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your NOMINATIONS, please

Producers and real estate professionals, welcome to our November edition of *Colorado Springs Real Producers!* I hope you enjoy being able to read about your fellow agents and producers.

One piece of feedback I received when I took over the magazine was to showcase more diversity among our agents. I'm proud to present a new article category in this new edition: Breaking Barriers. Please check it out! I think the article's context will speak for itself.

A lot of agents ask: How does someone get featured in the magazine? The answer is simple: They've been nominated by another agent, ideally an agent that isn't even part of their firm.

My vision for *Real Producers* is to create a social platform that strengthens the culture between real estate professionals and celebrates real estate agents who are "doing it right." "Doing it right" not only means a reputable production and taking care of clients—it also means treating other agents with professionalism and respect.

So I ask: who are your favorite agents? Who do you love working with? Who is someone who did something exceptional to make both ends of the transaction smoother? I would love to hear about it so I can extend an invitation to celebrate the agent in *Real Producers*.

Here is a snapshot of our favorite article categories:

The Real Producer: This is our front cover feature. Here we want to celebrate veteran agents who have maintained a reputable production, who take spectacular care of their clients, impacted the industry in a positive way. This can mean they serve on the board; they're involved with charities and philanthropies; they mentor other agents with no expectation in return; etc...

Rising Star: This is an agent that's been in the business four years or less and they're on the rise. Five to ten years down the road, I hope to see our Rising Stars on our front cover as our Real Producer feature.

Overcomer: This is an agent that's overcome great challenges and adversities to get to where they are now. This is one of our newer features; see Dean Jaeger's story in our June 2020 edition or Larry Knop's in our September 2020 edition.

Niche REALTOR®: This is an agent who works with a specific niche of buyers and sellers or take a different approach than most to real estate. This is one of our newer features; see Jessica Daniel's story in our August 2020 edition.

Leader: This is an agent who is either a broker of an office or mentors other agents. Their work is more about growing others than growing themselves.

Agents Making A Difference: This is an agent who is highly involved with charities, non-profits, and philanthropies.

Breaking Barriers: This is an agent who moved to the United States from another country. In many cases, English isn't their native language. Check out Maggie Gutierrez's feature in this edition!

Thank you for your support and please reach out to let me know how *Colorado Springs Real Producers* can better serve the industry,



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Katie Schneider

PCS Alliance Realty

Some people talk about the importance of work-life balance, but for Katie Schneider, it was the very reason she began working in real estate. Prior to becoming a real estate agent, Katie earned her Master's Degree in Psychology while working as a teacher. Then, the birth of her second child caused her to completely change her career direction. Katie's daughter was in and out of the hospital for the first few years, and Katie quit working to stay home with her full time. When the time came for Katie to think about what she wanted to do when she returned to work, real estate immediately came to mind.



Real estate already ran in Katie's family. Her mother-in-law is a mortgage lender and Katie's mom had been a real estate agent for 20 years. Katie says, "It hit me, why don't I try real estate so I can work my schedule around my kids? I started doing it on the side and it grew from there." Katie began working in 2017 as the Director of Operations for another firm and got her license one year later, in 2018.

Katie says her "Why" has always been her family. She says, "My kids are my everything and this has been an incredible experience to be able to create a business and still take care of them."

...

▶▶ rising star

By **Barbara Gart**
Photography by **Heidi Mossman**
of Capture Life Photography



“

Don't give up and know that it's not a 9-to-5 job.

It's 24/7, but if you put your heart and soul into it, and keep pushing, you can make something of yourself.

”



•••

Although Katie has the support of her family who are also in the business, it's also been one of her biggest challenges. She says, "I want to make my own name in this industry, aside from my family, and break out as my own person." Still, she appreciates that she grew up in the business and believes it has given her a unique perspective. Real estate has been part of her life for so long, she even remembers going to Open Houses and showings with her mom at a young age.

Katie says the most rewarding part of her job is helping the first-time homebuyers get into a home. She says, "This is typically the biggest purchase in their lives, and it's really fulfilling to me to be able to put them in a home where they can grow and raise kids in that home." Katie says it's also special to her because she prides herself on "treating my clients like family." Working so hard for her clients is definitely a reward in itself. In Katie's first year in the business, she made two deals, and in her

second year, she made 16. This year, she set a goal of 40 homes, which she has already reached, so she increased that goal to 50. She hopes to continue to double her growth every year.

