

COLORADO SPRINGS

REAL PRODUCERS.®

CONNECTING. ELEVATING. INSPIRING.



**DARRELL
WASS**

Protect your investment and those who matter most.



"Gold Hill Mesa is located where the mountains meet the city! Most importantly, Gold Hill Mesa has the most welcoming neighbors we have seen after living in 5 states! Military, retirees, young families, singles, all ethnicities, and all walks of life are welcome."

MARC FULSON, GOLD HILL MESA RESIDENT, FEATURED BELOW WITH HIS FAMILY



Be part of a great community:

- Be Neighborly.
- Be Happy.
- Be Adventurous.
- Be Comfortable.
- Be Strong.
- Be Proud.

BE GOLD HILL MESA.



24/7

ONLINE BOOKING AT
BandMhomeInspections.com

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

**Brick and Mortar
HOME INSPECTIONS, INC**

For more information about Gold Hill Mesa, call (719) 633-2202 or go to GoldHillMesa.com



David Weekley Homes



*Where Do Smart Home Buyers
Go for Quality, Selection, and Style?*

CLASSIC, FOR STARTERS.



*Two Newly Decorated
Models Now Open!*

**INTRODUCING THE
TOWNHOME COLLECTION
BY CLASSIC HOMES**

**STARTING FROM THE
UPPER \$200s**

2-story townhomes

Four Floorplans

1,255 - 1,695 sq. ft.

Attached 2-car garages

HOA maintained, including
snow and trash removal

Located in D20

**TOWNhome
COLLECTION**

NORTH FORK

BY CLASSIC HOMES



Whether it's your first home or your last, it doesn't mean you have to settle for second best.

At Classic, compromising quality isn't in our nature. Nor is it in our homes.

We put the same quality materials, the same professional craftsmanship, and the same attention to detail into every home we build. So whether you're starting out in the world or moving toward your dream of retirement, you enjoy the same hallmark quality that makes every home we build a classic.

Get the Classic style, Classic quality, and Classic value you've always wanted.

Call 719-888-3711

Sold from the Classic Homes
North Fork Model Home:

2903 Golden Meadow Way
Colorado Springs, CO 80908

ClassicTownhomes.com



The Difference Really Hits Home.



*Pricing and availability subject to change.

TABLE OF CONTENTS



09
 Publisher's Note:
 Your Impact



14
 Rising Star: Brian Schaefer



20
 Partner Spotlight: Happy Painting



26
 Top Producer: Darrell Wass



34
 A Mother's Day Tribute: Erika Waggaman & Gretchen Werschky



44
 Working For You!

RP For articles, coverage, and advertising, contact Brian Gowdy at 719-313-3028; brian.gowdy@realproducersmag.com.

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.

Do Your Clients Need Property Management Service?
 Our team can **HELP!**



(719) 265-5600 // www.coloradobestrealestate.com
 AGENTS, WE WILL LET YOU KNOW WHEN YOUR CLIENTS ARE READY TO SELL

Poof!

*We eliminate threats...
 to your deal.*

Premium Radon Mitigation Systems Starting at \$997

"No Surprises" Quotes

Guaranteed Best Price



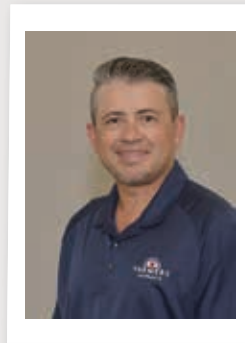
719-347-1711
radon-rangers.com



US VETERAN OWNED AND OPERATED

INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS

- Coverage you can customize to meet your needs
- Homeowners insurance
- Landlord/Vacant/Vacation home insurance



Michael Hendrickson

Your Local Agent
 24 S WEBER ST STE 135
 COLORADO SPRINGS, CO 80903
MHENDRICKSON@FARMERSAGENT.COM
<https://agents.farmers.com/mhendrickson>

Call 719.572.5938 today!
 Smart choices last a lifetime.



Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit farmers.com for a complete listing of companies. Not all insurers are authorized to provide insurance in all states. Coverage is not available in all states.



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.

► publisher's note

Your Impact

Friends, as I'm writing this, I'm quarantined in my home office, practicing the sure-to-be "phrase of the year": social distancing. There's a lot of uncertainty to everything right now; all I can say is, for the sake of my business owner friends, I can't wait until this is over.

On a brighter note, each of you on the front lines of the real estate field are driving the wheels of our economy. There are few people more influential in terms of supporting small businesses and driving the economy than agents such as yourselves. A friend of mine, and a long-time supporter of my other business *life in Broadmoor*, one shared with me that she measured the average number of businesses utilized in a single real estate transaction and the number is fifty! These are fifty businesses, mostly small and local, that you are supporting—and if they happen to be an advertising vendor in *Real Producers*, please know that you're supporting my small businesses as well!

While we had to postpone our April 14th charity mixer event, it will still happen! By the time you're reading this, we will likely already have a date. Please reach out to me if you haven't seen it promoted.

Lastly, I would love to share with you what *Real Producers* is and why it exists. The purpose of *Real Producers* is to strengthen the culture of your industry. *Real Producers* is not an "ego" magazine; it is a celebration of real estate agents, specifically agents who have had a positive impact on the industry as well as other agents. We want you to play along well because, to quote another agent friend of mine, "while homebuyers and sellers come and go, we agents are here to stay."

I welcome you to reach out to share how I can better serve your industry through *Real Producers*.



Brian Gowdy
 Owner / Publisher / Advertising Sales
 719-313-3028
brian.gowdy@realproducersmag.com



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!

