

COLORADO SPRINGS

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.

**DEREK
WAGNER**

Capture Life Photography

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

JUNE 2019

MUSIC ON THE MESA

AT GOLD HILL MESA

GOOD VIBES ON THE MESA

All Concerts at 142 S Raven Mine Drive 80905 | 4-7pm

6/8	BLUE STEEL ♣ Air Force Rock Band High Grade Catering	9/14	KERRY PASTINE & THE CRIME SCENE ♣ Rockabilly/Jump Blues Heavenly Dogs
7/13	PANDAS & PEOPLE ♣ Alternative Rock Black Forest Chew Chew	9/21	SPINPHONY ♣ Lively Pop: Electric String Quartet Potato Potato
8/10	DAVINA & THE VAGABONDS ♣ Blues/Jazz Sapo Guapo Tacos	9/28	BRASS AUTHORITY & BARKELEY AVENUE ♣ Army Bands, Jazz & New Orleans Style Bob's Lobstah Trap
9/7	MILE HIGH ♣ Army Band, Pop/Classic Rock Bison Brothers		

🍴 = VENDORS 🎸 = GENRE



A PORTION OF VENDOR PROCEEDS BENEFIT ROCKY MOUNTAIN PBS.
ADDITIONAL FOOD AND CRAFT VENDORS ON SITE EACH WEEK
*ALL VENDORS SUBJECT TO CHANGE



Protect your investment and those who matter most.

24/7

ONLINE BOOKING AT
BandMhomeInspections.com

Speak to our customer care team at
719-648-2835

Brick and Mortar
HOME INSPECTIONS, INC



TABLE OF CONTENTS



10
Publisher's Note



12
Home Buyer's and Seller's Guide to Radon




16
10 tips that will help make you a successful homebuyer:



18
Up And Coming Real Estate Agent: Stephanie Thomas




29
Sponsor Spotlight David Weekley Homes is Building Up Communities



32
What IS It? If You're So Inclined



36
Top Producer Derek Wagner



44
A Boy Gets The Flu. A Boy Nearly Dies.



48
De'ja vu



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.

LIMITED HOMESITES AVAILABLE • 2-3 beds • 2.5 baths • 1,227-1,622 sq. ft.

Visit us at 9841 Vista Del Pico, Colorado Springs, Colorado 80927

719.380.5092

OakwoodHomesCo.com

OAKWOOD HOMES

© 2019 Oakwood Homes

HOME *beyond* THE RANGE



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



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



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



BANNING LEWIS RANCHSM

AN OAKWOOD HOMES COMMUNITY



Colorado Springs'
**#1 SELLING
COMMUNITY
5 YEARS
IN A ROW!**

BanningLewisRanch.com



PREFERRED PARTNERS



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

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

HEATING & COOLING

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

HOME BUILDER

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

David Weekley Homes
(480) 768-4944
DavidWeekleyHomes.com

Oakwood Homes
(719) 380-5092
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

Brick and Mortar Home
Inspection Inc.
(719) 648-2835
bandmhomeinspections.com

Compass Home Inspection,
LLC
(719) 351-4241
CompassHIColorado.com

Ground Floor Home
Inspection
(719) 641-1555
www.GroundFloorHome
Inspection.com

HOME LOANS

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

Colorado Complete Cleaning
(719) 522-1104

INSURANCE

Alliance Insurance of
Colorado Springs
(719) 573-4155
AllianceInsurance
Colorado.com

American National
Insurance
(719) 776-9393

American National
Insurance
(719) 776-9393

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

MARKETING

Connect Grafiks & Marketing
(719) 679-2626
ConnectGrafiks.com

MORTGAGE

Fairway Mortgage
(719) 499-8061

Integrity First Financial
(719) 385-0777
www.IFFHomeLoans.com

Movement Mortgage
(719) 339-0744
www.movement.com/
heather.kunce

MOVERS

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

NEIGHBORHOOD

Gold Hill Mesa
(719) 900-1461
GoldHillMesa.com

PAINTER

Happy Painting, Inc.
(719) 373-5550
HappyPainting.biz

PHOTOGRAPHY

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

RESUME WRITING SERVICE

A Platinum Resume
(719) 339-2659

TITLE COMPANY

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



First American Title is
Making Closing Fees Simple

By including more services in our Closing fee, we've made it easier to quote settlement fees and understand closing costs.



Here is an example of fees that may be charged by other companies.

	OTHER COMPANY	FIRST AMERICAN TITLE
Basic Resale Escrow Closing Service	✓	✓
Recording Services	ADDITIONAL CHARGE	INCLUDED
Courier / Express Delivery	ADDITIONAL CHARGE	INCLUDED
Cashier's Checks	ADDITIONAL CHARGE	INCLUDED
Incoming / Outgoing Wire Services	ADDITIONAL CHARGE	INCLUDED
Release Tracking Fee	ADDITIONAL CHARGE	INCLUDED

Title premium charged separately. Applies to residential resale transaction only. Does not include third party fees or those imposed by a government entity.

COLORADO | Effective Dec 20, 2018

This is not a complete Schedule of Fees. All fees subject to state rates as applicable. Above pricing does not include recording fees, mortgage registration fee or commission for. As with any insurance contract, the issuing provisions explain the coverage afforded by the title insurance policy and there are exceptions, exclusions and conditions to coverage that first or name the coverage afforded by the policy. Also, some coverage may not be available in a particular area or transaction due to legal, regulatory, or underwriting considerations. Please contact a First American representative for further information. The services described above are typical basic services. The services provided to you may be different due to the specifics of your transaction or the location of the real property involved. First American Title Insurance Company and the operating divisions thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.

©2019 First American Financial Corporation and/or its affiliates. All rights reserved. (NYS) FRF 18020640219

Make the simple choice.

Choose First American Title for your next closing.

For more information or a quote on title rates and escrow fees, please contact Ben or visit www.FirstAmRates.com.



BEN GOSZ
SALES REPRESENTATIVE
CELL 719.684.3695
bgosz@firstam.com
www.firstam.com/title/co



First American Title™



HOUSING & BUILDING ASSOCIATION OF COLORADO SPRINGS

2019 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.

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

Adding Value to Your Team

Multi Inspector Firm – Denver, Colorado Springs, Pueblo, Teller County
National Technical Trainer – AHIT (one of ten in the nation)
Inspector of Choice for Blue Ribbon Home Warranty
Certified Through DORA to Teach Realtor CE Classes
Passed the National Home Inspector Examination
230 – 5 Star Reviews (and counting)
Online Scheduling for Your Convenience
Your Personalized Realtor Dashboard
Complimentary Realtor Marketing
Referring Party Coverage
RecallCheck – Monthly Newsletter
BBB A+ Rating
ASHI Certified Inspector
AHIT Certified
Member: PPAR, WCR



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

PRIEBE LAW FIRM, LLC

TIMOTHY J. PRIEBE

Over 20 years of experience representing **Agents** like you with your legal needs.



HOW CAN WE HELP YOU TODAY?

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

(719) 388-8899 • priebelawfirm.com

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

“WHETHER YOU THINK
YOU CAN,
 OR THINK **YOU CAN'T,**
YOU'RE RIGHT!”

HENRY FORD

publisher's note ◀◀

Anyone play golf? I would argue it's one of the most mental games possible. I was playing yesterday and sure enough, a classic water obstacle on the left, and a huge sand bunker on the right. Purpose? To make you think "I CAN'T!"

I think this is what separates the pros from the rest of us "wannabe golfers." The ability to focus on the goal, in this case, the green between the obstacles, and then place the shot exactly where they want it.

In life, obstacles like the two above, divert attention away from the goal, and in turn, we miss the shot and land exactly where we wanted to avoid!

This happens in golf, life and business pretty much every day.

The quote above is 100 percent true.

"If you think you can OR think you can't, You're Right!"

Like a pro golfer, the mental game is a good teacher for all of us.

No matter where you encounter the challenge, work, home, play.

THINK "YOU CAN" and you will.



Mark Van Duren
 Publisher
 Mark.VanDuren@n2pub.com
 Real Producers



719.578.5900

We are a full-service provider of title insurance, escrow and related products for residential and commercial real estate transactions across Colorado.



101 South Sahwatch Street, Suite 212
 Colorado Springs, CO 80903

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.

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.

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

saddletreehomes.com
719-BUILDER

HOME BUYER'S & SELLER'S GUIDE TO RADON

By Mark A. Zablocki, COMPASS HOME INSPECTION LLC



The EPA recommends:

If you are buying a home or selling your home, have it tested for radon.

For a new home, ask if radon-resistant construction features were used and if the home has been tested.

Fix the home if the radon level is 4 picoCuries per liter (pCi/L) or higher.

Radon levels less than 4 pCi/L still pose a risk, and in many cases, may be reduced.

Take steps to prevent device interference when conducting a radon test.

The EPA estimates that radon causes thousands of cancer deaths in the U.S. each year.

*Radon is estimated to cause about 21,000 lung cancer deaths per year.

The numbers of deaths from other causes are taken from the Centers for Disease Control and Prevention's 1999–2001 National Center for Injury Prevention and Control Report and 2002 National Safety Council Reports.

Radon is a cancer-causing, radioactive gas.

You cannot see, smell or taste radon. But it still may be a problem in your home. When you breathe air containing radon, you increase your risk of getting lung cancer. In fact, the Surgeon General of the United States has warned that radon is the second leading cause of lung cancer in the United States today. If you smoke and your home has high radon levels, your risk of lung cancer is especially high.

You should test for radon.

Testing is the only way to find out your home's radon levels. The EPA and the Surgeon General recommend testing all homes below the third floor for radon.

You can fix a radon problem.

