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what is it? ◀◀
By Robert O'Brien, Real Producers Reporter



OLYMPIC GOLD

The first and only United States Olympic Museum is under construction for an opening in 2020



“

A MUSEUM OF HOPES & DREAMS

– Chris Liedel, CEO

It's almost unfathomable that there is not already a United States Olympic Museum. After all, there are: Aerospace museums, Biographical museums, Children's museums, Farm museums, Jail and prison museums, Lighthouse museums, Media museums, Natural history museums, Philatelic museums, Railway museums, Religious museums, Science museums, Ships as museums, Sports museums, Transport museums...

No United States Olympic museum?

Until now, and, it's under construction at the Colorado Springs Southwest Downtown Urban Renewal District,, across "the tracks" from America the Beautiful Park (there will be a pedestrian walkway to link the Museum to the Park).

According to The (Colorado Springs) Gazette: "The \$75 million museum is being built on a 1.7-acre site at Vermijo Avenue and Sierra Madre Street. It's envisioned as a tribute to the nation's Olympic and Paralympic movements and their athletes through interactive displays and exhibits. It will include a hall of fame, theater, gift shop and other amenities."

Museum CEO Christopher Liedel, referring to lead designer Liz Diller of the Denver architectural firm of Anderson Mason Dale Architects, points out "She was one of the few architects if not the only one to look at maintaining the landscape of Pikes Peak at the end of Vermijo (Avenue) rather than putting the building there. They designed the building to wrap around it to showcase the natural beauty of Pikes Peak." In other words, driving west on



Vermijo, instead of having the building right where the street would dead-end at the Museum, you will be treated to a spectacular, unobstructed view of the mountain and the Museum complex will preserve and frame that famous, majestic scene.

Liedel says the City is taking care of the infrastructure enhancements that will turn the approach to the Museum into a lovely pedestrian mall/walkway that will “really turn the area into a very active community gathering place.”

In walking Real Producers through the “book of renderings,” the series of images created by the architects of both the exterior and interior of the Museum, Liedel commented, “The Museum is designed to be one of the most inclusive and accessible museums of this type, for various types of impairments. Those in wheelchairs will have ramps that lead to the main entrance so there won’t be a need for a separate

entrance. We’re also looking at sensory impairment, which would include visual or auditory impairment” The movement throughout the facility will be the same with access to the same content, regardless of ability.

The museum will have vast quantities of LED screens, says Liedel, “including a 40’ high LED wall upon entering that will feature athletes both histori-

cal and contemporary athletes performing (in their various competitions).”

The museum will also be the new home of the US Olympic Hall of Fame for both Olympic and Paralympic athletes. Liedel says “there will also be an RFID (“Radio Frequency Identification”) station where each visitor will receive a lanyard and badge, sort of what an Olympic athlete gets, and you are able to set both personal preferences for the content that interests you, so, if you like USA Basketball and you want to see

the basketball team, or if you want to do Swimming or you’re into Track and Field, you’ll be able to program your areas of interest so as you move through the museum that custom content will really be brought to life.”

Among all the attractions throughout this amazing, state of the art Museum will also be a theater where the facility is working with the NBC Television Network to present a “capstone” film on the Olympic experience.

There will only be one United States Olympic Museum in the world. And it will be right here in Colorado Springs. Real Producers believes this will become THE major attraction for visitors (okay, there’s America’s Mountain), certainly for visits to the City itself. Civic pride, anyone?

The United States Olympic Museum
By the Numbers
(As of May 2019)

- \$120,000,000- Total Fundraising Goal
- \$85,000,000- Current Fundraising Commitments
- 350,000- Projected Annual Visitors
- 60,000- Building Square Feet
- 20,000- Exhibit Space Square Feet
- 10,000- Diamond-Shaped Aluminum Panels on Building Exterior
- 450- Total Approximate number of artifacts that will be displayed
- 157- Olympic and Paralympic Prize Medals on Display
- 141- Inductees honored in the US Olympic and Paralympic Hall of Fame
- 88- Summer and Winter Olympic and Paralympic Sports represented
- 48- Original Olympic and Paralympic Torches on Display
- 45- permanent staff hired by USOM
- 29.5 ft- Distance of Bob Beamon’s World Record Long Jump
- 1 United States Olympic Museum and Hall of Fame!

Who is Chris Liedel?



Christopher Liedel,
Chief Executive
Officer, United States
Olympic Museum

Mr. Liedel joined the USOM team as CEO in May of 2018. He previously served for nearly six years as president of Smithsonian Enterprises, the revenue-producing arm of the Smithsonian Institution. Before that, he was with National Geographic for 16 years, becoming the executive vice president and chief financial officer. At Smithsonian Enterprises, he had oversight of the key commercial activities of the Smithsonian, including Smithsonian Media, retail, e-commerce, educational and consumer-branded products, and food services. During his tenure, the organization saw significant growth in revenue and earnings performance.

