

COLORADO SPRINGS

REAL PRODUCERS[®]

INFORMING AND INSPIRING REAL ESTATE AGENTS



Jill

MCFERON

Capture Life Photography

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

OCTOBER 2018

FIND THEIR
perfect
HOME

ASK ABOUT OUR
ELITE REALTOR
REWARDS
PROGRAM



BANNING LEWIS RANCH • 15 MODEL HOMES | CUMBERLAND GREEN • 2 MODEL HOMES

719.380.5092

OakwoodHomesCo.com

OAKWOOD HOMES



© 2018 Oakwood Homes



Continuing Education
Brought to You By
Ground Floor Home Inspection
(DORA Approved)

CONTINUING EDUCATION

- The Home Inspection Standards of Practice (4hr)
- The Standard Home Inspection Agreement (2hr)
- Eliminating Common Home Inspection Write-Ups (1hr)
- When Does the Home Inspection Start? (1hr)

(Instructed by Chris Kjeldsen, President of Ground Floor Home Inspection and National Technical Trainer for American Home Inspectors Training)

Call us to schedule classes in the comfort of your office!
719-641-1555
www.GroundFloorHomeInspection.com



GROUND FLOOR
HOME INSPECTION, LLC • 719-641-1555



We can make owning a Lexus a reality. From a six-year, unlimited-mileage warranty to special financing and lease deals, it's now easier than ever to own a Lexus. Isn't it time that you experienced the luxury that Lexus drivers enjoy? Shop for a Certified Lexus at LexusOfColoradoSprings.com

LEXUS OF COLORADO SPRINGS
604 Auto Heights | Colorado Springs CO 80905
SALES (719) 387-8927 | SERVICE (719) 425-4806 | PARTS (719) 387-9395

TABLE OF CONTENTS



12
Top Producer:
Jill McFeron



20
Sponsor Spotlight - Fairway Independent Mortgage Corporation



24
Atomic Market



28
What IS It?: Robert O'Brien



34
Parade of Winners



40
Up And Coming Real Estate Agent: April DeNio

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




CHI

LEARN MORE AT MyKitchensUgly.com Contact: 719.243.6312

RP If you would like to inquire about advertising in Real Producers, contact Mark.VanDuren@N2pub.com, 720-384-4883. For stories, contact Mark.VanDuren@N2pub.com, 720-384-4883.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

GET YOUR SPACE BACK
Shelving & Racks • Overhead Storage • Garage Cabinets & Work Tops • Garage Flooring • Garage & Closet Organization



COLORADO SPRINGS GARAGE STORAGE & RACKS
CHECKOUT OUR 5 STAR REVIEWS ON GOOGLE AND HOME ADVISOR

Send your clients to us if you want to add value to your listings!

"I sell real estate and want all my clients to do this. It truly adds value to your home."

(719) 460-5637 WWW.GARAGESTORAGEANDRACKS.COM

SOLID ROCK INSURANCE
Dare to Compare

What makes us different from the "big" insurance companies? "CHOICE." The big insurance companies can only sell insurance for that one company. If their product isn't competitive, there is not anything that they can do! By representing numerous companies, we can present numerous quotes. You will have the ability to CHOOSE which company you want to work with.



719-574-0082 | www.SolidRockAgency.com
2918 Austin Bluffs Parkway Suite 200, Colorado Springs, CO 80917



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEYS

Priebe Law Firm
(719) 388-8899
priebelawfirm.com

AUTO

Lexus Of Colorado Springs
(719) 358-0111
LexusOfColoradoSprings.com

CABINETS

Colorado Home Interiors LLC
(971) 806-4278
COHomeInteriors.com /
MyKitchensUgly

CATERING

Salt of the Earth
(719) 466-9004
sotecatering.com

CUSTOM HOME BUILDERS

Saddletree Homes
(719) 445-1821

DEVELOPER

Banning Lewis Ranch
(719) 380-5040

FLOORING

Carpet Direct
(719) 930-4847
CarpetDirectNow.com

GARAGE

ORGANIZATION / STORAGE

Colorado Springs Garage
Storage and Racks
(719) 460-5637
GarageStorageAndRacks.com

HEATING & COOLING

Springs Heating & Cooling
(719) 235-3779
SpringsHAC.com

HOME BUILDER

Classic Homes
(719) 785-3309
www.ClassicHomes.com

Oakwood Homes

(719) 963-0397
OakwoodHomesCO.com

Saint Aubyn Homes

(719) 244-3645
SaintAubynHomes.com

HOME BUILDERS ASSOCIATION

Housing & Building Association
of Colorado Springs
(719) 592-1800
cshba.com

HOME INSPECTION

AmPro Inspections
(719) 648-4098
www.AmProInspections.com

Ground Floor Home Inspection

(719) 641-1555
www.GroundFloorHomeInspection.com

HOME LOANS

Rich Dillman - Caliber Home Loans
(719) 694-5310
CaliberHomeLoans.com/RDillman

INSURANCE

Solid Rock Insurance
(719) 574-0082
www.SolidRockAgency.com

MORTGAGE

Fairway Mortgage
(719) 499-8061

Integrity First Financial

(719) 385-0777
www.IFFHomeLoans.com

MOVERS

Two Men and a Truck
(719) 551-5085
www.TwoMen.com

PHOTOGRAPHY

Capture Life Photography
(303) 877-1279
www.capturelife.photo

Tara C Patty Photography

(719) 475-0160
TaraCPatty.com

ROOFING

Pyramid Roofing Corp.
(719) 375-8055

TITLE COMPANY

Empire Title of Colorado Springs
(719) 884-5300
www.ETCOS.com

Fidelity National Title

(719) 590-1711
FNTColorado.com

First American Title

(719) 208-8330
FirstAmColorado.com

Heritage Title Company

(719) 268-2460
HeritageTCO.com

North American Title

(719) 578-4100
www.NAT.com

Unified Title Company

(719) 578-5900
www.UnifiedTitle.com

COLORADO SPRINGS
REAL PRODUCERS[®]
INFORMING AND INSPIRING REAL ESTATE AGENTS

Broker Office

SUBSCRIPTIONS

When Real Producers magazines are within reach, clients not only recognize your appreciation for high-quality content but your association with top-producing industry partners.

MONTHLY SUBSCRIPTION COST BREAK DOWN:

- 5 COPIES ➤ **\$50** per month
- 10 COPIES ➤ **\$97.50** per month
- 15 COPIES ➤ **\$142.50** per month
- 20 COPIES ➤ **\$180** per month

For all questions, please reach out to Mark Van Duren at
Mark.VanDuren@n2pub.com



Military & Veteran Lending Professional

Rich Dillman
Sales Manager
NMLS#: 298994 | State License: 100011357
1975 Research Pkwy., Suite 300
Colorado Springs, CO 80920
719.201.8193
rich.dillman@caliberhomeloans.com

As your local Caliber Home Loans representative, I'm dedicated to providing superior service and personal expert guidance throughout the home financing process.

AT FIRST AMERICAN TITLE...

WE *Love* YOUR TOUGH TRANSACTIONS

Why? Because not everyone has the experience and ability to get them closed.

Our Colorado-based Senior Underwriting team has the in-depth knowledge of our local customs and statutes and is empowered with the ability to make a quick decision on your toughest transactions.

With First American Title, you can:

- ✓ Get facts in front of people who can assess risk and make a decision
- ✓ Rely on the knowledge of local underwriting experts (some of the most experienced title professionals in Colorado)
- ✓ Have confidence that we'll take the extra step to find a solution and/or provide options
- ✓ Work with local decision-makers who can get your transaction closed

CONTACT BEN FOR MORE INFORMATION

BENJAMIN GOSZ
ACCOUNT EXECUTIVE
PHONE 719.684.3695 | bgosz@firstam.com
1975 Research Pkwy Ste, 150
Colorado Springs, CO 80920
OFFICE 719.358.2295

First American Title™

» publisher's note

HARDSHIPS OFTEN PREPARE
ORDINARY PEOPLE FOR AN
**extraordinary
destiny.**

C.S. LEWIS



The good, bad and the ugly! I love that classic old Western, and it really sums up the market today! It's not common to see it all in one season, but sure enough, here we are.

Prices are great for sellers, but just not enough homes for buyers. Great for seller's agents, and pain for agents trying to find something for their buyers! Just wait; patience is a virtue, builds character and skills that will be beneficial in years to come.

We have all the winners for the 2018 Parade of Homes and are VERY excited as we received them early to publish in this issue. I want to thank HBA for partnering with us over the past two years, and it will only get better over time!

I want to encourage all of you to attend our upcoming event in November; we will be at "CHI" Colorado Home Interiors. They specialize in kitchen and baths and are a great supporter of the magazine. Look for the info in the magazine, and I will also be sending out invitations in the coming weeks.

Have a great fall, and see you all in November!

MARK VAN DUREN

Publisher
Mark.VanDuren@n2pub.com
Real Producers
Flying With Style (Flying Horse)



INQUIRE BEFORE YOU WIRE.
 When in doubt, always call our office or your Escrow Officer.
 For the best in service, remember to always insist on
 Fidelity National Title

IMPORTANT WIRE FRAUD ALERT FOR HOME BUYERS

Real Estate Brokers, Closing Attorneys, Buyers and Sellers are targets for wire fraud and many have lost hundreds of thousands of dollars because they simply relied on the wire instructions received via email. A fraudster will hack into a participant's email account to obtain information about upcoming real estate transactions. After monitoring the account to determine the likely timing of a closing, the fraudster will send an email to the Buyer purporting to be the Escrow Agent or another party to the transaction. The fraudulent email will contain new wiring instructions or routing information, and will request that the Buyer send funds to a fraudulent account.

We are urging everyone to **INQUIRE BEFORE YOU WIRE** and to never rely solely on email communication. Always follow these two simple steps:

- STEP 1** Obtain the phone number of your Real Estate Broker, Realtor®, Closing Attorney (if applicable) and your Escrow Officer as soon as an escrow is opened.
- STEP 2** Prior to wiring, call the phone number you wrote down from step #1 above to speak directly with your Escrow Officer to confirm wire instructions. If you receive a change in wiring instructions supposedly from us or your Escrow Officer, be suspicious as we rarely change our wiring instructions.



1277 Kelly Johnson Blvd | Suite 100 | Colorado Springs, CO 80920 | 719-590-1711 | fntcolorado.com

Custom Catering for any event
 Award Winning Catering!
 Full Service or Drop Off
 Large or Small



We make it our goal to give you the menu and experience you want, in a budget you can afford.



