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TED TURNER



Hi, Real Producers!!

That pretty much sums up the job, right? The best agents follow this daily and understand instinctively, never quit! It's all about mindset!

As we head into the holiday season and things begin to cool a bit, I hope you have time to check out our article on the "What the Top Realtors Drive." I spent some serious time road-testing all the luxury SUV's that you should find appealing. It was a fun article to research and the test drives were a revelation, so I hope you enjoy it. We also have a great tax article in this issue regarding new vehicles for 2018. Anyone looking for a reason to finally get a new auto, this may give you some financial incentive to make the plunge.

Finally, we will be hosting our next event at "Colorado Home Interiors" (CHI) scheduled for Tuesday, November 6. The details are in this issue and I would really like to have you all **attend!** Look for an email invite coming in the next couple weeks.

As always, my best to each of you and your continued success! Please remember to utilize these outstanding vendors that are in this publication. They have been vetted by our Top Agents and come highly recommended!

All my best!

**MARK VAN DUREN**

Publisher

Mark.VanDuren@n2pub.com

Real Producers

Flying With Style (Flying Horse)



The HBA looks forward to carrying out the following Strategic Priorities in 2018:

## ADVOCATE FOR HOUSING

The HBA will continue to build positive relationships with local associations, organizations and elected officials. We will participate in the housing affordability conversation and will push for market-driven solutions that address the need for housing for the working class.

We will remain proactive in regulatory reform, including building codes, EPA regulation, the Colorado Springs Comprehensive Plan, and the statewide limited growth initiative.

and college level, with the goal of empowering more students to graduate and move into the workforce.

The HBA's Leadership Development program will engage the next generation of industry leaders to teach them the depth and breadth of the HBA, and enable them to become a vital part of the Association and the community.

## ENHANCE THE VALUE OF MEMBERSHIP

The HBA will offer more education and training opportunities that our members want and need to help them stay safe, competitive and current in their business.

We will offer exciting new events and venues that allow members to make valuable connections, grow their networks and enhance their business.

## 2018 STRATEGIC PRIORITIES

At the end of each year, the Housing & Building Association of Colorado identifies Strategic Priorities that are adopted into our annual business plan for the following year. Informed by the most critical issues impacting our industry and our community, these Strategic Priorities serve to uphold the mission that has guided our association for more than six decades.

## MISSION STATEMENT

The Housing & Building Association of Colorado Springs promotes policies that allow for the production of safe and affordable housing and enhances the environment for the housing and building industry in El Paso County.

## BUILD COMMUNITY

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# YOU'RE INVITED TO A REAL PRODUCERS. EVENT



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**YOU'RE INVITED FOR  
FOOD AND DRINKS**

**Details:**

Where: Colorado Home Interiors  
3609 Austin Bluffs Parkway #20

**When:**

Tuesday, November 6, from 3-6 p.m.

Come and join us for time to socialize at Colorado Home Interiors. Food and drinks are provided. Great time to see old friends and meet new contacts!

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



# Darlene CRAMM



I will start with a little about myself and how I got started in this wonderful, and oftentimes crazy, business. I grew up in Colorado Springs and am a Colorado native. I met the man of my dreams 41 years ago when I was his apartment manager. I threw out the line and started reeling him in.

We were married two years later, and now have three grown sons and seven grandchildren. We have the bigs, JT (19), Alec (15), and Layla (5) from our oldest son, John, who is the chief engineer at the Antlers Hotel in Colorado Springs. The middles, Riley (10) and Avery (5), are from our middle son, Neil, who is the front officer Mmanager at the Garden of The Gods Resort, and his wife, Cindy, who is a teacher at Broadmoor Elementary. Our youngest grandchildren, the littles, are Theodore (Theodorable) who is 5, and Joule (2). They belong

to our youngest son, Jeff, who moved to Silver City, NM, last year. He and his family are doing great. Jeff is purchasing a construction business from a long-time established contractor, and his wife, Alicia, is a successful massage therapist. They have been there about two years and absolutely love it. Having grandchildren is one of life's most cherished things, and I love it. My grandkids call me Ya-Ya, and I'm told it's because I never say no-no.

My husband, Mel, is in construction management and has taken us to many parts of the U.S., our longest being Downers Grove, IL, a Western suburb of Chicago. Our boys went to school there and consider it home, but all are natives of Colorado, hav-

ing been born here before we started moving around. They just ended up back out west with us.

Fifteen years ago, our boys no longer lived at home, and I said to Mel, my mother is getting older, and she has been asking me to "come home" for 25 years. We were both very successful in our careers, but I said if we don't do it now, we never will, so I told Mel to quit his job, move out to Colorado, and get us settled. Having

...



•••

never done this something like this in all our married life, he thought it was a little crazy, but agreed. Now I had to tell my best friend, Barb. After many heart-wrenching talks, and lots of tears, she agreed to come with me to Colorado and help me look at houses. We looked, and one night I called Mel, and told him to go online and look at this house we had found. He did, and told me he liked it and to make an offer. I told him to go to the fax machine – yes, back then we were still using faxes – and sign the papers. I had already put in the offer, just needed his signature. We bought the home in Colorado, then sold our home in Downers Grove in three

days! We had to pack up and be moved out in three weeks, so Mel quit his job, headed up packing us up, and moved out to Colorado. I had to stay behind to close out some business, so I stayed with Barb and her husband, Oscar, for a few months, then joined Mel. It has proven to be one of the best decisions we ever made; we have never looked back. I did lose my mom two and a half years ago to cancer and am so happy to have had the time I had with her. We still look after my stepdad, and I have him check in every morning so I know he's okay.

My real estate career started a little different from most. I had been a stay-at-home mom for 13 years and thought I had no workplace skills. We had moved from Gainesville, FL, to Downers Grove, and our agent told me the Re/Max office she worked for was looking for a part-time front desk person.

