while shaping new initiatives. I am so thankful that I was

included in such amazing events like sharing boxes of hope in the halls of UCCS challenging the true value of life called the "Not Afraid to Die Campaign." The terrifying "Ascent" campaign, my friend Jesse's and my affectionate name for the rock-climbing outings for post high-school students. Right here in our very own Garden of the Gods, students would learn how to trust an invisible God through very visible situations of terror (it was cruel, but effective). Also, a turbo learning tool for prioritization and dismissal of relational fluff. In my guitar/singer days, I enjoyed playing hundreds of events both here in the States, as well as China, Canada and Mexico in bands down to informal circles (many times with my talented wife, Tausha, in weddings, camps and community events), using music to calm or ignite the soul has shown me life is a bigger adventure than we can possibly know. There are new ideas and friendships that will mark us and those we meet in a powerful way forever. Having tasted some of the more magnificent parts of life, I will forever be a dreamer, visionary and chaser of the unimaginable.



Today I look back on the path that led me here. I spent years as a youth pastor, counselor, and "cheerleader" for some incredibly talented kids. The transition to large multi-family property management taught me about what was happening inside all of those walls, how to communicate with them and lead them in a positive way. Baptism by fire for sure. The limitation of renting for the average Joe grated on me during my five-year stint. They needed a leader to take them down the path of home ownership, an incredibly important step in life (something I don't have time in this article to expand on, but suffice it to say people become greater versions of themselves as a result). So now, I Realtor. The last 12 years of industry experience has taught me that what a Realtor does is so much more profound than juggling lenders, realtors, title companies and vendors. A Realtor leads, encourages, coaches and celebrates with those who dare to dream. That is what I do.

I am surrounded by dreamers today. They build forts, create and exercise superpowers, and dare to take on legions of dragons. I'm not talking about the realtors on our fledgling team of four (though they are amazing), but my 12-, 10-, 6- and 4-year-old (and sometimes their mom). My beautiful, loving, and supporting wife, Tausha, of 15 years and I will continue to impart on them the desire to discover talent, the freedom to exercise it, and the target for where it needs to go. My greatest talent I have discovered is that of husband and dad. In our family we are inspired to be great learners, grow in ability and love those around you with the sum of it all. I hope the reader of this article will do the same.

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

What IS it?



The Diamond Lil figure painted on the side is known as "nose art." The bomb symbols represent bombing runs.

DIAMOND LIL

She's On A Pedestal...
But Her Siblings Still Flying!



By Robert O'Brien, Real Producers reporter

Diamond Lil sits proudly atop a series of pedestals just inside the North entrance (1-25 Exit 156, North Gate Boulevard) to the Air Force Academy. It shares DNA with the Boeing B-47 Stratojet strategic bomber, but its younger siblings (the youngest of which had all been "born" by 1963) are still among the most modern and advanced heavy bombers in the world.



Pirog, second from left, says, "This was taken during my flying days."

In 2013, *The Los Angeles Times* published a story titled "Upgrades aim to extend B-52 bombers' already long lives." The article noted that some of the planned or completed upgrades include:

- Installation of digital display screens, computer network servers and real-time communication uplinks
- More powerful and fuel-efficient turbofan engines
- Extending the non-refueling range to 8,800 miles
- Reinforcing the fuselage
- Remove the tail gunner position
- Go from a six-person to a five-person crew

So, the huge, 1950s-era bomber visitors seen on display tucked just inside the North Gate of the Air Force Academy is no museum piece; it is merely showcasing one combat veteran of what is still a backbone of the Air Force's current fleet of bombers.

There are currently 76 B-52H models in the U.S. arsenal. According to the Air Force, the B-52 inventory includes 58 "Active" and 18 "Reserve" planes. Originally, there were 744 of them, in any one of the original four models produced. Boeing began delivering the B52-A in 1954 and delivered the final version of the aircraft, the B-52-H, in 1963. The Model H has gone through more than 30 modifications. According to the LA Times, "Engineers and technicians are working on a contract worth up to \$11.9 billion to bring the B-52 fleet into the 21st century."

This Wikipedia chart shows the models and production of all B-52's.