719-466-9004 | sotecatering@yahoo.com | www.sotecatering.com

LOOKING FOR A SIGN THAT IT'S TIME TO MOVE?

How about this one? →



From the \$300s
 ClassicHomes.com
 719-886-4995



From the mid \$200s
 OakwoodHomesCO.com
 719-380-5092



From the low \$300s
 CovingtonHomesCO.com
 719-448-5000



BANNING LEWIS RANCHSM
 AN OAKWOOD HOMES COMMUNITY

COLORADO SPRINGS'
#1 SELLING COMMUNITY
4 YEARS IN A ROW!
 BANNINGLEWISRANCH.COM





Jill

MCFERON

After small talk and pleasantries are exchanged, the conversation most often turns, not so subtly, to my accent. The inquiry usually begins with “where are you from?” to which I reply, “Texas.” At this point, I am usually met with a look of bewilderment and surprise since I have already let them know that I have lived in Colorado for over 25 years. With often a sarcastic undertone, I am met with “Wow, you still have your accent” or “I can’t believe you haven’t lost your accent.” I am never offended by this exchange because I view my accent as inseparable from me, much like the color of my eyes.

WEST TEXAS, HOW IT ALL BEGAN.

I grew up in a small, West Texas oil town called Big Lake, TX. It is the proud home of the Santa Rita No. 1, which was an oil rig named for the Saint of the Impossible. In late 1923, the site struck oil, and this began the exploration for other oil-rich fields of the Permian Basin. To this day, this is where the West Texas crude oil prices are based. It can be a rough-and-tumble place, but it was my home.

I was Max and LaRue’s baby girl and am still remembered as such. I am a true “rancher’s daughter” whose eye will always be on the sky, looking for rain clouds. “All we need is a lot of rain and a little luck or a little rain and a lot of luck,” and we will be fine. Rain was the center of our lives, looking for it, praying for it, or checking the rain gage when we did get it. The country is vast, and if you are traveling across the West and you see large ranches with lone homes and barns and think “who lives out here,” that would be how the Schneemanns lived. The ranches go on for miles, and our pastures, to this day, are one to two sections in size. But the truth is, it has to be that way; the grass is strong, but there isn’t an abundance, and windmills are deep and expensive to drill. Large pastures only need one source of water, and it cuts down on fencing.

Both of my German great-grandfathers settled here and were involved in ranching and the sheep industry. One brought the first sheep to this area of Texas while the other grew his ranching interests and, at one time, was called the “Sheep King of Texas.” Our family have always run sheep and cattle while my grandmother ran Angora goats. My brother, sister and I grew up working sheep and cattle, rounding up on early mornings, fighting the dreaded mesquite, giving vaccine, drenching

lambs, branding cattle, helping in the shearing pen, and stomping down wool in the wool bags. I worked hard, but I didn’t work anything like my brother and sister. I was younger, so I was given a pass on a lot of things. One of my most important jobs was counting lamb tails. We cut off their tails for sanitation, and we knew the size of the lamb crop by counting the tails dropped in the buckets. My father never got angry when we missed strays or we pushed too hard and animals went through the fence or some other ranch calamity. He was laid back and had a wicked sense of humor. To this day, my brother and now my cousins run the operations. I am very proud of them, as they have, like all businesses must, adapted to the changing times, and made great strides in the ranching industry. The irony is, I can count on my fingers and have some left of how many times I have eaten lamb. We didn’t eat it, we just worked it and sold it. You don’t eat the “inventory.”

“Do you realize your dress cost one lamb?”

My father and his father were very progressive businessmen. We were simply in the business where the product was livestock. In my family of yesterday and today, we always discussed profits and losses. At any one time, we knew the price of lambs, what wool was going for per pound, and how much heifers and cow/calf pairs brought at the last sale. We knew the price of the winter feed, how much to feed the livestock in each pasture, and the animal count was always written on some stray matchbook or a Dairy Queen napkin on the dashboard of a very dirty pick-up. I am not saying the

...



••• bookkeeping was the best, but we were very aware of business expenses. On the mornings before school, my father would make me breakfast, and we would read the current events in the *San Angelo Times* newspaper. This would be after we checked the Livestock section, the basketball scores (more on that later) and looked at the front page for the 8-inch imprint of a red rooster. This would mean that it rained somewhere in West Texas the day before. So, even if our place didn't get rain that day, maybe, just maybe, rain was coming our way.

THE HORSES

My father was a well-known horse judge throughout the Southwest. He bred horses, broke them, trained them, and we competed on them. A typical day at the ranch would be working sheep or cattle or checking water troughs and fences. By noon,

it was too hot, so the afternoon was spent reading and waiting for the sun to set (we had no TV). Then, it was out to the arena where we practiced typical rodeo events: barrels, poles, roping and working horses. The evenings were spent swimming in the stock tank and playing cards. On the weekends, we were going to junior rodeos and competing. This was the cycle until about middle school. By this time, we quit spending summers at the ranch and lived full time "in town," and Dad would bring the horses to us for that time. As I look back, I think my mother was ready to get to civilization.

THE ORIGINAL "TIGER MOM"

To put it mildly, my mother was the direct opposite of my father. Yet, she is the essence of everything I became. She was a beautiful woman who met my father at a rodeo in North Texas. She was visiting family on leave from Colorado College when she was asked to the rodeo dance. LaRue was not from West Texas, she was extremely artistic, went to an out-of-state college, and

I had to travel all the way to North Texas to see my other grandparents! All of this made her seem exotic to my little hometown. She was smart, witty, and highly competitive. That last part is pivotal. It was not said, but it was expected. You practiced, and you performed. If your performance was not up to par, you practiced more. As I look back, it is simply amazing that all three children responded so favorably. With the exception of some minor rebellion, we all fell in line. The rule was simple: If you were going to do something, you were going to give it your best. And, your best was winning. It just so happened we were all three athletic, did well in school, and inherited this highly competitive spirit. I thrived under her guidance. She was my number-one fan. "She is walking on her hands, she must go to dance!" "Max, she needs a better horse!" "If she can play the piano, she can play the flute and the sax, it is the same!" "Practice five more times!" "You need to shoot more, you are open!" Then, there were the "lady comments." "If you walk like a cow-girl, that horse is going back to the ranch." She was also a national flower show judge, and I learned about grasses and flowers helping her with her annual testing. From her, I developed my love of gardening. She taught us to take things one step further. You can always do more. She provided the confidence that we could do anything.

She was empowering and motivating. I am forever grateful to her.

"OOPS, I DIDN'T MARRY A RANCHER ... WHAT NOW?"

I finished high school with basketball-scoring records and ran a fast 400. I went on to college with a rodeo scholarship and made a run at my MBA but just wanted to get into the game of life. However, I missed the memo on marrying a rancher's son. Well, that created a problem. A "girl" can't inherit a ranch. You wed into one. This was unfortunate because I was quite certain no one could work a horse or pens like my sister and me. Plus, now I am college educated and have seen a lot of the world. Girls can now have careers, we don't have to marry into a livelihood. And I think there is more to the world than West Texas, sheep, and cattle. By this time, my dad had passed away, and we have lost control of our day-to-day ranching operations. My mom has succumbed to addiction. Everyone has their lives to lead. I moved to California – what a change! I have never seen such a world. The most exciting time of my life so far.

"646-1919/RECEPTIONIST WANTED"

This is an ad I responded to in Monterey, CA. This is how my new life began. After college, I had taken a job south of San Jose and met my future husband, Mike, at a swimming pool (I can't make this stuff up) and was trying to find a job near him. I saw this two-line ad. It was very ambiguous, but I wanted to move closer to Mike. They returned my call, and it was a large, commercial real estate firm looking for a personal assistant to the owner. He needed someone to handle the accounting, management of his buildings, and personal business. I accepted. My real estate education was now starting. Wow, this job placed me with the power players of Monterey. I had no idea of the influence and money I had stumbled upon. That is the beauty of the story. I was just trying to get closer to a guy and answered an ad.

The clients were industry leaders attempting to break into Monterey real estate. I picked up clients at the Monterey airport who had flown in on their private jets from Sun Valley, one lived in Gstaad for the part of the year, others owned businesses up and down the coast, while another had sold a computer software company in Palo Alto. Not to totally glamorize the job ... I was the bookkeeper, the rent chaser, the coffee maker, the sandwich getter, the copier repair person ... I was the head gopher. I gassed up the cars, took them to the car wash, got cash at the bank, got so lost in Pebble Beach one time that someone had to come retrieve me. But the most important thing I learned was how genuine the clients were, how they needed truthfulness and honesty. They needed to trust someone. I also learned about the inner workings of commercial real estate, and, this is key, I wrote the commission checks. They were sizable, and I was seriously thinking I can do this. So, I was off to San Francisco for the real estate test.

A RUSTED, YELLOW SIGN

Mike and I married and bought a home in Pacific Grove. We worked during the day and remodeled the home at night. About this time, Monterey Bay homes were appreciating up to 30 percent a year, and we started seriously considering selling and moving out of the area. Mike felt claustrophobic – it was the town he grew up in, too much change and not enough opportunity. He had never left and felt like there was more out there in the world. I had passed my test but never practiced, as we decided to sell and take advantage of the crazy market at that time. With a new Ford Explorer, a car carrier on top, and baby in the back, we headed to see wherever someone told us "was the place to be." For six months we crisscrossed from Bend to Boise, down to Austin, and over to Santa Fe. On a fluke, we came to Colorado Springs on a rainy July day, and that was it. Knowing we wanted acreage, we drove around the Black Forest area for three days. As we passed the most dilapidated, rusty real estate sign, the name rider on top was so bent you could barely make out the names: "Call Ed or Lee." This sign had to have been there for years. We called, they answered and drove

•••

••• us in a van across the land. We were sold. We have been here for now 25 years, built and sold, and built again. I started selling with Rawhide, and Mike began his building career. I would do floor time on the weekends so Mike could watch our two children, and I would be with them on the weekdays as Mike worked. One foot in front of the other, time marched on, and we have weathered three real estate booms and the Great Recession.

“THE ONLY THING CONSTANT IS CHANGE.”

Mike’s building and our children always took prece-

dence over my career. However, as they grew older, and times and needs changed, I wanted to expand and grow. I really love real estate. My favorite part is knocking on the door, meeting people, and analyzing home values. The highs and lows are extreme; rejection is difficult but necessary. Lessons are learned and, hopefully, implemented. There is always another chance and another day. The business has moved so quickly that I sometimes lament that I don’t really know if experience earlier than about 2012 even matters. But this is what I do and will continue to do. I just have to keep improving.