If you find that you have high radon levels, there are ways to fix a radon problem. Even very high levels can be reduced to acceptable levels.

If You Are Selling a Home...

The EPA recommends that you test your home before putting it on the market and, if necessary, lower your radon levels. Save the test results and all the information you have about steps that were taken to fix any problems. This could be a positive selling point.

If You Are Buying a Home...

The EPA recommends that you know what the indoor radon level is in any home you are considering buying. Ask the seller for their radon test results. If the home has a radon-reduction system, ask the seller for information they have about the system.

If the home has not yet been tested, you should have the house tested.

If you are having a new home built, there are features that can be incorporated into your home during construction to reduce radon levels.

These radon-testing guidelines have been developed specifically to deal with the time-sensitive nature of home purchases and sales, and the potential for radon device interference. These guidelines are slightly different from the guidelines in other EPA publications, which provide radon testing and reduction information for non-real estate situations.

This guide recommends three short-term testing options for real estate transactions. The EPA also recommends testing a home in the lowest level which is currently suitable for occupancy, since a buyer may choose to live in a lower area of the home than that used by the seller.

1. Why do you need to test for radon?

a. Radon has been found in homes all over the U.S.

Radon is a radioactive gas that has been found in homes all over the United States. It comes from the natural breakdown of uranium in soil, rock and water, and gets into the air you breathe. Radon typically moves up through the ground to the air above, and into your home through cracks and other holes in the foundation. Radon can also enter your home through well water. Your home can trap radon inside.

Any home can have a radon problem, including new and old homes, well-sealed and drafty homes, and homes with or without basements. In fact, you and your family are most likely to get your greatest radiation exposure at home. That is where you spend most of your time.

Nearly one out of every 15 homes in the United States is estimated to have an elevated radon level (4 pCi/L or more). Elevated levels of radon gas have been found in homes in your state.

b. The EPA and the Surgeon General recommend that you test your home.

Testing is the only way to know if you and your family are at risk from radon. The EPA and the Surgeon General recommend testing all homes below the third floor for radon.

You cannot predict radon levels based on state, local, or neighborhood radon measurements. Do not rely on radon test results taken in other homes in the neighborhood to estimate the radon level in your home. Homes that are next to each other can have different radon levels. Testing is the only way to find out what your home's radon level is.

In some areas, companies may offer different types of radon service agreements. Some agreements let you pay a one-time fee that covers both testing and radon mitigation, if needed.

2. I'm selling a home. What should I do?

a. If your home has already been tested for radon...

If you are thinking of selling your home and you have already tested your home for radon, review the Radon Testing Checklist to make sure that the test was done correctly. If so, provide your test results to the buyer.

No matter what kind of test you took, a potential buyer may ask for a new test, especially if:

The Radon Testing Checklist items were not met;

The last test is not recent (e.g., within two years);

You have renovated or altered your home since you tested; or

The buyer plans to live in a lower level of the house than was tested, such as a basement suitable for occupancy but not currently lived in.

A buyer may also ask for a new test if your state or local government requires disclosure of radon information to buyers.

b. If your home has not yet been tested for radon...

Have a test taken as soon as possible. If you can, test your home before putting it on the market. You should test in the lowest level of the home which is suitable for occupancy. This means testing in the lowest level that you currently live in or a lower level not currently used, but which a buyer could use for living space without renovations.

...

The radon test result is important information about your home's radon level. Some states require radon measurement testers to follow a specific testing protocol. If you do the test yourself, you should carefully follow the testing protocol for your area or the EPA's Radon Testing Checklist. If you hire a contractor to test your residence, protect yourself by hiring a qualified individual or company.

3. I'm buying a home. What should I do?

a. If the home has already been tested for radon...

If you are thinking of buying a home, you may decide to accept an earlier test result from the seller or ask the seller for a new test to be conducted by a qualified radon tester. Before you accept the seller's test, you should determine the results of the previous testing by finding out:

Who conducted the previous test (the homeowner, a radon professional, or some other person);

Where in the home the previous test was taken, especially if you may plan to live in a lower level of the home. For example, the test may have been taken on the first floor. However, if you want to use the basement as living space, test there, too;

What, if any, structural changes, alterations, or changes in the heating, ventilation, and air conditioning (HVAC) system have been made to the house since the test was done. Such changes may affect radon levels.

If you accept the seller's test, make sure that the test followed the Radon Testing Checklist.

If you decide that a new test is needed, discuss it with the seller as soon as possible.

b. If the home has not yet been tested for radon...

Make sure that a radon test is done as soon as possible. Consider including provisions in the contract specifying:

Where the test will be located;

Who should conduct the test;

What type of test to do;

When to do the test;

How the seller and the buyer will share the test results and test costs (if necessary); and

When radon mitigation measures will be taken, and who will pay for them.

Make sure that the test is done in the lowest level of the home suitable for occupancy. This means the lowest level that you are going to use as living space which is finished or does not require renovations prior to use. A state or local radon official or qualified radon tester can help you make some of these decisions. If you decide to finish or renovate an unfinished area of the home in the future, a radon test should be taken before starting the project, and after the project is finished. Generally, it is less expensive to install a radon-reduction system before (or during) renovations rather than afterward.

4. I'm buying or building a new home. How can I protect my family?

a. Why should I buy a radon-resistant home?

Radon-resistant techniques work. When installed properly and completely, these simple and inexpensive passive techniques can help to reduce radon levels. In addition, installing them at the time of construction makes it easier to reduce radon levels further if the passive techniques don't reduce radon levels below 4 pCi/L. Radon-resistant techniques may also help to lower moisture levels and those of other soil-gases. Radon-resistant techniques:

Make upgrading easy: Even if built to be radon-resistant, every new home should be tested for radon after occupancy. If you have a test result of 4 pCi/L or more, a vent fan can easily be added to the passive system to make it an active system, and further reduce radon levels.

Are cost-effective: Building radon-resistant features into the house during construction is easier and cheaper than fixing a radon problem from scratch later. Let your builder know that radon-resistant features are easy to install using common building materials.

Save money: When installed properly and completely, radon-resistant techniques can also make your home more energy-efficient and help you save on your energy costs.

In a new home, the cost to install passive radon-resistant features during construction is usually between \$350 to \$500. In some areas, the cost may be as low as \$100. A qualified mitigator will charge about \$300 to add a vent fan to a passive system, making it an active system and further reducing radon levels. In an existing home, it usually costs between \$800 to \$2,500 to install a radon mitigation system.

HTC Heritage Title Company
Making Transactions Personal

Commonwealth
LAND TITLE INSURANCE COMPANY

SHELLY FARMER 719.592.9933
EILEEN WOLFF 719.963.5273
KERYN DERUBIS 719.930.3447

New NORTH Location, Same Excellent Service!

1975 Research Parkway, Suite 105
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

Visit us at our new location in June!

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

10 TIPS

THAT WILL HELP MAKE YOU A SUCCESSFUL HOMEBUYER



Provided By **Melanie A. Henn**,
Senior Mortgage Advisor, Fairway
Independent Mortgage Corporation

Buying a home can be the start of the best decision you have ever made. However, between finding the right place, securing the loan and moving in, you are likely going to experience some stress. Purchasing a home is a large commitment, and the emotions of making such a personal investment require a great team behind you, which is why The Melanie Henn Team at Fairway Independent Mortgage Corporation is here to help.

Here are 10 tips that will help make you a successful homebuyer:

Have the Right Partners – You will work with your Mortgage Planner and real estate agent a great deal throughout the process, so working well together is crucial. Take the time

to select a great team in the beginning, and your first home purchase will be a pleasing and memorable experience.

Income + Lifestyle = Mortgage Payment – Be open, honest and upfront with your real estate agent and mortgage planner when discussing your income level and living expenses. Take into account future considerations such as children and plans you may have for repairs and upgrades for the house. Your dream home is certainly worth a sacrifice, but don't mortgage your entire future.

Utilize Your Team – Don't be afraid to ask questions. Your Mortgage Planner and real estate agent are there to support you and work together for your benefit.

View Several Homes – See multiple properties. With your agent's help, you should be able to view enough properties to have a good overall perspective of the home market.

Imagine the Property Vacant – Your furnishings and decorations will be the ones filling this residence, so don't be swayed by beautiful furniture that leaves with the owner.

Be Thorough – Explore all costs and expenses before you commit. These include utilities, taxes, insurance, maintenance and homeowners association dues.

Inspect, Inspect, Inspect! – Ensure that the inspection report was completed by a professional and examine it carefully. For condo purchases, review the bylaws and association fees.

If It is Not in Writing, It Does Not Exist – All promises and discussions should be in writing. Don't make any assumptions or believe any verbal assurances. Have your real estate agent keep an

ongoing log in writing of all discussions and acquire the seller's written approval on all agreements.

Complete a Final Walkthrough – Visit the property after all furnishings have been moved out, to be sure that there are no surprises. Be certain that the property was left exactly as you agreed upon in the contract. Ensure that all utilities are turned on during your walkthrough, so you can inspect everything in working order.

Plan for Flexibility – Closing dates are not written in stone. Allow for contingencies and have a backup plan. If you or the sellers need a little more time to conclude the final arrangements, do not let delays upset or frustrate you.

Many steps are involved when purchasing a home. While there may

be some bumps in the road, I am always here to help in any way I can. Call me today (719-499-8061) to schedule an appointment to review your financial plans. I look forward to the opportunity to help you make the best home loan decision and show you the path toward homeownership.



©2019 Fairway Independent Mortgage Corporation / All Rights Reserved. Website Development by Motivator CRM. This information is not intended to be an indication of loan qualification, loan approval or commitment to lend. Other limitations may apply. ©2019 Fairway Independent Mortgage Corporation NMLS ID#2289. EQUAL HOUSING LENDER.