His board affiliations have included the Nobel Prize Education Fund; the National Philanthropic Trust, which he chaired from 2005 to 2008; Ed Week Magazine; and the Amazon Center for Environmental Education and Research Foundation. He currently serves on the board of the PGA of America, and previously served on the executive committee of the United States Golf Association, where he was chair of the museum committee.

Liedel, prior to moving to Colorado Springs in December 2018, was a resident of Vienna, Virginia. He earned his bachelor’s degree at Bowling Green State University in Ohio, and his master’s degree at Georgia State University in Atlanta. He is a Wharton Fellow from the University of Pennsylvania.



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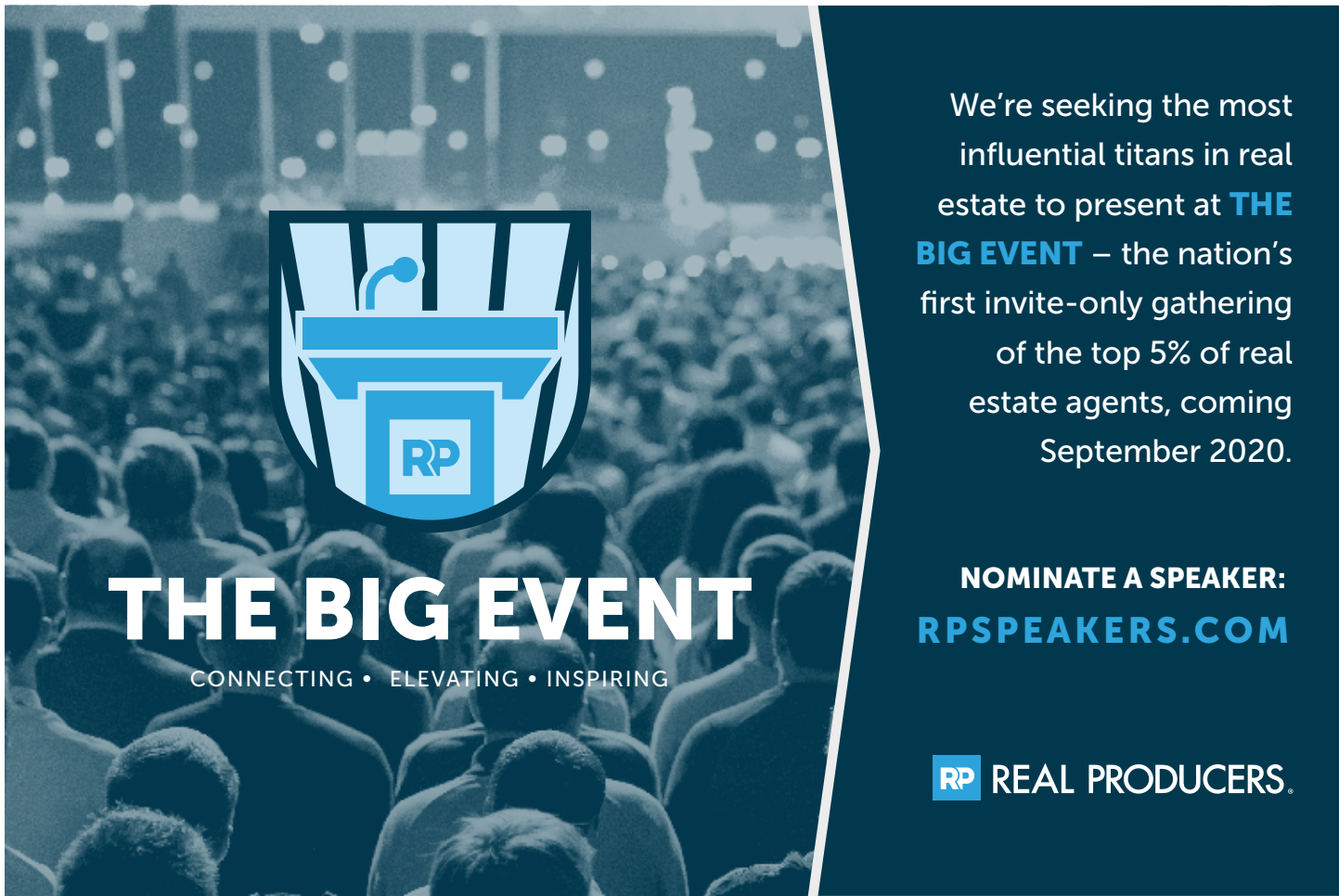
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The HBA looks forward to carrying out the following Strategic Priorities in 2019:

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.