THERE ARE PEOPLE THAT HAVE BEEN INSTRUMENTAL IN MY LIFE THAT I WANT TO ADDRESS:

John Mahoney – My boss in Monterey. Thank you for all the lessons.

RIP Suzanne Bloom – Commercial realtor in Monterey. First true business woman I had ever met. You broke the glass ceiling for me.

Ernie Lostrom – Commercial realtor in Monterey. Thank you for teaching me about micro marketing.

Joe Clement – My broker. Your enthusiasm for the business is inspirational.

Michael McFeron – Thank you for my life and my children, and in 2012, when I decided to “go for it.”

Zack and Ella – Our children who keep everything “real” for us. Thank you for your input, your psychology, but maybe your tone could be better.

Thank you for reading. This was much more difficult than I realized. It involved looking back and that can be difficult for me, but then, it also teaches you how far you have come. See you at a closing, Jill.

YOUR REAL PRODUCERS PHOTOGRAPHER

Professional Headshots Family Portraits Real Estate Listings



Do it right the first time!

303-877-1279 "We're Local"

www.capturelife.photo Capture Life Photography

We Use Rheem Products

From industry-leading innovations to next generation energy efficiencies, Rheem's been producing award-winning heating and cooling solutions for more than 65 years.




- Heating
- Air Conditioners
- Evaporative Coolers
- Indoor Air Quality
- Humidifiers
- Water Heaters

LICENSED. INSURED. HONEST. RELIABLE.

We answer our phones 24 hours a day! 719-235-3779 | SpringsHAC.com



AS A TOP PRODUCER ARE YOU UTILIZING THE BEST TOOLS FOR THE BEST AGENTS??

Has your farm become stagnant?



YOUR COLORADO SPRINGS RESOURCE

HTC Heritage Title Company
Making Transactions Personal

Commonwealth LAND TITLE INSURANCE COMPANY

CONTACT YOUR HERITAGE TITLE SALES EXECUTIVE FOR MORE DETAILS!

1150 KELLY JOHNSON BLVD., SUITE 140
COLORADO SPRINGS, CO 80920
PH 719.592.9933


90 S. CASCADE AVE., SUITE 950
COLORADO SPRINGS, CO 80903
PH 719.639.7810

WWW.HERITAGETCO.COM

STOP Chasing Your Tail!

Unified Title is your **Unrivaled Resource** for your continued success.

Increase your production by utilizing the Unified Title Marketing Department & Unified Title University.



UTC
Unified
TITLE COMPANY

719.578.5900
UnifiedTitle.com

► sponsor spotlight

FAIRWAY INDEPENDENT MORTGAGE CORPORATION:

NATIONAL STRENGTH, HOMETOWN SERVICE



MELANIE A. HENN

Buying a house could be a tedious process, and it requires a homebuyer to work with several authorities to get the job done. Once a customer finds a home with a Real Estate Agent, it requires them to work with a Loan Officer to finance their new house. The ideal situation includes the Real Estate Agent and Loan Officer working in congruence, which would facilitate in buying a house without any additional wait times.

Melanie Henn has established a remarkable career as a Loan Officer and senior manager, and she has a 27-year career in the real estate industry. Melanie works industriously to help her clients identify the right loan options for buying a home. Melanie has established long-term relationships with her clients over the years, and she offers them categorical advice based on their personalized goals, when it comes to purchasing a home. She excels at developing custom mortgage and credit plans on behalf of her clients, and she uses an interpersonal approach to understand their financial goals.

Melanie considers working with Fairway as the backbone of her career, and she believes that working with such a company has nurtured her skillset in several ways. She also holds the core values of Fairway in high regards, and she could not be more proud of working for a company that actively promotes ideals such as having humility first, ensuring speed to respond, having a commitment to serve, and to always seek wise counsel. In addition to that, Fairway is dedicated to working for the rehabilitation of veterans and retired military personnel and their families, which is considered a plus point in Melanie's book.

When consumers are considering buying their first home or moving into their second home, they are often required to make sure that they are financially prepared to take that huge step forward. They have to work with real estate agents, mortgage companies, and Loan Officers to make sure that they secure a deal at a reasonable price, and Fairway Independent Mortgage Corporation has helped many families across the nation make this process as seamless as possible.

In addition, Fairway provides an array of loan products which are designed to meet consumers' financial needs and goals without any hassle. The company is also dedicated to assisting in making informed decisions by educating consumers on the loan options that would work best for each client's specific financial situation.

Real Estate Agents should consider working with Melanie Henn of Fairway Independent Mortgage Corporation for the following reasons:

FASTEST TURN TIMES IN THE INDUSTRY

When a real estate agent considers working with a lender to discuss the finance options for its clients, the turnaround time to close the loan is a common topic of discussion. Fairway Independent Mortgage Corporation is known for having a fastest turn

times in the industry, which makes it a suitable firm for any Real Estate Agent to work with.

EXTENSIVE LOAN PRODUCTS

At Fairway, we offer a wide variety of home financing products and continuously add more cutting-edge products to ensure our customers have options to fit their needs. Plus, we are here to provide them with the information that they need to make an informed decision. This includes fixed- and adjustable-rate mortgages (ARMs), FHA, VA, and conventional loans, loans for first-time homebuyers, zero down payment options with Rural Housing Program, jumbo financing, and several refinancing options.

RANKED NUMBER FOUR OUT OF TOP 100 MORTGAGE COMPANIES IN AMERICA BY MORTGAGE EXECUTIVE MAGAZINE 2017

Since opening its doors in 1996, Fairway has been dedicated to providing outstanding customer service and speed to decision, to achieve exceptional customer satisfaction. By focusing on these core values, Fairway ensures a successful transaction, which will lead to more referrals from your clients.

NATIONAL STRENGTH, HOMETOWN SERVICE

Ranked number four out of the top 100 mortgage companies in America by *Mortgage Executive Magazine* in 2017 and licensed in 50 states, Fairway is one of the largest mortgage lenders in the country; however, we meet with most of our clients in person AND attend the majority of closings. We are there for our clients throughout the mortgage process and beyond!

SPEED

With Fairway's Quick Close Game Plan, you can set yourself apart with the confidence that you can consistently deliver on-time closings in half the time it takes your competition.



MELANIE A. HENN

Branch Manager – NMLS# 206264

8610 Explorer Dr., Suite 132, Colorado Springs, CO 80920

Cell: 719-499-8061

eFax: 866-374-5296

melanie.henn@fairwaymc.com

www.hennnteam.com





PYRAMID ROOFING CORP
 719-375-8055
 PyramidColorado.com



PYRAMID ROOFING CORP

We Understand the Timely Importance of Replacing Roofs for Real Estate Transactions

Pyramid Roofing Corp not only promises to deliver exceptional customer service, we also promise to do everything possible to make your roof replacement a pleasurable experience.

We handle everything from prep to clean up and we try very hard to leave your property as clean as possible.

- **LOCALLY OWNED**
- **RESIDENTIAL & COMMERCIAL ROOFS**
- **SPECIALISTS IN REPLACING HAIL & WIND DAMAGED ROOFS**
- **PROUDLY SERVING COLORADO SPRING SINCE 2009**
- **A+ RATED ACCREDITED MEMBER OF THE COLORADO SPRINGS BETTER BUSINESS BUREAU**
- **WE STRONGLY BELIEVE IN QUALITY OF WORKMANSHIP, RELIABILITY, INTEGRITY, ETHICS & EXCELLENT CUSTOMER SERVICE.**

"Done in one day, no mess no hassle and a professional finish. Thanks Pyramid Roofing Corp for a quality job and professional service!"

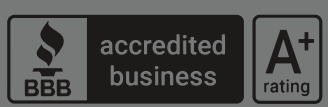
-BARRY KEATING
 General Manager Dave Solon's Kia of Chapel Hills Colorado Springs

"The project started and finished right on schedule just as Pyramid promised. Workers were polite, efficient and cleaned up the complete job site when finished..."

- SCOTT DROST
 Colorado Springs

719-375-8055

WWW.PYRAMIDCOLORADO.COM
 5729 N. Academy Blvd. | Colorado Springs, Colorado 80907



AMERICAN PROFESSIONAL
 HOME INSPECTION LLC



PERSONAL SERVICE. PROFESSIONAL QUALITY.



18 Month Warranty
 Get an extra 6 months of coverage with a 12 month warranty purchase, at no additional cost, courtesy of Residential Warranty Services.



RecallChek
 Runs the model and serial numbers of all household appliances to let you know if there has ever been a recall.



MoldSafe
 If you move in to your new home and mold is present that was not found when inspected, you're covered for remediation up to \$2000.



90 Day Warranty
 We back all of our inspections with a 90 Day Limited Structural and Mechanical Warranty.



SewerGard
 Protects the home for 90 days against any sewer/waste line issues.



5 Year Roof Protection Plan
 Warranties the roof for 5 year for leaks.

719.648.4098 • www.AmProInspection.com

ATOMIC MARKET



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

Our real estate market continues to be one of the strongest in the US. We have a good job market, a shortage of homes and high demand. Colorado Springs has become a destination city for Millennials, Retirees and buyers from Castle Rock and Denver, as well as for those coming from other states to enjoy the Front Range. Projections of growth for the entire Front Range are staggering over the next 20 years. It is likely that growth will continue but seasonality and other factors will likely slow the rate of increase.