Katie is excited she made the decision to open her own brokerage, PCS Alliance Realty, two months ago. It has truly become a family business, with her mom, dad and brother all working as agents in the office. Katie says, "I love working with my family. We all have re-

spect for each other and can give each other more help than a traditional brokerage." She points to a recent example where her brother filled in for her to do an inspection during a family emergency and says that is just one example of how they help one another out.

When asked what advice she would give to up-and-coming agents, Katie says, "Don't give up and know that it's not a 9-to-5 job. It's 24/7, but if you

•••



... put your heart and soul into it, and keep pushing, you can make something of yourself.”

Outside of real estate, Katie is passionate about supporting law enforcement. Her husband was a Deputy Sherriff, and Katie enjoys assisting the police and sheriff’s departments. She says, “If they ever need anything, they know who to call.” Katie is married to her high school sweetheart, Michael, and the two met when she was 15. They have three kids, Jacob, Natalie and Joseph, along with two dogs named Duke and Lucy and two horses named Prince and Cab. They love to spend time together as a family, and enjoy hiking, going to the park, movie night, game night and taking walks every night after dinner. For Katie, family means everything, and she is happy to be able to share her real estate experience with her family, both in and out of the office.

“My kids are my everything and this has been an incredible experience to be able to create a business and still take care of them.”



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Wendy & Andrew
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Laughter, fun and TikTok videos. These are just some of the things that Wendy and Andrew Weber's clients have come to expect from working with them. The married team is known for their laid-back attitude and fun-loving nature. While they work tirelessly for their clients, both Wendy and Andrew feel that buying and selling a home is stressful enough, and they want their clients to have as fun and stress-free of an experience as possible.

Wendy was born in Seoul, Korea, but was raised on a farm in Northern Colorado from the age of 10. She has the distinction of being both an Army and Navy veteran and has lived in Colorado Springs for the past 20 years. Andrew was born in Iowa, but grew up in Colorado Springs when his family moved in 6th grade. Andrew is also a military veteran and served in the Air Force. Working with active and retired military personnel is a passion of Wendy and Andrew's, and they even started a program that directly gives back to their military clients.

Prior to their real estate careers, Wendy and Andrew were both in sales. Wendy says "My dream has always been to be a Real Estate agent, but I got married young and was a stay-at-home mom. I was also intimidated and worried I wasn't smart enough. I worked in sales for 20 years, but when I got divorced at age 40, I thought, 'It's now or never.'"

Wendy began working as an Inside Sales Agent for a prominent team in Colorado Springs, making appointments for other agents. She decided she wanted to do this for herself, and in May 2017, she earned her license. Wendy set a goal of 24 deals her first year, and she quickly realized "you don't know what you don't know." She decided to find a team to make her real estate goals happen, and she joined Chris Cowles' team at The Cutting Edge, Realtors. She is proud to say she met her goal of 24 deals that first year, and more importantly, learned to master the business from those around her.

Prior to real estate, Andrew was a regional manager for the largest jewelry company in the world, working as a Diamontologist and Gemologist. He worked there for 17 years, but when he was faced with moving away from Colorado to progress with the company, he decided to make a career change. He and Wendy were married at that time, and Andrew was intrigued by the opportunity to work hand in hand with Wendy. He originally went into mortgage lending, but discovered that he enjoyed working more closely with clients, and knowing that the power of true partner-

...





... ships could be unstoppable, he obtained his real estate license in two weeks and joined the team.

Wendy and Andrew strive to make their clients feel like they have 100% of their attention, all the time. Wendy says it's the biggest compliment is when their clients say, "We had no idea you work with as many people as you do. We felt like we were your only client." The couple prides themselves on very fast communication and personalized service, which makes their clients feel as if they are the only ones they are working with. The relation-

ship with their clients extends far beyond the sale. Wendy tells her clients at the closing table, "Our relationship has just begun, you're stuck with us for life!" and she means it. They love to keep in touch with their clients, get coffee or dinner together, support them whenever possible, and stop by their homes with gifts to show they are still thinking of them. Andrew says they aren't looking to be their REALTOR® for just one home, but to build a lifelong relationship with their clients.

The couple also prides themselves on giving their clients "a different type of REALTOR® experience." Andrew is an introvert who likes to dance and make "Dad" memes on their social media. Wendy is an extrovert who loves to have fun and thrives making new relationships. Together, they make the most hilarious videos. Their goal is to make their clients laugh and simplify the process to alleviate the stress that often comes with buying and selling homes. It goes without saying that their dream client "has a good sense of humor, is more laid

back and doesn't take life too seriously." Wendy says in real estate, clients tend to adopt the attitude of their agent, so they try to be as relaxed as possible with their clients to keep things as calm and stress-free throughout the process.