I had been a very involved volunteer in Gainesville with community projects and my sons' schools, so the office manager, John Veneris, took a chance on me, thinking I must be very organized to do all I had accomplished. I told him I could not type, and he said don't tell anyone, and I'll send you to school. So off I went to night classes at the local high school and learned to type. That was the days we typed the listings and had a courier take the forms to the MLS to be entered into the "books"; we had fax machines, and there was no internet. You cut and pasted from the books to make a CMA. I worked with another woman who would not teach

me new things on the computer when the internet started getting popular, so at night I would teach myself. There were nights I was like Lucy in the Candy Factory and couldn't get the printer (the rolled paper) to stop, and I'd take home half a box of paper tucked in my bag.

As I taught myself, I was recruited to work as personal assistant for a few different agents, with my last one being Gary Jacklin, R/M Lisle. He was one of the first agents to come up with a macro that let us enter a client's criteria and send the weekly updates

from the MLS. We were featured in some magazines and became pioneers in the real estate arena. Gary bought the office and asked me to be his office manager. I knew what that would do to my flexibility, so I decided to get my license and go out on my own. All the years I worked I was busy with my volunteer work: Rotary, Chamber of Commerce, PTA and PTA Council. My first postcard to my sphere was amazing because everyone just thought I changed offices and not become a new agent. I made Rookie of the Year and was on my way. Here I am still loving an industry that has given me the flexibility to control my time – most of the time. I work hard but enjoy my family and our life. I feel honored and blessed that I have been able to work with some of the finest professionals in this indus-



try, and have earned respect that I will be a fun and professional agent to work with. I have taken on a new role at my Shorewood Real Estate office as Resource Manager to help out. I'm the event planner, and hopefully the person you feel comfortable asking questions. Vicky will always be the contract guru, but I am here to help with anything the office needs. We have a great knowledge base in our ownership, and I am proud to be a part of this progressive company. Earlier in the summer I was asked to organize a bus tour of 50 investors from Denver to take them to Pueblo. It was a great success, and I'm still working with a large number of them.

Last year Mel was in New Jersey for 16 months, and I would sneak out every other month to visit him and explore NYC. He finally came home in February. We had had enough of him being away from home, so I told him to come back and we would make it work. He is with a local construction firm, plus he got his real license to help me out, and we are one big happy family again. I write this page as I sit on a balcony in Bologna, Italy. Over the years we have hosted exchange students from all over the world: France, Germany, Ecuador, Croatia, South Africa, South Korea and Italy. Right now we are at the family of our last student, Federico, spending time with him and his family, with trips to Rome, Florence and Parma planned. Plus, while on this trip, we will get to have dinner with our first Italian Colorado exchange student Giulio.

*Life is pretty darn good for this family.*

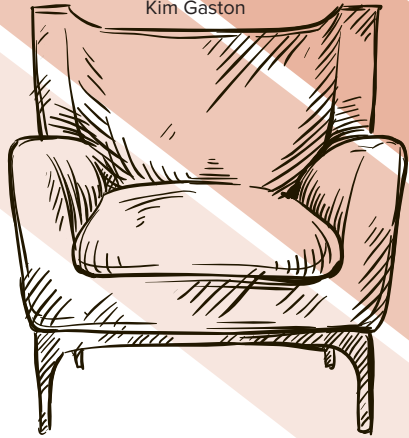
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# Style to Sell



Kim Gaston



## three simple staging tips for the season

By Kim Gaston, home stylist/owner, Front Porch Interiors

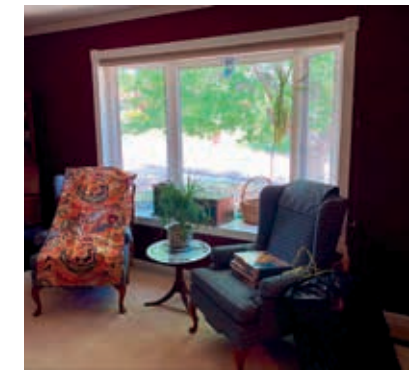
A wise mentor who once worked for the greatest storyteller of our time, Mr. Walt Disney, revealed to me, "It's all about the experience." What experience does your clients' home create? How can you help sellers tell a compelling story that entices a better offer?

Staging can be a critical marketing tool when the weather turns chilly and your new listings lack drama. Share these simple tips to help clients turn up the heat.



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With the use of vibrant window treatments, these high-impact rooms now complement each other and effectively illustrate a custom-designed space. Simple solutions like this, tell the story of a home that has been well-loved and maintained.

### 2. PLAY OUTSIDE.

This time of year? Yes. If your sellers are fortunate enough to have invested in a large deck or patio, don't ignore this money-making feature because of colder weather.

Outdoor entertaining areas are one of the top five must-haves for today's home buyers. Of course, it's difficult and not advisable should a winter storm blow in, but on days when it's possible, play up this big-ticket item. Buyers will appreciate the additional living space as well as the substantial investment made by your sellers.

BUYER DEMOGRAPHIC: ESTABLISHED,  
LUXURY MARKET.



Warm up outdoor spaces with patio lighting, lanterns and big, cushy pillows that invite buyers to sit and linger.

I don't recommend leaving an unattended fire pit during showings, but definitely photograph for your online photos.

No fire pit? Recommend an inexpensive, free-standing one. Play up the chilly season by setting out a tray before showings with all the fixings for s'mores. Add a galvanized bucket filled with pea gravel to anchor sticks and toss a wool blanket over an Adirondack chair. Buyers can easily imagine enjoying a toasty evening.



### 3. COZY UP INDOORS.

Now's the time to look long and hard at where you can maximize your seller's ROI inside the home. Resurfacing a dated, tile fireplace can be a fairly simple and economical upgrade that packs a valuable, dramatic punch. The key: Select materials with wow factor.