CONNECT GRAFIKS & MARKETING

KEEPING YOU TOP OF MIND WITH CURRENT & FUTURE CLIENTS

- Facebook Marketing
- Lead Generation
- Branding/Logo Design
- Social Media Posting
- Just Listed/Sold Postcards
- Home Flyers
- Listing Packages
- Email Blasts

Open the facebook messenger app, click the camera icon and HOLD your finger down over this scan code while lining it up in the circle that appears.

Get all your marketing questions answered immediately!



719.679.2626 | connectgrafiks@yahoo.com
connectgrafiks.com



STEPHANIE THOMAS



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

►► up-and-coming real estate agent

I start each day by asking that God lead my steps so that I can best serve him. I ask that I meet all that I am supposed to meet and help those that I feel led to help. I am by no means perfect, and I'm really bad about getting to church on Sunday, but I try to live a faithful life as I feel I have been called to do. I try to look for the blessing in all things and live my life grateful for all that I have.

I found myself at a crossroads when my kids were 4 and 5 years old. I had been able to stay home with them from birth to date and although I loved being with them full time, I knew that I didn't want to only be a stay-at-home mom. My husband was in the first couple years of owning his own IT-networking company, and sometimes it was good, but other times it could be really tough. I wanted to help but I was stuck on what I wanted to do with my life professionally. I was already a licensed cosmetologist/licensed cosmetology instructor. Teaching Cosmetology College was my career prior to becoming a mom, but it just didn't feel right moving forward. I wanted something bigger, more challenging, something exciting. I wanted a career that would make a positive financial impact for my family. I wanted to lighten the load that my husband had been shouldering by himself for the last several years. So, I prayed, and I waited for my answer. When it came, VIA EMAIL, I was like, OK, GOD, I hear you loud and clear. I mean, there is no denying a written response to your prayers, right? That email offered me a scholarship for Real Estate school and a position with a wonderful company. Fast forward eight and a half years later and here I am, a wife, mom, and full-time REALTOR®. As a child, becoming a Real Estate Broker had never crossed my mind, and definitely not something that I thought I wanted to be. My aspirations were things like becoming an astronaut, a doctor, and a lawyer, never in my wildest dreams did I ever think Real Estate. Sometimes God's plans for our life are much different from our own but as dreams turn to reality, are so very perfect for us and better than anything we could have ever imagined for ourselves.

I grew up an Air Force Brat; however, I call Colorado home as this is the place that my husband and I chose to make our home over 15 years ago. I have

had the privilege of living all over our great country, but also, I grew up extremely sheltered. Until I was 10 years old, we had always lived on base, and all the elementary schools I attended to that point were all on base as well. Being that all the kids were in the same boat, we didn't experience the clicks and group segregation that I very abruptly became aware of after my first experience in public school. Living on base was like being surrounded by a big family. Mind you, this was in the '80s, but most people were nice, all were helpful and understanding as everyone was walking a similar path. I remember being in New Jersey one winter and we had a huge snowstorm. All the neighbors from the square came out and we built this amazing snow fort out in the middle of the field in the center of the square for all to enjoy. We're talking about snow tunnels, snow slides, and pretty much the most epic snow fort ever. The point is, we all did it together. It was a community affair and our community was glorious.

My dad was medically discharged as a result of Operation Desert Storm in the early '90s. We lived in California at the time, but moved to Texas to be closer to family, as my parent's marriage was simultaneously falling apart. The Military life had definitely taken its toll on my parents, and ultimately resulted in them parting ways. Long deployments with little to no contact is a pretty tough road for any to travel, and I have nothing but respect for those that choose and live this life. While it is rewarding, it is not easy, and a true gift for those that survive as a family. Unfortunately, that just wasn't the case for mine. After my rude awakening to the kids in Texas public school, I quickly learned how to start thriving again and fell in love with music. I found that I was actually pretty good and could hold a tune, so choir became my life! (Proud Mom

•••

•••

Moment) My daughter is incredibly musically talented and has found the same love! They say things are bigger in Texas, and the music programs were no exception. I was able to travel the world with my high school choir and form some of the most amazing memories of my childhood. Through my music career, I was a soloist in a musical, part of advanced choirs, was exposed to many Broadway musicals, met and sang for a world-renowned composer, and sang some of the most beautifully written pieces of our time. However, none of that compared to this. One of my most treasured memories of my

choir career is when my high school choir took part in a lengthy joint practice singing John Rutter's "Gloria" with a local university. My uncle, who was a member of that choir and in the section next to mine looked over and smiled such a proud smile to be there singing the same intense piece with me.



My uncle was one of my biggest cheerleaders during those years, and to be there singing with him was a truly special moment. My uncle passed away a couple of years after that in a tragic car wreck, and the memory of him smiling at me, so proud, while we sang our hearts out is a memory I will always cherish.

High school wasn't only choir for me. I excelled in school and graduated in the top percentage of my class. High school is also where I met my husband, Michael. On one of those all-day state testing days, the plumbing became problematic, something about a water main break to the academic building forcing the water to be shut off for repair. That left one working bathroom available in a large 5A school which happened to be across campus in the library. My then-last name started with an R, and Michael's a T, and as they grouped us alphabetically, we happened to be in neighboring classrooms. Upon finishing our test, we left our rooms to trek to the library

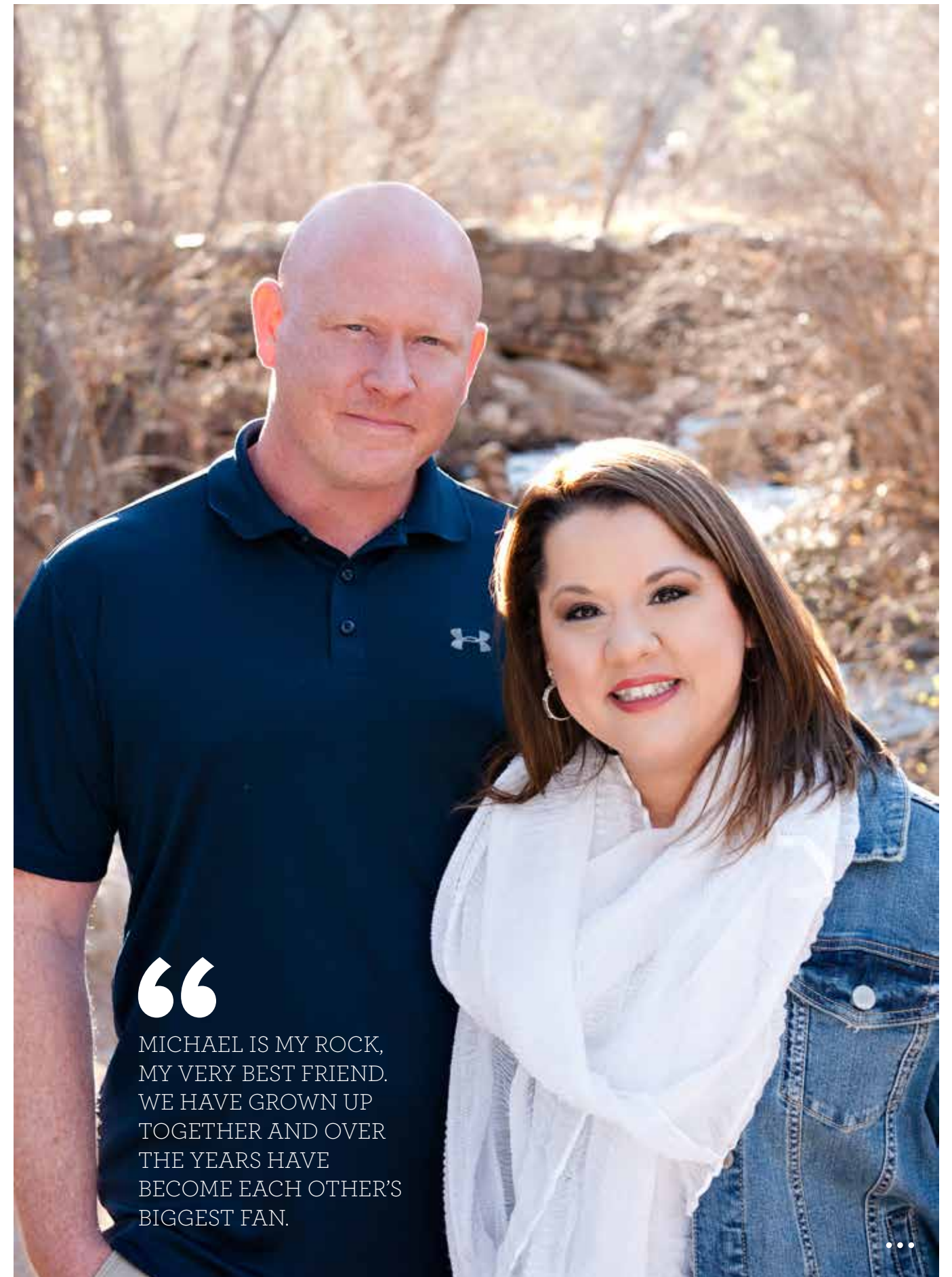
at the very same time. I had never seen him before and had no idea who he was. We made small talk all the way there and I was super disappointed when I came back out and he was nowhere to be found. I was secretly hoping that he would still be there so we could walk back to class together. He intrigued me, and I felt like there was something special about him. I started seeing him in random places all over campus, but never where I could talk to him, and at this point, I didn't even know his name. That was toward the end of my sophomore year, and the following summer I started looking for my first

job. I applied everywhere short of fast food restaurants, and no one would hire me. I was starting to feel defeated in my job search, but my luck was about to change. At the end of a day full of submitting applications with no luck, I stopped by Poncho's Mexican Restaurant, where a good friend also worked. She

put in a good word for me with the manager and I was hired on the spot! Little did I know that the guy from school also worked there. I met Michael "again" shortly after. We both remembered meeting each other on the way to the library months before, and we became inseparable from that point on. At just 16 years old, I had found the love of my life.