When asked what they find most fulfilling, Wendy says, "It's the relationships we've made along the way. There's nothing more rewarding than helping the first time homebuyers get into homes. Young people often have preconceived notions they

can't get into a house, and we love showing them different programs to get them in a position of homeownership." Andrew echoes the sentiment, saying, "We like winning for our clients and getting them into the house they love."

Both Andrew and Wendy credit Chris Cowles with being a mentor and also encouraging them when they decided to start their own team. Wendy says, "Chris Cowles led with his heart, was very generous and taught me everything I know.

MY 'WHY' IS THE THRILL OF HAVING AN IMPACT GREATER THAN MYSELF. DOING SOMETHING MEANINGFUL THAT HAS AN OUTREACH FURTHER THAN I'D EVER THOUGHT.



I FIND ENJOYMENT IN HELPING PEOPLE AND TAKING CARE OF THEM. GIVING THEM MORE THAN THEY COULD EVER EXPECT.



...

Sometimes leaders try to keep you there forever, but the best ones train you to 'leave the nest.' Andrew agrees, saying, "The Cutting Edge gave us a Harvard degree education in real estate. They care about everyone, everyone helps each other, and that all started with the abundant mindset and culture there." Wendy and Andrew are incredibly thankful to take what they learned from being on Chris' team and apply it to their new team they started in September of 2019, WeberHomesCo.

One of the passion projects of their team is giving back to veterans and active-duty military. Wendy and Andrew started the WeberHomesCoMilitaryAppreciation Program, which gives back 20% of all commissions to their clients who have served in the military or are currently serving. Wendy says, "It goes straight into their pocket at the closing table, and beats any program we've seen, in-

cluding USAA and Navy Federal Credit Union." They not only give back to their military community, but Wendy and Andrew have a wide-ranging list of philanthropies they donate their time and money, including Make-A-Wish, St. Jude Children's Research Hospital, Marion House and Angels of America's Fallen.

In their spare time, Andrew and Wendy enjoy camping, skiing and riding their Harley Davidson. Their blended family includes their three children, Reagan, Declan, and Matteus, and their two dogs, Bodhi, a Golden Retriever, and Stella, a Black Lab.

When asked what motivates them, Wendy says, "My 'why' is the thrill of having an impact greater than myself. Doing something meaningful that has an outreach further than I'd ever thought." Andrew agrees, saying "I find enjoyment in helping people and taking care of them. Giving them more than they could ever expect." It's apparent that Wendy and Andrew are on track to fulfilling their why, and that their impact goes much farther than the transaction, to forming lifelong relationships with their clients and making a difference in their community and beyond.

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ANDREW VOSE with eXp is on a kickball team made up of real estate professionals and he absolutely lives for Tuesday evenings when they play!



MICHELLE BIES with Kenney & Co. earned her real estate license just one week before her daughter was born!



MIKE KENNEY with Kenney & Co. met his wife in rehab — physical rehab to be specific. Both tore their ACL playing college sports.

Bonus fun fact: Mike is an award-winning singer. He joined choir back in high school because “there were two cute girls in it—I didn’t realize you had to know how to actually know how to sing to join!” The award Mike won was “Most Improved”—“I went from really, really bad to just really bad!”

To read more about your fellow agents, add Brian Gowdy on Facebook. He posts short bios and fun facts about each agent to his personal page! If you haven’t met Brian yet, he would love to meet you! Brian’s contact: 719-313-3028; brian.gowdy@realproducersmag.com; or Facebook Message him!

*masks and social distancing was practiced prior to photos taken



CHARLES D’ALESSIO with Berkshire Hathaway Home Services Synergy Realty Group is the lead singer in his band: Red Rocks Rebellion!

DODI D’ALESSIO loves traveling, Elvis, latin dancing, the color red, and has five dogs!



TINA SWONGER with RE/MAX Properties, Inc. loves jumping out of airplanes and scuba diving!



JAKE NORMAN with Keller Williams Freedom has 6 kids!



ERICA ARCHAMBAULT with RE/MAX Real Estate Group and MilitaryHomeSearch.com was a competitive figure skater and won the Junior Ladies Nationals in 2003!

Bonus Fun Fact: Erica (who is now on Lauren Schneider’s team) was actually one of Lauren first home buyers and she admits she was a nightmare client! “I was so picky! Lauren would show us a house and I’d be in it for an hour before I decided I didn’t like it. We even made an offer on one of the homes and I later made Lauren back out of the deal because I decided I didn’t want to live in that area! To this day, I can’t believe she put up with me!”