Production numbers [1]
Variant | Produced | Entered Service
 XB-52 | 2
 (1 redesignated YB-52) | prototypes
 YB-52 | 1 modified XB-52 | prototype
 B-52A | 3
 (1 redesignated NB-52A) | test units
 NB-52A | 1 modified B-52A |

B-52B | 50 | 29 June 1955
 RB-52B | 27 Modified B-52Bs |
 NB-52B | 1 Modified B-52B |
 B-52C | 35 | June 1956
 B-52D | 170 | December 1956
 B-52E | 100 | December 1957
 B-52F | 89 | June 1958
 B-52G | 193 | 13 February 1959
 B-52H | 102 | 9 May 1961
 Grand total | 744 production |

https://en.wikipedia.org/wiki/Boeing_B-52_Stratofortress

Diamond Lil's service record is impressive, which spanned 1957 to 1983 and included over 15,000 flying hours, it is noted on a plaque at the AFA display that the plane is "one of two B-52-D's credited with a confirmed MIG 'kill' during the Vietnam conflict." B-52's operated at Kadena Air Base, Okinawa, Anderson Air Force Base, Guam, and Utapad Royal Thai Navy Airfield, Thailand, flying over 120,000 combat missions in Southeast Asia. The aircraft also was used in Operation Desert Storm, dropping over 30 percent of the bombs during the Persian Gulf War.

One Man's Story

In an effort to give some "heart" to this story, *Real Producers* contacted Jeff Holmquist, Senior Editor, Association of Graduates, United States Air Force Academy, to see if he might put us in touch with a former crew member of Diamond Lil. In a relatively short amount of time, Mr. Holmquist had reached

out to Paul E. Pirog, Brigadier General, USAF (Retired), who had graciously agreed to be interviewed for this article. As it turns out, General Pirog is a resident of Monument, CO. However, in a funny little twist of fate, the General was on a family "tour," visiting his grandkids with his wife, Mary, in Atlanta (and then on to Chicago). So, this turned into a phone interview.

General Pirog is a graduate of the Air Force Academy, class of '77. He trained as a navigator at the now-closed Mather Air Force Base in California. "In those days navigators were still being trained in celestial navigation; we could use the stars at night and the sun during the day. Flying over an ocean was a real challenge, since there were no landmarks to help fix our location. There was no GPS then, of course," said Pirog.

Pirog first flew B-52's at Carswell AFB in Ft. Worth, TX, now Naval Air Station Fort Worth Joint Reserve Base. This assignment was with the Strategic Air Command, or SAC, with the 7th Bombardment Wing. After extensive duty for B-52's in Vietnam, according to Strategic-Air-Command.com, the B-52's served throughout the 1970s and 1980s, the 7th Bomb Wing participated in

Pirog on the older, oil-burning engines on the B-52's: "Believe it or not, when it was hot and the air was thin, there was a way to inject water into the engines at take-off, which would help make the hot, thin air going into the engines more dense and thus produce more thrust."

The B-52D named Diamond Lil has been on display at the Air Force Academy since 1983.



numerous USAF and NATO exercises worldwide. It used B-52's for ocean surveillance and ship identification in joint naval operations."

"A typical mission, when not on alert, was to perform practice runs of takeoff, air refueling, a navigational leg with both radar and celestial, and sometimes 'yanking and banking,' which was a term for low-level flying. As a navigator, trying to put a bomb in the right place while the plane is moving like that is very difficult, plus I would be talking to the pilots, helping to keep them on course," said Pirog. "The crew at that time consisted of a pilot, co-pilot, radar navigator, navigator, electronic warfare officer and gunner. Since then, the gunner position has been eliminated. The tail gun mount you see on the plane at the AFA was eliminated in later models of the B-52."

As for the crews he served with, Pirog said that "crew coordination was essential; we'd train together, eat together, spend time off together, including water skiing in FT Worth."

"You know, the navigator position in the B-52 had no windows, and it was dark, so a lot of newer navigators would get sick, like sea-sick only this was air-sick. Eventually you just got used to it. As large as this plane is, crew space was sparse and cramped. With those eight engines, it was very noisy."

Pirog on the older, oil-burning engines on the B-52's: "Believe it or not, when it was hot and the air was thin, there was a way to inject water into the engines at take-off, which would help make the hot, thin air going into the engines more dense and thus produce more thrust."

The General says that the #50083 was not known as "Diamond Lil" when he flew it. The original Diamond Lil is a B-24 Liberator and is the world's oldest flying bomber. Out of the 18,482 B-24s that were produced, beginning in 1939, it is one of two that still flies.

"As planes get older (like people), problems emerge," noted General Pirog. "That's why this plane was retired."

According to a 2017 article in *Popular Mechanics*, "The B-52H fleet is still using its original Pratt and Whitney TF33-103 engines. Two of which hang off each of the bomber's four engine

stations, giving each aircraft eight such engines that combine to generate up to 136,000 pounds of thrust. As powerful as they are, the Pratt and Whitneys are growing old and increasingly difficult to maintain, and they have missed half a century of aircraft engine development."