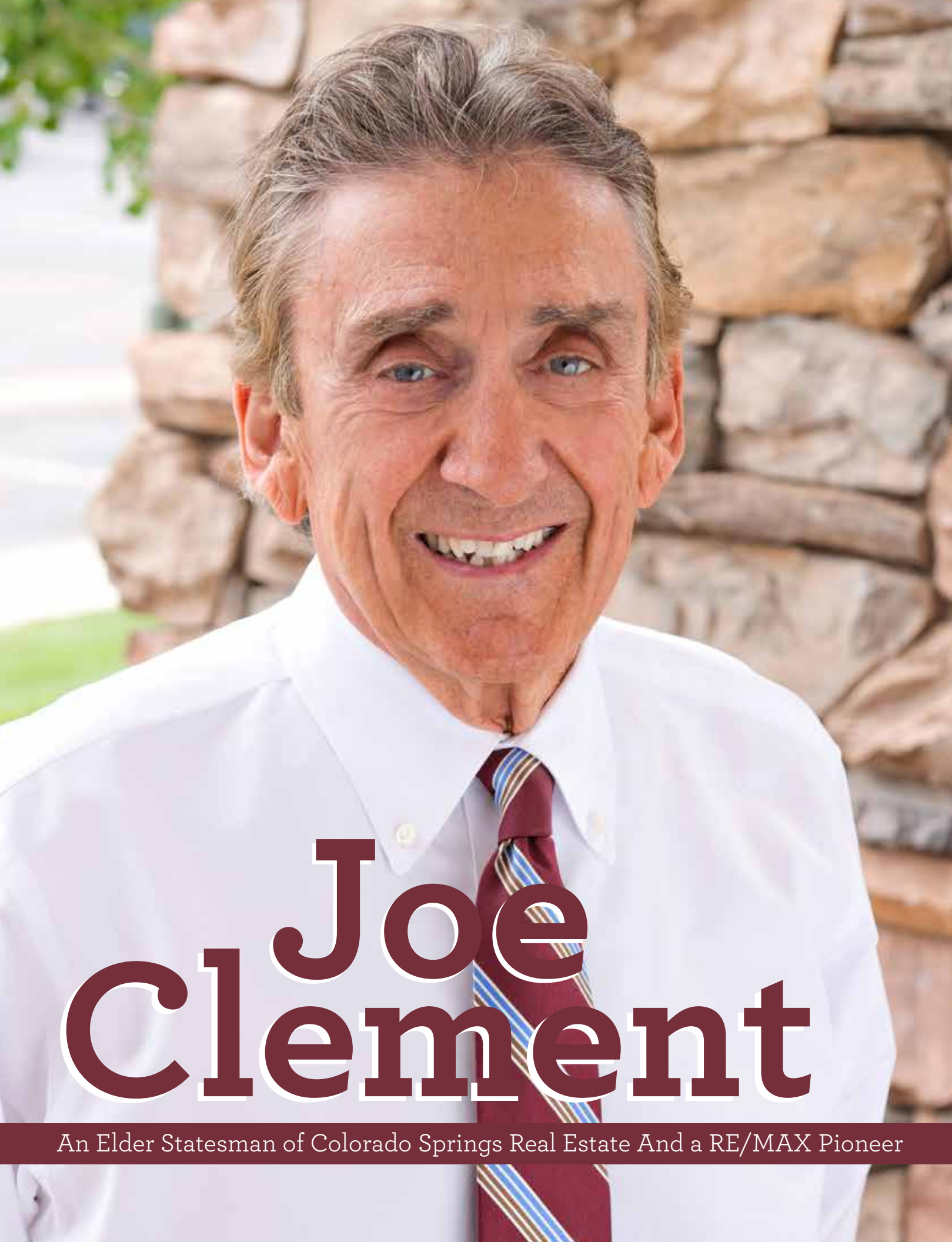
The HBA's Leadership Development program will engage the next generation of industry leaders to teach them the depth and breadth of the HBA, and enable them to become a vital part of the Association and the community.

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



Joe Clement

An Elder Statesman of Colorado Springs Real Estate And a RE/MAX Pioneer

► top producer

By Robert O'Brien

In what could only be described as one of the shortest biographies possible, the Colorado Springs Gazette described the career of Joe Clement this way: "Clement has owned Re/Max Properties since 1986 and owned a Re/Max franchise in Peoria, Ill. He has a bachelor's degree in education from Western Illinois University and a master's in educational administration from Bradley University."

There is, however, a bit more to the story.

Joe Clement was born on a farm in Westfield NY, located on the southern shore of Lake Erie, southwest of Buffalo, which this reporter can say with confidence is a lush, lovely and very green and fertile land, home to vineyards and fruit orchards. And as this writer can also attest to, experiences frigid winters with lake effect snows and bitter winds coming off one of the Great Lakes, as in great winds and great amounts of snow. Clements family lived above his grandparents on a grape and dairy farm. He says he was blessed with an abundance of cousins, aunts and uncles.

"I learned what it's like to get up early in the morning and milk cows. I have a lot of respect for dairy farmers," says Clement. He points out that cows have to be milked twice a day. With 25 cows to tend to, family vacations were basically non-existent.

At some point the family moved to Buffalo (yes, that Buffalo, New York). Mr. Clement attended public school Public School #23 (east of downtown)



and says his initiation was getting "beat up" in the first few weeks. "It was a rough neighborhood," He adds with a smile "it's a great place to be from." He still has a sister who lives in Western New York near Niagara Falls.

Clement ended up going to college at Western Illinois University where he had a scholarship as a sprinter. After receiving his Masters from Bradley

“

When I got into real estate my goal was to make as much as the Superintendent of Schools. As fast as I could. In my first year in real estate, with a 55/45 split, I made \$53,500 and the Superintendent made \$49,000.