ADVERTISING

Colorado Springs
Real Producers
(719) 313-3028

AUTO

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

CATERING

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

COMMUNITY DEVELOPMENT

Cordera Community
(719) 867-2279

The Farm
(719) 867-2279
thefarmcolorado.com

DOWNSIZING & DECLUTTERING

Things Forgotten
(719) 785-9222
thingsforgottennotgone.com

FAMILY FITNESS

YMCA Tri-Lakes
(719) 282-9622
ppymca.org

HANDMADE PENS

Samuel Pen Co
(719) 310-9394
samuelpenco.com

HEATING & COOLING

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

HOME BUILDER

Classic Homes
(719) 785-3309
classichomes.com

Keller Homes, Inc.
(719) 388-2323
kellerhomes.com

Saint Aubyn Homes
(719) 244-3645
saintaubynhomes.com

Vantage Homes Corp
(719) 534-0984
www.vantagehomescolorado.com

HOME INSPECTION

AmPro Inspections
(719) 648-4098
amproinspections.com

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

Pillar to Post
Stewart Ritter
(719) 494-5313
pillartopost.com/
stewartritter

Pillar to Post
Joshua Deck
(719) 210-0188
pillartopost.com/joshuadeck

INSURANCE

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

Farmers Insurance
Michael Hendrickson Agency
(719) 572-5938
farmersagent.com/
mhendrickson

MARKETING

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

MOVERS

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

NEIGHBORHOOD

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

PAINTER

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

PHOTOGRAPHER

Capture Life Photography
(719) 789-5558
capturelife.photo

Katie Marie Seniors Photography
(719) 963-9321
www.katiemarieseniors.com

PROPERTY MANAGEMENT

Colorado Best Team @Pikes Peak Dream Homes Realty
(719) 284-1900
www.coloradobestreal estate.com

REAL ESTATE PHOTOGRAPHY

PixVid
(833) 715-7150
PixVid.net

RESUME WRITING SERVICE

A Platinum Resume
(719) 339-2659

ROOFING

Rampart Roofing
(719) 487-7663

TRITON Roofing
(719) 322-3673

TITLE & ESCROW

WFG National Title
Sandra Kuhlman
(720) 475-8300
colorado.wfgnationaltitle.com

TITLE COMPANY

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

Heritage Title Company
(719) 592-9933
heritagetco.com

The Only Painter In Town That Works Realtor Hours

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



happypainting.biz | (719) 373-5550

PROTECTING_{the}FUTURE

by **INSURING_{the}PAST**



SHELLY FARMER
Sales Executive
719.330.1624

EILEEN WOLFF
Sales Executive
719.963.5273

KERYN DERUBIS
Sales Executive
719.930.3447

HTC Heritage Title Company
Making Transactions Personal



NYSE: FNF **FORTUNE 500**

1975 Research Parkway, Suite 105
Colorado Springs, CO 80920 • 719.592.9933

90 South Cascade Ave., Suite 950
Colorado Springs, CO 80903 • 719.639.7810

www.heritagetco.com

Download Our FREE App to Have Real Producers On the Go!

It's a badge of honor to hold the printed version of Colorado Springs Real Producers magazine in your hands—but if you want every edition "on the go," download our free app and take them with you! Search Digapub on your app store and choose Colorado — Colorado Springs Real Producers. Through it, you can register for our events and share articles to Facebook.



SO MUCH TO LOVE IN NORTH COLORADO SPRINGS.



Keller Homes builds a full range of home styles in the best neighborhoods of Northern Colorado Springs. You'll find family-friendly homes in Wolf Ranch. In Cordera, we're building historically-inspired homes as well as the low-maintenance mid-century styles of élan. And there's plenty of comfort and craftsmanship in Cumbre Vista. Prices range from the high \$300s to the low \$600s. Follow your heart north, and let your new home be your favorite destination.



Keller Homes

KellerHomes.com

MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



Brian Gowdy
Owner / Publisher / Advertising Sales
brian.gowdy@realproducersmag.com
719-313-3028



Andrea Hoffman
Ad Specialist
andrea.hoffman@n2pub.com



Heidi Mossman
Photographer
303-877-1279



Katie Luster-Work
Photographer
719-963-9321



Robert O'Brien
Account Executive / Writer
bob.obrien@realproducersmag.com



Sara Cripe
Social Media Manager
sara@connectgrafiks.com



Geneva Eilertson
Reprints Manager
geneva@realproducersmag.com



Bryan Petty;
Videographer
PixVid

WHO CARES?



A new way to show YOU do!

SAMUELPENCO.COM

Engraved. Custom. Executive-quality pens.

VOLUME DISCOUNTS. **FREE** GIFT BOX AND SHIPPING.

▶▶ rising star

By Robert O'Brien
Photography by Heidi Mossman of
Capture Life Photography



“ That moment, more than anything, was the leverage that got me to leave my safe, job and enter one with a bit **less certainty** and **far more fulfillment.** ”

BRIAN SCHAEFER

WHY I AM

Brian Schaefer is the “rare” Colorado native. “Colorado Springs is home and always will be. I was born here, I went to high school here, and I graduated from UCCS.”

Out of school, Brian worked as the Finance Manager for an auto dealership here in the Springs. “Working at a dealership you lose some faith in humanity simply because of the environment. In the car business, if you’re not watching your back 100% of the time, someone’s watching yours. It’s an ‘everyone’s out to get you’ mentality and if you don’t swim, you sink. For me, with my family and my innate drive to be successful, the course was clear. I was becoming that person.” Brian was with the dealership for almost six years. In time, he was promoted from his sales position to the Finance Manager. And then, one day he had a vision... A vision of who he was turning into—what he life was becoming if nothing changed. “That moment, more than anything, was the leverage that got me to leave my safe, job and enter one with a bit less certainty and far more fulfillment.”

...



...

Fast forward to 2017. Brian is in front of Jeff Johnson, owner of the Johnson Team at Keller Williams Premier Realty. Brian had done his homework and knew that Jeff led the number one real estate team in Colorado Springs. “I’m going to join your team,” Brian said to Jeff. Brian finished Real Estate school, keeping his commitment to Jeff that he would earn his license in less than a month. In turn, Jeff kept his commitment and Brian was on his team... after only 10 interviews.

Team support, a strong work ethic, and the overall culture at Keller Williams Premier contribute to Brian’s rise in success. “You walk a fine line when you are in Real Estate. When you’re young in the business, I was twenty-nine when I started, some people assume you don’t know what you’re doing. They may try to bully you in a transaction—fortunately I’ve always been one to stand my ground.”



“ My focus has always been to make everything **relational**, and not **transactional**. ”

My son. Taking care of them. Had I not left the dealership, who knows how much of them I would have missed.”

In terms of business and overall life and philosophy, Brian admires motivational speaker, social media influencer, and entrepreneur Tyler Jack Harris: tylerjackharris.com; as well as Hard Core Closer author, podcaster, and entrepreneur Ryan Stevenson: hardcorecloser.com/about; and welcomes anyone reading to check them out.