Aviation Week and Space Technology notes: "The Air Force wants to replace the TF-33-103 with a new commercial engine, like those used on commercial airliners, with a 20-40 percent improvement in fuel consumption compared to the TF33."

It has been reported that the 2018 defense budget includes funding to study to begin adding new engines in 2026 and completing the retrofit by 2034 with the intent on keeping the bombers operational until 2050, which would make them approximately 90 years old at retirement.

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IILCS - A WORK OF ART

UNDERSTANDING SURVEYING SERVICES FOR YOUR CLIENT

If you are reading this article, you are most likely a real estate agent, and not just any real estate agent, but a good one. As you are well aware, there are many different gears turning to move the vehicle of a real estate transaction towards its final destination, the closing. One of those gears is the land surveyor. It is not my intent to educate you in every area of land surveying. Nor is it my intent to teach you all there is to know about Improvement Location Certificates and boundary surveys. Most likely, you are already familiar with what an ILC looks like. The purpose of this article is to bring to your attention certain things that you may not be aware of regarding ILCs and land surveyors in general so that you are a well-armed real estate agent who guides their client with ease and clarity. My reasons for choosing the topics I have is because they are the fundamental ideas that require understanding in order to guide your client to what they need. I will first start with talking about ILCs since that is the main document real estate agents see from surveyors. Finally, I will share some thoughts regarding some issues I frequently come across surveying on a day-to-day basis that I hope real estate agents will take note of and advise their clients on.