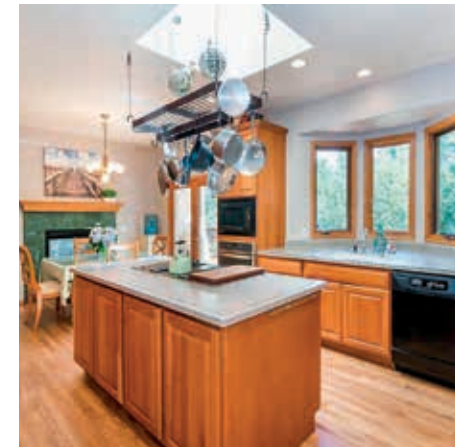


BUYER DEMOGRAPHIC: ESTABLISHED, LUXURY MARKET.

When the weather turned cool, this seller took our advice and opted to re-tile the eat-in area's dated, green marble fireplace as well as replace corian counters.

The bold, graphic pattern of this new tile surround knocks your socks off as a surprisingly fresh, upgraded feature in a kitchen where other surfaces read calm, classic and consistent. Look for ways to make one statement piece pay-off with a relatively low investment.

Every time a buyer walks through your seller's front door, they want to know: What's it like to live here?



All showings are an opportunity to sell a lifestyle. Make it a desirable experience. If you create the desire, you're certain to create an offer.

Do you need help telling your clients' story? Contact a certified, home-staging professional. We're expert "home story tellers." Staging can make the difference between waiting for an offer, and accepting a great offer, so you and your client can begin a new story.



Hello, my name is Kim Gaston, a design-addicted, professional home stylist and owner of Colorado Springs' staging firm, Front Porch Interiors, [www.frontporchinteriors.com](http://www.frontporchinteriors.com), where we unveil your client's home story by offering fresh, current, high-impact staging that sells a lifestyle.

Have a staging question or future topic you'd like addressed? I'd welcome your input at [kim@frontporchinteriors.com](mailto:kim@frontporchinteriors.com). Cheers to a happy home sale!

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# LEGALLY SPEAKING

By **Timothy J. Priebe, Esq.**

Recently I was contacted by Mark Van Duren, the publisher of this magazine, and asked if I would consider writing a monthly article that focuses on the current legal aspects of being a broker in Colorado. After reviewing the magazine and finding it to be a quality professional magazine with relevant content, I agreed. So, starting this month, you will find my article. While I have a number of articles in mind for the future, I would ask that you email me your ideas for future articles. If I find a number of people wanting information on the same topic, I will write an article on that issue.

By way of my background, I am an attorney licensed in Colorado and California. I have been practicing law for 24 years. My family and I moved to Colorado Springs in 2003 from San Diego. It was a great move for my family. We have enjoyed living here and raising our two children who are now adults. I am an investor in real estate. Currently we have

raw land here that will soon be built on and another investment property in the state of Washington. I have always enjoyed real estate and my practice of real estate law.

In 2009, I was asked by a broker friend of mine to come speak to his brokers about bankruptcy. For those of you who were around at that time, you may remember running into issues with bankruptcy and your real estate listings or purchases. What was supposed to be a 15-minute talk turned into an almost hour-long question-and-answer session. After that discussion, I created a two-hour long class regarding bankruptcy and how it relates to brokers. I obtained certification from DORA to teach the class for two CE units. Due to the current economic state of things in Colorado and Colorado Springs, I have stopped offering that class as it is not really relevant today. However, we do still continue to die so my new class is probate related and still provides

2 CE units. If your agency is interested in me presenting my class, please send me an email for more information.

So what issues do I see in my practice as it relates to real estate? Probate: What are the ways that you may be affected by probate in your day-to-day real estate dealings? You may discover, usually right before your scheduled closing, that your client needs to file a probate case before a closing may occur. In fact, the person who you have been dealing with may or may not be the person who can legally do the actions that you want done. Actions such as signing your listing/sales agreement and selling the estate home. So all of your time and efforts may have been wasted on the wrong person or a person who may be the right person but needs to file a probate case before they have standing, or the ability, to sell the estate property. Knowing this information is crucial for you to be able to run a successful and profitable business.

How do you know if your listing is going to involve probate issues? By listening and asking questions. Many of my broker clients had clues early on that their client had probate issues but either did not follow up with the proper questions or they did not know what to do with the information.

So what should you be looking for? Some big red flags are the following: The potential client who wants to list the property is not on title. Why are they not on title? Well maybe Dad passed away some time ago and Mom has recently passed. Most people do

not realize that in Colorado in order for real estate to pass after a person's death, it must be probated. This does not apply to all circumstances such a beneficiary deeds but in most everyday situations, it does apply.

The potential client mentions that his/her parents loved the house before they died. If you hear about a death, that is a clue to ask questions. Who died? When did they die? Was that person on title to the home? Was there a probate filed? If one was filed, who is the personal representative? Do they have the original Letters from the court? (we will talk more about these in the future)

The house is titled in the name of a trust. While this might not lead to a probate issue, it is something to look out for. Is the person that you are dealing with the trustee of the trust? Do they have the power to sell the house under the trust document? Can they/will they provide a copy of the trust so you can verify their position?

One of my goals for this article is for me to teach you issues that normally come up after you submit paperwork to the title insurance companies. By seeing the issues before title gets involved, you will become much more efficient and productive in your business. As well, you are providing a much more relaxing experience for your clients.

**Next month I will continue to discuss probate and how you can better serve your clients and grow your business.**

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# WHAT THE TOP REALTORS DRIVE



We test drive the ultimate Realtor luxury SUV's

Article concept, test drives and comments by **Mark VanDuren**  
Article written by **Robert O'Brien**, Real Producers reporter

Scenario 1: Let's say this Saturday you will be taking a client around to show properties; it will be a husband and wife and their two kids, five of you in all. Your 2014 Lexus is showing its age and you are experiencing "car anxiety." The Lexus has over 150,000 miles on it and there's a squeak somewhere; its four years old now and there are a few hail dents. One of your fellow agents just got a new luxury SUV and it is...shiny...a prestige brand and has tech you didn't even know existed. It's impressive. You've overheard this colleague talk about how much his clients like it; love it, actually.