“I never claim to be the best,” Brian says. “Nor will I claim to be better than anyone else.” For Brian, it’s all about family: his wife, his son, his dog, and any future Schaefer’s that come along after. And of course, his Real Estate Family, the Johnson Team is the REAL MVP! “None of this would be possible without my team,” Brian says. And the entire team shares Brian’s philosophy of doing the right thing.

Everything Brian does is to put his clients first. “Money is never an issue when you’re treating your clients right. If I’m in their corner and I do what’s best for them, even if it’s not what’s best for me, everything will take care of itself in the end. It always will.” Brian’s “client first” mentality is what skyrocketed him from being just another agent to a true Rising Star here in the Springs.

“My focus has always been to make everything relational, and not transactional,” Brian says. “Sometimes you have to bite the bullet now to reap the rewards down the road. Maybe today, we have to terminate a deal, but when we do finally find that perfect home, I know my clients will be grateful. And now, you’re not just their REALTOR®, you’re their friend.”

Reflecting back on his days at the dealership, “I was the first in my family to graduate from college. I was the first Schaefer to accomplish many things, and my son carries on my family name. That’s my ‘why.’ My family.



Your Clients Don't Need to Stress When Downsizing!

Whether your customers are decluttering or relocating residences, Goodwill's "Things Forgotten, Not Gone" program offers a wide range of professional services managed by highly experienced and attentive staff.

Things Forgotten has been a household name in our community for 15 years. We are licensed, insured and have an A-Plus rating with the Better Business Bureau. Your clients can call or visit us online today for a free consultation ... and let us remove the worry, so they can move on with life.

WE CAN PROVIDE CUSTOMIZED, FOLLOW-UP SERVICES TO YOUR CLIENTS:

- **Full-Scale Move Management:** We will pack, unpack and organize their new home so they can unwind and enjoy it from day one.
- **House Clearings/Concierge Service:** Whether selling, giving away or donating no-longer-needed items, we will take care of all the details while handling their timeless treasures with "white glove treatment."
- **Estate & Consignment Sales:** We can manage all aspects of your clients' personal property sales—offering customizable services and pricing options.
- **Decluttering Projects/Light House Keeping:** When moving or downsizing, we can remove excess items and conduct a "clean sweep" of the home.



Moving aged parents from their large home into a care facility is an incredibly difficult and emotional journey. Things Forgotten handled what would have been an impossible task for my sister and myself and were kind, thorough and sensitive. This team honestly made our parents feel like they were home.

— Paula L. and Susan T.



Discover Goodwill's Senior Move Service
Things Forgotten
 — Not Gone



(719) 428-9271

ThingsForgotten@DiscoverMyGoodwill.org
 ThingsForgottenNotGone.com



Familiar Faces Making Big Moves!

WFG National Title Insurance Company is pleased to now serve you in Colorado Springs!



Lori Dunlop
 Branch Manager
 ldunlop@wfgtitle.com



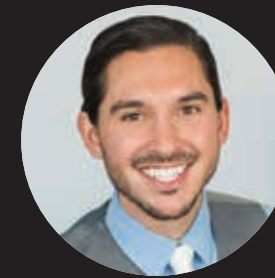
Diane Ferrin
 Sr. Escrow Officer
 dferrin@wfgtitle.com



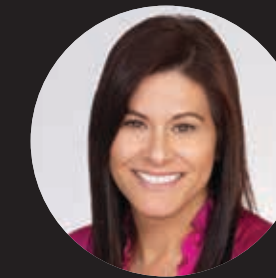
Teiah Hester
 Escrow Officer
 thester@wfgtitle.com



Amanda Payne
 Escrow Officer
 akpayne@wfgtitle.com



AJ Archuleta
 Sales Executive
 (719) 217-2815
 aarchuleta@wfgtitle.com



Denise Gardner
 Sales Executive
 (719) 659-8348
 dgardner@wfgtitle.com



Len Schrad
 Sales Executive
 (719) 330-7991
 lschrad@wfgtitle.com

Colorado Springs Office

8610 Explorer Dr., Suite 105, Colorado Springs, CO 80920
 Office: (719) 598-5355 | Fax: (719) 598-5366



WFG National Title Insurance Company
 a Williston Financial Group company

colorado.wfgnationaltitle.com



▶▶ partner spotlight

By Robert O'Brien
Photography by Katie Luster-Work of
Katie Marie Photography
Referred to REAL Producers by
Bruce Betts of RE/MAX Advantage

Happy Painting

More Than Just A Happy Face

The name, you ask? Well, there's a story behind that...

Josh Copeland-Welp, proprietor of Happy Painting, has been painting residential interiors and exteriors since the '90s and takes pride in his craft and customer service.

"When can you come out?" a soon-to-be-HAPPY customer asks—only for Josh to cut them off. "No; the question isn't when can I come out. The question is, when do YOU need the job done?" This is Josh Copeland-Welp. And this is Happy Painting.

"We recently employed Happy Painting to help us get ready to put our house on the market. We were originally just going to do a few rooms, but ended up deciding to neutralize the entire house. Josh and his crew were great and expanded the job with no problems and in a timely fashion. They were also very adept at doing a lot of other things, i.e. replacing a toilet, laying subfloor and flooring, grouting three showers, fixing railing, and putting in baseboard. They are truly a 'one-stop' company and I highly recommend them. My home sold in 3 days and \$10,000 over asking!" —Bonnie H.

The name, you ask? Be patient. We're getting there...

Josh's background is painting. From Sherwin Williams to local companies, he's done it all. In YEAR?, Josh was working for another entrepreneur's painting company when he landed his first solo job. "It was just supposed to be a simple job for a neighbor. But they told their friend and they told their friend... Soon I had zero free time. I was painting for my boss on the weekdays and I was painting for myself on the weekends."

The hours stretched. But Josh persisted. He loved painting, he was learning. And the more he painted, the more it was clear: it was time to paint for himself, not for someone else. The entrepreneur within sparked. And Happy Painting was born.

But what about the name? Oh, you just wait...