Michael is my rock, my very best friend. We have grown up together and over the years have become each other's biggest fan. We were married at 18 and just celebrated our 19th anniversary. We face our trials head on and always as a team. I could not have imagined a better man to call my husband and partner in life. Just another testament to God's plans being bigger and better than anything I could have dreamed...

After moving to Colorado in early 2004, we found out we were expecting our first child. Now, Mi-



“

MICHAEL IS MY ROCK, MY VERY BEST FRIEND. WE HAVE GROWN UP TOGETHER AND OVER THE YEARS HAVE BECOME EACH OTHER'S BIGGEST FAN.

•••

We Specialize In Working With Realtors



Rich Dillman

Branch 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.



KICK OFF THE SUMMER WITH A NEW HOME!

As a resident of Flying Horse and a Loan Officer with Fairway Independent Mortgage Corporation, I know our community well and can help you finance the home of your dreams with the speed and service you deserve.

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



MELANIE A. HENN

Senior Mortgage Advisor, 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

**IN 2018 ALONE,
FAIRWAY FUNDED
\$26.7 BILLION
IN LOANS
AND SERVED OVER
110,000
HOMEOWNERS.**

CONTACT ME TODAY!

*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©2019 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Billmore Lane, Madison, WI 53718, 1-866-912-4800. 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.



4004445_June 2019 Neighborhood ad_v2

...

chael and I had previously joked about kids being a "five-year plan" and five years and six days after we were married, we were blessed with a beautiful baby girl. God was definitely listening and has a sense of humor.

Avery, now 14, has grown into a beautiful, smart, talented, girl with a heart of gold. She has an infectious laugh and brilliant smile. She is an amazing student, loves to read and can get through a good book in a matter of hours. She is musically gifted, placed in almost all her forensics meets this year with her team, and currently has over 18,000 words of her very own novel written! Avery surpasses all the goals she sets for herself, is braver than I could ever be, is constantly pushing herself to be better and grow. I could not be prouder of the young woman that she has become.



Michael and I were blessed with our son just a year and seven days after Avery was born. He was the icing on the cake that completed our little family. Aaron is an astounding young man. Full of drive and ambition. He blows me away with his intelligence and makes school look easy. He excels at everything that he attempts, and at 13 is currently making prototypes for a custom knife business he is planning to start. His love for building things started with whittling and has grown to involve a bench grinder and steel. Aaron is on a competitive marksman shooting team thru 4-H, which I am the club coordinator for. He has shot and done well in competitions as part of a team and as an individual. He has even shot a few matches at the Olympic Training Center! (Another Proud Mom Moment.)

Both of my kids are just awesome! Not that I am biased or anything...

About three and a half years ago, we made a big move from the city to the mountains. After months of online searching, we bought the very first house we actually went and walked. My husband was like a kid in a candy store the first, and second, time we walked the property that very first day. He saw nothing but potential surrounded by trees topped off by his dream garage. However, I, me being me and having just survived a renovation in our last house, was thoroughly mortified! Well, kid-in-candy-store excitement and vision trumped mortification and not even the surprise waterfall feature that emerged from the living room ceiling during the inspection could deter. So, in our spare time, we are actively renovating what is well on its way to becoming an amazing, one-of-a-kind, property. It's a slow process, but the beauty that is taking shape is well worth the wait. Nestled on a beautifully treed two-and-a-half-acre lot, a blank canvas that we will have custom created the home of our dreams. A phrase I have used often when writing property descriptions. Now that I'm living it, I smile just a bit bigger each time I write it.

I've always loved working with and helping people. Those were some of the biggest factors that led me to cosmetology/teaching and that made Real Estate a perfect fit. Through Real Estate, my platform was made a lot bigger when I was asked to be part of the Troubleshooter Consumer Advocacy Radio Show. Beyond the exposure and advertising that it has brought me, I am honored to have been asked. This show prides itself on going above and beyond for consumers across all types of business. They truly fight for justice, and what is right. Through being part of this show, I have been able to talk to and help people that I most likely not have come across otherwise. Real Estate is a relationship business,

...

...

and I value the relationships that I have made, the people that I have helped, and the lives that I have been able to bless through my business. I am on the current board of the Pikes Peak Women's Council of Realtors as the director of programs. That is another wonderful organization that I am proud to be affiliated with. Being asked to be part of this group is another true honor for me. My heart is in serving, and I always give my all in all that I do.

I have found truth in the statement that struggles make us stronger and we learn by making and overcoming mistakes. They don't always have to be our own struggles, as we also learn by watching others. I learned what true determination to live was by watching my mom battle stage 4 aggressive breast cancer not once but twice. She was a victim to a severe oversight by her surgeon, causing the re-occurrence a year after her first round. The second came back with a vengeance. She has an amazing story of recovery and survival, but through her toughest of times, she was ready to give up and we almost lost her. On the night we didn't think she would survive, she shared a vivid memory of Jesus telling her she had to live because the babies would need her. It was only a couple weeks later that I found out that I was pregnant with my daughter, her very first grandchild. To this day, my Mom has a very special bond with both my children as they renewed her fight, reigniting her will to live. My mom is now cancer-free and amazingly healthy, and I am so very grateful!

Overcoming my own struggles haven't always been easy, but through those struggles, I have learned how to persevere. "Closing deals in high heels" has always been one of my favorite sayings in this business. It's funny the things that you miss the most when they are taken from you. Being told I could never wear my favorite heels again, and for a 5' 3" girl like myself who literally wore heels 90% of the time, was an absolutely devastating thing to be told. Now, I am not shallow, and I know you are thinking to yourself, who cares what kind of shoes you wear, and truly, it's not just about a pair of shoes. It was enduring the car accident that took away my longtime wardrobe staple, and the struggles that followed. In July 2016, I was rear-ended on I25 at an impact speed of about

65 MPH. I was heading to meet clients to look at properties and in typical Saturday I25 fashion traffic was extremely thick. People were trailing way too close, and when the little white hatchback car directly in front of me, slammed on their brakes coming to a very sudden, almost complete stop, I was prompted to do the same. I soon realized that the driver of the black minivan just behind me didn't get the memo. She totaled her minivan into the back of my Tahoe. I don't remember my life flashing before my eyes, or anything like that but I do remember being thrown forward and violently whipped back resulting in various whiplash/jamming injuries, a concussion, and the damage to my foot ankle and knee, resulting in that dreadful conversation about me resigning to the fact that I would be stuck in flat shoes for the foreseeable future. Thankfully, my injuries weren't life-threatening, and with the help some wonderful doctors I am now much better. I still have my days where I'm in pain, but most days I am feeling much more myself and have even found some really low heels that I can comfortably wear. Major win for me!

This story isn't just about whether I do or don't get to wear high heels, as they are just one of my quirks that makes me who I am. My story is truly about the blessings that I have received throughout my life and the lives of those that I have been able to bless. I am humbled to be invited into the lives of my clients, helping them achieve their dreams. I am truly grateful to get to be part of their stories. To get to know them and make an impact in their lives is my absolute favorite part of this business.

I am blessed beyond measure to be in a career that I love and have an absolutely amazing family that loves and supports me without question. My husband and kids are my world. I have wonderful siblings, and the best parents on the planet, consisting of my birth parents, their spouses, and the bonus set that God gave me when Michael and I were married. Family and friends are everything that makes life sweet, and I am definitely blessed in that department. With the love and friendship we share for one another, life is so very good.

I still start each day asking that God lead my steps that day and I ALWAYS check my email.

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

500 MILLION DOLLARS

CashbackSM REWARDS

AUTO POLICY + THREE CONSECUTIVE YEARS CLAIM FREE + HOMEOWNER POLICY

IT'S AS SIMPLE AS 1, 2, 3... GET REWARDED WITH CASH FOR YOUR SMART DECISIONS

It's as simple as...

1. Maintain a homeowner and auto policy with American National,
2. Remain claim free for three consecutive years, and
3. Receive 25 percent of your first year auto and home premiums back after your third year.

BONUS: Your 25 percent reward continues every year as long as you remain claim free!

MARVIN MULLINS
Associate General Agent

5155 N Academy Blvd Suite 100
Colorado Springs, CO 80918-4053

SMART THINKING, REWARDED[®]

✉ mullins.agency@american-national.com
📞 719.776.9393

Products and services may not be available in all states. Terms, conditions and eligibility requirements will apply. Property and casualty products and services may be underwritten by American National Property And Casualty Company, or American National General Insurance Company, both of Springfield, Missouri. American National reserves the right to discontinue the Cashback program at any time. Cashback is not available in all states. Homeowner premiums used to calculate Cashback reward do not include earthquake, equipment breakdown, service line coverage and Identity Theft Protection endorsement premiums. Claim free means no paid claims of any type, other than roadside assistance, windshield repairs, homeowner earthquake, equipment breakdown, service line coverage and/or stolen identity claims.

14-065-87131.V3.5.2017



BECAUSE YOUR ROOF DOESN'T COVER EVERYTHING

With **AMERICAN NATIONAL HOMEOWNERS** insurance, you'll get an array of exceptional features not offered by many insurers, including automatic coverage for home systems breakdowns, buried service lines and the replacement cost of personal belongings.