TESS GASCON with eXp grew up on a ranch and raced horses! Also her greatest fear is being in a room that’s over weight-capacity and falling through the floor! (Brian admits he shares this same fear!)



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Note from the Publisher: *Breaking Barriers* is a brand-new article category where we feature an agent that immigrated to the US and English isn't their native language. Maggie and I came up with this idea together—we hope you enjoy it!

MAGGIE GUTIERREZ

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Real Estate

“Lo único imposible en la vida es lo que no intentas.”
“Impossible things in life are those that you never try.”

“Mi nombre es Margarita (como la bebida) Gutierrez, orgullosamente Mexicana de Guadalajara Jalisco, ciudadana Americana hace 10 años. Mi pasión, mi familia, el Real Estate y bailar!”

My name is Margarita (like the drink) Gutierrez, and I'm proud to say I'm from Guadalajara, Jalisco in Mexico. I've been an American citizen since 2010 and my passions are family and real estate (and dancing!)

“Si nunca han visitado Guadalajara, deberían! La cultura es única. La gente es muy amistosa y servicial. A donde quiera que vayas, vas a ser tratado como familia. Me encanta lo amables, encantadores y la energía que tiene mi gente. Y no empezamos a hablar de la comida...porque todo en México es orgánico y los sabores son inigualables. Mi comida favorita son los chiles rellenos. Hace algún tiempo mis amigas de real estate, Mai Robinson y Stephanie Hawthorne me acompañaron a mi ciudad y quedaron fascinadas con la cultura y con mi ciudad.”

If you haven't visited Guadalajara, you must! The culture there is like no other. The people are so friendly and helpful towards each other. Wherever you go, you're treated like family. I love how kind, charming, and energetic my people can be! And don't get me started on the food...Everything in Mexico is organic and the flavors are so strong! My favorite food back home are chiles rellenos. A few years ago, I was able to take two of my real estate friends, Mai Robinson and Stephanie Hawthorne, to my hometown and they loved it! I hope everyone reading this finds a day when they can visit Guadalajara as well.

“My esposo, Carlos, me convenció de venir a USA. Nos conocimos en la Universidad de Guadalajara en México.—los dos éramos auditores para firmas internacionales! Carlos nació en USA, y sin tomar en cuenta nuestro amor por México, sabíamos que una vida en USA sería mejor que en México, tendríamos más oportunidades. Los dos tenemos una fuerte ética profesional y nos gusta trabajar duro, pero desgraciadamente en México tus esfuerzos no se ven recompensados de igual manera que aquí.”

My husband, Carlos, brought me to the USA. He and I met in college in Mexico—we were both auditors for accounting firms! Carlos was from the states and, despite our love for Mexico, we knew a life in the USA would be better than a life in Mexico. Both of us have a strong work ethic and you simply aren't as “rewarded” for hard work in Mexico as you are here...Fortunately, Carlos has family here in the Springs, so Colorado was an easy choice. So we followed the American Dream and made the move to the United States.

“En Guadalajara, yo era una auditora para la firma, PriceWaterHouseCoopers. Cuando me mude a Springs, fui Barista en Starbucks —tal vez alguna vez te preparé tu café adentro del Starbucks en Target en N. Carefree Circle en aquel entonces, también trabajé de recepcionista en el hotel Holiday Inn. (Me encantaría mencionar que mi esposo fue Sheriff con el Paso County por casi quince años) yo no tenía ningún plan de ser agente de bienes raíces...hasta que decidimos vender mi casa y buscar nuestro nuevo hogar. Estaba tan interesada en una casa Walter home y me informé tan bien que cuando visité la casa modelo, yo sabía todo sobre el constructor! La gerente de mercadotecnia—Bobbi Price—estaba tan impresionada que me invitó a formar parte del equipo de ventas de Walter Homes. El resto es historia!”

•••

Back in Guadalajara, I was an auditor for PriceWaterHouse-Coopers. Upon moving to the Springs, I was a Barista at the Starbucks—maybe I served you a coffee inside the Target off N. Carefree Circle back then! After that, I worked the front desk at a Holiday Inn. (I would also love to share that my husband served as Sheriff for fifteen years!) I had no plans to become a real estate agent...until my husband and I were looking for a house. I was dead-set on a Walter Home and when I walked into the model home, I already knew the floor plan! The Marketing manager—Bobbi Price—was so impressed that she invited me to join the Walter Homes sales team. The rest was history!