You're doing pretty well, financially right now. But, darn, the the bigger payments! You know you are in an "impression" business and, well, it's time to do your homework to see what's out there and how much it's going to cost to "invest" in that aspect of your career. And then there's convincing your spouse/significant other/business partner, perhaps?

Scenario 2: You simply get a new luxury sedan or SUV every few years and it's time to start shopping. Stick to what you know or venture out into something different?

Whatever your situation, you need/want a "statement" vehicle that will get the job done.

Real Producers has done some of that homework for you. We recently test-

drove, courtesy of local dealerships:

Audi Q7  
BMW X5  
Cadillac Escalade ESV  
Jaguar F Pace  
Range Rover HSE  
Lexus RX 350L  
Mercedes GLE  
Volvo XC90

The following vehicles were selected for test drives by Real Producers because they represent luxury brand SUV's that would not only impress clients but also provide a minimum of quiet, comfortable and luxurious seating for anywhere from five to seven persons.

## AUDI Q7



Real Producers test drive comments: "Enormous amount of cargo room. Can raise or lower the suspension by up to 5 1/2 inches either from the outside or inside the vehicle. Steering wheel adjusts down further than other vehicles driven. Very bright instrumentation lighting. Pop-up navigation screen. Can download multiple destinations to vehicle navigation (handy for Realtors making multiple property visits with a client). Panoramic sun roof with shade. Has military-style thermal imaging system for forward looking night vision in

addition to "normal vision" in navigation. Steering very light for vehicle of this size. No discernable road noise. Brisk acceleration. Quiet engine on acceleration. Has heads-up display. Lane keeping feature at 40 mph or more. Overall vehicle very quiet. Has four wheel steering."

The Car Connection Review (<https://www.thecarconnection.com/>): "The 2018 Audi Q7 delivers exactly what luxury buyers want: room for the whole family and some of the most advanced technology ever fitted to a new car.

The 2018 Audi Q7 is a three-row, large luxury crossover. It's loaded with features and technology and is easily one of the brand's most impressive products, and that's saying something."

Price range: \$49,900 to \$65,400.

## QUICK SPECS

Gas Mileage 19 mpg City/25 mpg Hwy  
Engine Intercooled Turbo Premium Unleaded I-4, 2.0 L  
EPA Class Standard Sport Utility Vehicles 4WD  
Style Name 2.0 TFSI Premium  
Drivetrain All Wheel Drive  
Passenger Capacity 7  
Passenger Doors 4  
Body Style Sport Utility  
Transmission: 8-Speed Automatic w/ Tiptronic -inc: shift-by-wire

## BMW X5M:



("M" identifies the vehicle as a high-performance model of a particular series. Plug-in hybrid. 565 HP).

Real Producers test drive comments: "Split liftgate for easier loading (lower and upper doors). Silent electric starting. Analog dash. Panoramic sunroof, very large. Has setting for gas or battery only. Seats are comfortable with inflatable lumbar support. Heads up display. Tons of headspace. Precise steering, smooth, easy. Tail lights get brighter the harder you brake. Very smooth acceleration. Offers multiple-destination navigation download via app. Trim is wood. Offers night vision. Adaptive headlights that turn with steering. Seating is higher for better visibility. On turns don't feel roll. This is definitely a "drivers vehicle." Brakes best in class of all cars driven. In automatic mode (combo gas-electric), MPG is 56. Steering power assist is excellent. Available parking assist."

Price range: (NOT the "M" series: \$58,195 - \$75,045. As driven ("M" series hybrid): \$101,700.

The Car Connection Review: "The 2018 BMW X5 remains a thoughtful crossover SUV for families, although enthusiasts may be left wanting unless the right options are selected.

The 2018 BMW X5 is a luxury mid-size crossover that started the craze. It's handsomely equipped and reasonably capable with that all-important roundel planted in its snout.

The X5 changes little for 2018, other than a sport-tuned version of its au-

tomatic transmission is now standard on almost all versions, and the German automaker has shuffled option packages to act more like trim levels. That means that the popular Premium package—which you're likely to find on just about every X5 stocked on a dealer lot—now acts as a gateway to most individual options. There's less configurability, but little lacking in this lineup."

## QUICK SPECS (NOT the "M" series)

Gas Mileage 19 mpg City/26 mpg Hwy  
Engine Diesel I6, 3.0L  
EPA Class 4WD Sport Utility Vehicle  
Style Name AWD 4dr SUV  
Drivetrain All Wheel Drive  
Passenger Capacity 5  
Passenger Doors 4  
Body Style Sport Utility  
Transmission 6-speed electronically controlled automatic transmission with Adaptive Transmission Control and steptronic gear selection, including Sport mode.

## CADILLAC ESCALADE ESV



Real Producers test drive comments: "Typical for a GM product very well laid out. Steering wheel has texturized leather so not slippery. Solid fit and finish. Incredible leg room and space. No panoramic sunroof because of the flip-down video player. Rearview mirror can be a camera image rather than a mirror. This is a true 7 passenger vehicle. Third row is leather with room for two six-foot males, plenty of headroom, legroom. Very well lighted with natural light; large windows throughout the vehicle. Enormous amounts of space; the largest tested by far. Heads up display. There is no substitute for the space provided by the Escalade ESV. This vehicle is a truck that is body-on-frame (rather than unibody), and therefore handles differently than any of the other vehicles test-driven.

Price range: \$89,915 - \$112,560."

The Car Connection Review: "The 2018 Cadillac ... can still hold its own among other luxury SUVs. Alongside a new 10-speed automatic transmission,

the 2018 Cadillac Escalade continues with a lavish cabin, a new color scheme on the range-topping trim, a comfortable ride, and a competitive set of technology."