"It was my wife that noticed it first. Painting was cheering me up! I loved being on the job. I loved working with people. I love solving their problems. Every job I did—every job I do now, is no more than solving problems with a property. Everything from a simple wall to an elaborate multi-family complex."

When Josh shows up, he's here for YOU. "I don't tell you what you need done; you tell me what you want done. I don't tell you when I can work; you tell me when you need it finished." While Josh can guide people with his twenty-plus years of expertise, in the end, he shows up to serve them. Whatever they want done. Whenever they need it done by.



...

A paint job is more than a shiny coat. It's protection. A safeguard over a person's largest asset. A shield from the rain, the shine, all of the upsets of Mother Nature.

Beyond Josh's work ethic and servitude, Happy Painting stands out through the quality of its team members. Unlike other painting companies, Happy Painting vets all of its employees and elevates them through paid, ongoing training. This produces experienced craftsmen who have a stake in both themselves, the company, and most importantly their work. "In the painting business subs don't always get paid on time, or what was promised. Sometimes they don't get paid at all. At Happy Painting, we would pay an employee before paying ourselves. Just ask my wife," Josh says, grinning.

Today, Happy Painting is a thriving, local business with a mission to satisfy its customers, whatever it takes. Happy Painting's logo, the smiley face emoji, is actually a goal; a goal to put that happy of a smile on the face of every customer.

So what about the name? Why Happy Painting? Well, let me tell you...

The name came from Josh's wife. He'll never forget her words the moment he decided to start his own company: "Painting makes you so happy..."



YOUR REAL PRODUCERS PHOTOGRAPHER

Professional Headshots

Family Portraits

Real Estate Listings



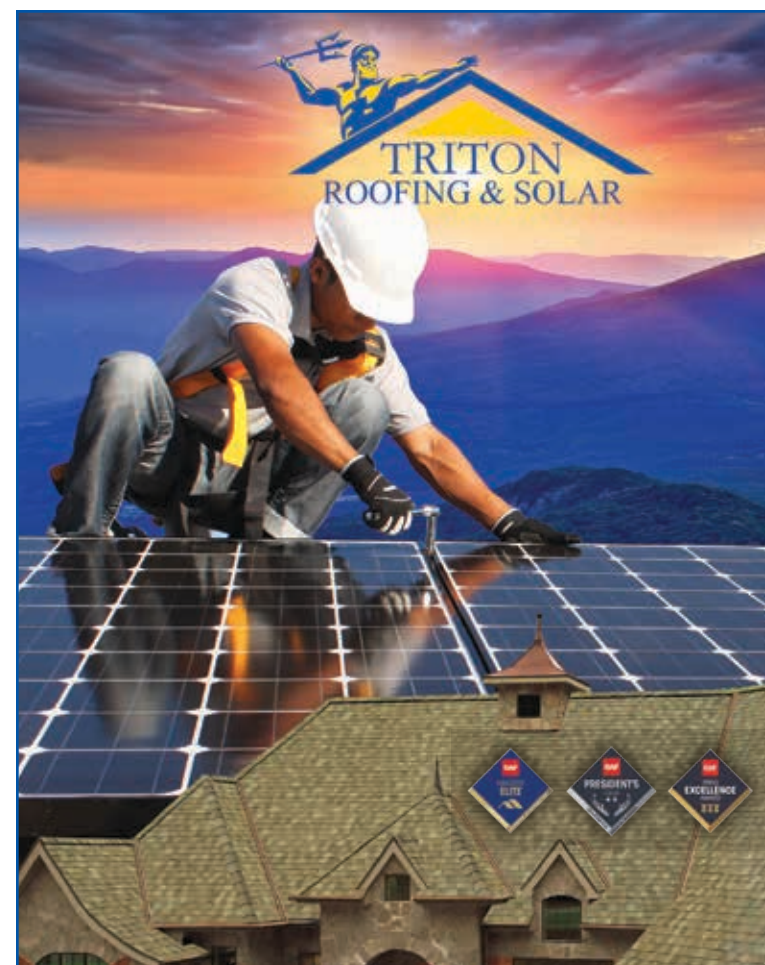
Do it right the first time!



CALL TODAY! 719-789-5558

www.capturelife.photo

Capture Life Photography



SERVICE THAT'S OVER AND ABOVE

At Triton Roofing & Solar, we work tirelessly to provide you with a knowledgeable experience and reliable roofing products that will leave your home and family protected for years to come.

- ▲ 10 Years in the roofing and solar business exceeding our customers' expectations
- ▲ We are a GAF Master Elite Contractor
- ▲ Our former military owners offer high standards of quality and attention to detail
- ▲ We are the only Southern Colorado roofing company to earn the GAF President's Club and Triple Crown Awards 6 consecutive years
- ▲ Our HAAG Engineering Certified inspectors ensure a smooth and seamless experience

Call us today for a FREE estimate: **719-322-3673**
Or email: cos@tritonroofing.com

TRITON ROOFING & SOLAR

5170 North Union Boulevard, Suite 200
Colorado Springs, CO 80916

TRITONROOFING.COM

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.



LICENSED. INSURED. HONEST. RELIABLE.

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



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



- Lorson Ranch (Ft Carson) from the high 200's to the mid 300's
- Meridian Ranch (Peyton/Falcon) from the high 200's to the mid 400's
- Wolf Ranch (Briargate) from the high 300's to the high 400's
- Mountain Valley Preserve (next to BLR) from the high 200's to the high 300's
- Village Center (Monument) from the low 400's
- 4% commission!

A Platinum Resume LLC CAREER ACADEMY

Online Courses, E-books and Webinars for Real Estate Agents, Sales Professionals, Job Seekers, and Business Owners.

Sample Course offerings:

- Elevator Pitch in 5 Steps
- How to Create Your Real Estate / Broker / Agent Resume and Bio
- Salary Negotiations
- 10 Steps to Building Your ROCK STAR Credibility Checklist
- The Ultimate Networking Guide
- Interview Tips

A Platinum Resume Career Academy
719-339-2659

www.aplatinumresume.com/career-academy

Kara Varner
MAOM, CARW, CPRW, CRS-MTC, CEIC



Saint Aubyn Homes

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

Bungee Jumping. Sky Diving. Helicopter Skiing. Real Estate.
THAT'S DARRELL WASS.