University in educational administration at Bradley University in Peoria he became a teacher and a coach in that city. Clements credits teaching and coaching as "a great way to start my adult working life. Teaching and coaching and getting involved in the

community and meeting a lot of people." Sounds like a great resume for one day leading one of the top brokerage groups in the country. Mr. Clement says he decided teaching and even being a "Dean of Boys" was not for him; "I set a record for student suspensions" That's when he decided make the switch to real estate, "making money and having fun." He notes that going from a guaranteed income to straight commissions "terrified" him. He thought he could "always go back to teaching, but I never looked back."

Clements first job in real estate was at a traditional agency. After two years with that firm, he made the switch to a relatively new RE/MAX franchise. "RE/MAX was just getting rolling at that time. In this period there were 2,500 hundred people in the RE/MAX system nationally. "Now there are 120,000. I've seen the growth, I've lived the growth," he says.

"As assistant principle in the school system I was making \$18,500. When I got into real estate my goal was to make as much as the Superintendent of Schools. As fast as I could. In my first year in real estate, with a 55/45 split, I made \$53,500 and the Superintendent made \$49,000." This is clearly a man used to meeting and exceeding his goals.

When Clements joined RE/MAX he learned that self-promotion was a big thing with RE/MAX. "I was the first guy to have a Yellow Pages ad with my picture." That wasn't yet the norm in real estate. In his third year in the business, after one full year with RE/MAX, he made \$185,000. He went on to become part owner of that office and from that gained valuable experience for his future endeavors in



Colorado Springs During that period the largest employer, Caterpillar Tractor was going through serious difficulties with their unions and the company started laying off thousands of workers as the company moved production out of Peoria. So many people were selling their houses that Clement carried up to 80 listings with only one part time assistant. Clement realized the Peoria economy was headed in the wrong direction and began considering a move. During a trip to Disney World he met an ex-neighbor who lived in Jacksonville (Florida) who encouraged him to move to the much more robust economy of that State. "RE/MAX had just sold that area to someone who encouraged Clement to move to Florida and start a franchise there. His wife bluntly told him "no." She did not want "the humidity, bugs and the poor schools," he recounts. Clement then asked her where in the country she would like to live and she unhesitatingly said "Colorado." That was 1984. "I started researching, called headquarters, and they told him "we really needed help in Colorado Springs." Two absentee-run franchises in the Springs had failed and closed. The market was dormant for RE/MAX. Clement researched the market and "we liked what we saw so we bought our first franchise and opened our doors in February 1986."

For 30 years, Joe Clement has been working with buyers and sellers in Colorado Springs, CO. He has built a reputation for being a leader in the real estate industry as well as in the Colorado Springs, CO community. He has won numerous awards during his distinguished career, including the highest honors that RE/MAX bestows: Lifetime Achievement Award, Distinguished Service Award, and Circle of Legends.

"This is such a wonderful city because it is a melting pot of people from all over the world. It wasn't a "clicky" city that you couldn't break into. The kids were just little; Tony was just 9 years old. Joey was 10 and Nick was 3. We still love it here just like we did back then. So it was a great, great move for us. Two of our kids went to CSU and one went to University of Colorado Boulder. We're very big fans of Colorado Springs."

Clement I've always been passionate about trying to win. "Maybe I got that from track; I'm not sure where I got it from. But it's not just the race, it's the journey." He says his goal when he opened his Colorado Springs office was to get 35 people and get back into the 100% club which is \$100,000 in gross commissions.

"How I ended up with five offices and 200 people (laughing) with 1.2 billion (and that's with a "B") in sales last year...I didn't need

to do it; but you do it because we have a passion...I do, I think my "boys" (sons) do, the family does, of inching it up. We say, okay, we did that, how can we make it better? That's what we try to teach and coach with our agents. We never tell anyone that "you have to make 'X' but, you want to improve and take it to the next level, then the next level, then the next level. Clement adds that "seeing people go to levels they never dreamed of and you see them go to those levels, it's kind of fun and rewarding."

Clement is big on commitment, sticking to "it," whatever "it" is. "Some people get into this business and they forget about the word commitment. If you're jumping in and just putting your toe in the water, it probably isn't going to work. Commitment is commitment."

This highly successful Realtor/Broker credits others for his success. "Along the way you figure out you can't do it yourself. I've been blessed with great agents a great staff." He has staff members who have been with him for over 25 years.



“Some people get into this business and they forget about the word commitment. If you're jumping in and just putting your toe in the water, it probably isn't going to work. Commitment is commitment.”

It runs in the family...
 Oldest son, Joey Clement is a Sales Associate for RE/MAX United in San Diego, CA
 Middle son Tony Clement is Co-Broker Owner of RE/MAX Properties, Inc. Colorado Springs
 Youngest son Nick Clement is the Digital Designer for The Clement Group at RE/MAX Properties, Inc. Colorado Springs

Clement is a big believer in going to the RE/MAX national conventions; for him, it's two per year, the one for agents and the one for broker/owners. He says meeting people from all over the country always means making new friends, re-connecting with old friends and associates and says he always learns new things.