MARVIN MULLINS
Associate General Agent

5155 N Academy Blvd Suite 100
Colorado Springs, CO 80918-4053
SMART THINKING, REWARDED®

✉ mullins.agency@american-national.com
☎ 719.776.9393



Products and services may not be available in all states. Terms, conditions and eligibility requirements will apply. Property and casualty products and services may be underwritten by American National Property And Casualty Company, or American National General Insurance Company, both of Springfield, Missouri.

14-065.87651.V2.12.2016



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



Saint Aubyn Homes

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



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.



REALTOR GUARANTEE

Integrity First Financial, Inc. will pay you, the Realtor, \$5,000.00 if we do not close your client's loan after issuance of Approval.

Guidelines:

- Not applicable if appraised value is not equal to or greater than purchase price;
- Borrower must maintain credit score (or better) when approval was issued;
- Borrower must maintain the employment when approved with no changes whatsoever;

VICTOR KARNS
719-360-3767

Victor Karns
Mortgage Loan Officer
NMLS # 296856
CO License # 100023696
IFF NMLS # 394990



719.581.7227 • www.AmProInspections.com



David Weekley Homes IS BUILDING UP COMMUNITIES

► sponsor spotlight

For more than 40 years, David Weekley Homes has built a reputation for delivering inspired customer service and providing a home building experience second-to-none. Along with receiving exceptional quality, our customers can select from a variety of innovative and thoughtfully-designed floor plans that live as good as they look, and personalize a home with Custom Choices™ to suit their tastes.

As part of our commitment to providing exceptional service, Homebuyers have a Home Team, including a Personal Builder™, Design Consultant, Sales Consultant and Warranty Representative who will be with them throughout the home building journey and beyond.

In addition to our dedication to making customers' dream homes a reality, we're also committed to fulfilling Our Purpose of Building Dreams, Enhancing Lives. Not only do we want to build homes that delight our customers, we are also passionate about making a difference in the communities in which we work and live.

By joining together with our team members and extended family of Homeowners, Homebuyers and community partners, we are improving lives through the volunteer and philanthropic efforts of our CARE program. We

are committed, active and responsible for enhancing lives in our community, partnering with both national and local nonprofit organizations to devote our collective resources and talents to a variety of worthy causes.

Throughout the year, we host several companywide charitable initiatives, including a back-to-school supplies drive, Thanksgiving food drive and Build Month, an opportunity for our team members to apply their specialized talents and knowledge to a number of projects, from building ramps for people with mobility impairments to renovating an outdoor play area for children and even remodeling more than 10 kitchens for a nonprofit that offers safe housing to victims of domestic violence.

We launched the CARE program locally in our Colorado Springs Division in 2019 as a way to discover opportunities to get involved with local organizations and give back to our community. Recently, we've supported several nonprofits in the area with our time and resources, including volunteering with and donating to Ronald McDonald House Charities of Southern Colorado as part of our Showcase of Homes event and hosting holiday food drives to donate more than 350 pounds of food to Care and Share Food Bank for Southern Colorado.

"We are so grateful to the David Weekley Homes team for honoring us with a gift of \$1,255 from the Showcase of Homes event," said Sam Rush-Walton, development director for Ronald McDonald House Charities of Southern Colorado. "We're thrilled that David Weekley Homes wants to support the critically ill children and families we serve."

For more than 20 years, The David Weekley Family Foundation has donated more than \$200 million to worthy causes here in the US and abroad, and our team members volunteer thousands of hours each year working with various organizations.

"I love the emphasis our company puts on the CARE program and giving back to our community," said Heather Budy, marketing coordinator for David Weekley Homes in Colorado Springs. "Spending time volunteering with and supporting local organizations gives me joy and fills me up."

David Weekley Homes

Through our company's strong emphasis on volunteerism, we are able to further live out Our Purpose and continue to create a culture of caring and contribution to build stronger communities and enhance the lives of others!

It's the little moments in your home that are the big things in life. Our collaborative approach helps us create a home that is tailor-made for the way your family lives. Regular meetings with your Personal Builder™ and our FlexSpace™ options ensure that you're getting the home you've always imagined. And, it's backed by our industry-leading warranty – which is something very extraordinary indeed. That's The Weekley Way!




- 1. Enclave at Wolf Ranch**
From the low \$400s
719-453-0169
- 2. Eastridge at Meridian Ranch**
From the high \$300s
719-453-0173
- 3. Gold Hill Mesa**
From the high \$300s
719-453-0172



Homes from the \$370s to \$420s+
in the Colorado Springs area
719-639-2722



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



IF YOU'RE SO INCLINED

The story of the Manitou Springs Incline

The sign at the trailhead says it all: “Hiking the incline is comparable to climbing up the Empire State Building, the Eiffel Tower twice, the Washington Monument over three times, the Statue of Liberty six times...” The signs at the trailhead are filled with warnings about preparedness, about past rescues and how long those can take, and stats on deaths that have occurred on the Pikes Peak regions version of the Boston Marathon’s infamous Heartbreak Hill.

According to Wikipedia, “The Incline was constructed under the ownership of Dr. Newton N. Brumback (1854–1923)[3] as a funicular (railroad) in 1907, for the purpose of providing access to water tanks at the top of the mountain that would provide gravity-fed water pressure to the cities of Manitou Springs and Colorado Springs [4]. Originally, the railroad was constructed to access the hydroelectric plant and service the water pipes, but shortly after its construction, the railway was opened as a tourist attraction.”

There was a crude summit house, which burned down in 1914, that was replaced by a larger, more elaborate building built for the comfort

of passengers. Another summit house was built in 1958 and was dismantled after the Incline Funicular Railroad closed in 1990 after the tracks were washed out in a storm. https://en.wikipedia.org/wiki/Manitou_Incline

Timberline Landscaping was contracted in 2014 to complete a restoration of the trail in three phases. Phase three was completed in December 2017. On the Timberline website: “The Manitou Incline is a popular trail in Manitou Springs, Colorado. This difficult trail is not for the faint of heart. Although it is a short trail, its average grade is 41%, with a steepest of 68%. The Manitou Incline’s distance is just a mile, but it climbs very quickly, gaining 2,000 feet of elevation. The Incline was even voted America’s Toughest Trail! It provides a beautiful Manitou Springs view and a fun climb for experienced hikers.”

An article in the *Colorado Springs Gazette*: (<https://gazette.com/life/year-s-worth->

[of-manitou-incline-statistics-shows-intense-passion/article_f6802a08-8b2f-590d-80aad733baa49ae7.html](https://www.of-manitou-incline-statistics-shows-intense-passion/article_f6802a08-8b2f-590d-80aad733baa49ae7.html)) published these trail stats:

INCLINE DETAILS

- Average grade: 41 percent
- Steepest grade: 68 percent
- Number of trips in 365 days since 2014 reopening: 352,445
- Average number of trips per day: 966
- Average number of trips per month: 29,370
- Average number of trips per week: 6,778

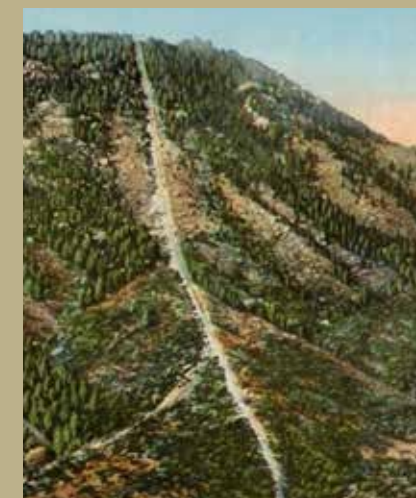
To get there by car, take Manitou Avenue to Ruxton Avenue to the end. Paid parking at the site, which is shared with the now-closed and being rebuilt Cog Railroad, is available. Parking is also shared with Barr Trail hikers. Free shuttle service from the city is also available.



The view of The Incline from 1920.



Mid-April hikers on a cool, cloudy day.



Undated photo: The Mount Manitou Incline Railway. Longest and highest incline railway on the globe.



Incline Signage.



Incline Signage



The Governors of 22 States. Arriving at Mt. Manitou Park via Scenic Incline RR, August 27, 1913.



Incline Signage

Alliance Insurance of Colorado Springs

The Alliance Advantage

We get it and we got it.

With 20 years of experience, we've been there and we've seen it. We know insurance isn't a fun thing to buy, but it doesn't have to be painful.

Here at Alliance, we want to be the ace under your sleeve when negotiating with insurance carriers. As an insurance broker, we are uniquely qualified.

- We shop the best insurance carriers all at once
- We're local
- Flexible Policies that Work for You
- Personal Agent Experience

Darrell Wilson ♦ 719-573-4155 ♦ allianceinsurancecolorado.com
2630 Tenderfoot Hill St #203 ♦ Colorado Springs, CO 80906

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

Whether you're buying, selling, refinancing, or building your dream home, you have a lot riding on your loan officer.

As an experienced loan officer I have the knowledge you need to explore the many financing options available.



MOVEMENTMORTGAGE

1755 Telstar Drive | Suite 300 | Colorado Springs, CO 80920

Heather Kunce

Loan Consultant

NMLS#: 418598 / State License: 100041525

719.339.0744

movement.com/lo/heather-kunce



got grease?

(buyers notice the details)

Chosen by more Colorado REALTORS for pre-listing, move-in and move-out cleanings since 1987.