▶▶ top producer

Photography by **Maria Bay** of CasaBay Photography
Written by **Brian Gowdy**

“What most people don’t know about me is that I’m an adrenaline junkie... and a total goof-ball. Though the latter isn’t entirely a secret,” Darrell says in humor. “I live my life by two mottos: “Growing old is mandatory; growing up is optional.” and “If you can’t laugh at yourself, you leave the job to everyone else.”

Darrell Wass, owner of RE/MAX Integrity, started his real estate journey in '99, stepping out of his sales management role at Woodley's Fine Furniture. Darrell says, “A friend had asked me, ‘If you could do anything in the world, what would you do?’ and despite my at-the-time career, I answered ‘Real Estate.’”

While Darrell technically had some home-selling experience, “For Sale By Owner” and “For Sale By REALTOR®” aren’t the same thing.

Darrell earned his license in October of '99, possibly the least-ideal month to step onto the scene. But he stuck with it. His first sale came several months later in April of 2000 but he went on to earn the RE/MAX's 100% Club award and Rookie of the Year in 2000.

The years following, Darrell began mentoring and managing agents and by '06, he was ready to open his own firm! Everything was in place for Darrell to open what would eventually become RE/MAX Integrity, save for one problem: the building he was set on wouldn't allow him proper signage! Negotiations went nowhere and the deal fell through. What at the time was a frustrating inconvenience turned out to be a blessing from the heavens. Not a year later, the economy turned and the market collapsed.

Darrell Wass

RE/MAX Integrity



...

“
*The industry has
always been
good to me, so
I wanted to give
back what
I could.*
”

...

Darrell survived the crash the same way several producers did: by adapting to the new reality. Working with short sales and foreclosures, Darrell became a Certified Distressed Property Expert. “It was a really intensive class, but it allowed me to help my clients through this rough time.”

In delaying his dream to open his firm, Darrell stepped up his duties with PPAR. “The industry has always been good to me, so I wanted to give back what I could.” Having gone through the Leadership Academy in ‘01, Darrell always had a presence with the Association. From 2013-2015, he served as the MLS President and led the campaign to institute the MLS Matrix system and Sentrilock lock box systems that are still used to this day. In 2016, he was elevated to Board President and while it wasn’t the easiest gig, he is immensely proud of all the work that

was accomplished by those serving alongside him. “Any REALTOR® looking to give back should start by going through the Leadership Academy. There are so many committees and ways to contribute, just find one you have a passion for.”

In 2017, after nine years of volunteering with the Association, Darrell was voted REALTOR® of the Year. By then, he had paid his dues and it was time to focus on something of his own...

In 2018, Darrell opened RE/MAX Integrity, his very own real estate firm. While he had always been loyal to the RE/MAX brand, the Integrity name was something that was all his own. “Integrity means doing the right thing,” Darrell says, “regardless of whether anyone’s watching.” The name not only aligns with his own beliefs, but the beliefs of every REALTOR® who, alongside Darrell, calls RE/MAX Integrity home. Darrell’s vision for the firm is, by 2023, to have a second location and sixty agents under the brand.

...



RE/MAX
INTEGRITY





...

And while he has stepped down in his duties with PPAR, Darrell still finds ways to give back. Darrell is passionate about Children's Miracle Network, a non-profit that raises money for children's hospitals. A portion of each of his closings goes to the local hospital here in the Springs.

When Darrell's not in his suit and tie, you can find him in the mountains. Darrell's a skier of forty years and because riding the chairlift with the bar up isn't intense enough, he'll skip it entirely and hop out of a helicopter. "There's something about the mountains... the beauty, the serenity, and the adrenaline... I'd ski down hills I wouldn't walk or even climb down."

And as the seasons turn, you can catch Darrell on foot. Darrell's hiked several of Colorado's fourteeners, notably Pike's Peak four times, as well as the infamous trek from Crested Butte to Aspen... and back! And on the less adrenaline-focused days, you can catch him at the golf course. His favorite course is Sanctuary, a private course owned by one of RE/MAX's original owners.

“

*Clients come and go, but we REALTORS® will always be around. We may come from different firms, but we're all on the **same team.***

”

Darrell's advice for up-and-coming REALTORS®:

- Find a good mentor. "Anyone can write a contract but not everyone can write a good contract. Anyone can sell a home, but not everyone can sell a home when the times are tough."
- Take care of your fellow REALTORS®. "Clients come and go, but we REALTORS® will always be around. We may come from different firms, but we're all on the same team. Remember that."

Darrell's passion for the industry comes from helping others and the truth that there's no hard-selling in real estate when you're doing it right. "When you take care of your customer, you're automatically taken care of in return." And while he's reached several heights of success, these days nothing brings more fulfillment than when the agents he's mentoring and managing find success.



REALTORS® TRUST
**VANTAGE
HOMES**

VISIT A MODEL HOME TODAY
to see all that Vantage Homes
has to offer you and your buyers.

Call 719.375.2183 or email
CONCIERGE@VHCO.COM.
VHCO.COM

The Bluffs
at UNIVERSITY PARK

MODEL
NOW OPEN
University Park

4943 Bowling Green Ln
Colorado Springs, CO 80918

ASK US ABOUT NEW LOTS
COMING SOON AND AVAILABLE NOW



10309 Webster Pass Ct,
Colorado Springs, CO 80924



8282 Wheatland Drive,
Colorado Springs, CO 80908



1670 Summerglow Lane,
Monument, CO 80132



2902 Golden Meadow Way,
Colorado Springs, CO 80908

THE FARM

1110 Kelso Place,
Colorado Springs, CO 80921

Schedule your visit or drop by TODAY!



pixvid
connecting you to more clients

Listing a Home?

You should know about PixVid...

Book On-line 24/7
www.pixvid.net



We Care.
We Listen.
We Deliver.

The Inspection Advantage

Whether your clients are buying or selling, a Pillar To Post home inspection will give them peace of mind about the home.

- Choice of Home Inspection Packages
- Report printed on-site
- Convenient scheduling

Stewart Ritter
719-494-5313
stewart.ritter@pillartopost.com
pillartopost.com/stewarritter

Joshua Deck
719-633-5639
joshua.deck@pillartopost.com
pillartopost.com/joshuadeck



Serving El Paso, Teller & Pueblo Counties

Each office is independently owned and operated.