Particular factors to watch are the number of sales, number of listings

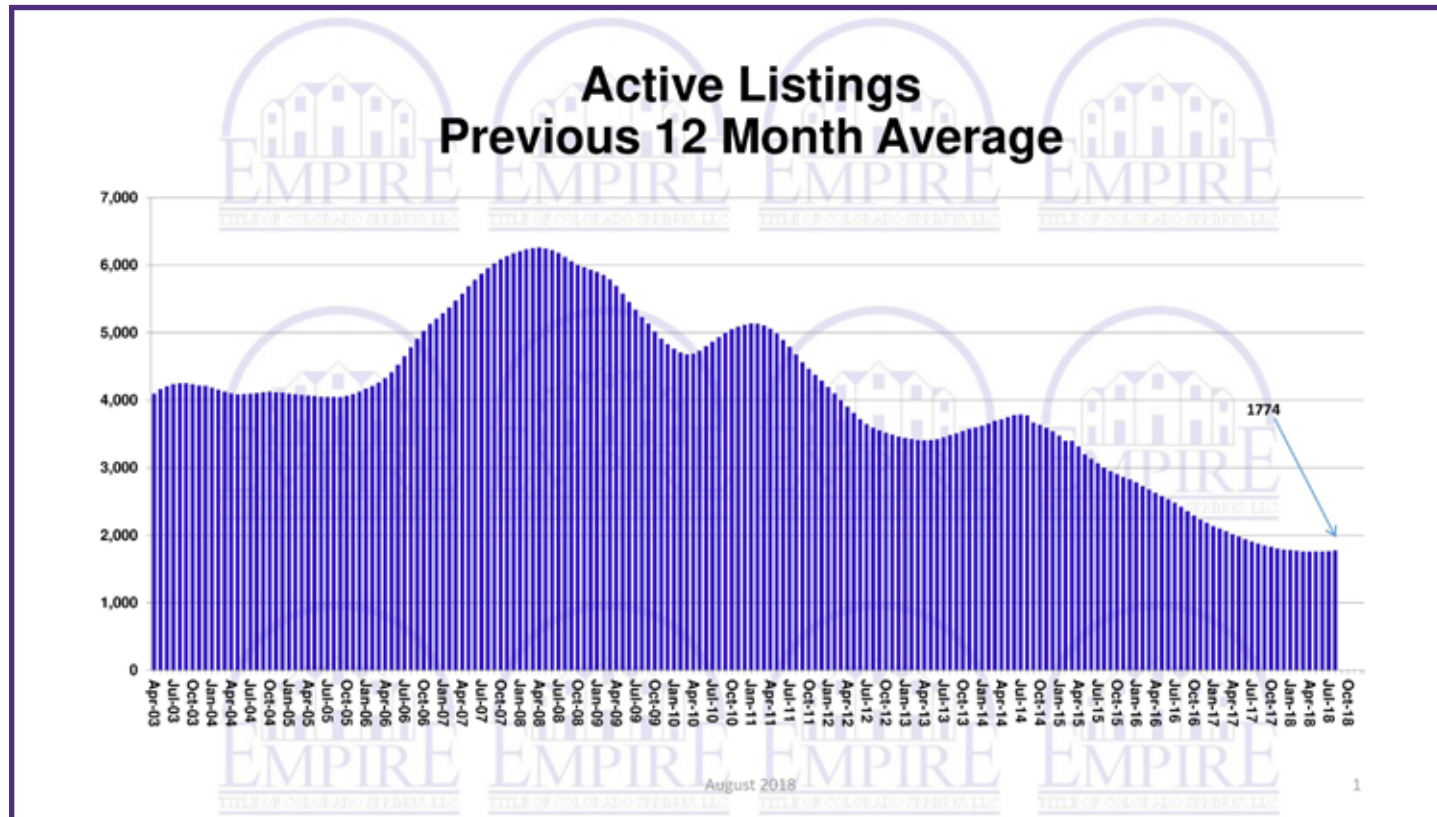
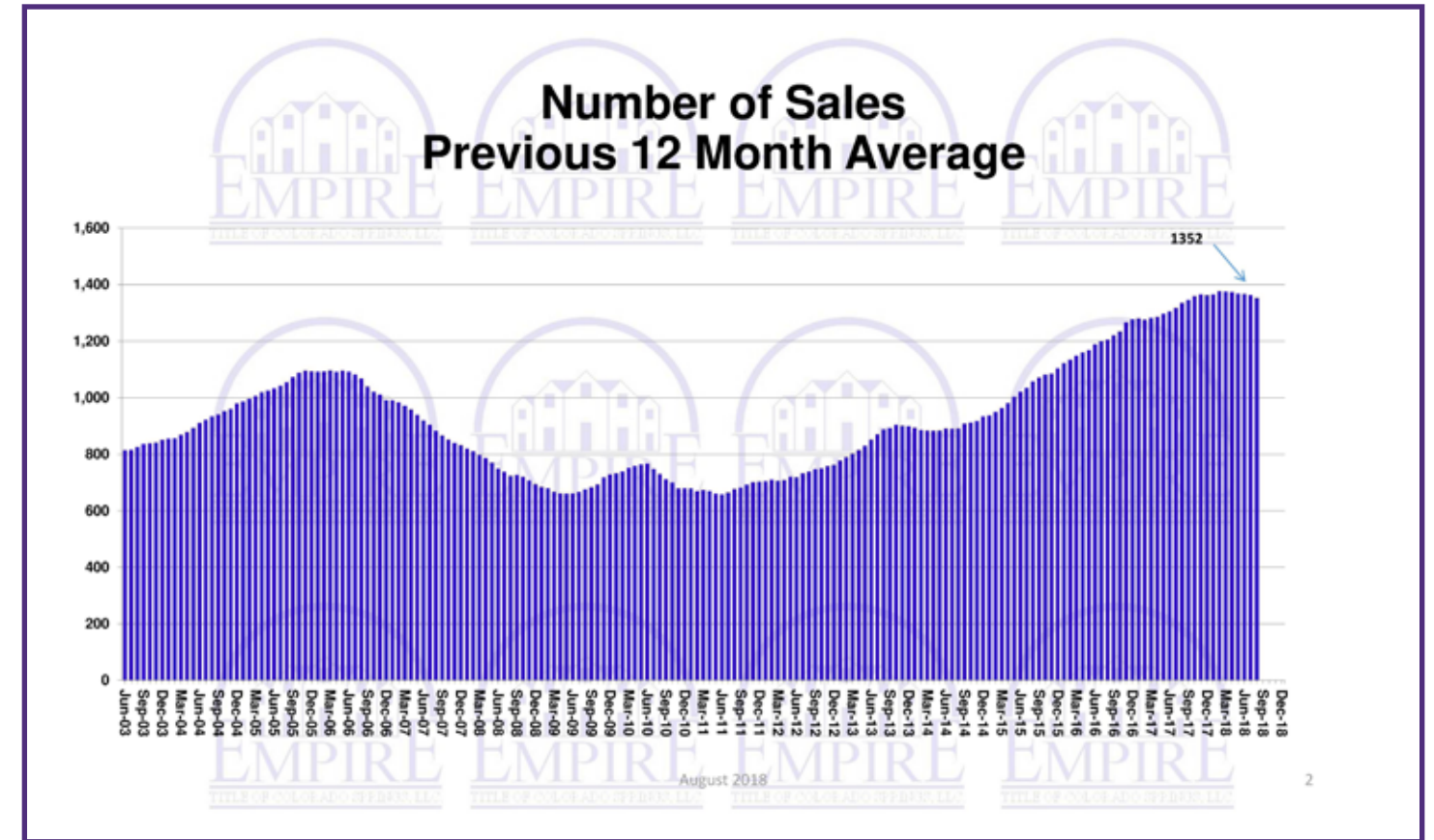
and the number of sales each month. Sales are sitting at historic highs, and listings are hovering around historic lows. (See Slides 1 & 2) Notice that both listings and sales have plateaued on a 12-month running average. This is essential to stabilize an atomic market.

Sellers panic if they are not under contract in a week. News Flash: that is not a normal market. Buyers are frustrated because they get over bid on a consistent basis, sometimes by a winning contract over the appraised value. Note to self: not a normal market. The average sales price year over year is up 11.8%, and the median sales price is up 12%. (See Slide 3) Reality

check: if real estate always did this, we would all be millionaires.

I am not predicting a crash or major correction at this time, but it is likely we will return to homes sitting a little longer on the market - normal. Not as many multiple offers is ok. A slowdown in the rate of appreciation needs to happen or we will become unaffordable based on current salaries and wages.

As mentioned previously, our market is atomic, like some kind of super nebular reaction. On a go forward basis, our atomic market is likely to become denuclearized and turn into a market that is sustainable, attainable ... and one that will not explode.



2018 YTD vs. 2017 YTD

- Average Price ▲ 11.8%
- Median Price ▲ 12.0%
- Residential Units Sold ▼ 1.1%
- Inventory Levels ▼ 4.6%
- Number of Listings ▼ 1.1%
- Foreclosures ▼ 13.5%
- Average Days on Market: 26
- Interest rates ▲ 4.52%

*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.



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

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.

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.

BUILD COMMUNITY

We will continue to expand our nationally-recognized Careers in Construction program into local classrooms at the high school

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.

CSHBA.com

PRIEBE LAW FIRM, LLC

TIMOTHY J. PRIEBE

Over 20 years of experience assisting people like you with your legal needs.

HOW CAN WE HELP YOU TODAY?

- WILLS AND TRUSTS • ASSET PROTECTION
- PROBATE AND RELATED MATTERS • BUSINESS LITIGATION
- BUSINESS AND CORPORATE LAW • REAL ESTATE LAW

(719) 388-8899 • priebelawfirm.com

1880 OFFICE CLUB POINTE, SUITE 1500, COLORADO SPRINGS, CO 80920

HOME LOANS

PURCHASES & REFINANCES

\$2995 FLAT FEE CLOSING COSTS

- VA - \$0 DOWN - LOW SCORES
- USDA - \$0 DOWN
- FHA
- CONVENTIONAL
- LAND
- CONSTRUCTION
- JUMBO
- CONSTRUCTION TO PERM

(438-5626)

719-GET LOAN

719GETLOAN.COM

SAFeway 
Shopping Center
Falcon CO





What IS it?

By Robert O'Brien, Real Producers reporter

Overview of the "People's Tiny House Festival" held at the Air Force Academy in August of this year.