Call us today for a FREE estimate
719-201-1507 | Valerie Hampton



DEREK WAGNER

► top producer

Hello! I am Derek Wagner, and I am a third-generation born-and-raised Coloradoan. I was born in Brighton, CO, traveled with my military family for the first half of my childhood and settled in Colorado Springs (first graduating 8th-grade class of Eagleview Middle School), and I have lived here ever since! I'm the oldest of four children, married for 24 years and a proud father to two sons (Orion, 23, and Remi, 16, years old) and two dogs (Dixon and Tucker). We love exploring the beautiful state we live in, especially here in our own backyard. Whether it is trying out all the new restaurants in town, checking out the local museums, watching performances at the Pikes Peak Center, visiting the giraffes at the Cheyenne Mountain Zoo or hiking the many local parks with Dixon (Tucker is too much of a homebody to enjoy hiking), there is never a shortage of things we enjoy doing! And our life is nothing if not an adventure.

Fresh out of Air Academy High School, I spent some time traveling the US (following the Grateful Dead), where I met my wife, Mariana, at a local skate park during an extended stay in Portland, Oregon. Together we loaded up a 1977 Buick 4-Door LTD and traveled back to Colorado, where we would start our family and our new journey through life together. We were married young (I was 22 and Mariana had just turned 20) and had our first child within that same year. Statistically, 60% of marriages between people 20–25 years of age will end in divorce. Not only did we overcome these staggering odds, but we did so in spectacular fashion. With fierce determination, unbridled tenacity and a deep level of respect for each other, we are still VERY happily married, 24 years and two almost-adult children later.

During my early 20s, I was a vegan/vegetarian AND a chef. I held top positions, running the kitchens in several restaurants in the Pikes Peak Region. Ironically, cooking a perfect steak was my specialty, even though I wouldn't eat it. I loved cooking so much that I learned to master it re-

gardless of whether or not I actually ate what I created. (Note: I have since become quite carnivorous and now thoroughly enjoy the steaks I cook.) For me, cooking is an art form. I love to navigate the many nuances throughout the process to come out with the perfect result; the perfect meal. I have always enjoyed cooking and, regardless of my future career, I have always found the time to cook and I find great joy in making delicious meals for the many people in my life.

In addition to cooking, I have always had a travel bug. From traveling throughout Germany and the US while my stepdad was in the Navy, to road-tripping across the US as a young adult, to RV trips to Yellowstone, cruises and vacationing in Mexico, the Caribbean and Mediterranean, business and pleasure trips throughout Colorado, New Orleans, Texas and California, attending live MMA/UFC events in Phoenix, Las Vegas and Canada, and visiting family in the Pacific NW and New York City, traveling and experiencing different foods and cultures is a HUGE part of my life.



Our boys have inherited this travel bug as well! Our oldest son, Orion, spent the last five years right out of high school traveling the world (US, Japan, Europe, United Kingdom...) with a performing arts outreach group, the Young Americans. He spent this time working with children of all ages in dancing, singing and performing, as well as honing his craft as a stagehand and lighting designer.

Our youngest son, Remi, is a preprofessional ballet dancer with his sights on joining a top ballet company in England, Monaco, Netherlands, or state-side in Houston or San Francisco. In addition to the family trips our kids have taken with us, Remi has also traveled extensively for his dance career, throughout most of the US and, recently, Panama. He has spent summers studying with top ballet companies, most recently, five weeks with ABT – American Ballet Theatre in NYC — in 2018 and six weeks with the Bolshoi Ballet Academy in NYC

in 2019 — and spends 40–50 hours every week training in ballet with a world-renowned top pre-professional ballet school in Littleton, CO (International Ballet School).

Mariana and I have worked together, full-time, since 2001, which has been a blessing in many ways. I have battled severe dyslexia my entire life and was not even diagnosed until I



was out of school. This was undeniably discouraging for me throughout school and an ongoing point of frustration for me and my goals as an ambitious and driven young man. However, I took this major setback and turned it into a skillset that helped me tremendously in both my life and career. I learned how to leverage my creativity and people skills to find answers, solve problems and negotiate desired outcomes in nearly any situation, despite my looming disability. In the late-1990s, I had gotten out of the foodservice industry and had just left a job restoring vintage Volkswagens. I was working for a local dealership, selling parts for MOPAR when I decided to make a complete career change. However, I knew my people and negotiating skills would drive a highly successful business, but my dyslexia would get in the way of contract writing and any other written communication. Remember,

in the late-1990s/early-2000s, there really wasn't much in the way of online automation ... or spell check (not that spell check even works now...) Serendipitously, at this time, my wife was also at a turning point in her career in special education. Thankfully, Mariana is also a communications major, with focuses on both writing and teaching/education. This was the perfect yin to my yang. So, in a leap of faith, Mariana and I decided to become self-employed small business owners, and started our real estate career. Not only do we get along remarkably well, but our strengths complement each other, enabling both of us to focus on doing what we each do best to reach both our goals.

Our first day in our new career was September 11, 2001. I had not been watching the news, so I woke up and got ready for my "first day of work." I put on my new suit and tie and

prepared to head into the office. See, the internet of that day was not the internet of today, so it took a while to learn what was happening in New York. Mariana was finishing out her last semester working with Palmer High School when she was told that "a bomb went off in one of the Twin Towers" (we only later learned that it was a plane, not a bomb). She grew up in New York, and her father worked in one of the Trade Center buildings. Worried, she tried calling her father at his home number and his work number, but all the lines were down. She then called me to tell me the news. After a fruitless AOL news search to find out what was happening, she was able to roll in a TV to an empty classroom. She turned on the news just in time to watch United Airlines Flight 175 crash into the South tower. After four hours she was finally able to get through to her father, who happened to still be in bed with a stomach bug and had not

•••

gone into work that day. Meanwhile, still dressed and ready for my first day in my brand new career, I spent the day transfixed in front of the TV with the rest of America. After we began to recover from this day, we refocused and dove right into building a solid, reputable full-time business.

We knew the statistics. We knew that the vast majority (87%) of agents fail within the first few years. Couple this with the plethora of hurdles that accompany my dyslexia. We knew the odds were against us. We also knew that we were going to overcome these odds. In spectacular fashion. And we did. We have been top producers every year that we have been in the business. And it is not by accident. My creative problem solving and effective people skills and our determination and tenacity fuels our success. And like with cooking, I believe navigating the real estate transaction is also an art form, where I get to traverse through the technical elements of the contract, the unique nuances of each person's personality and the diversity of each client's goals to come out with best, most perfect outcome for everyone involved.

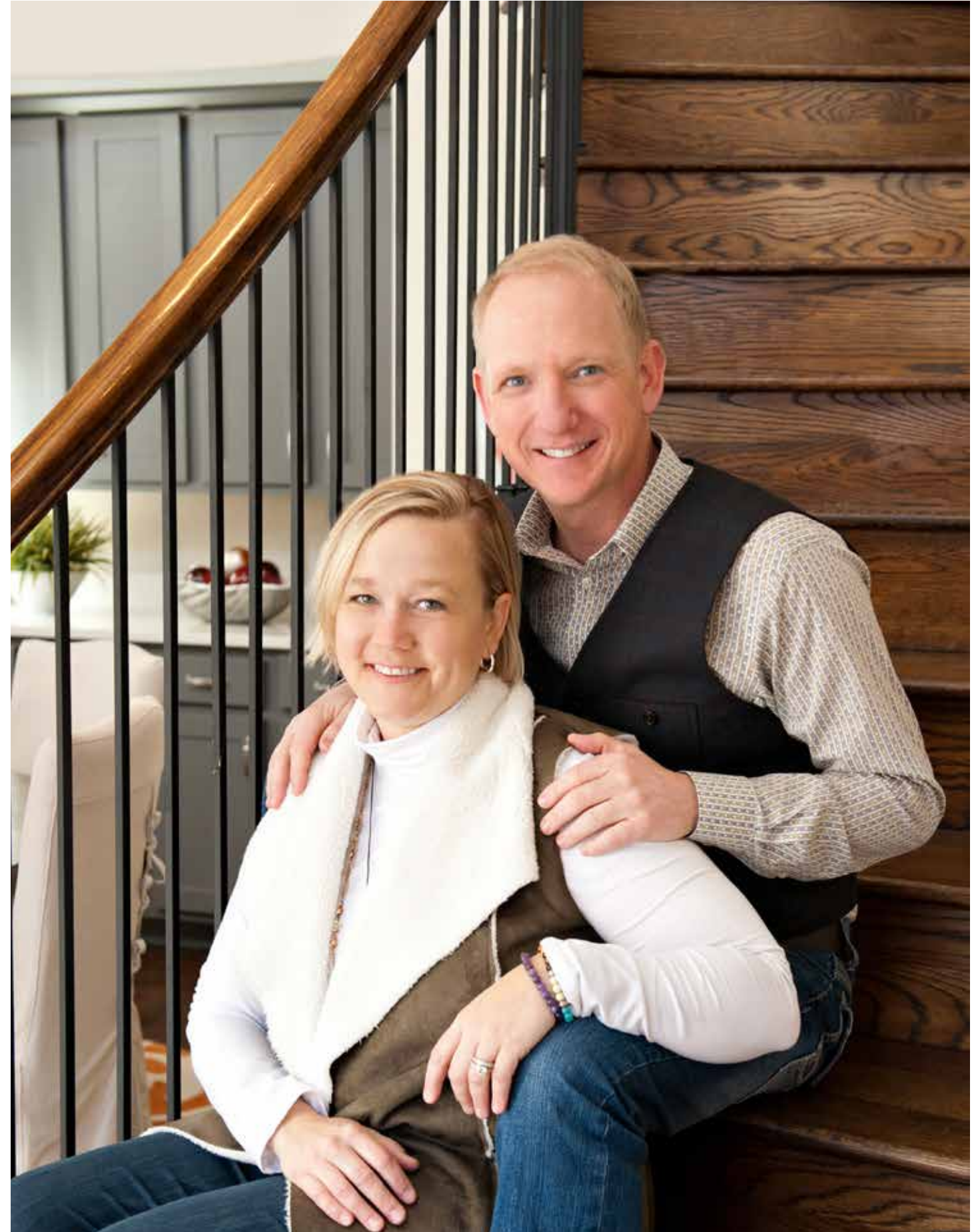


An essential component of successfully navigating a real estate contract is the ability to change and adapt. On a market level, we learned early on that we needed to shift with each market, and became experts at short sales and foreclosure prevention during the 2008 housing crisis. During this time, we learned a lot about the mortgage lending business and what it means to successfully sell a distressed property. We also learned how critical constant and competent communication is throughout the real estate transaction. However, more importantly, we learned more about the importance of building a solid trusting relationship with our clients AND the other professionals in our local market, and national industry. On a long-term level, we carried this newfound knowledge through the “crash” and into the current market, where we still earnestly believe that communication and relationship-building are still as essential and relevant as ever.