Blue Sky
Guarantee

Never a cloudy day. We'll
always make sure your listing
is presented in the best light.



Spend Less
Days on Market

Professionally photographed
homes spend less **time** on the
market.



Fast
Turnaround

Get your photos fast! We edit
overnight so you'll have them
next day by noon.

Contact: +1 833.715.7150

Email: orders@pixvid.net

To Gretchen, ▶ a mother's day tribute *Love Erika*

*Adventure.
Connection.
Art.*

*That's my Mother
and that's
Colorado Springs.*

By **Erika Waggaman**
Photography by **Katie
Luster-Work** of **Katie
Marie Photography**

My mother, Gretchen Werschky is the definition of a true Colorado Springs local. As her daughter, her life-long lessons to me count many, but to list a few: the importance keeping life simple and serving the public; the importance of taking a deep breaths and appreciating the beauty around us, especially in this city; and last, the serenity that can be found in a friendship with a horse. As Realtors, the importance of a human-centric business and connecting to others on a deeper level through honesty is the center of our business model. This is what keeps our people and our community happy and whole.

A Colorado Springs resident since the age of five, Gretchen was born to a WWII German immigrant mother, and Fort Carson father. Hardship and war brought my grandparents together, and my grand-

Erika, Dayton, Gretchen, and their horses, Jasper and Charlie





“It’s the first time homebuyers that make the biggest impact on me.”

It changes family lives, and it reminds of my little girl and the home I bought for her all those years ago.”



... mothers favorite phrase sums up the state of world she came from: “Hamburger in the hand,” as in: don’t forget to eat and never stop working. The violence and hardship of a war fought in my grandmother’s front yard is the best evidence I have for what makes my mom a fighter, an adventurer, and true seer of people’s needs that she is. The youngest of three, Gretchen was the baby and according to my uncle, their father’s favorite. She often describes herself as a latchkey kid, as children of the Silent Generation often were. Working hard for the American Dream, and arguably the first generation truly living it. As a child, you could find Gretchen at Mark Reyner Stables, when the corner of Maizeland and Academy was quieter, and The Bluff was still a wild place.

As time went by, her love of stillness turned into a passion for photography. In 1975 she began attending classes at Colorado’s Art Institute and become a portrait photographer for Olan Mills. This was a natural fit for her as her ability to ease and capture the essence of people is unmatched. Rocky Mountain Studio, her very own photography studio, was born in December ’79, on the corner of Tejon and Bijou, in what the true locals call; “The Sax Building”. The moment the doors opened, a small business owner was born. In a time when Old Man Sax was still collecting rent in hallways for \$65 a month, Gretchen had her

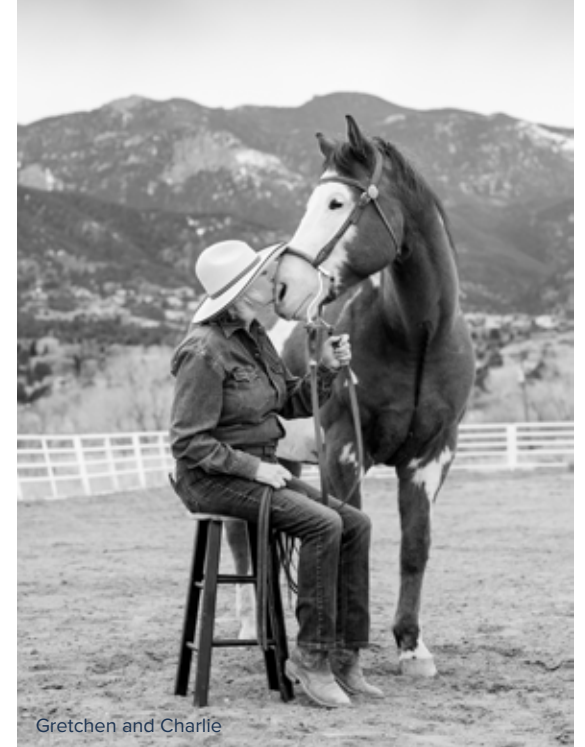
beloved darkroom, where she would get lost for hours. When she wasn’t in her darkroom, you would find her on MAYD&F’s runway in Acacia Park for the runway show ‘Lunches at the Park’. “It was a fun time, once a month I would model and it would pay the studio’s rent,” Gretchen says. It was also this time that she began as a free lance photographer for the Gazette Telegraph. Her first interface in Real Estate was driving around taking pictures for the old MLS, the giant book of Colorado Springs listings that, if you saw, you could never forget.

My mother met my father on assignment for the Gazette and its safe to say, her life was never the same. My father was a Harvard Grad and imported himself to Colorado Springs with big ideas of developing multi-family units and later sailing around the Cape Horn. This is how I know my mother to be brave; in 1987, with a one year old (me), she left for her grand adventure on a 48’ Catalina. After over 5,000 nautical miles under our belts, the marriage and the adventure came to an end and we came home to Colorado Springs.

Years later, after buying her first home, a lifelong friend and Commercial Real Estate Agent, Jerry Knauf of Quantum Commercial Group, encouraged Gretchen to step into Real Estate. He knew her natural knack for marketing, her ability to put people at

ease and her grit for problem solving would make her an exceptional Realtor. And was he right. My mother, as she does with everything, jumped in at full force and soon thereafter was running a powerful Real Estate business. In the last twenty-five years, she’s helped hundreds of buyers and sellers. Her clients trust her and her reputation of putting people first and serving the public make people feel safe. “Buying a home is the biggest investment a person can make in setting up a successful financial future,” my mother always says. While my mother has sold property in every neighborhood, in every pice range, she says: “It’s the first time homebuyers that make the biggest impact on me. It changes family lives, and it reminds of my little girl and the home I bought for her all those years ago. There’s no feeling more secure than knowing that your kids have a safe place, a home that is theirs to grow up in.”