## QUICK SPECS

Gas Mileage 14 mpg City/23 mpg Hwy  
Engine Gas V8, 6.2L  
EPA Class No Data  
Style Name RWD  
Drivetrain Rear Wheel Drive  
Passenger Capacity 7  
Passenger Doors 4  
Body Style Sport Utility  
Transmission, 10-speed automatic electronically controlled with overdrive, tow/haul mode and tap up/tap down shifting

## JAGUAR F PACE



Real Producers test drive comments: "Everything is laid out very well, nice fit and finish. Rear view visibility is a little small. Everything in the interior is nicely covered in leather. Full panoramic sun roof. This is a 2 liter four cylinder turbocharged engine. Car sits lower, more sporty. Ride is more sporty. Cabin noise is more pronounced as this is a sportier SUV. Handling is very precise. With the four cylinder, more engine noise but good engine response. This is the vehicle you want if what you are looking for is a responsive, sporty, Jaguar badge."

Price range: \$45,000 - high \$70's.

The Car Connection Review: "The 2018 Jaguar F-Pace is a statement of style over sedans. It looks like it belongs, which we suppose is the point.



The 2018 Jaguar F-Pace mid-size crossover applies the brand's good looks on a popular SUV shape, which has helped make it the brand's best-selling vehicle.

Jaguar hit a sweet spot with American consumers with the F-Pace in 2017, balancing performance, luxury, and just enough ruggedness to make it a formidable all-rounder.

The company introduced a new 247-horsepower turbo-4 for the 2018 model year."

**LEXUS RX 350L**



Real Producers test drive comments: "The "L" has five additional inches in length, although the wheel base is the same as the 350. As has been the case with some of the other test-driven vehicles, the RX 350L navigation allows for wirelessly downloading multiple-destination from a mobile phone stops for the Realtor showing several properties. Seats have a lot of lumbar and lateral support. Full panoramic sunroof. Extremely quiet in cabin. Largest navigation system in its class, hands down. Certain controls, such as temperature, respond to voice control, including navigation. Includes lane departure warning. Accident avoidance tech. Intelligent high beams, which means low beams come on automatically when necessary. Adaptive cruise control, including maintaining safe distance from car in front. Fit and finish best in class. Lexus one of the most popular vehicles for Realtors."

Price range: \$43,470 - \$54,555.

The Car Connection Review: "The Lexus RX makes a style-conscious statement like never before, and it hasn't lost its grip on good manners.

The Lexus RX has been standard-issue equipment in mid- to upper-middle class neighborhoods. It's surprising that it wasn't sold with an HOA and membership dues.

Until now. Two years ago, Lexus struck out of the tract-home mold and wants to attract defectors who've left for sport-tuned German crossovers. The 2018 Lexus RX boldly asks you to consider every sharp shape and sharper F Sport intentions. It also wants you to consider using the new three-row RX L for family duty.

The RX is refreshing, eye-catching, and not quite as polished as in the past."

**QUICK SPECS**

Gas Mileage 20 mpg City/27 mpg Hwy  
 Engine Regular Unleaded V-6, 3.5 L  
 EPA Class Small Sport Utility Vehicles 2WD  
 Style Name FWD  
 Drivetrain Front Wheel Drive  
 Passenger Capacity 5  
 Passenger Doors 4  
 Body Style Sport Utility  
 Transmission Transmission: 8-Speed Automatic  
 -inc: Electronically Controlled Transmission (ECT) and smart stop technology

**MERCEDES GLE**



Real Producers test drive comments: "Very, very pretty, very large car. Sits up high, good road visibility. Flashy. Leather is typical of a European sedan, it's a little more texturized. Lots of storage room in the back, chrome bumpers. No third seat option in this model (but one is coming). Room

for six foot persona in the back seat; full panoramic sun roof is an option. Lights up pathway to front driver door; lighted grill Mercedes Star emblem available. Analog dash instrumentation. Supple leather wrapped steering wheel. Fit and finish classic Mercedes Benz. Gear select is on the stalk of the steering wheel, creating more space on the console. This model had a six cylinder engine. Can load multiple destinations from mobile phone."

Price range: \$53,195 - \$67,695

The Car Connection Review: "Performance, plug-in, or pedestrian: there's a 2018 Mercedes-Benz GLE for almost every luxury-SUV buyer. The 2018 Mercedes-Benz GLE skips the off-road pretense and luxury opulence for a family-first mission. With the GLE, Mercedes has crafted an American-built answer to the likes of the Acura MDX and the Ford Explorer. The GLE is one of Benz' best-sellers, and a quick survey of its size, its powertrains, its safety record, and its lavish features demonstrate why that continues to be true, two decades after it was launched as the M-Class."

**QUICK SPECS**

Gas Mileage 18 mpg City/23 mpg Hwy  
 Engine Premium Unleaded V-6, 3.5 L  
 EPA Class Standard Sport Utility Vehicles 2WD  
 Style Name GLE 350 SUV  
 Drivetrain Rear Wheel Drive  
 Passenger Capacity 5  
 Passenger Doors 4  
 Body Style Sport Utility  
 Transmission Transmission: 7G-TRONIC 7-Speed Automatic

**RANGE ROVER**



Real Producers test drive comments: "Acceleration extremely sprightly; a lot of pep. Heads up display. Everything very conveniently laid-out. Comes with full panoramic sunroof. Noise level: very, very quiet. Superior fit and finish. Luxurious interior with rich leather, full stitching."

The Car Connection Review: "The 2018 (Jaguar Land Rover) Range Rover SUV is an icon for good reasons.

It's equally at home in tony neighborhoods as it is traversing the netherworld. It's comfortable and capable, luxurious and beautiful. It was always going to do well on our scale. The Range Rover is one of our highest-rated vehicles."

Price range: \$87,350 - \$177,200, various models.

**QUICK SPECS**

V6 Supercharged SWB  
 Engine Intercooled Supercharger Premium Unleaded V-6, 3.0 L  
 Style Name V6 Supercharged SWB  
 Drivetrain Four Wheel Drive  
 Passenger Capacity 5  
 Passenger Doors 4  
 Body Style Sport Utility  
 Transmission Transmission: ZF 8-Speed Automatic  
 -inc: steering wheel mounted paddle shift and 2-speed electronically controlled transfer case.