A few years into our real estate career, I realized that there was that part of me that missed running a kitchen, and I wanted to find a way to incorporate my desire to lead into our new life. This is when we started a team. I knew that to run an effective kitchen, there needed to be a strong leader and that there was an ongoing synergy with everyone in the kitchen, even though they each had their own role – an exclusive role that they excelled at. This is how our team would be run. I honed my leadership skills, something I am still continually doing, and we started filling the necessary roles. Over the past almost two decades, our team has consistently comprised of our head agent (me), specialty agents

who focus on helping our buyer, seller, or investor clients, and a solid administrative team to support our listings, transactions and other internal and external processes. Outside of this, we have also built and maintained essential long-lasting relationships (and friendships) with other top industry professionals who are invaluable to the ongoing success of our business. This cooking theme also translates seamlessly into the services we provide to our clients, as we can offer a “recipe” for success and the explain how we effectively incorporate all the “ingredients” of a successful transaction to lead to a job “well done.”

Recently, we tied this all together when we rebranded our team as the “Artisan Group,” (ArtisanGroupCO.com) with a cutting board as our logo, and a cooking theme throughout all our conversations. We partnered with Keller Williams, way back in 2004, after reading the Millionaire Real Estate Agent, by Gary Keller. During these years, we have helped hundreds of people with their home buying and selling needs, as well as trained and promoted the success of many other top agents in the area. We have also taken on multiple leadership and mentor roles and Mariana has been both a certified international real estate trainer and coach for over 15 years. In 2018, we became owners of the brand new Keller Williams Premier office in Downtown Colorado Springs, of which I am the managing broker. Our family has been living, working and playing (and cooking) in the Pikes Peak Region for the better part of four decades and it will always be our home, no matter where our wanderlust takes us.





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



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"



Remember days like this?

Your kids should too.

With a family clubhouse and a neighborly environment in the acclaimed Academy School District 20, Cordera gives your kids and grandkids the experiences you cherished from your childhood. Learn more at cordera.com.



Homes from the \$400's - \$900's

A BOY GETS THE FLU. | A BOY NEARLY DIES.



Friends, Family, Faith, a Behr Hug and Remarkable Doctors and Nurses Rally To Save Shafer Reichart

(And yes, this has a connection to the Pikes Peak real estate community.)



Written by Robert O'Brien

"After 45 days in the hospital, Doherty sophomore Schafer Reichart has finally returned home to Colorado Springs.

"On Jan. 23, Reichart was airlifted to Children's Hospital in Denver with a life-threatening illness, caused by the flu and a strep infection. He spent days on life support as he underwent respiratory, kidney and heart failure. Gradually, Reichart's condition improved, and on Friday, he walked out of the hospital." {From the Colorado Springs Gazette, Mar 11, 2019}.

So, that's the "succinct version" of what happened to this high school athlete, son and a kid with a strong faith and legions of supporters.

As Paul Harvey used to say on the radio, "Now, here's the rest of the story." As told to this reporter at the Reichart residence in the Springs, mid-April 2019. Present were Paul (father), Beth (mother) and Schafer Reichart. All contributed to this tale of a frightening plunge into the deepest depths of illness, family crisis and ultimately, recovery and rehabilitation. This is truly a story of how deeply rooted faith, family, friends, church, schools, strangers and the support of Platinum Real Estate and The Behr Team, as in Ed and Renee Behr (founding partners and owners of The Platinum Group, Paul Reichart's Realtor home), gave the Reichart family a collective community hug of critical support for weeks while mom and dad were at Children's Hospital in Denver with their gravely ill son.

Schafer's Dad: "The week of January 18, Schafer had some sort of flu or GI type of thing for a week, had a fever, missed some basketball practices and then got better, played a basketball game on the 18th (Friday, Doherty HS), went on a retreat that

weekend. Sunday, Schafer turned to his brother and asked him to take him home, that he 'felt terrible.' So, he came home. The next morning Beth (mom) took him to the doctor; he was diagnosed to have influenza A. He went home, stayed in bed with all the symptoms of the flu and was miserable. I checked on Schafer the next morning, Wednesday, at around 6am and he seemed the same with the same flu symptoms."

"About an hour later, his mom checked on him and his breathing was very labored and he had a rash over his entire body a skin infection. At that point, we knew we had to get him to a hospital as soon as possible."

Schafer's Mom: "We knew this wasn't right. We have four kids and we'd never had the flu in our house. So, we hadn't gotten flu shots this year (the parents confirmed they and the kids will get flu shots from now on). When we got the flu diagnosis, we thought it would last a week, ten days. We took him to the ER. He had really changed. The folks at Penrose (Main) started doing all the tests."

"Within about an hour and a half, the Penrose ER staff told us 'We need to get him to Children's (Denver).'" By making the decision to have him transferred to Children's Hospital Colorado in Denver, that ER Doctor at Penrose saved Schafer's life, according to his parents.



Beth and Paul said the pediatric section of Penrose was full and that Schafer's symptoms made it mandatory he get to a hospital especially equipped for such a seriously ill pediatric patient. The parents were told that their son had come down with "toxic shock syndrome." The influenza and the infection caused sepsis, which is when your system becomes overwhelmed with infection. It means your organs are shutting down.

Schafer's Mom: "At Children's, they started pumping him with antibiotics and he wasn't responding."

Schaefer's Dad: "His heart stopped when he got to Children's. When he got there (Life Flight from Penrose to Children's) he was conscious, which the staff couldn't believe. They said that showed he was in great shape (before his illness). He just fought it, fought it, fought it and then, he just fell off the cliff. When they said that his heart stopped, they said, it wasn't a complete flatline but it wasn't beating productively, so they had to resuscitate him. They did that before we got there (to the hospital in Denver)."

Schafer says he remembers flying in the helicopter to Denver but nothing else. He woke up a week later. Schafer was sedated because he needed a breathing tube; his lungs were shutting down and full on pneumonia. But that was only the beginning of the life-saving procedures employed during his hospital stay, much of which was in ICU.

When the parents arrived at Children's, having driven themselves there, they were escorted to a room near the ICU, where they had to wait for their son's prognosis.

Schafer's Mom: "Our family members started showing up at the hospital. A social worker was sitting with us, and we were very concerned. We're thinking, 'They're giving him medicine.'" Paul's dad comments, "We were thinking 'He's sick. He'll be alright.'" They were eventually brought in to see their son and that is when they saw the breathing tube and the social worker said, "I didn't realize...I'm so sorry." And the parents were, to say the least, surprised and now much more deeply concerned.

Schaefer's Dad: "When they brought us in, the attending physician, a German woman, told us 'All his organs are shutting down. If we don't put him on this life support called ECMO (Extra Corporeal Membrane Oxygenation) he's going to die.'"

Schafer's Mom: "So Schaefer is laying there, and there are like 25 medical people in the room and the hallway is full of doctors and we can see some of the nurses there had tears in their eyes. And we're just in shock.

Schafer's Dad: "So then the attending physician proceeds: 'So, if we put him on this life support, he could have brain damage, he could have a stroke, he could have paralysis, he could lose his extrem-



ities, but it's our only option to save his life."

Schafer's Mom: "It's a heart-lung machine. There are two tubes placed in the neck; one for blood going out, the other for the returning blood. The blood is oxygenated outside the body. It's designed to give your heart and

lungs a rest. Schafer was on that machine for two and a half days." Until his heart was pumping adequately on its own.

The ECMO was developed for premature infants and is smaller than the one used for open heart surgery but the principle is the same.



Their son was put on kidney dialysis right after being taken off ECMO and that lasted for about two weeks around the clock.

Schaefer's Dad: "It was a full week where the doctors would not use words like recovery or stable or anything like that. They would almost always start

the conversation with 'He's not out of the woods yet.' So a full week of huge insecurity, that it could go sideways and we could lose him at any time. And just today (mid-April 2019) one of the docs said 'He's on the road to recovery. A long road to recovery.' And the kind of numbers they were giving at that point were huge, like very, very long."



Schafer's Mom: "They thought he'd be on dialysis for maybe four to six months. Instead, he was on it for about four weeks. That was crazy, he beat those odds early on."

Schafer was asked if he thought his overall athletic conditioning helped him beat the odds during his illness. He said yes but he also feels "It's a total God thing, too."

Schafer is home missing the second semester of his sophomore year at Doherty High School, where he is an elite member of the basketball team, while he continues his recovery. Bruises and scarring are visible on his thin body. He's had to endure feeding tubes and countless hospital and doctor visits, plus physical therapy. He is soft-spoken but clearly has many friends and is highly respected among his peers, classmates, teachers, coaches and church members. This is a family deeply rooted in faith as Paul Reichart is a former pastor at two different Colorado Springs churches.