Clements success has given him the desire to give back to RE/MAX as well as the community. He is frequently asked to speak quite a bit at RE/MAX national and regional conferences. Never

one to waste opportunities, "I'd go to these events and speak then attend the other speeches and panels and take a lot of notes, and I'd learn a lot." Clement says from these occurrences he'd get referrals. He says it's giving back but in the process it's getting back. Clement would then distribute the leads to his agents.



When it comes to family, Clement revealed he is dealing with some health challenges. "You have to take care of

the people you love." He says he has always been into fitness and goes to the gym four to six days a week and swims twice a week. He says that comes from being an athlete in high school and college. He is an early riser and his first task is hitting the gym. It shows.

Clement says that roughly 70% of the firm's business is repeat business and referrals. That success is based on what he says are "The Five Pillars."

- The Five Pillars
- Repeat and referral
- Geographical farming
- Social media
- Trying new stuff
- Commitment

Clement says that for him, the most important of the five pillars is geographical farming. "I live in the neighborhood. I know the neighborhood. I work my neighborhood."

This former athlete, teacher and coach certainly knows the Colorado Springs neighborhood, and has been mining it for over thirty years. To the tune of over a billion dollars a year now. That achievement clearly comes from working the Five Pillars and continuing to teach, coach and loving what he does.

Note: In addition to interviews with Joe Clement and his staff, this article was produced from a variety of public sources, including the Colorado Springs Gazette, various web sites including <https://www.joeclement.com/> and the Real Estate Titans podcast.

Pictures provided by Heidi Mossman with Capture Life Photography. To schedule your own portrait session, please call 719-789-5558.



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Clutter Cleanup

HOW TO DECLUTTER YOUR HOME IN MINUTES

The increasingly busy lifestyles most of us lead can make it more difficult than ever to keep our homes organized. If you find yourself drowning in junk in your home, car, or office, take a few minutes to declutter by working room by room and evaluating the things you have. Chances are you'll be able to free up some space in no time!

Kitchen

Set a goal to remove 10 to 15 items from your kitchen. You may have utensils or dishes that never get used. These can be donated to a charity or resale store. Tackle your pantry, freezer, and refrigerator next to get rid of expired food and maximize storage space.

Bathroom

Just like the kitchen, you'll likely find plenty of items in your bathroom that are duplicated or expired. Old soaps, cosmetics, travel shampoos, expired medications, and cleaning products can all be sorted quickly. There's no need to keep them if you can't use them!

Closets

Over time, it's easy to accumulate multiple sets of sheets, towels, and bedding that are no longer used and clothing that is outdated or no longer fits. These are great items to let go of for some extra cash at a garage sale or to donate to a homeless shelter.

Garage

There's a good chance your garage is full of items that can be discarded. Old paint cans, gardening soil and fertilizer, tools, and holiday décor can be thrown out or responsibly recycled. You'll increase storage space and make your garage a bit safer in the process!

Computer

Virtual clutter can be just as stressful as a mess around the house. Take a few minutes to clean up your email inbox. Having zero unread messages is a great feeling! Organize photos into digital albums and get rid of any that you don't need to keep. Delete files that are no longer important or useful.

Decluttering your home doesn't have to be a weekend project. Stay on top of it by removing items you no longer have a use for as soon as you notice their uselessness. If you sort through a different space every day, you'll be feeling organized in no time!



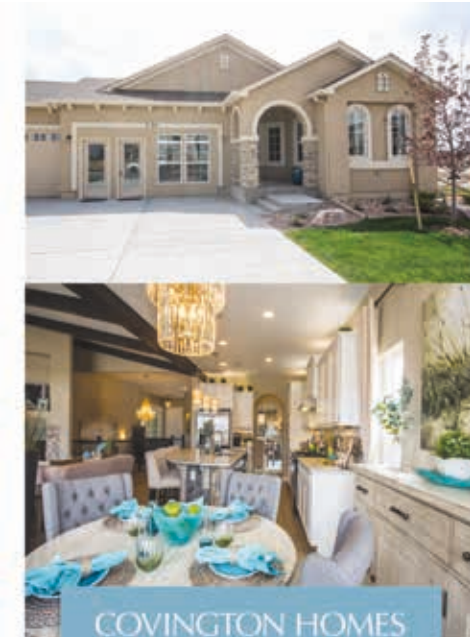
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By Robert O'Brien



COLORADO COMPLETE CLEANING

“MAKING SOMEONE’S HOUSE ANOTHER PERSON’S HOME”



Owner, Valerie Harper

Owner Valerie Hampton of Colorado Complete Cleaning (and former apartment complex property manager) tells of the night she decided to change her life:

“One night, we had decided to go out to dinner, my daughter, my husband and myself and we came back to the apartment complex we were managing

and there were fire trucks, ambulances and police surrounding the entire building. A man who apparently did not want to wait for someone to finish his call on the outside pay phone (yes, this was the ‘80s) had decided to take a knife to the throat of the man using the phone. Thus all the emergency vehicles. And I said ‘this is it, I am done!’ Hampton went on to say that the nature of the job of being a property manager is that it is a 24-hour, seven-day-a-week job, with cleaning apartments, maintenance, lost keys, evictions, etc. Clearly, she and her family concluded, it was time for a change.