Houses are our family’s business and nothing makes me more proud of what my parents have accomplished and the portfolio of properties they own. Between my parents they know everything there is to know about houses and horses. My stepdad, Dave Werschky, is a quiet cowboy and an artist in his trades of construction and design. There isn’t a neighborhood in Colorado Springs that my Dad doesn’t have a story for. Whether it’s a house he built, a house he moved across town or an old Colorado Springs story. Dave is a second-generation Colorado Springs Native, my hero and mentor when it comes to being a landlord and owning property. One of my favorite Colorado Springs stories is: sometime in the 1920s, Brock Vougle traded a radio for the entire street of Columbia Rd., South of Garden of the Gods. I’m so proud to be a part of a family that’s so rich in honesty, kindness, and ingenuity and I couldn’t be more grateful to add my son to the tribe.



Gretchen and Charlie

Reflecting back, my mother is exceptional. She was always there to pick me up from school, we always went home and had a healthy snack and a homework routine. I remember being frustrated with her because clients would always call around dinner time. As you know, being in Real Estate means being available for your clients, and that can be hard on a family. But she was always there for me. And when I called her twelve years after moving to the magical college town of Durango, Colorado, after a Bachelor’s in Arts Degree and eight years in the Oil and Gas business, she was there for me again. I called to tell her I wanted to work for myself and follow in her footsteps, at first she thought I was crazy to leave the security of big business, but a few days later she called me back and was ready to talk about the opportunity of us working together. As they say, the rest is history. I’m so proud of my mother’s story and our family history. The gratitude I feel for her as a mother has only grown with the birth my son, Dayton, last year. Her strength, fortitude and guidance is the greatest gift I have ever received. So thank you, Mom! Thanks for being a great mother, a fun friend, a wise mentor, and a successful partner.

As I sit in the Downtown Berkshire Hathaway Office and look across Tejon to the skating rink, theres no place I would rather be, no town I rather be a part of. Having an office Downtown is like walking back though my family’s history. Maybe history is condemned to repeat itself, and for me that would be a great honor.

March 2020

Supply and Demand

Contributed by Darrell Wass,
owner of RE/MAX Integrity



Single Family / Patio Home El Paso County Price Ranges	All Listings as of Mar 20 2020	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	3	26	4.33	0.69
\$150,000 to \$199,999	10	98	16.33	0.61
\$200,000 to \$249,999	15	558	93.00	0.16
\$250,000 to \$299,999	50	1261	210.17	0.24
\$300,000 to \$349,999	72	1389	231.50	0.31
\$350,000 to \$399,999	79	896	149.33	0.53
\$400,000 to \$449,999	93	482	80.33	1.16
\$450,000 to \$499,999	114	411	68.50	1.66
\$500,000 to \$599,999	139	394	65.67	2.12
\$600,000 to \$699,999	86	194	32.33	2.66
\$700,000 to \$799,999	71	92	15.33	4.63
\$800,000 to \$899,999	39	57	9.50	4.11
\$900,000 to \$999,999	19	38	6.33	3.00
\$1MM to \$1,499,999	49	35	5.83	8.40
\$1.5MM to \$1,999,999	12	7	1.17	10.29
\$2MM to \$2,499,999	6	2	0.33	18.00
\$2.5MM to \$2,999,999	7	0	0.00	Unlimited
\$3,000,000 Plus	9	1	0.17	54.00
Total	873	5941		



Find yourself in the right place!

Welcome home to Cordera.

Homes from \$450's to \$900's • Family clubhouse
Acclaimed Academy School District 20.

See homes, connect with builders and learn more at cordera.com





LEXUS

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

▶▶ partners in the news
 By Darcy Patch

WFG National Title Insurance Company Expands in Colorado

Fastest-growing U.S. title insurer gains enhanced access to title records in 11 Colorado counties, adds Colorado Springs branch

Portland, Ore. – March 2, 2020 – WFG National Title Insurance Company, a Williston Financial Group (WFG) company and the fastest-growing title insurer in the U.S., has expanded its footprint in Colorado by acquiring access to title plant records in 11 counties that comprise 85 to 90 percent of all the state's property transactions, allowing the company to deliver title reports with greater speed and efficiency. WFG National Title also acquired a title office in Colorado Springs, marking the company's entrance into the housing market of Colorado's second-largest city.

president and regional director. "In addition to expanding our footprint and access to title plant data across most of the state, this move will also enable us to grow our commercial title business and assist commercial transactions in a more robust manner."

The WFG National Title Colorado Springs office is located at 8610 Explorer Dr. Suite 105 Colorado Springs, CO 80920 and can be reached at 719-598-5355.

About Williston Financial Group
 Williston Financial Group is the Portland, Oregon-based parent company of several national title insurance and settlement services providers, including WFG Lender Services and WFG National Title Insurance Company. It is one of the fastest growing national title insurance and settlement services providers in the mortgage and real estate services industry. For more information, visit www.WFGNationalTitle.com.

"We are thrilled to be expanding our footprint and our reach in the Colorado market," said Anne-Marie Kuhlman, president of WFG National Title's Colorado division. "Our new branch is a fantastic opportunity to serve business partners and consumers in the red-hot Colorado Springs housing market, where values have been increasing steadily over the past several years."

"Within a year and a half after entering Colorado, WFG National Title is poised for significant growth in the Rocky Mountain State," said Rob Sherman, WFG National Title Insurance Company senior vice



DO YOU NEED A LOGO? We got you!

BRANDING YOURSELF IS IMPORTANT TO DIFFERENTIATE YOURSELF FROM OTHER AGENTS

Logo Given in ALL Formats - 100% Owned by You!