The Reicharts gave a special shout out to Ed and Renee Behr, founding partners and owners of The Platinum Group, Paul Reichart's Realtor home. The Behrs told Paul not to worry about his book of business while his son was fighting for his life. The Behrs saw to it that Paul's clients were well taken care of and during Paul's absence from work, 25% of his annual business was closed by his colleagues at The Platinum Group.

For updated information about Schafer Reichert's recovery, visit <https://www.facebook.com/groups/222037672035057/>.



De'ja vu



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

The definition of de'ja vu is a feeling of having already experienced the present situation. Last year the PPMLS experienced five straight months of record breaking average price.

It began in February of 2018 breaking the previous record set in June of 2017 at a price of \$326,263. The average price in February of 2018 was \$331,104 and each consecutive month broke the record culminating in June with an average sales price of \$361,499. This was the first time of five consecutive record breaking months in the data I have dating back to 2003. (See Slide #1)



Will we have a feeling of de'ja vu this summer? Over the last 15 years the summer market peaked six times in June, four times in July, four times in August and one time in September. In order to break the records of five consecutive months, the peak month would have to be six in August. Can this be done? The answer to that question would be yes, but a peak month in August or later has only happened five times in the last 15 years. This means statistically we have a 33% chance of that happening.

One factor driving the market is interest rates. Since 1971, we have only had four periods in that time with lower interest rates. (See Slide #2)

Two other factors driving our market is the lack of supply and increased demand. This can be expressed in one calculation called "Inventory in Number of Months." At this time, our inventory level is 1.21 months. (See Slide #3) Inventory levels below four to six months indicate a sellers' market, meaning we do not have enough supply to handle demand. This leading indicator suggests that the market will stay strong in the near term. This calculation was computed across all price ranges. It is essential to understand the upper-end market, while improving, has inventory levels that are neutral or may favor buyers. Pricing your property is crucial even in the strong market we are experiencing. Overpricing can cost you time on market and lead to a lower percentage "list to sales price."



So do I have a feeling of de'ja vu? Logically the data tells me five consecutive record breaking months is unlikely. Emotionally, it feels like I am standing in front of a tidal wave ... and that kind of makes me happy because at least I am on the beach.

Smart Storage

» home matters

Written by **Elizabeth McCabe**, N2 Staff Writer

When shopping for a new home, one of the main features American families look for is ample storage space. Most of us have a lot of stuff, which means we need somewhere to put it. It's important to make sure you have a good amount of indoor storage (think cabinets and closets) as well as outdoor (such as a garden shed) or non-climate-controlled spaces (garages, basements, and attics). These tips will help you make sure you're keeping your possessions in the best shape possible by storing them correctly and safely.

1 Food Though it may seem obvious, food should always be stored indoors – ideally in a cabinet or pantry. If you like to buy items in bulk, it can be tempting to store them in a garage, but the lack of climate control can cause them to spoil very quickly. If you have a secondary refrigerator or freezer in your garage, you should routinely check it to make sure it is operating and cooling efficiently. Keep in mind any food items left out in a space like a garage can draw pests, such as rodents and insects, and create a larger issue. For this same reason, never store pet food in an area that is not climate-controlled.

2 Chemicals and Fuel Chemicals and fuel should be reviewed case by case. All products should describe proper storage practices on the label. For example, household cleaners and paint have the potential to either freeze or spoil in extreme cold or heat. If the containers are sealed and do not emit any harmful fumes, these can be stored indoors. Any type of flammable material, such as gasoline, should be stored away from your house. A garden shed is ideal, as it will be less likely to accidentally ignite. As an extra precaution, when you are finished with potentially dangerous chemical and fuel products, dispose of them safely in accordance with your city's laws and regulations.

3 Clothing and Bedding Fabrics should be stored in plastic containers with lids, preferably inside in a closet. This will prevent moisture or pests from damaging them. If you do not have indoor storage space, an attic or basement is the next best option to prevent them from picking up odors. Always wash these items prior to using them again.

4 Furniture and Valuables Furniture, whether wooden, metal, or upholstered, can be easily ruined by a climate that isn't controlled. Extreme moisture and heat can cause rot, rust, and discoloration. If you absolutely must store these items in your attic or garage, invest in a high-quality storage bag. These large plastic bags can be purchased for mattresses and other large items, and will help prevent moisture and pests. A better option would be to find a temperature-controlled self-storage unit nearby. Likewise, do not store any valuables or irreplaceable items, such as electronics or photographs, in an attic or garage. These should always be kept indoors.

Unlock your potential with...



Professional resume writing and career services by a 4X Certified Professional Resume Writer

Add value for your clients: We can provide a competitive 'value added' service for your clients - offer our career services to relocating clients and their families. We provide 15% commission for secured clients. Ask about our promotional packets customized for your prospects and clients.



Kara Varner

MAOM, CARW, CPRW, CRS-MTC, CEIC

Elevate YOUR presence with professional branding:

Our modern, professional and cutting edge Biographies, Resumes, and LinkedIn Profiles provide that competitive touch in any industry.

Talk with us today!

Call us for a free consultation - **719-339-2659**

E-mail - **info@aplatinumresume.net**

www.APlatinumResume.com

Always a military discount



WAYS A COMPANY CAN SPEND \$3 MILLION:



BUY A PRIVATE JET



UPGRADE THE OFFICE WITH FANCY FURNITURE AND GADGETS



GIVE THE C-SUITE A NICE RAISE



ENABLE THE RESCUE OF THOUSANDS OF HUMAN TRAFFICKING VICTIMS WORLDWIDE

N2 Publishing – the company behind every Real Producers magazine – believes in a future where everyone is free. This year, we donated 2% of our revenue, or \$3 million, to support nonprofits that rescue and rehabilitate victims of sex slavery and forced labor. And it was only possible because of the support of our industry partners and engaged readers. **Because of you.**

TO LEARN MORE, VISIT N2GIVES.COM





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.



30+ years Experience | Licensed Colorado Electrician | Veteran Owned and Operated

*Straight Forward reports
within 24 hours!*

10% Discount to Military, Nurses, Teachers and 1st Responders

Call MARK to Schedule your 5 Star Inspection Today!

719.351.4241 | WWW.COMPASSHICOLORADO.COM



**Happy
Painting Company**

- Interior and Exterior Painting
- Residential and Commercial Painting
- Window Replacements
- Stucco Repair
- Carpentry

happypainting.biz | (719) 373-5550



The Benefits of

BROCCOLI

▶ healthy living

Written by Elizabeth McCabe, N2 Staff Writer

Before you cringe at the sound of broccoli for dinner, reconsider. This superfood is a nutritional powerhouse, and its benefits can help optimize health.

Prevents Cancer
When it comes to preventing cancer, reach for the broccoli. In fact, the more the merrier for better health. Broccoli tops with its cancer-fighting properties, thanks to sulforaphane. This compound bolsters the body's protective enzymes and kicks out chemicals that cause cancer. Reduce the risk of lung, liver, breast, prostate, skin, stomach, and bladder cancers with a hearty helping of broccoli.

Packed With Vitamins
Broccoli is packed with vitamins. Broccoli has as much Vitamin C as an orange. Vitamin C, a powerful antioxidant, builds collagen and protects from free radicals. Broccoli is also chock-full of Vitamin A and Vitamin K. Vitamin A improves eye health and Vitamin K helps heal wounds. Broccoli also contains folic acid, potassium, and B6.

Anti-Inflammatory Properties
One lesser-known fact about broccoli is it has anti-inflammatory properties. According to one study, healthy overweight adults

who ate fresh broccoli sprouts daily saw decreased inflammation. Keeping inflammation levels down can result in less joint pain and even keep depression at bay.

Filled With Fiber
If you want your fiber fix, enjoy broccoli. Not only is broccoli low in calories, but it's filled with fiber and is fat-free. For every 10 calories of broccoli, expect to receive 1 gram of fiber. Fiber can help the intestines maintain health and also reduces the rate sugar is absorbed into the bloodstream. High fiber has also been shown to reduce cholesterol.

Keeps Stomach Lining Healthy
Did you know broccoli benefits your stomach lining? Interestingly, the sulforaphane in broccoli helps keep the stomach bacteria *Helicobacter pylori*, which can cause ulcers, from clinging to the stomach wall. Reduce the amount of bacteria in your stomach by increasing your intake of broccoli.

Bored with traditional broccoli? Get your greens in by roasting broccoli in the oven, creating a broccoli soup, or melting cheese over this power-packed vegetable. Put broccoli in a stir-fry or even a casserole. The options are endless for those who want to bolster their health.

The Legend is True.

CAREFREE, PAIRED PATIO LIVING IS A TIMELESS PLEASURE.



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.

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

- 1** SANCTUARY POINTE
Paired Patio Homes from the \$410s
1654 Summerglow Lane
Monument, CO 80132
- 2** THE VILLAGE OF CORTONA AT FLYING HORSE
Paired Patio Homes from the upper \$400s
2057 Ripple Ridge Road
Colorado Springs, CO 80921
- 3** WOLF RANCH
Paired Patio Homes from the upper \$400s
9127 Wolf Lake Dr.
Colorado Springs, CO 80924
- 4** LEXINGTON CROSSING AT BRIARGATE
Paired Patio Homes from the mid \$300s
3275 Excelsior Dr.
Colorado Springs, CO 80920



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



PRSRT STD
US POSTAGE PAID
WILMINGTON, NC
PERMIT NO. 40



At North American Title
**YOUR Next Transaction is
OUR Most Important Transaction**

You've done the hard part; you've got the signed contract in hand. Relax and let us guide your client's real estate transaction to a successful close. At North American Title, you have access to knowledgeable and dedicated title and escrow professionals to answer your questions and follow up on the details.

Count on us. We have you covered!

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



www.nat.com/CO

We Have You Covered