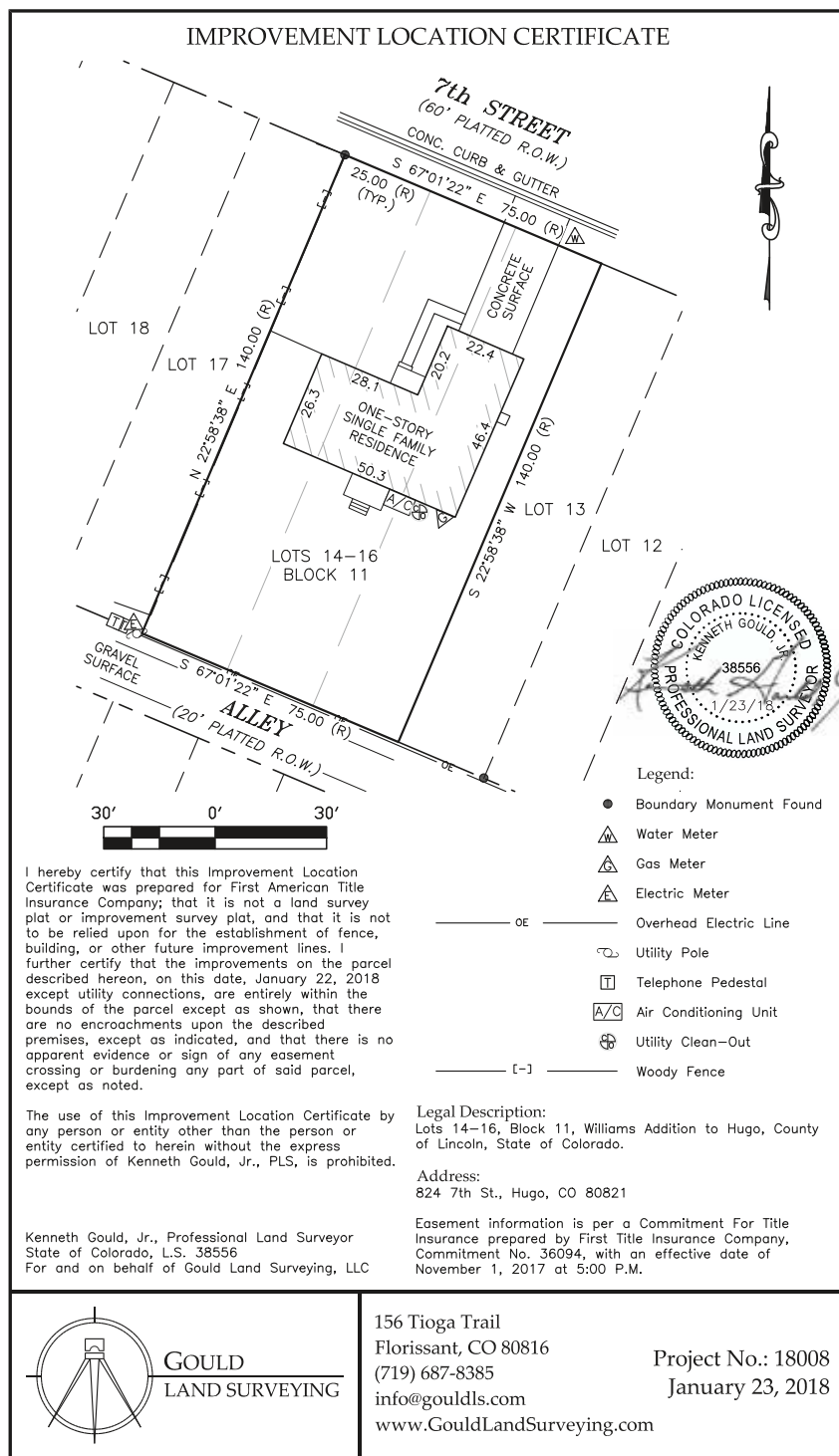
IMPROVEMENT LOCATION CERTIFICATES

ILCs serve the purpose of **pictorially** showing improvements which exist on a given parcel and show possible encumbrances on that same parcel, such as easements. In short, they are a pretty picture which is drawn to scale. It is a **certificate** of the improvements rather than a **plat** of the improvements! This "certificate" is meant to aid the client in determining whether or not further survey work is needed and especially if there are concerns on the parcel which would be clarified or resolved by an actual boundary survey (see Figure 1).

Title companies will frequently request an ILC for a newly constructed house to confirm that it has been built on the correct parcel or to make sure it hasn't been built over a parcel line. You may be surprised to hear how often one of those two events happens. Remember in this example that on most real estate, the title company has only issued title insurance for a vacant lot up to this point, and has been, more or less, absent regarding the construction process. Before the title company issues a new title insurance policy, they want to confirm that the house is where it's supposed to be.

The most important thing to remember when dealing with an ILC is what it is **not** – an ILC is **not** a boundary survey. This seems to be confusing for much of the public because a land surveyor – whose job it is to survey boundaries – is the person identified by the state to perform the task of completing an ILC, so therefore the

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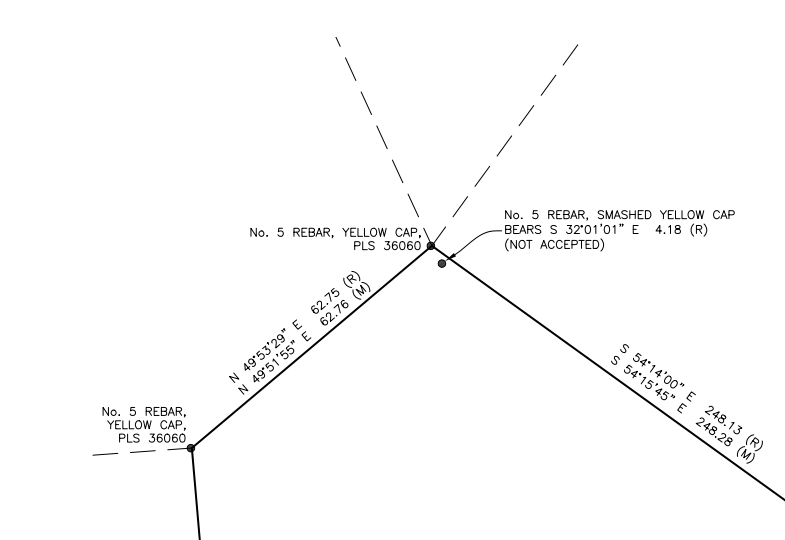
without always clarifying what is being meant. Of course, the client may think it means one thing, and the surveyor is usually thinking another.

In 38-51-108 of the Colorado Revised Statutes, the terms governing ILCs are laid out for surveyors to follow. Since record boundary lines are what is shown on an ILC, dimensions from structures, fences or any other improvements are not shown to those record boundary lines. This is a relatively new development in these regulations. In the past (more than two years ago) surveyors used to dimension the house to the record boundary line because it was required by the C.R.S. But this requirement was contested, and finally common sense prevailed in government, and the dimensioning requirement was dropped. If one understands the differences between record boundary lines and actual boundary lines as described above, then dimensioning to record boundary lines is inappropriate in this situation. One can only accurately dimension to a boundary line that has been established. Since a surveyor typically only finds two or three monuments in the field to "rock in" the record boundary lines to place the improvements on the parcel, the boundary lines have not truly been established in an ILC.