500 SQUARE FEET OF FREEDOM

COLORADO SPRINGS IS AT THE CENTER OF THE "TINY HOUSE" MOVEMENT

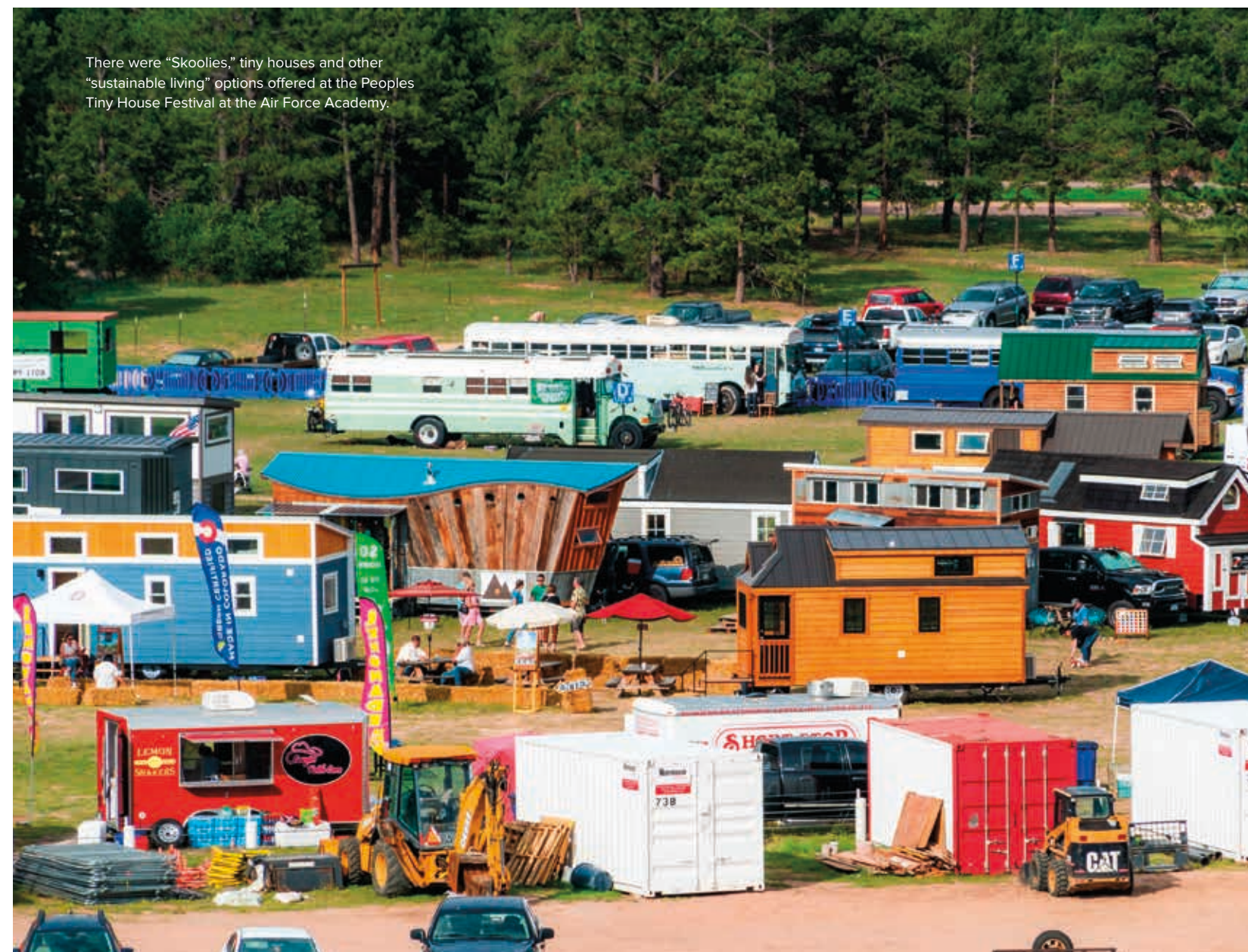
“Once upon a time, there was a teeny-tiny woman who lived in a teeny-tiny house in a teeny-tiny village.”
So begins the fairytale of yore.

Well, now there are tiny houses, and they have been in Colorado Springs for some time now. What is a “tiny house?” According to Wikipedia:

“The tiny house movement is a description for the architectural and social movement that advocates living simply in small homes. There is currently no set definition as to what constitutes as a tiny house; however, a residential structure under 500 square feet is generally accepted to be a tiny home. The

tiny house movement promotes financial prudence, eco-friendly choices, shared community experiences, and a shift in consumerism-driven mindsets.”

Marcus Alvarado, owner of the “People’s Tiny House Festival,” held at the Air Force Academy August 3-5 this year, has been a participant in this “movement” for several years. Alvarado was also



There were “Skoolies,” tiny houses and other “sustainable living” options offered at the Peoples Tiny House Festival at the Air Force Academy.

An estimated 20,000-plus people attended the first “People’s Tiny House Festival” at the Air Force Academy in August of this year.



stick-built houses rather than typical manufactured “mobile homes” or “trailers”)

- “Skoolies,” which are converted yellow school buses
- Conversion vans and camper vans.

All, or most, tiny homes have a VIN number and are typically registered as recreational vehicles, as they are dwelling units on wheels.

One such “dedicated tiny house commercial builder” is located in Colorado Springs, and is considered the “grandfather” of the manufactured tiny house movement, and that is Tumbleweed Tiny House Company (<https://www.tumbleweedhouses.com>), the oldest and largest seller/manufacturer in the country relocated from Sonoma, CA, to Colorado Springs.

According to Shawna Lytle, Creative Services Specialist at Tumbleweed, “Simplifying tiny house ownership is one of our core missions.” This company has been at the core of “the movement” since its inception, and has seen it evolve from strictly DIY-ers to what Tumbleweed now offers, which is “soup to nuts” ownership, including offering multiple models, financing and lots of advice to prospective tiny house buyers.

“This is mostly about people wanting to live more freely,” notes Lytle, who calls herself the “company multi-tasker.” She says that getting to the point where Tumbleweed could offer financing was a big breakthrough. That financing, she says, including zero down, is in the same vein as RV and mobile home financing, and that tiny houses are considered a depreciating, rather than an ap-

...

- • • involved in the Tiny House Jamboree, held in the Springs in 2015 and ’16; that event was originally scheduled to be held again in 2017 but was cancelled here and moved to Austin, TX. The “People’s Tiny House Festival” is a completely new event with no ties to the former Tiny House event.

Plans are to stage the “People’s Tiny House Festival” again in 2019, however, location and dates have not yet been announced. Attendance at the Jamboree was approximately 40,000 in 2015 and 60,000 in 2016. This year’s People’s Tiny House Festival” had an attendance of roughly 20,000, according to Alvarado. Alvarado attributes the smaller attendance this year to a much shorter promotional timeframe than was the case for the former events. “It took some time to conclude that we could put on the event

this year, and by the time it was a ‘go,’ we only had roughly three months to create the Festival, which, in event terms, is a very, very short period of time.”

“The ‘tiny house’ movement is morphing into something much bigger; it is really a ‘simple living’ movement. Millennials, boomers, and many in between are looking for alternatives to the 30-year mortgage.”

Alvarado notes that “tiny houses” come in several different forms:

- DIY construction on a trailer frame (the “original” tiny house type)
- Fully-constructed houses on a steel frame with wheels built by dedicated commercial tiny house builders throughout the U.S. (more like ultra-small



TWO MEN AND A TRUCK.
“Movers Who Care.”

- Free no-obligation estimates
- Moving & packing services
- Competitively priced boxes & packing supplies
- Local & long-distance moving
- Professional, trained, and uniformed movers

TWO MEN AND A TRUCK®
719.576.6683 (MOVE) | twomenandatruck.com

Each franchise is independently owned and operated.

...preciating asset. Financing offers options to those without a history of home ownership.

One of the largest, if not THE largest issues with “going tiny” is real estate: land, a place to legally park a tiny home, given the current state of zoning laws in almost all municipalities in the United States. According to an article in the *Colorado Springs Independent*, (*The Wire*, June 18, 2018):

“The main obstacle for tiny home building is zoning and coding regulations.”

Tiny homes are classified as recreational vehicles, which are illegal to use as a permanent residence in most of Colorado and El Paso County. But that is changing.

For example, in May 2017, El Paso County Commissioners approved a zoning variance to make an existing tiny home legal.

Then in June of the same year, the Colorado Springs Planning Commission agreed to a zoning adjustment that allowed two tiny homes on a 400-acre ranch.

Later, in December, county commissioners agreed unanimously to Resolution 17-372 to amend the land development code to include definitions for tiny homes and changed definitions for recreational vehicle parks.

Now, tiny homes are allowed in unincorporated areas as long as they meet Recreational Vehicle In-



One of the models of tiny houses offered by Colorado Springs-based tiny house manufacturer Tumbleweed Tiny House Company.



Interior of a Tumbleweed Tiny House Company tiny house. Efficient design offers amenities one would not have thought possible in a 400- to 500-square-foot dwelling.

dustry Association standards, or, in the case of DIY projects, are certified by a structural engineer.

Though doors are opening, for the time being, tiny homes remain illegal permanent residences in incorporated areas of the county.”

Some municipalities, such as Portland, OR, and Durango, CO (Escalante Village (www.escalante-village.com)) offer specific opportunities for “parking” a tiny house. There is very slow evolution occurring in some communities regarding zoning and codes relating to tiny houses. In the meantime, a

potential tiny home owner must be aware of those issues prior to purchasing a tiny home. That being said, Tumbleweed Tiny House Company is selling 10 to 15 homes per month with plans to ramp up production in the near future.

Tumbleweed offers a referral fee to Realtors for a customer who buys, so, while it isn’t the same as the traditional fee structure for a sale, it is something to possibly look into in this time of a historic shortage of homes for sale in the Pikes Peak MLS.



Awards Banquet for the 2018 Parade of Homes held at the Cheyenne Mountain Resort in August.

A PARADE OF WINNERS



By Robert O'Brien Real Producers Reporte

2018 Housing & Building Association of Colorado Springs announces winners of the 64th Annual Parade of Homes at Awards Banquet



Covington Homes



Jayden Homes



Hi-Point Home Builders



JM Weston Homes



Copperleaf Homes



The Newport Company



Vanguard Homes



All About Home Design



HBA President Mike DeGrant, 2018 HBA President, owner, DeGrant Development Strategies, overseeing the awards ceremony at the annual Parade of Homes Awards Banquet held August 29th at the Cheyenne Mountain Resort August.