**VOLVO XC90**



Real Producers test drive comments: "This is a hybrid vehicle. Starts electrically, silently. Air is on but still noiseless. Has massage driver and passenger chairs. Not a plug-in hybrid. Combined 400 HP. Fit and finish is on a par with the Range Rover, supple leather, heated, cooled seats. Wood trim. Panoramic sunroof. Navigation screen tilted to driver. Very pleasant feel to the steering wheel. Some of the best leather we've seen in any of the vehicles test driven. Heads up display. Engine power is by far stronger in this vehicle with the exception of the smaller Jaguar. Handling is extremely tight for a seven passenger. Very quiet."

Price range: \$64,950 - \$104,900

The Car Connection Review: "The 2018 Volvo XC90 is the crossover success that brought new buyers into the brand. Its mix of good looks and excellent tech make it a major player now.

The 2018 Volvo XC90 luxury crossover SUV can rightly be credited for vaulting the automaker back into the American mainstream.

With seating for up to seven in beautifully rendered confines, the XC90 can even cost less than most of its competitors.

The 2018 XC90 stands pat from last year—nothing has changed. It's available in Momentum, R-Design, Inscription, and Excellence trim levels that run the spectrum from sub-\$50,000 to more than \$100,000.

Its base powertrain in T5 versions is a turbo-4 that makes 250 horsepower and can drive the front or all four wheels. It's not short on power, but it doesn't have much to spare.

The next stop up is the T6 with a supercharged, turbocharged inline-4 that makes 316 hp. It's all-wheel drive only, and it's more of a match for the XC90's 4,500-pound heft. Despite the engine's complexity, it's capable and quiet—and almost as fuel-efficient as the base version.

At the top of the powertrain pile, the T8 plug-in hybrid variants team a 10.4-kwh lithium-ion battery pack and electric motors to the T6 engine for a total system output of 400 hp. Not only are T8 hybrids the most efficient, they're also the quickest."

**QUICK SPECS**

Gas Mileage 22 mpg City/29 mpg Hwy  
 Engine Intercooled Turbo Regular Unleaded I-4, 2.0 L  
 EPA Class Small Sport Utility Vehicles 2WD  
 Style Name T5 FWD 7-Passenger Momentum  
 Drivetrain Front Wheel Drive  
 Passenger Capacity 7  
 Passenger Doors 4  
 Body Style Sport Utility  
 Transmission Transmission: 8-Speed Geartronic Automatic -inc: start/stop and adaptive shift

**Notes: Special thanks to: Red Noland: Jaguar, Range Rover, Cadillac; Lexus of Colorado Springs, Bob Penkhus Volvo, Phil long: Audi and Mercedes Benz of Colorado Springs, Winslow BMW of Colorado Springs and The Car Connection ((https://www.thecarconnection.com/)). See the The Car Connection website for complete reviews and information regarding the vehicles presented in this article. In some instances, The Car Connection reviews have been edited for space and content. The Car Connection was not involved in the writing of this article. Mark VanDuren comments have been edited for space and content.**

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**Question:** How long have you been in title?

**Answer:** This is my 22nd year in the industry! I've been truly blessed to have learned from some of the best in the business, in three different states across the full spectrum of title and escrow.

**Question:** What is your favorite part of the title and escrow process?

**Answer:** Beyond the friendships made it would have to be the first time home buyer. To be a small part of the someone's journey to achieving the American Dream is something that will never get old.

**Question:** Outside of work, what is your favorite hobby?

**Answer:** Spending time on the golf course with good friends!

**Question:** Favorite sport / team to watch?

**Answer:** Without a doubt, NCAA Basketball and the Kansas Jayhawks... **ROCK CHALK JAYHAWK!!!**



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# CRAIG ROGERS



I value and truly care about my clients. Since 85 percent of my real estate business comes from past client referrals, my business model is about as simple as it gets. Provide highest-level personalized service to the people that are naturally referred to me, and the rest will take care of itself. Therefore, no need for big advertising budgets. And I prefer to work with folks that I have a connection with anyway. I've found that serving my clients well is more effective than any advertising program I could employ.

Being with The Platinum Group Realtors for the past 13 years has been the

best relationship for me professionally. The Platinum Group is a family-oriented group of accomplished realtors that support, not compete with, one another. I'm privileged to have a great full-time administrative assistant, Deanna Nothstein, with a legal background who has been me with me for over two years. The amount of real estate knowledge in the group is exceptional. And I'm fortunate to be a part of this professional organization.

Born in Tulsa, OK, and raised in Norman, I had the good fortune of my family moving to Manitou Springs when I was 14. A nearly empty nest allowed for a smooth transition for

my family to relocate for my high school years. I have five brothers and a sister, but they were well on their way in life when we landed in Colorado. My family is another form of the Brady Bunch with both my mother and father having had two children each before losing their spouses, one in a tragic auto accident on Route 66. After my parents' first date at a Harlem Globetrotters basketball game, they later married and had two more children of their own. I'm the youngest, by eight years, of all six children in the family. Although not a native of

...





ness I transitioned to the small-cap mutual fund business, as a result of successfully taking the leasing arm of the computer company public in 1993. I served on the boards of three small public companies in the western United States as a result of my position with the mutual fund. I achieved the position of Chief Operating Officer of that fund before a major transition in my life.

The owner of the Garden of the Gods Club asked if I would like to become the head tennis professional at GGC/Kissing Camels. Talk about a mid-life revelation! She wanted someone that she could turn the entire operation over to with little or no supervision. Before I knew it, I had three assistant pros, a beautiful pro shop, and lessons/clinics/programs on 13 tennis courts with members flying in from across the country to participate in two large tennis tournaments each

summer. I was told by numerous tennis pros that I had the best tennis position west of the Mississippi. I held that position for seven years, meeting wonderful people along the way and drastically improving my tennis game.