In addition to property management, Hampton and her husband owned a painting company with a focus on new construction, which also involved some cleaning. They began running ads in the paper (again, the ‘80s, classifieds) advertising with a small ad that said ‘Want a clean home and don’t have time to do it yourself? Call us.’ “Well,” Hampton says, “We were bombarded.” This was 1985.

Now Hampton’s company has eleven employees and she’s looking for more. Business is brisk, she says, “putting it mildly.”

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Hampton explains the assets her company brings to every job: “As the owner of Colorado Complete Cleaning, I take great pride in making properties shine. Have you ever hired a cleaning team only to be disappointed because the cleaning wasn’t up to your expectations? With an eye for detail that most companies lack, the highest degree of cleanliness is what sets Colorado Complete Cleaning apart. Colorado complete cleaning has been the preeminent cleaning contractor for realtors since 1987 and continues to impress even the pickiest of clients.”

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Clay Martin

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“I love real estate, & I love helping others”

I grew up in a little town called Winchester right outside of Lexington, KY. Like most, my upbringing shaped and molded me into who I am today.

Growing up in KY I learned to stop and talk to neighbors, wave at everyone while driving – even if I didn’t know them, I shake hands and hug when I meet someone new and I smile at everyone when I pass by. I guess you could say these are prerequisites to becoming a REALTOR®! When it comes to other people I generally try to live by this quote:

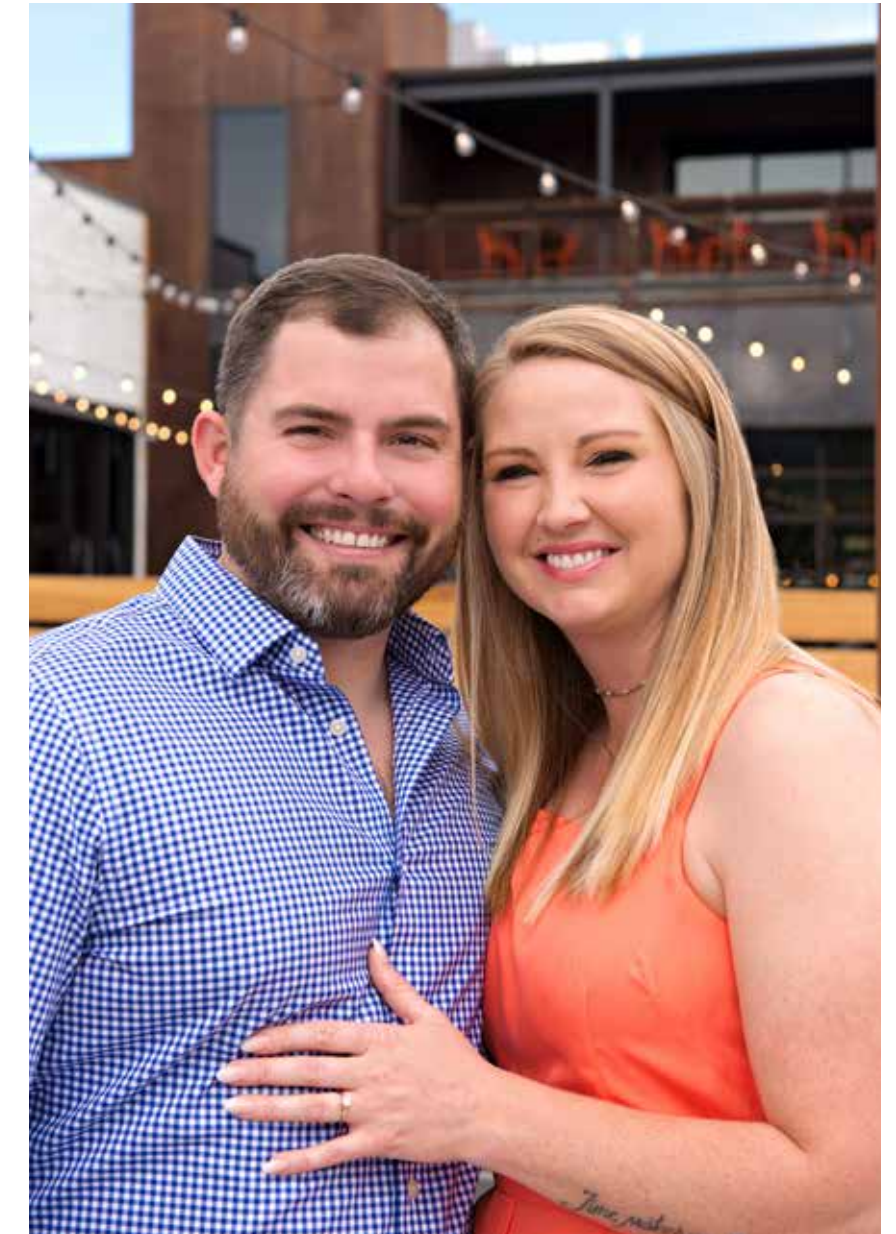
“Treat people like the countryside - always leave them better then you found them!”