Oakwood Homes

- Best Interior Design Oakwood Homes - Conifer
- Best Floor Plan Oakwood Homes - Conifer
- Best Architectural Exterior Oakwood Homes - Conifer
- Best Outdoor Living Oakwood Homes - Conifer
- Best Overall Home Oakwood Homes - Conifer

\$345,000 - \$375,000

- Best Kitchen JM Weston Homes - The Savannah
- Best Master Suite Oakwood Homes - Ponderosa
- Best Interior Design JM Weston Homes - The Savannah
- Best Floor Plan JM Weston Homes - The Savannah
- Best Architectural Exterior JM Weston Homes - The Savannah
- Best Outdoor Living JM Weston Homes - The Savannah
- Best Overall Home JM Weston Homes - The Savannah

\$395,000 - \$450,000

- Best Kitchen Oakwood Homes - Springfield
- Best Master Suite Oakwood Homes - Springfield
- Best Interior Design Oakwood Homes - Springfield
- Best Floor Plan Oakwood Homes - Springfield
- Best Architectural Exterior Oakwood Homes - Springfield
- Best Outdoor Living Oakwood Homes - Springfield
- Best Overall Home Oakwood Homes - Springfield

\$465,000 - \$535,000

- Best Kitchen David Weekly Homes - Vermillion
- Best Master Suite David Weekly Homes - Vermillion
- Interior Design David Weekly Homes - Vermillion
- Best Floor Plan David Weekly Homes - Vermillion
- Best Architectural Exterior David Weekly Homes - Vermillion
- Best Outdoor Living David Weekly Homes - Vermillion
- Best Overall Home David Weekly Homes - Vermillion

\$550,000 - \$600,000

- Best Kitchen BrookStone Homes - The Bella
- Best Master Suite BrookStone Homes - The Bella
- Best Interior Design Covington Homes - Palazzo
- Best Floor Plan BrookStone Homes - The Bella
- Best Architectural Exterior BrookStone Homes - The Bella
- Best Outdoor Living BrookStone Homes - The Bella
- Best Overall Home BrookStone Homes - The Bella

\$650,000 - \$740,000

- Best Kitchen Jayden Homes - The Dillon
- Best Master Suite Keller Homes - Daphne
- Best Interior Design Vantage Homes - Ashwood
- Best Floor Plan David Weekly Homes - Talameer
- Best Architectural Exterior Jayden Homes - The Dillon
- Best Outdoor Living David Weekly Homes - Talameer
- Best Overall Home Jayden Homes - The Dillon

\$750,000 - \$850,000

- Best Kitchen All About Home Design - Farmhouse at Broadmoor Canyons
- Best Master Suite All About Home Design - Farmhouse at Broadmoor Canyons

“HBA is excited that the 2018 Parade of Homes was the largest Parade in 10 years with 36 homes across our community and over 19,000 attendees. We haven’t seen this caliber of homes in the Parade, not only in the number of homes entered but also in the number of custom homes that the public has been able to tour. We had many builders who reported home sales within the first week of the Parade. Ticket sales remain strong and public feedback has been great. We look forward to continuing this trend in next year’s Parade.”

And the Winners Are:

Industry Awards, voted on by HBA members:

UNDER \$300,000 (ALL ON ONE TROPHY)

- Best Kitchen Antelope Ridge - The Buckhorn
- Best Master Suite Antelope Ridge - The Buckhorn
- Best Interior Design Antelope Ridge - The Buckhorn
- Best Floor Plan Antelope Ridge - The Buckhorn
- Best Architectural Exterior Antelope Ridge - The Buckhorn
- Best Outdoor Living Antelope Ridge - The Buckhorn
- Best Overall Home Antelope Ridge - The Buckhorn

\$305,000-\$330,000 (ALL ON ONE TROPHY)

- Best Kitchen Oakwood Homes - Conifer
- Best Master Suite Oakwood Homes - Conifer

Best Interior Design All About Home Design – Farmhouse at Broadmoor Canyons

Best Floor Plan All About Home Design – Farmhouse at Broadmoor Canyons

Best Architectural Exterior All About Home Design – Farmhouse at Broadmoor Canyons

Best Outdoor Living All About Home Design – Farmhouse at Broadmoor Canyons

Best Overall Home All About Home Design – Farmhouse at Broadmoor Canyons

\$950,000 - \$1,000,000

Best Kitchen Level 1 Homes – Grayson Falls

Best Master Suite Level 1 Homes – Grayson Falls

Best Interior Design Level 1 Homes – Grayson Falls

Best Floor Plan Level 1 Homes – Grayson Falls

Best Architectural Exterior Hi-Point Home Builders – Top Shelf

Best Outdoor Living Level 1 Homes – Grayson Falls

Best Overall Home Level 1 Homes – Grayson Falls

\$1,425,000 - \$1,675,000

Best Kitchen Alliance Builders – The Augusta

Best Master Suite Alliance Builders – The Augusta

Best Interior Design All About Home Design – Camp Millhaven - Mountain Modern

Best Floor Plan All About Home Design – Camp Millhaven - Mountain Modern

Best Architectural Exterior All About Home Design – Camp Millhaven - Mountain Modern

Best Outdoor Living All About Home Design – Camp Millhaven - Mountain Modern

Best Overall Home All About Home Design – Camp Millhaven - Mountain Modern

\$1,700,000- \$1,900,000

Best Kitchen Solid Rock Custom Homes - Bella Decouvre

Best Master Suite Comito Building & Design – Waters Edge

Best Interior Design Comito Building & Design – Waters Edge

Best Floor Plan Alliance Builders – The Charmant

Best Architectural Exterior Comito Building & Design – Waters Edge

Best Outdoor Living Comito Building & Design – Waters Edge

Best Overall Home Comito Building & Design – Waters Edge

MORE THAN \$2,500,000 (ALL ON ONE TROPHY)

Best Kitchen The Newport Company – Saddle Stone

Best Master Suite The Newport Company – Saddle Stone

Best Interior Design The Newport Company – Saddle Stone

Best Floor Plan The Newport Company – Saddle Stone

Best Architectural Exterior The Newport Company – Saddle Stone

Best Outdoor Living The Newport Company – Saddle Stone

Best Overall Home The Newport Company – Saddle Stone

PEOPLE'S CHOICE AWARDS, VOTED ON BY THE ATTENDING PUBLIC:

PEOPLE'S CHOICE

Under \$300,000 Antelope Ridge – The Buckhorn

\$305,000 - \$330,000 Oakwood Homes - Conifer

\$345,000-\$375,000 JM Weston Homes – The Savannah

\$395,000-\$450,000 Oakwood Homes – Springfield

\$465,000-\$535,000 Vanguard Homes – Athens

\$550,000-\$600,000 Covington Homes – The Palazzo

\$650,000 - \$740,000 Jayden Homes – The Dillon

\$750,000 - \$850,000 All About Home Design – Farmhouse at Broadmoor Canyons

\$950,000-\$1,000,000 Hi-Point Home Builders – Top Shelf

\$1,425,000 - \$1,675,000 All About Home Design – Camp Millhaven – Mountain Modern

\$1,700,000-\$1,900,000 Copperleaf Homes - Mountain Manor

More than \$2,500,000 The Newport Company – Saddle Stone

Awards banquet photos by Amy Cox, Blu Owl Photography, 719-360-8990, amy@blu-owl.com, Blu-Owl.com. Photos may be purchased from Blu Owl Photography. There are many more photos at the Blu Owl website.

People's Choice award winner photos courtesy of Housing & Building Association of Colorado Springs, with special thanks to Shirley Rouse, Events & Operations Manager, Housing & Building Association of Colorado Springs and to the participating builders.



Trophies on display

We build the home you see when you close your eyes and dream!



At **Saddletree Homes** we share the excitement our buyers feel when they dream of their new home. Our passion is capturing those dreams and making them reality.

We use the finest hand-picked craftsmen and designers, working together to ensure every detail of your home expresses your personal style and reflects the level of artistry that has become synonymous with the Saddletree name.

Visit saddletreehomes.com, or call **719-BUILDER** to schedule an appointment.

saddletreehomes.com
719-BUILDER



A TRUSTED MORTGAGE PROFESSIONAL
Right in your own backyard

As a resident of Colorado Springs, I know our community well and can help you finance the home of your dreams!

RANKED #4
Out of the **TOP 100** Mortgage Companies in America
by **MORTGAGE EXECUTIVE MAGAZINE 2017**
Loans Closed:
92,134
Volume:
\$21,235,950,954



Melanie A. Henn
Branch Manager, NMLS# 206264
Cell: 719-499-8061 • eFax: 866-374-5296
melanie.henn@fairwaymc.com
www.hennteam.com
8610 Explorer Drive, Suite 132
Colorado Springs, CO 80920



PURCHASES | REFINANCES | SECOND MORTGAGES
WE SPECIALIZE IN JUMBO, DOCTOR LOANS, CONVENTIONAL, FHA, AND VA.*



*VA loans subject to individual VA Entitlement amounts and eligibility, qualifying factors such as income and credit standards, and property limits. Fairway is not affiliated with any government agencies. These materials are not from VA, HUD or FHA, and were not approved by VA, HUD or FHA, or any other government agency. Copyright©2018 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718. 1-877-699-0353. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Lender.



▶▶ up and coming real estate agent

April DeNio

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



I grew up in a small town in Michigan and was the youngest of five. I married my high school junior prom date, Tim DeNio. We had met in Individual Sports Class our junior year. I saw my chance to connect during a bike ride, and I thought I'd get his attention by running my bike into the back of his. While it backfired, and I wiped out, I definitely got his attention!

I was fairly athletic in high school. I ran track, and I was the proud winner of multiple sports awards, including school records in the discus throw and the 440-yard dash. I also won awards for music, playing the flute and competing in various high school competitions. I don't play much anymore ... just an occasional family wedding or funeral. I also raised and trained Quarter horses, for which I was the recipient of numerous 4-H awards. I was pretty much an individual. My family lived several miles from town, so I had no friends to play with, so I had to make the best of what I had. I grew up a "country" girl. I would entertain myself by swimming in the pond with the leeches and frogs (yes, my mom had to pick the leeches off), slide through cow pies with my bare feet, drowned the chipmunks out of their holes and turned them into pets, helped my dad bale hay and my mom cultivate the garden, built forts, picked wild berries and the Michigan favorite morel mushrooms, chased my sister around with snakes, and enjoyed all the winter activities Michigan offered, which included sledding, riding toboggans behind snowmobiles trying to be the last hanging on, digging snow caves, and ice skating on the ponds. I didn't hang out with the "neighborhood" kids because there weren't any neighborhoods. My friends were the farm animals I suppose ... especially my horse. My dad wanted me to have a horse because he heard girls that had horses wouldn't like boys as fast. LOL.

Tim and I graduated high school in June of 1984 and got married four months later in October. Tim



••• (a patriot to his core) promptly joined the Army that November, eager to serve his country. He served in Field Artillery at first, and when he came home from his first war, Operation Desert Storm, he decided to go into Special Forces. He spent the rest of his military career as a Green Beret and also served in multiple conflicts to include The War on Terrorism and Operation Iraqi Freedom. Tim weathered many hot spots during his military service until he retired in 2004. He then worked full-time until 2017 as a military contractor, working in Special Ops. I spent many months/years alone. It wasn't always easy, but it made me a stronger person. I certainly had to learn to adapt, and quickly, to make it as a Special Forces military wife.