During my time at the club, I became a father to my one and only child, Ashton. Nothing has taught me more about life than being a father. It is an enormous responsibility with even more enormous rewards. My son and I are extremely close, just like my father and I were. A relationship that continues to grow beyond my expectations and understanding.

Ashton is a native of the Springs and is in his first year at the University of Colorado at Colorado Springs, pursu-



••• the Springs, I've lived on the west side for over 40 years. A graduate of Manitou Springs High School, I was blessed to have been awarded the Boettcher Foundation Scholarship which allowed me to attend Colorado College. Four years of focused work earned me a bachelor's degree in Business/Economics, and my teaching and coaching certificates. I graduated Suma Cum Laude with a 4.0 grade-point average, was a member of Phi Beta Kappa, and was nominated for the Rhodes scholarship.

Colorado College prepared me well for what was ahead in my life. My first position two weeks after graduating from CC was a management trainee at Colorado National Bank-Exchange (now U.S. Bank). It was an 18-month management training program that I was pulled out of after 11 months to fill a com-

mercial loan officer position. After being recruited by a headhunter, I was Assistant Vice President of Lending at Key Bank-Broadmoor/Skyway on Eighth Street. I lived just blocks down the street in a one-bedroom condo at Saturn Towers that I purchased for \$24,500.

At the age of 25, I was an Assistant Vice President of a bank with a lending limit of \$25,000 and made an \$800,000 loan (with loan committee approval) for two local restaurateurs to purchase the building that is now Old Chicago off of Woodmen Road. I stayed in banking for a few years until a bank customer hired me as the Chief Financial Officer for a big-brand computer box company that he owned. At one point, I had 72 employees in five states reporting to me. From the computer busi-





•••

ing a degree in Business, with emphasis in Sport Management. In addition, he will be taking several real estate classes in case he decides to join me at the Platinum Group Realtors someday. He graduated from Coronado High School with a 4.56 grade-point average and was a varsity letterman in tennis (four years), baseball (one season), and basketball (three seasons). He qualified for the Colorado State Tennis Tournament and was Academic All-State in three sports his senior year. He is a Chancellor Scholar at UCCS and received the Jack K. Agee Memorial Scholarship presented by the Pikes Peak Kiwanis Club, in addition to two other smaller scholarships.

Tennis and basketball have been an integral part of my life. In addition to being the former head tennis professional at Garden of the Gods Club, I formerly served as the head girls' varsity tennis coach at Coronado High School for three years and am currently an assistant coach for Coronado boys' varsity team. Previously, I coached two years of high school basketball, as well as being an assistant coach at Colorado College for three years.

The transition from being a tennis professional to a full-service realtor was not as difficult as one would think. Being a resident of Kissing Camels Estates since 1996, serving on several neighborhood boards, and my previous business experience helped prepare me for becoming a good young realtor. The tests and qualifications needed to become a licensed real estate agent came naturally, and so did serving clients well.

I have enjoyed being a member of the Garden of the Gods Club since 1989. Between being a full-time realtor and single father, there is not much time for anything else, but I still enjoy a good tennis match or an occasional golf outing, not to mention a fabulous meal at the club.

Being surrounded by the residents of Kissing Camels Estates and the members of Garden of the Gods Club has contributed to my simple business plan. I've lived in Kissing Camels or Cathedral Ridge for the past 22 years. When I was first introduced to the Garden of the Gods Club and Kissing Camels as a teenager, I knew that it was the neighborhood and club that I wanted to be a part of long term. In 1996, I built a home near the main gate of Kissing Camels Estates. I'm appreciative of the extraordinary community I live in. Having been fortunate enough to be a part of the community for over two decades, I have no plans of going anywhere else. I'm a firm believer that when you find home, you know it, and you stay.

I understand that there are a number of choices when selecting a realtor. I believe in the "right house, right time, right price" concept and go out of my way to provide that for each of my clients. My success is evidenced by numerous accomplishments, including Best of the Gazette, Leading Real Estate Companies of the World, and Peak Producers, the top group of realtors in the Pikes Peak region. But I prefer to measure my success by the quality relationships I have established and the satisfaction of the customers I serve.

On a daily basis, my assistant and I represent our clients real estate matters as if they were our own. We are both excellent communicators and use that characteristic to keep our clients well informed throughout the buying/selling process. Emails, texts, calls, and smoke signals (if needed!) are a normal part of our service to our clients as we proceed toward closing. We seldom present a problem to a client without a well-thought out solution to go along with it. It comes natural to take up my clients' best interests. In fact, it is the most rewarding aspect of the real estate business for me.

Finally, and most importantly, my faith is the foundation of my life. Being a father has taught me much about the unconditional love that my faith is founded upon. Serving my clients is not far behind. I am astute, honest, and caring, and it shows in how I treat my clients. Doing my best for them and leaving the rest to God is a practice that has given me peace and fulfillment in a hectic real estate environment. Going forward, I strive to continue to be a loving father, an exceptional realtor, and a grateful member of this extraordinary community.