I’m a 100% extrovert and I value my relationships! I’ll have eight of my best friends standing with me when I say ‘I do’ in September. I’m a loud talker with a bit of an accent – part southern, part speech-impaired, I move my arms and hands a lot when I talk, I have manners and I use them. I’m full of dad jokes and I’m not even a dad yet. I think the jokes are getting better, but my friends tell me otherwise.

I’m a byproduct of divorce, death and a disability. Through the pain, struggles and frustrations of all three, I’ve learned something beautiful – there’s always a bright side.

I watched my mother get remarried and my father buried in the same year. Or was it the same month? Nope, it was actually the same week. It’s a little blurry because I was only 8 years old – that was a lot to handle, take in, and process at that age. But I did. I think of him often and miss him dearly, but life goes on, and I’ve had a damn good life!

I was born with a sensorineural hearing loss – permanent hearing loss due to damage to the inner ear or the nerve from the ear to the brain. I have roughly 50% hearing capability in each ear. I get by really well because I’ve had a lot of help along the way. Teachers, coaches, specialists and family have spent countless hours working with and helping me to get my hearing and speech up to where it is



today, and I’m so thankful to each and every one of them for their help. I say this jokingly, but it’s true... I may not be able to hear well, but I’m an incredible listener!

There is a kind of beauty in imperfection - Conrad Hall

My family and soon-to-be wife are the most important people in my life, and I wouldn’t be who I am today if it wasn’t for their constant love,

support, advice, and mentorship from each of them.

My mother has been happily remarried for 23 years – they just flew out here to Colorado to celebrate their anniversary back in May. My mom is the most giving person I know – not just to me, but to our family and friends too! Love you mom!

My step-father, Chuck, has been a dream come true. This guy is the best dad material you could ask for. He ful-

•••

filled the role of a step-father and man, he did such a great job! If I ever need someone to look up to, it's this guy because he's one of the best people I know.

My brother has always been my best friend and soon-to-be best man. From kids dreaming of playing professional baseball to working together as business partners in the real estate world - he's my best friend and work partner and we've been through thick and thin. If you want to meet a better version of myself, you should meet my brother Jacob!

My fiancé, damn, did I get lucky! When I met Sarah, I knew I had found my life partner. She is THE most beautiful woman in the world and she has a killer personality, too! She is the only one who can level me out when I'm mad, lift me up when I'm sad, and help me find balance

when I'm stressed. She is one of the most patient, loving and caring persons I've ever met and it is evident that she loves me back. There is no doubt that I'm meant to marry this beauty in September - it will be, without a doubt, THE happiest day of all my days here on earth!

Then there's my dog, Cy. Yeah. I'm totally "that guy" who talks too much about his dog. He's a six-year-old Irish Wolfhound mix who looks like he's 16 and gray. He is gentle, funny, loyal and he makes our trips to the park and our weekend hikes so much more enjoyable!

I had the opportunity to move to Colorado after college to try something new and to be closer to my brother and my two beautiful nieces. I got something new aight! Moving across country, I left everything I knew behind. My identity was associated with a large group of friends, family and community - something I didn't really have anymore. It took me a long time to realize, but, eventually, I learned this was just another opportunity for personal growth. Being stripped of everything I was familiar with gave me a chance to dig deep and find out who I really was as a person and what was really important to me. With

time, I started to fall in love with who I was becoming and realized I wanted to get involved with something and find a way make a difference.

Those who know me well know it's not uncommon for me to start conversations with strangers when I'm out and about. But I have to say that some of those conversations in restaurants, coffee shops and breweries have led to some of the best relationships and experiences in my life!

I was at a restaurant downtown with my fiancé Sarah and our friend having dinner - it's easy to get left out of conversation when Sarah brings a friend. So feeling a bit left out, I turned and introduced myself to the gentleman sitting next to me at the bar. His name was Bill. Meeting Bill has kind of changed my life - it started off as small talk about the Rockies game on TV and then he told me about a group he was involved in called Sertoma. Come to

find out, Sertoma is a play on words standing for SERVICE TO MANKIND. Their main focus is helping those with hearing impairments and speech impediments. I laughed and said, "Hell, I have both of those!" It was a match made in heaven, and I got involved almost immediately.

The following week, I attended my first Sertoma meeting. I was the youngest person there by about 30 years, and I fit right in! Through Sertoma, I've built many great relationships and they've introduced me into a world I hardly knew existed - the world of non-profits organizations, or NPO's for short.

“
She is the only one who can level me out when I'm mad, lift me up when I'm sad, and help me find balance when I'm stressed. She is one of the most patient, loving and caring persons I've ever met and it is evident that she loves me back.”