To this day we are together, best friends, living happily ever after ... 35 years later!



After high school, I never had a desire to go to college. I have great administrative skills, which I put to use prior to engaging in real estate. I logged administrative time in an engineering firm and continued that until I had children.

We were married for seven years before I got pregnant with our first child. It happened right after Tim returned from Operation Desert Storm. The military called it "Operation Desert Stork," because so many military wives were having babies at that time. We had our first two children, Ashley and Adam, fairly close together. I tried to work after the kids were born, but it was too difficult with Tim being gone so much. Daycare just wasn't for us, so in the early years I mostly stayed home to raise the children.

Once I decided to be a stay-at-home mom, I tried my hand at entrepreneurship. I sold Discover Toys, and while I continued to set records in sales, I couldn't motivate my team to my level of enthusiasm and productivity. I then learned bookkeeping and went to work for a local builder part time doing his books.

The only college course I took was accounting, and I took it because I wanted to learn and understand bookkeeping. When my kids were small, I taught myself the craft of desktop publishing while I was volunteering for Mothers of Preschoolers (MOPS). Desktop publishing helped me support the group as their publicity person, and I served on the Steering Committee as well. The volunteer work kept me from being bored and lonely. Because we moved so much, it was hard to develop close friendships in the short time we would be stationed at a new place. It was through that first experience that I learned to love volunteer work. Since then, I have served on the Board and Finance Team for a local church, treasurer/publicity person for a homeowner's association, treasurer for a hockey association, and served in many other miscellaneous volunteer positions.

We've been in and out of Colorado numerous times. We've moved from Fort Carson, CO, to Fort Bragg, NC, back to Fort Carson, and back to Fort Bragg. Actually a total of four times. We also lived in Fort Campbell, KY; Fort Lewis, WA; and Fort Devens, MA. I'll never forget when the entire 10th Special Forces Group moved to Fort Carson from Fort Devens. That was quite a move. We are now where we've always wanted to be ... Colorado!

When we were stationed at Fort Carson, I worked as an assistant for Noma Nel Hayden who was a long-time Teller County agent. I used to think she was famous because I'd see her billboards around town saying, "Call Noma Nel Before You Buy or Sell." I'm sure many of you reading this know of her. I learned all about marketing from her, but I never thought I would be a realtor because she worked ALL the time. I can remember her telling me about her husband fussing at her for working so much. I found myself saying, "I'll never be a realtor." Famous last words!

I became a realtor in 2010 when the market was perfect for fix-and-flips. I ran into a gal in one of my church groups, and during introductions she told me she was an investor. I was intrigued and asked her to tell me more. She said she bought ugly houses and flipped them. And that's what lit my fire.

I wanted to get my feet wet in that market, but I could never get a realtor to show me the homes in a timely manner. So, I decided to get my own license. I built my business initially by representing not only myself in the fix-and-flips, but also the gal who introduced me to that market. Then I picked up a few more investors, including a family member, who was out of state. We

all just bought and sold, and that's how I got my start. I learned like crazy in the beginning. I took every course I could fit into my schedule. I earned my GRI, CNE, ABR — all right up front. It is the best thing I could have done for a great, solid start in this crazy business.

My business has continued to grow over the years, and now over 85 percent of my business is from referrals and past clients. I pride myself on providing excellent customer service. I stay in touch with my clients with birthday cards, emails on market stats, miscellaneous postcards, and customer appreciation events. I remember Noma Nel Hayden telling me that she didn't become really successful until she started to "drip" on her client base. I learned well from her!

I am pleased at the many ways my clients have described me: professional, thorough, top-notch, tireless energy, kind, patient, informative, awesome, service queen, dedicated, devoted, super agent, attentive to detail. I must be doing something right!

I knew I would never be satisfied with only fix-and-flips, as I've always been intrigued by real estate in general. I have a good marketing mind. I'm always thinking of ideas to attract business. I do all of my own marketing: MLS input, property description writing, Facebook posting, flyers, ads, postcards, etc. I even do my own bookkeeping. I'm very detail-oriented, so that serves me well in all of those areas. I love the business because it fits in perfectly with all of the skills I've learned over the years.

I have a small, independent brokerage in Woodland Park. I never set out to be a Managing Broker until one of my past clients was getting her real estate license. She asked why she couldn't just come in under me. So, I took the Managing Broker course, and since then I've brought in many brokers. Most are of the entrepreneurial mindset and don't need much handholding, but they have enjoyed the training they've received under my supervision. I like to teach. I try to do everything right and by the book. I so appreciate the many classes I have taken ... especially the ones taught by the late Oliver Frasca. They really set me up for success.

Most of my brokers have gone on to become independent, and they all are still great friends and local agents. I don't feel they are competition. There is more than enough business for all of us. We regularly meet for lunch or breakfast to talk about real estate. I'm very thankful for my realtor friends. I am especially grateful for Robin Searle with Sellstate Alliance. Robin and I graduated real estate school about the same time and met at our very first brokerage, Keller Williams Clients' Choice. We are the best of friends now, and she is my "go to" gal.

I have three agents under me now. My most recent agent is now my daughter-in-law, Meagan. My eldest son, Adam, met Meagan when he flew the coop and spread his wings to explore the neighboring state of Wyoming. Meagan was going to school to become a teacher when she and Adam got engaged and moved back to Colorado from Wyoming. I enticed her into real estate, and she is now licensed and a great asset. She also serves as my assistant and takes any overflow work I pass on to her. Meagan is super smart and a really great realtor. My son made an excellent choice!

I've tried to get my husband on board with the real estate business because I think a husband/wife team would be awesome, but he's not interested. He does independent contractor work when he feels like it or when he wants to travel. He is also part owner of a brewery in Playa Del Coyo in Costa Rica called Angry Goats Brewery which is located in Coconutz Bar and Grill. Make sure if you take a trip down to Costa Rica you try one of their craft brews and say hi to one of the many ex-pats hanging out there.

About two years ago, I decided that I wanted to give singing a try. I never sang my entire life. Honestly, I didn't think I could. I started out taking voice lessons with Christi Bovee, a local voice coach. She really had her work cut out for her because I was truly a beginner. About a year after that I met Cari Dell, a local entertainer, and we got to talking about singing. I didn't think I could sing well, and I told her so. She asked me, "Who told you you can't sing well?" I said, "My husband." She told me not to listen to him, since he is not a singer. Cari is an amazing guitarist, and she shared that her mother always told her she should just stick to playing guitar, but Cari is an awesome singer! So, I thought maybe I can get better too. Don't worry, I have no plans to quit my real estate career to try out for *America's Got Talent*, *The Voice*, or *American Idol*. I know my place! This is just for fun, but at 50-plus years old, it's fun to learn something new and important to have something you strive to get better at.

Tim and I have three children: Ashley (26), Adam (25), and Gabriel (13). Gabriel is our "retirement" baby. Tim was gone so much during his military career that he missed a lot as the first two kids were growing up. After he retired he said, "Let's have another baby!" So, while all our friends are becoming grandparents, we are still actively raising a son.

Our daughter Ashley followed in her Dad's footsteps and went into the Army. My daughter was extremely strong-willed and a great challenge to raise. When she was a junior in high school, we suggested the Air Force Academy. She wanted nothing to do with the military at that time. Now she absolutely loves it. Her

•••

••• dad (my husband, Tim) was in the service as an enlisted man, and she is an officer. She calls her dad all the time though to talk “shop.” He teaches her how to relate to her enlisted troops and what she can do to be a good leader to them. She’s been to Airborne School and Air Assault School, all schools that her dad has been through. When she graduated from Airborne School, we flew to Fort Benning, GA, for her graduation. Her dad proudly pinned on her wings — “blood wings.” Those of you with a military background will know what I mean. It’s where instead of pinning the wings on, you slap them into the recipient’s chest and draw blood. It’s not “allowed” anymore. (But who is going to tell a retired former Green Beret you can’t give your daughter blood wings?) She is a Blackhawk pilot and is stationed at Fort Carson, but recently she was deployed to Romania, where she is as I write this. Her husband of almost three years, Alex Jalali, is currently serving in Afghanistan. I thank both of them for serving our great country and pray for their safe return.

Adam (with his wife, Meagan), lives nearby in Woodland Park and started his own construction company, Boar Construction. He works in the construction field with Meagan by his side working real estate. It’s great to have such a close relationship where we can play some evening basketball, a game of cornhole, or go out for some frozen yogurt. I anticipate my first grandchildren will come from them.

Our youngest son, Gabriel, is very involved in ice hockey. He plays AA and travels quite a bit for that. My husband has been his coach in past years and had given up a large part of his time to the Woodland Park Hockey Association when Gabriel was younger and even when our eldest son played. We are excited that hockey in Woodland Park has grown to the extent we now have a high school team. We are looking forward to our son playing for the Woodland Park Panthers in two years when he reaches ninth grade.

I work mainly Teller County. I live, work and play in Woodland Park. I’ve been here since 2008 — the longest we’ve lived anywhere because of the military travel. I know our local communities, I understand the various water and septic issues, and I love to share all about why Teller County is a great place to live! I’m a great advocate for Woodland Park because I love this “City Above the Clouds!”



My company invests in the town where we do business. As a company, we have participated in the Homecoming Parade and Christmas Parade. One year the theme was Celebrating 50 Years of Beatlemania. We dressed up like “beetles” (we had a beetle shell on our back and beetle legs sticking out) and played blow-up guitars and danced to “Twist and Shout.” Our float was rocking. Needless to say, we won the Spirit Award!

We also participate in the Fourth of July in the Park, bringing life-sized Jenga and corn hole games, all decked out with our logo. And we have hosted the food and wine pairing at Vino

and Notes for four years in a row! We’ve also sponsored local soccer and ice hockey teams. We consider our community a great investment.

I love real estate. I love the flexibility. I like that I can tell my clients I’m booked after 3 p.m. with appointments. In reality, I have to pick my son up from school. I try not to schedule appointments after that time if at all possible. I do the same with my workouts. My husband and I drive down to the Springs three times a week to attend OrangeTheory Fitness. I didn’t always invest in my health, but now I do it religiously. This business can suck the life out of you and take over your life if you let it. It’s good to have a balance. It took me several years to figure that out, but I’m better off now for realizing that.

I love referrals. If you ever find yourself with a buyer looking to purchase “up the pass” and you don’t want to make that commitment, please look me up. I’ll take excellent care of them!

INDIVIDUAL STATS

Information is self-provided and current as of 9/12/2018.