I frequently receive calls for ILCs for the purpose of building fences. I even know of a couple counties and at least one municipality that requires an ILC in order to pull permits to build a fence even though on the face of the ILC it clearly states NOT to use the ILC for this purpose. This is difficult on the surveyor because, the certification for an ILC, dictated to us by C.R.S. 38-51-108(2)(II), calls out that "it is not to be relied upon for the establishment of fence, building, or other future improvement lines." The statement regarding fences and buildings is often forgotten, even though it is on the face of every ILC. That same certification also states that there are "no encroachments upon the described premises by improvements... except as indicated..." This is also an interesting statement because, similar to dimensioning, it's difficult to observe an encroachment to boundaries that haven't been established.

THE SURVEYOR'S THOUGHTS

I would now like to mention a few things for real estate agents to consider when working through a real estate transaction. Some of these you may already know, but they are worth review so that they immediately come to mind when you're standing on the back deck talking with your client about the land that the beautiful house you just toured is sitting on. Sometimes it's enough just to educate the client of the fact that boundary corners are typi-



cally marked with some type of iron pipe or rebar hammered vertically down into the face of the earth with a cap noting the professional land surveyor's number stamped on it. It never ceases to amaze me how many homeowners don't know that.

FIND AND FLAGS

A common request of surveyors is to "come out and flag up my property corners for me." The problem is, technically if a surveyor does this, he violates State Board Rule 6.5.1. The issue is considered such a disservice to the public that in the land surveying professional journal *Side Shots*, published by the Professional Land Surveyors of Colorado, state board members have written articles warning surveyors not to offer such a service unless they are completing a boundary survey and filing an LSP or ISP with the County Clerk and Recorder as required by law. (See page 18, August 2015 issue, available for free download at https://www.plsc.net/side_shots.php.) Briefly, I would like to explain why it is dangerous for a surveyor or any person even on their own property to do this.

Frequently, when a land owner asks for a "find and flag," it is because they want to build a fence. Even fence builders find monuments and stretch a string to establish the line. If you stretch a string from monument to monument and build a fence from it, you run the risk of

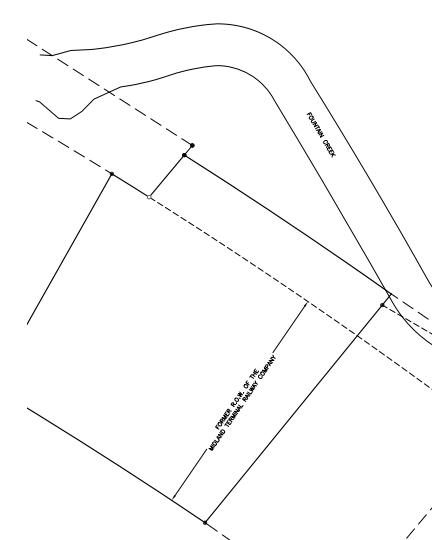
coming off of a wrong pin or coming off of a pin that is in the wrong place. In a boundary survey, the surveyor will not only verify that all the monuments are where they ought to be, but also tie into monuments for adjacent lots to confirm the location of the lot that is getting the boundary survey.

I did a job last year where I found a monument for the most northerly corner. I thought for sure it was my corner, but I had a terrible time making it fit with everything else. I ended up locating monuments for adjacent lots in all directions and was finally able to determine that the monument I originally found was 4 feet "off" from where it was supposed to be. Sure enough, once I tied into those adjacent monuments and worked my way back from those, there was a second monument at the corner where it ought to be. (See Figure 2.) It took me some time and searching around the block to make that determination. Had I just flagged the first monument I found, I would have been misleading the land owner.

Another situation which comes to mind is two adjoining subdivisions and the platted lot lines don't match up. (See Figure 3.) Sometimes there is an offset between the lot corners of one subdivision compared to the other. Many times landowners don't know which one is theirs, and if a surveyor just does a quick find and flag without checking adjacent corners, even he might flag up the wrong corner. A thorough examination of the monuments and measurement checks must be completed in order for a surveyor to say "this is the corner."

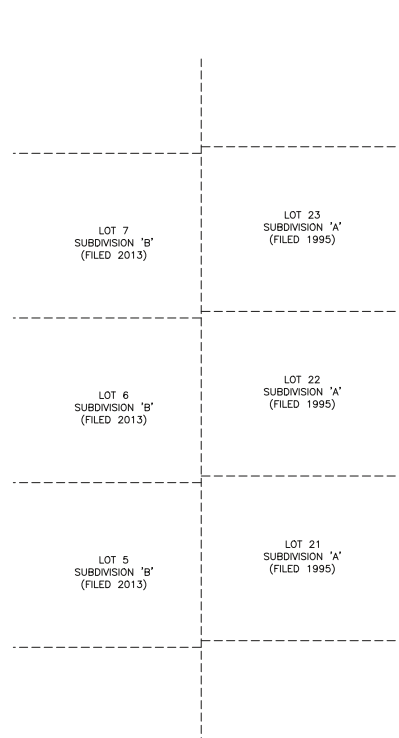
"YOUR PROPERTY LINE IS OVER THERE..."