Only **\$350**

Logo Design | Business Cards
 Postcards | Brochures
 Graphic Design
 Text/Email Marketing
 Social Media Services
 Website Services

SARA CRIFE
 MARKETING MASTERMIND
 719.679.2626
 Sara@ConnectGrafiks.com
 ConnectGrafiks.com

CONNECT GRAFIKS & MARKETING



katie marie photography



719.963.9321

the Y
FOR YOUTH DEVELOPMENT™
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

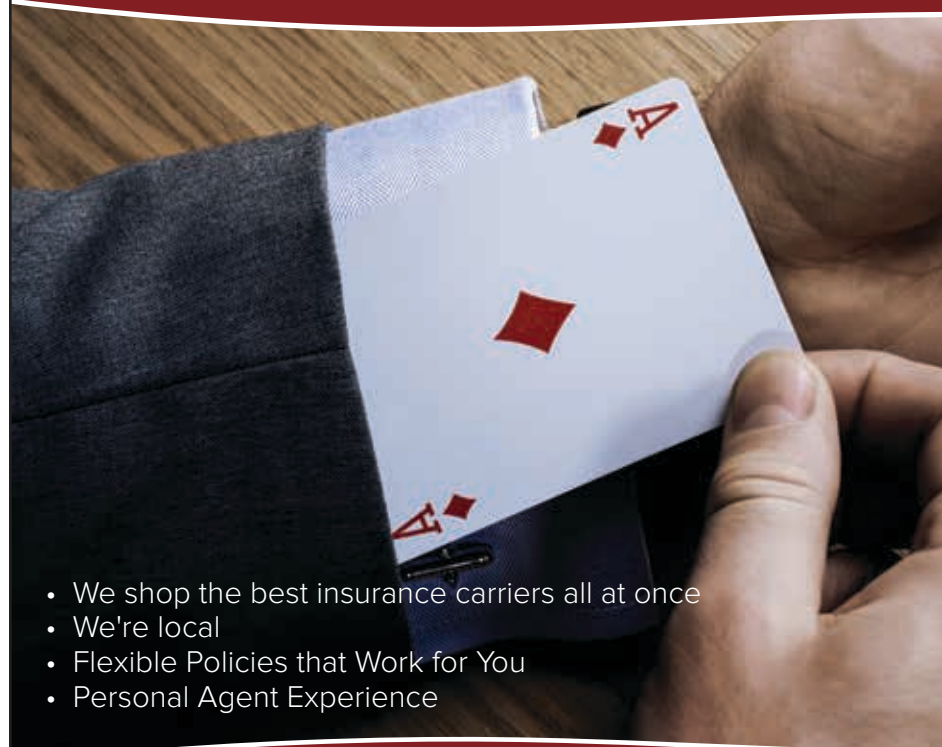
Join a community where everyone belongs!

MEMBER BENEFITS

- Access to All YMCA Branches**
Includes access to nine Y centers in the Pikes Peak Region.
- 2.5 Hours of Learn & Play**
We offer free play, crafts, stories and more for kids up to 6 years while you work out.
- State-of-the-Art Fitness Centers**
Includes exercise machines, stretching areas, free weights and weight rooms.
- Pools, Gyms & Running Tracks**
A safe environment for swimming, fitness and running for all ages and abilities.
- Free WiFi at All Centers**
Enjoy music or stream your favorite show while you work out.
- Free Group & Water Ex Classes**
With nearly 400 classes to choose from, you'll find something that's right for you.
- Free Jump Start Consultation**
The Y's program to help you map out your plan to reach your wellness goals.
- No Annual Fee**
We believe our services, not a contract, keep you coming back to the Y.

YMCA OF THE PIKES PEAK REGION • ppymca.org

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



Salt of the Earth

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



Tonya Towels; Keller Williams Premier Realty



Angela Fugate; Mackenzie Jackson



Tonya Stevenson; Park Avenue Properties



Mike MacGuire; The Platinum Group Realtors



Darrell Wass; RE/MAX Integrity



Wendy & Andrew Weber; The Cutting Edge Realtors



Cherise Selley; The Selley Group & Yvette Maher; Dream Centers: Mary's Home

working for YOU!



Jessica Daniels; Structure Real Estate Group



Treasure Davis; The Treasure Davis Team



Kelli Shockley; Keller Williams Client's Choice



Mark Davis; Synergy Realty Group



Brian Schaefer; Keller Williams Premier Realty



Sevin Murdock; Progressive Property Group



Kerri Denney; Keller Williams Partners



Carrie Lukins; Sellstate Alliance Realty

REALTORS®, despite the nature of this page, I'm not much of a selfie person... but I'm taking and sharing these photos over social media to prove to show my devotion to Real Producers and serving your industry.

My goal is to meet with at least five Realtors per week to share my vision and get your feedback on what we're doing. As I'm typing this, COVID-19 has

me locked in my house so as soon as it passes, you can expect to see me at every coffee shop in town!

Please reach out to me to make an introduction and to learn more about Real Producers. We have nothing to sell or take from REALTORS®; we only have something to give. Thank you.

To share your feedback / ideas for REAL PRODUCERS, call Brian at 719-313-3028

FOR THE LOVE OF LINEAR

A heart-winning, first-of-its-kind park system



Cow Crossing—one of several parks in The Farm's Linear Park System

THE FARM
LIVE ABUNDANTLY

The Farm is proud to introduce Colorado Springs' first linear park system—parks and pocket parks that run from end-to-end through the entire community, all connected and navigable by a thoughtfully considered trail system. You are invited to get outside and find your heart in nature every day.



GATHERING PLACE
COMING SOON
CLUBHOUSE & POOL

Single-family, low-maintenance and custom homesites from the \$400s to \$1 million+.

GOETZMANN CUSTOM HOMES
719.548.1338
goetzmannhomes.com

VANGUARD HOMES
719.487.8957
vanguardnewhomes.com

SADDLETREE HOMES
719-BUILDER
saddletreehomes.com

VANTAGE HOMES
719.597.6373
vhco.com

Visit our models today, and for more information, visit TheFarmColorado.com

The views shown on the Farm parks, trails and facilities are not exact representations of how they will actually appear. All renderings are the designer's conceptions and are subject to change. Details, colors, variety of materials and placements of materials and structures may vary from what is shown. Prices, specifications and availability subject to change without notice or obligation. ©2020 The Farm Colorado



"Myself, and my team have used Rampart Roofing over the last 5 years with great success. **They consistently provide outstanding customer service in working with my clients.** They are honest, professional and detailed - and will give you a straightforward evaluation on your client's roof. They are an outstanding vendor that you can count on!"

**– Greg Luczak,
Coldwell Banker
Residential Brokerage**

RAMPART
Roofing, Inc.
Quality & Integrity On Every Roof



"We're committed to helping you sell homes through **roof certifications, roof repairs, and new roof installation.** All with a quick turnaround time!"

Call us today for a free roofing assessment! 719.487.ROOF | RampartRoofing.com



Empire Title of Colorado Springs

5555 Tech Center Drive, 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

A locally-owned company in its 17th year of serving the local community.

“We Don’t Succeed Unless You Do”