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	Mark Ewell	Turner Associates LLC	98	0	98	\$30,484,783	\$0	\$30,484,783
2	Mike MacGuire	The Platinum Group Realtors	30	33	63	\$11,802,015	\$13,418,448	\$25,220,463
3	Kathy Loidolt	Flying Horse Realty	37	21	58	\$14,806,270	\$9,921,418	\$24,787,688
4	Monica L Shea	The Platinum Group Realtors	20	29	49	\$7,556,400	\$10,271,751	\$17,828,151
5	Cherise Selley	Selley Group Real Estate, LLC	18	26	44	\$7,117,947	\$10,624,061	\$17,742,008
6	Mark Salas	Best Realty INC	24	51	75	\$6,150,500	\$10,981,171	\$17,131,671
7	Nathan A Johnson	RE/MAX Real Estate Group	13	36	49	\$3,330,500	\$10,820,896	\$14,820,896
8	Michelle Fisher	RE/MAX Properties, Inc.	26	13	39	\$7,856,300	\$4,988,054	\$12,844,354
9	Scott Coddington	Pulse Real Estate Group, LLC	20	16	36	\$7,311,000	\$5,185,475	\$12,496,475
10	Angela Fugate	MacKenzie-Jackson Real Estate	24	15	39	\$6,952,900	\$4,657,500	\$11,610,400
11	Ashley Wilson	RE/MAX Properties, Inc.	21	15	36	\$6,238,000	\$4,965,538	\$11,203,538
12	Dustin Kimberlin	Keller Williams Premier Realty	20	17	37	\$6,042,500	\$5,145,600	\$11,188,100
13	Peggy Ulmer	ERA Shields	9	21	30	\$3,469,800	\$7,586,769	\$11,056,569
14	Chris J Clark	Pikes Peak Homes and Land	28	7	35	\$8,671,203	\$2,190,000	\$10,861,203
15	Jamie Krakofsky	Remax Real Estate Group	12	20	32	\$3,505,000	\$6,841,900	\$10,346,900
16	Dave Sanders	Re/Max Real Estate Group	7	17	24	\$2,479,000	\$6,163,799	\$8,642,799
17	Maggie Easton	RE/MAX Properties, Inc.	11	9	20	\$4,565,009	\$3,832,284	\$8,397,293
18	Rhonda Brennan	Mountain Desert Realty	6	10	16	\$3,148,800	\$3,671,427	\$6,820,227
19	Darlene Cramm	Shorewood Real Estate	6	16	22	\$3,015,000	\$3,742,800	\$6,757,800
20	Craig Rogers	The Platinum Group, Realtors	6	14	20	\$1,824,300	\$4,625,936	\$6,450,236
21	Linda Lafferty	The Platinum Group Realtors	8	8	16	\$2,877,000	\$3,198,500	\$6,075,500
22	Larry Knop	MacKenzie-Jackson Real Estate	6	14	20	\$1,793,628	\$3,559,900	\$5,353,528
23	Veronica Gurule	Red, White & Blue Realty Group, Inc	12	16	28	\$3,274,500	\$1,829,472	\$5,103,972
24	ERIC ESTRADA	KELLER WILLIAMS PARTNERS	6	15	21	\$1,388,950	\$3,692,412	\$5,081,362
25	Marie Sweetland	Coldwell Banker Red Rock Realty	9	8	17	\$2,119,230	\$2,805,797	\$4,925,027
26	Megan Dommer	ERA Shields	11	5	16	\$3,151,000	\$1,740,000	\$4,891,000
27	Jeannette Stevens	MacKenzie-Jackson Real Estate	4	10	14	\$1,334,000	\$2,371,000	\$3,705,000
28	Rachel Buller	Manitou Springs Real Estate, LLC	7	7	14	\$2,035,000	\$1,561,900	\$3,596,900
29	Wanda Wood	MacKenzie-Jackson Real Estate	4	10	14	\$1,002,000	\$2,321,900	\$3,323,900
30	Whitney Lewis	Manitou Springs Real Estate, LLC	2	7	9	\$494,500	\$2,025,000	\$2,519,500
31	James Sherrell	MacKenzie-Jackson Real Estate	2	6	8	\$614,800	\$1,428,900	\$2,043,700
32	Kelli Smith	MacKenzie-Jackson Real Estate	5	2	7	\$1,426,000	\$574,900	\$2,000,900

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.



- Lorson Ranch (Ft Carson) from the high 200's to the mid 300's
- Meridian Ranch (Peyton/Falcon) from the high 200's to the mid 400's
- 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
- 4% commission!



Saint Aubyn Homes

212 N Wahsatch Ave # 201
 Colorado Springs, CO 80903
 (719) 304-4919
 www.saintaubynhomes.com

PORTRAITS

STUDIO OR LOCATION

TARA·C·PATTY
PHOTOGRAPHY
719.475.0160 taracpatty.com

Top Agents could be reading about your company right now.

RP REAL PRODUCERS.
FOR ADVERTISING INFO VISIT
REALPRODUCERSMAG.COM

TEAM STATS

Information is self-provided and current as of 9/12/2018.

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	The Johnson Team	90	142	232	\$26,520,000	\$41,480,000	\$68,000,000
2	The Clement Group	71	55	126	\$33,063,725	\$27,961,750	\$61,025,475
3	The Nathan Johnson Team	37	93	130	\$10,497,500	\$26,613,096	\$37,110,596
4	Pulse Real Estate Group, LLC	42	65	107	\$13,992,900	\$20,408,818	\$34,401,718
5	The Kibler Group	46.2	69.1	115.3	\$13,526,065	\$19,222,544	\$32,748,609
6	Roshek Group	47	67	114	\$13,429,600	\$15,497,889	\$28,927,489
7	Jason Daniels & Associates at RE/MAX Millennium	32	47	79	\$9,453,900	\$14,416,557	\$23,870,457
8	The Sanders Team	24	53	77	\$7,567,800	\$15,569,051	\$23,136,851
9	Bobbi Price Team	50	15	65	\$15,164,159	\$5,678,793	\$20,842,952
10	The Barcus Team	17	7	27	\$13,697,442	\$3,469,231	\$17,166,673
11	The Hunstiger Team	13	25	38	\$4,449,500	\$8,034,343	\$12,483,843
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
14	Integrity 1st Team at Keller Williams Clients' Choice	7	5	12	\$2,335,000	\$1,576,400	\$3,911,400

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.

The Carpet Direct Process:
there's a reason we do the things we do...
to bring you unbeatable flooring value!

CARPET DIRECT
719-930-4847
CarpetDirectCO-Springs.com

Saving you up to 60% off big box retail flooring prices Carpet Direct is your complete brand name flooring source.

We bring the showroom directly to you, so you can bring your unique vision for your home or office to life at your convenience.

Empire Title of Colorado Springs
5755 Mark Dabling Blvd., Suite 110, Colorado Springs, CO 80919
Phone: (719) 884-5300 - Fax: (719) 884-5304
www.etcos.com

Empire Title of Woodland Park
350 N. Pine St., Woodland Park, CO 80863
Phone: (719) 686-9888 - Fax: (719) 686-8208
www.empirewp.com

Empire Title of Canon City
1220 Main St., Canon City, CO 81212
Phone: (719) 275-4900 - Fax: (719) 235-5029
www.empirecanon.com

"We Don't Succeed Unless You Do"

The Legend is True.

CAREFREE, PAIRED PATIO LIVING IS A TIMELESS PLEASURE.



- 1** SANCTUARY POINTE
Paired Patio Homes from the low to mid \$400s
1654 Summerglow Lane
Monument, CO 80132
- 2** THE VILLAGE OF CORTONA AT FLYING HORSE
Paired Patio Homes from the upper \$300s
2057 Ripple Ridge Road
Colorado Springs, CO 80921
- 3** WOLF RANCH
Paired Patio Homes from the upper \$300s
9127 Wolf Lake Dr.
Colorado Springs, CO 80924
- 4** LEXINGTON CROSSING AT BRIARGATE
Paired Patio Homes from the mid to upper \$300s
3275 Excelsior Dr.
Colorado Springs, CO 80920

Paired-patio Homes for those Seeking a High-excitement, Low-maintenance, Live-in-the-moment Lifestyle.

It's known as a "wake up call." You're grinding your way through the daily hubbub, the same as always, when out of nowhere you have this "A ha!" moment. This epiphany. And you suddenly realize, it's true. Every minute of every day is precious, just like your mom and dad used to tell you, and you can't—make that, *won't*—squander another second of your time sweating the small stuff.

Congratulations.

You've just taken your first step toward leading a richer, more fulfilling life. Next move? A beautiful, carefree, paired-patio "Legends Collection" home from Classic Homes. A home where you'll enjoy low-maintenance, live-in-the-moment liberty, and a serious second chance at the pursuit of happiness.

The Legends Collection. Life's Too Short For Anything Less.

Homeowner Conveniences Included

- LANDSCAPING
- LANDSCAPE MAINTENANCE
- SNOW REMOVAL
- TRASH REMOVAL

THE LEGENDS COLLECTION. Low-Maintenance, Paired Patio Homes for the Finest in Carefree, Colorado Living. See them today in *Sanctuary Pointe*, *The Village of Cortona* at *Flying Horse*, *Wolf Ranch*, and *Lexington Crossing at Briargate*.



Call 719-888-3445
For More Information.

www.classichomes.com/paired-patio-homes





PRSR STD
US POSTAGE PAID
WILMINGTON NC
PERMIT NO. 40

CO_Colorado Springs Realtor

AT NORTH AMERICAN TITLE

WE BELIEVE

IN RAISING THE INDUSTRY STANDARDS

CHOOSING NORTH AMERICAN TITLE gives you access to knowledgeable and dedicated title and escrow professionals who guide you through the closing process reliably, effectively and efficiently. You and your clients will reap the rewards of our expertise. **Let us take your next transaction to a smooth conclusion.**



WWW.NAT.COM/CO

©2018 North American Title Group, LLC and its subsidiaries. All Rights Reserved. North American Title Company and related design and Like Clockwork are registered Service Marks of North American Title Group, LLC or its corporate parent. | CO 18-12705 R 2.22.18



COLORADO SPRINGS – DOWNTOWN
102 North Cascade | Suite 330
Colorado Springs, CO 80903
t: 719.578.4100



COLORADO SPRINGS – NORTH
8610 Explorer Drive | Suite 105
Colorado Springs, CO 80920
t: 719.598.5355