A common situation that I find myself in after completing a boundary survey and going to the land owner to walk the perimeter with them is the statement, "But my Realtor said the property line was



over there." Even from the seller to the buyer you will hear statements of where the seller believes the boundary line to be. There isn't necessarily anything wrong with this, but it would be prudent to inform both parties involved to hire a surveyor to prove the seller's statement in certain situations. After all, the professional land surveyor is the only one licensed by the state to identify real boundary locations.

It's time for another story. I recently completed a boundary survey for a property near a creek (see Figure 4). For years, from seller to buyer and the real estate agents agreeing with the parties involved, everyone assumed the boundary line went to the centerline of that creek. Frequently you will find legal descriptions that call out the centerline of a creek for a boundary line, so it was a logical assumption. However, in this case, the legal description in the deed did not. The deed was based upon an abandoned railroad right-of-way. Of course the railroad had rights to the water in the creek in order to run their old steam locomotives and needed its grade to be near a water source. But when the railroad went bankrupt, disbanded and pulled up the tracks, the right-of-way was carved up into individual parcels to build houses on. The creek was never a part of those conveyances to the respective home builders. People just



...
 assumed that they had creek frontage because it's common and always hoped for when we go buy a piece of property. In this particular case, an adjoining campground actually owned both sides of the creek in this area.

TITLE COMMITMENTS

Title commitments can be lectured on by a title officer with more experience than I have. But since title companies and surveyors many times work hand in hand, I'd like to mention a few things from the survey-

or's perspective. One could write an entire article on this topic alone. I'll keep my comments brief so you don't have to pour yet another cup of coffee.

I'm sure you will recall from the training you received to become a licensed real estate agent that a title commitment is a com-

mitment from the title company to issue title insurance as long as certain requirements are met. Therefore, the title company as an insuring agency is concerned about cloud on title and the land that the title is intending to convey. Since land is usually involved, a land surveyor will sometimes be called in to deliver to the title company certain information that helps them when writing their policy. In Colorado there are two documents that the surveyor can deliver to accomplish this. One is the ILC that we've already discussed and the second is a ALTA/NSPS Land Title Survey. Typically, you only see the ALTA survey used in commercial real estate transactions. An ALTA survey is a full-blown boundary survey and the surveyor must carefully analyze all of the items in the Schedule B – Section 2 portion of the tile commitment as well as other portions of the title commitment. These B-2 exceptions are of such interest to the surveyor because they list all of the encumbrances on the property and are what the title company is planning to take exception to in their policy. Encumbrances can be anything from covenants, easements or particular items called for in other deeds. Again, this is not meant to be an exhaustive list. Whenever you call a surveyor to complete an ILC or any type of boundary survey, a list of these encumbrances helps him identify items that have bearing on the land.

The knowledge of these items in the Schedule B – Section 2 and seeing them graphically represented on paper is also beneficial to your client. He may plan on building a new garage on the land. If there happens to be a 20-foot gas easement running through the property, that makes a big difference as to where he is going to build that new garage. This might be a situation where you suggest an ILC even though one is not required by the title company. It is common to see 5- or 10-foot utility easements dedicated at the time of the recording of the subdivision plat. But additional easements cited in other documents are unique to that parcel. An ILC references the title commitment and, as a result, lists all of the encumbrances noted in that title commitment.

I hope this article has helped you understand more of the surveyor's role in real estate and real estate transactions. Perhaps it has opened your mind to questions; I hope so! By questioning, we learn, and by learning, we gain knowledge. We're in a business where it's not only who you know, but what you know. Protect your client with knowledge – they depend on you!

Kenneth has over 15 years of surveying experience and is licensed in Colorado. He started his career in Dallas and has had the opportunity to work for survey companies and civil engineering firms alike, from downtown Chicago to Colorado Springs. His work takes him all over the great state of Colorado and other states in the West. Kenneth has focused primarily on ALTA and boundary surveys as well as topographical surveys. He currently serves on the Board of Directors for the Southern Chapter of the Professional Land Surveyors of Colorado. Kenneth and his family moved to Colorado in the beginning of 2007. He has lived in Teller County since 2008 and is the owner of Gould Land Surveying.