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# INDIVIDUAL STATS

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

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

#	Name	Office Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	Kevin Patterson	The Patterson Group	39	16	55	\$29,706,700	\$13,973,500	\$43,680,200
2	Mark Ewell	Turner Associates LLC	126	0	126	\$39,332,936	\$0	\$39,332,936
3	Kathy Loidolt	Flying Horse Realty	40	28	68	\$15,586,100	\$13,047,501	\$28,633,601
4	Mike MacGuire	The Platinum Group Realtors	37	33	70	\$14,811,815	\$13,418,448	\$28,230,263
5	Michael Turner	RE/MAX Real Estate Group	40	14	54	\$16,654,200	\$4,465,900	\$21,120,100
6	Mark Salas	Best Realty, Inc.	28	59	87	\$7,109,500	\$13,735,171	\$20,844,671
7	Cherise Selley	Selley Group Real Estate, LLC	19	29	48	\$7,582,947	\$12,083,006	\$19,665,953
8	Monica L Shea	The Platinum Group Realtors	21	32	53	\$7,467,400	\$11,328,851	\$18,796,251
9	Nathan Johnson	REMAX Real Estate Group	15	40	55	\$3,960,500	\$12,087,946	\$16,048,446
10	Mike Rosenhahn	Great Colorado Homes	21	25	46	\$6,932,000	\$9,043,800	\$15,975,800
11	Michelle Fisher	RE/MAX Properties, Inc.	28	15	43	\$8,546,300	\$5,642,954	\$14,189,254
12	Scott Coddington	Pulse Real Estate Group, LLC	21	16	37	\$7,628,500	\$5,185,475	\$12,813,975
13	Dustin Kimberlin	Keller Williams Premier Realty	21	19	40	\$6,377,400	\$5,819,000	\$12,196,400
14	Angela Fugate	MacKenzie-Jackson Real Estate	25	16	41	\$7,252,900	\$4,862,500	\$12,115,400
15	Peggy Ulmer	ERA Shields	10	21	31	\$3,591,300	\$7,980,654	\$11,571,954
16	Chris Clark	Pikes Peak Homes & Land	30	7	37	\$9,086,703	\$2,190,000	\$11,276,703
17	Andrew Botcherby	RE/MAX Real Estate Group	19	20	39	\$5,383,000	\$5,616,000	\$10,999,000
18	Leighanne Potts	The Treasure Davis Team, RE/MAX Properties	9	26	35	\$2,454,000	\$7,696,009	\$10,150,009
19	Bill Hourigan	The Platinum Group, Realtors	13	11	24	\$4,974,800	\$4,855,198	\$9,829,998
20	Craig McConnell	Avalar Real Estate	20	10	30	\$6,622,000	\$3,027,200	\$9,649,200
21	Casey Fortune	Great Colorado Homes	12	13	25	\$3,872,900	\$5,135,000	\$9,007,900
22	Brett Weldon	The Springs Team	17	8	25	\$5,605,400	\$2,645,000	\$8,071,400
23	Craig Rogers	The Platinum Group	9	12	21	\$4,163,242	\$3,071,600	\$7,234,842
24	Meri Burgess	Mackenzie Jackson Real Estate	19	11	30	\$4,934,400	\$2,188,300	\$7,122,700
25	Linda Lafferty	The Platinum Group Realtors	8	10	18	\$2,877,000	\$3,901,597	\$6,778,597
26	Larry Knop	MacKenzie-Jackson Real Estate	6	16	22	\$1,793,628	\$4,319,900	\$6,113,528
27	Marie Sweetland	Coldwell Banker Red Rock Realty	9	9	18	\$2,750,825	\$2,825,872	\$5,576,697
28	Rachel Buller	Manitou Springs Real Estate, LLC	8	11	19	\$2,375,000	\$2,982,900	\$5,357,900
29	Veronica Gurule	Red, White & Blue Realty Group	12	17	29	\$3,274,500	\$2,071,472	\$5,345,972
30	Eric Estrada	Keller Williams Partners	6	16	22	\$1,388,950	\$3,810,412	\$5,199,362
31	Aaron Robinson	Coldwell Banker	9	8	17	\$2,785,500	\$2,300,400	\$5,085,900
32	ROBIN M SEARLE	Sellstate Alliance Realty	5	13	18	\$1,432,500	\$3,467,150	\$4,899,650
33	Jeannette Stevens	MacKenzie-Jackson Real Estate	4	10	14	\$1,334,000	\$2,371,000	\$3,705,000
34	Wanda Wood	MacKenzie-Jackson Real Estate	5	10	15	\$1,287,000	\$2,321,900	\$3,608,900
35	James Sherrell	MacKenzie-Jackson Real Estate	2	8	10	\$614,800	\$1,944,400	\$2,559,200
36	Kelli Smith	MacKenzie-Jackson Real Estate	5	2	7	\$1,426,000	\$574,900	\$2,000,900



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- Wolf Ranch (Briargate) from the high 300's to the high 400's
- Mountain Valley Preserve (next to BLR) from the high 200's to the high 300's
- Village Center (Monument) from the low 400's
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Realtor stats are provided directly from each Realtor and are in no way associated with MLS or the Pikes Peak Association of Realtors. If you would like your numbers to be considered for the standings page, please ensure you email forward them to Mark Van Duren at Mark.Vanduren@n2pub.com.



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## TEAM STATS

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

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#	Team Name	List Side	Sold Side	Total Sides	\$ Volume List Side	\$ Volume Sold Side	Total \$ Volume
1	The Clement Group	75	62	137	\$35,761,725	\$31,680,750	\$67,442,475
2	The Nathan Johnson Team	40	101	141	\$11,397,500	\$27,792,204	\$39,277,650
3	The Kibler Group	51.2	76.6	127.8	\$14,976,065	\$21,161,144	\$36,137,209
4	Pulse Real Estate Group, LLC	45	67	112	\$15,008,400	\$20,971,818	\$35,980,218
5	Roshek Group,	53	59	112	\$17,318,167	\$14,261,489	\$31,579,656
6	Bobbi Price Team	53	18	71	\$15,674,109	\$6,613,331	\$22,287,440
7	The Barcus Team	22	7	29	\$15,221,918	\$3,469,231	\$18,691,149
8	The Colorado Team	22	32	54	\$6,400,000	\$9,455,000	\$15,855,000
9	The Dream Team	12	21	33	\$3,798,500	\$6,387,300	\$10,185,800
10	The Dunfee Group	14	22	36	\$3,719,186	\$5,977,945	\$9,697,131
11	The EG Group at Keller Williams Partners	16	24	40	\$2,067,102	\$4,450,264	\$6,517,366
12	The Dunfee Group	14	22	36	\$3,829,186	\$5,977,945	\$9,807,131
13	THE EG GROUP AT KELLER WILLIAMS PARTNERS	15	23	38	\$2,023,352	\$4,332,264	\$6,355,616

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