•••



ilies, and the community, to create independence so that all may thrive. I knew I had get involved and a few weeks later I was asked to join their board – another great organization and even more incredible people!

I have been fortunate to have stepped foot into the world of non-profits. And to think that just two years ago you couldn't have begged me to volunteer my time because I had the 'there's nothing in it for me' mindset and I quickly found out that I couldn't have been more wrong! Instead, I learned that giving, helping, and doing for others creates a feeling that cannot be replicated. I'm willing to bet there's a non-profit out there serving a cause you're really passionate about and you just don't know about it. If you're itching to get involved and don't know where to start - give me a shout and I'll point you in the right direction.

I was asked to help out with our annual 5K – the HEARS 5K. A nonprofit founded by another local Sertoma club, we know it now as H.E.A.R.S. We help low-income El Paso families get access to the hearing aids and services that they otherwise wouldn't be able to afford. We raised just over \$17,000 last year from the 5K run/walk and we give roughly 70 pairs of hearing aids to folks in need every year. We're literally changing lives! Keep an eye out for our 5K on September 21st at Bear Creek Park!

Through H.E.A.R.S. I was introduced to some awesome people who are doing some incredible things over at the Independence Center - a local non-profit working with people with disabilities, their fam-

Being involved with NPO's doesn't just mean making monetary donations. Sometimes your time is more valuable, and they need volunteers. Don't be afraid to get involved – it just might change your life!

I love real estate, and I love helping others. Real estate allows me to make my living by helping people fulfill their dream of home ownership. Most would agree that real estate is not a job that is glorified by many, if any. For me, it's a way to make my living while enjoying my line of work and allow myself the flexibility to serve other areas of the community with my time, energy and money. I'm simply trying to make a real impact through real estate.

I'm so full of gratitude today and every day!

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The Big Dog Days of Summer



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

The old saying “the dog days of summer” is meant to mean that things are heating up. Apply this saying to our real estate market, and we must add the word “big” to it. The big dog days of summer are here and continuing to get hotter.

Median price hit a record for the second straight month of \$329,250. (See Slide #1) If the median price is a Saint Bernard, the average price for May would be a Bull Mastiff. For the second consecutive month, the record was broken when the average price hit \$372,416. That was definitely something to bark about. (See Slide #2)

As the big dog days of summer roll on, it looks like things will continue on the same path. There are not enough dogs to satisfy the dog lover demands. Adding favorable interest to the mix leaves buyers with some scratch to purchase the puppies they want. The average days on market for May was 25 days. Those dogs are moving so fast the flees can't keep up.

So to all the dog lovers out there, 2019 will be known as “The Big Dogs Days of Summer.”



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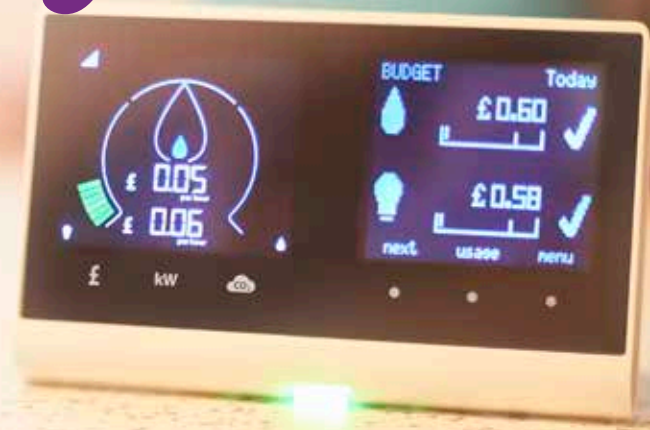
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financial fitness

Written by Elizabeth McCabe, N2 Staff Writer

Are you spending too much money on your home energy bill? A few simple steps today can pay off on your next invoice. Here are some money-saving tips:

Lower the Temperature on Your Hot Water Heater

To save money, lower the temperature on your water heater to 120 degrees (rather than the typical 140 degrees). Or consider washing your clothes in cold water.

Unplug Appliances When Not in Use

When appliances are plugged in, they draw power. To save money, unplug your appliances when they're not in use. Appliances are generally responsible for 10% of your electricity each month.

Clean Your Air Filter

When you have a dirty air filter, more energy is spent pushing the air through, creating a pricier energy bill.

For best results, clean your HVAC unit every 30 days.

Keep Your Blinds Closed in Summer

Want to save on air conditioning costs? Keep your blinds closed in the summer to reduce your monthly bill. Better yet, use a ceiling fan instead of air conditioning when possible to save money during warm months.

Purchase a Programmable Thermostat

A programmable thermostat can help you save up to 10% on your monthly bill. For eight hours of the day, ideally when everyone is sleeping or away from home, consider adjusting your thermostat 7 to 10 degrees from the normal setting, depending on the sea-

son. This effort can pay off in valuable savings each month.

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If you are looking to replace appliances, consider purchasing ENERGY STAR-certified appliances. If you're in the market for a new refrigerator, dishwasher, dryer, washer, or freezer, purchase an energy-efficient appliance to save money.

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