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INDIVIDUAL STATS

Top Agents From 2017 current as of 4/10/2018

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#	Name	Office Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Kevin Patterson	The Patterson Group	8	2	10	\$5,796,900	\$1,400,000	\$7,196,900
2	Monica Shea	The Platinum Group Realtors	11	9	20	\$3,599,000	\$2,927	\$6,526,002
3	Mark Salas	Best Realty, Inc	7	19	26	\$1,979,250	\$4,158,601	\$6,137,851
4	Mark Ewell	Turner Associates	19	0	19	\$6,058,317		\$6,058,317
5	Kathy Loidolt	Flying Horse Realty	11	4	15	\$4,151,500	\$1,733,276	\$5,884,776
6	Danielle Frisbie	The Platinum Group Realtors	2	8	10	\$1,500,000	\$3,899,232	\$5,399,232
7	Mary Lynch	RE/MAX Advantage	5	4	9	\$2,664,500	\$2,114,900	\$4,779,400
8	Chris Watson	RE/MAX Real Estate Group	8	6	14	\$2,926,000	\$1,819,390	\$4,745,390
9	Jamie Krakofsky	Remax Real Estate Group	4	8	12	\$1,328,000	\$3,399,400	\$4,727,400
10	Ann Heiring	RE/MAX Advantage	8	6	14	\$2,749,400	\$1,858,025	\$4,607,425
11	Nathan Johnson	RE/MAX Real Estate Group	5	12	17	\$1,256,000	\$3,213,275	\$4,469,275
12	Dan Donovan	RE/MAX Advantage	6	4	10	\$2,487,500	\$1,412,145	\$3,899,645
13	Cherise Selley	Selley Group Real Estate, LLC	6	4	10	\$1,650,525	\$2,223,950	\$3,874,475
14	Mike Kenney	Kenney and Company						\$3,269,225
15	Angela Fugate	MacKenzie-Jackson Real Estate	7	6	13	\$1,729,300	\$1,524,000	\$3,253,300
16	Gordon Dean	RE/MAX Advantage	1	9	10	\$245,000	\$2,945,725	\$3,190,725
17	Dave Sanders	Re/Max Real Estate Group	1	8	9	\$315,000	\$2,855,542	\$3,170,542
18	Maggie Easton	RE/MAX Properties, Inc.	4	3	7	\$1,792,420	\$1,216,955	\$3,009,375
19	Michelle Fisher	RE/MAX Properties, Inc.	6	3	9	\$1,871,300	\$1,088,046	\$2,959,346
20	Robin M Searle	Sellstate Alliance Realty	3	7	10	\$736,000	\$2,104,600	\$2,840,600
21	Cindy Linder	RE/MAX Advantage	7	3	10	\$2,029,200	\$801,000	\$2,830,200
22	Ashley Wilson	RE/MAX Properties, Inc.	3	4	7	\$920,000	\$1,853,539	\$2,773,539
23	Dana Williams	RE/MAX Advantage	1	5	6	\$240,000	\$2,439,000	\$2,679,000
24	Kim Klapac	Coldwell Banker Residential Brokerage	6	3	9	\$1,566,000	\$1,101,527	\$2,667,527
25	Dustin Kimberlin	Keller Williams Premier Realty	5	4	9	\$1,533,900	\$972,000	\$2,505,900
26	Craig Rogers Team	The Platinum Group, Realtors	3	4	7	\$1,134,800	\$1,292,936	\$2,427,736
27	John Hammett	Coldwell Banker Residential Brokerage	3	4	7	\$906,135	\$1,514,685	\$2,420,820
28	Cheryl Pixley	RE/MAX Advantage	2	6	8	\$385,000	\$1,941,900	\$2,326,900
29	Amy Cerrone	RE/MAX Advantage	3	4	7	\$885,000	\$1,415,600	\$2,300,600
30	Larry Knop	MacKenzie-Jackson Real Estate	2	7	9	\$575,000	\$1,573,400	\$2,148,400
31	Tiffany Black	RE/MAX Advantage	2	2	4	\$779,000	\$1,222,600	\$2,001,600
32	Lisa Robinson	RE/MAX Advantage	5	2	7	\$1,248,000	\$519,000	\$1,767,000
33	Dan Menna	RE/MAX Advantage	2	2	4	\$604,100	\$1,150,844	\$1,754,944
34	Darlene Cramm	Shorewood Real Estate	0	9	9		\$1,733,900	\$1,733,900

#	Name	Office Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
35	Sara Smith	Kenney and Company						\$1,652,880
36	Lorraine Sayer	RE/MAX Advantage	2	2	4	\$987,000	\$644,900	\$1,628,900
37	Cristina Delacruz	RE/MAX Advantage	4	1	5	\$1,308,000	\$315,000	\$1,623,000
38	Wanda Wood	MacKenzie-Jackson Real Estate	0	7	7		\$1,588,000	\$1,588,000
39	Matthew Orsillo	Kenney and Company						\$1,552,632
40	Ben Quigley	RE/MAX Advantage	3	4	7	\$587,000	\$930,000	\$1,517,000
41	Aaron Moore	Kenney and Company						\$1,488,500
42	Marie Sweetland	Sweet Life Real Estate	3	3	6	\$611,500	\$874,297	\$1,485,797
43	Alan Lovitt	RE/MAX Advantage	1	3	4	\$600,000	\$826,000	\$1,426,000
44	Mike Rosenhahn		2	3	5	\$608,000	\$751,000	\$1,359,000
45	April DeNio	IBEX Realty Group	1	2	3	\$286,000	\$1,039,900	\$1,325,900
46	Linda Lafferty	The Platinum Group	1	3	4	\$227,500	\$1,073,500	\$1,301,000
47	Jennifer DiVello	RE/MAX Advantage	3	1	4	\$718,000	\$570,000	\$1,288,000
48	Veronica Gurule	Red, White & Blue Realty Group inc	4	1	5	\$1,001,000	\$271,000	\$1,272,000
49	Michelle Adsit	Kenney and Company						\$1,264,000
50	Danielle Achim	RE/MAX Advantage	2	2	4	\$565,000	\$635,000	\$1,200,000
51	Marnie Terry	RE/MAX Advantage	1	1	2	\$405,000	\$725,000	\$1,130,000
52	Kurt Zimmermann	RE/MAX Advantage	1	3	4	\$85,000	\$997,400	\$1,082,400
53	Cheryle Burgess	RE/MAX Advantage	3	1	4	\$854,900	\$211,000	\$1,065,900
54	Dan Kenney	Kenney and Company						\$1,052,000
55	Jeannette Stevens	MacKenzie-Jackson Real Estate	0	4	4		\$1,009,000	\$1,009,000
56	Chris Clark	Pikes Peak Homes and Land	2	2	4	\$512,500	\$379,000	\$891,500
57	Rachel Buller	Manitou Springs Real Estate, LLC	0	2	2		\$244,000	\$244,000

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.

TEAM STATS

Top Agents From 2017 current as of 4/10/2018

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

#	Team Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Monica Breckenridge, Pink Realty	58	38	\$96	\$15,652,275	\$11,096,486	\$26,748,761
2	Jason Daniels & Associates at RE/MAX Millennium	32	47	79	\$9,453,900	\$14,416,557	\$23,870,457
3	The Treasure Davis Team	28	29	57	\$8,272,656	\$8,568,123	\$16,840,779
4	The Nathan Johnson Team	14	37	51	\$3,190,500	\$10,451,575	\$13,642,075
5	Bobbi Price Team	18	3	21	\$6,240,047	\$7,060,297	\$13,300,344
6	Roshek Group, Inc	13	21	34	\$5,715,267	\$5,719,575	\$11,433,842
7	The Kibler Group	14.2	22.1	36.3	\$3,747,716	\$5,759,485	\$9,507,201
8	The Sanders Team	7	25	32	\$2,229,300	\$7,044,097	\$9,273,397
9	Brian Maecker Team	21	13	34	\$5,518,500	\$3,389,230	\$8,807,730
10	Cole Underwood Team	14	11	25	\$3,676,090	\$4,148,705	\$7,824,795
11	Fisk Team	8	5	13	\$3,024,900	\$1,406,500	\$4,431,400
12	Jerry Clark Team	8	7	15	\$2,154,500	\$1,757,501	\$3,912,001
13	Chris Schaller Team	6	9	15	\$1,302,000	\$2,542,900	\$3,844,900
14	Kimberly Hunstiger Team	4	9	13	\$1,230,000	\$2,548,034	\$3,778,034
15	The Dunfee Group	7	7	14	\$1,559,500	\$1,797,345	\$3,356,845
16	Bruce Betts Team	7	7	14	\$1,352,750	\$1,942,949	\$3,295,679
17	Jacob Burger Team	2	7	9	\$625,000	\$1,886,445	\$2,511,445
18	Wendy Henderson Team	0	4	4		\$1,839,045	\$1,839,045
19	Clinton Dufresne Team	2	4	6	\$362,900	\$1,210,999	\$1,573,899
20	Lisa Pixley Team	1	3	4	\$165,000	\$1,082,569	\$1,247,569

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