El real estate en USA es totalmente diferente que en México. En México, casi todas las propiedades están de venta por el dueño. En México no hay regulaciones con los avalúos, así que el valor de las casas no esta controlado ni regulado. Y aunque existen agentes de bienes raíces e inmobiliarias, la mayoría de estos servicios son usados para extranjeros que quieren comprar

en nuestro País. Una de las cosas que más disfruto hacer, es trabajar con clientes que hablan mi mismo idioma. Dicho eso, a todos mis compañeros de bienes raíces, que tengan clientes que hablen español, me encantaría ayudarles para hacer su transacción mucho más sencilla.

Real estate here is quite different than it is back in Mexico. In Mexico, most properties are for sale by owner. Mexico doesn't have appraisers so home values are all over the place. While there are real estate agents and firms in Mexico, they're mostly for non-natives looking to purchase property from the states or overseas. I do, however, love working with buyers and sellers from my home country. Being from Mexico, there's nothing like selling a home in your native language. With that said, to any real estate agents reaching this, if you ever have a Spanish-speaking client who struggles with English, I would love to help in any way I can. Speaking in their native tongue can empower them and make the transaction much smoother for everyone involved.



Cuando no estoy enseñando casas, me encantan pasar tiempo con mi familia. Nuestro pasatiempo favorito es ir al cine. Y algo que me encanta hacer es bailar! Tengo el presentimiento de que yo en otra vida era Brasileña; cada vez que escucho batucada, tengo que pararme a bailar.

When I'm not showing homes, I absolutely love spending time with my family. Our favorite activity together is going to the movies. And with or without my family, I love to dance! I have this weird theory that, in another life, I was born Brazilian; anytime I hear drums, I just have to start dancing!

Tengo tanta gente a la que agradecer por toda su ayuda en mi aventura en convertirme en Real estate; Bobbi Price, Stephanie Hawthorne, Josh Noyes, y muchos otros—pero mas que nadie quiero agradecer s mi esposo, mi héroe, Carlos. Al principio, tuve muchas dudas y no toda la gente creyó en mi, pero Carlos siempre me apoyó y me impulsó. Cuando tengo días difíciles, el siempre me ayuda a encontrar una solución. Y hasta el día de ahora, mis transacciones preferidas, son aquellas que me retan a dar lo mejor de mi, por que sé que siempre hay una solución. Gracias Carlos!

I have so many people to thank for supporting my journey to become a real estate agent: Bobbi Price, Stephanie Hawthorne, Josh Noyes, and countless others—but most of all, I want to thank my husband and hero, Carlos. Early on, I did have a few doubters who didn't think I had what it took to make it as a full-time agent, but Carlos always supported me. When things got difficult, he always guided me through. And today, my favorite deals are the ones that pose the greatest challenges because I know there is always a solution. Thank you, Carlos!

En este mercado tan cambiante siempre hay nuevos retos, se que estoy en la industria correcta de seguro! Me encanta ser REALTOR®. Me encanta conocer y ayudar gente. Me encanta que mis clientes siempre encuentran la casa de sus sueños. Me encanta que mis clientes se vuelven mis amigos. Ver sus caras de felicidad es la mayor recompensa para mi. Si hay algo que me separa de los demás real estates es que siempre veo y trato a mis clientes como si fueran mi familia—esa es mi enseñanza y la ética profesional que aprendi de mi cultura y mi país en México, tratar siempre a las personas como yo quiero ser tratada.

While our ever-changing market can pose its challenges, I know I'm in the right industry. I just love being a REALTOR®. I love taking care of people. I love putting families in homes. I want to be friends with all my clients and all my vendors! Seeing their happy faces is the greatest reward to me. If there's one thing that sets me apart as an agent, it's that I care so much—possibly a little too much! I treat my clients like family—it's my attempt at bringing a little bit of the culture I grew up with back in Mexico to my everyday here.

No hay barreras, ni imposibles en esta vida, no importa el idioma, ni el País de donde vengas, si trabajas duro y te apasiona lo que haces...llegaras muy lejos.

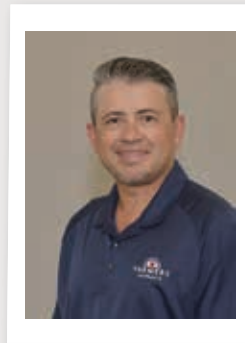
“Words cannot articulate how proud I am of Maggie for being featured in Real Producers! Her success stems from her genuine love for her clients and real estate. I'm blessed and honored to call her my colleague and can't wait to see her continue to grow!”

—Stephanie Hawthorne, The Platinum Group



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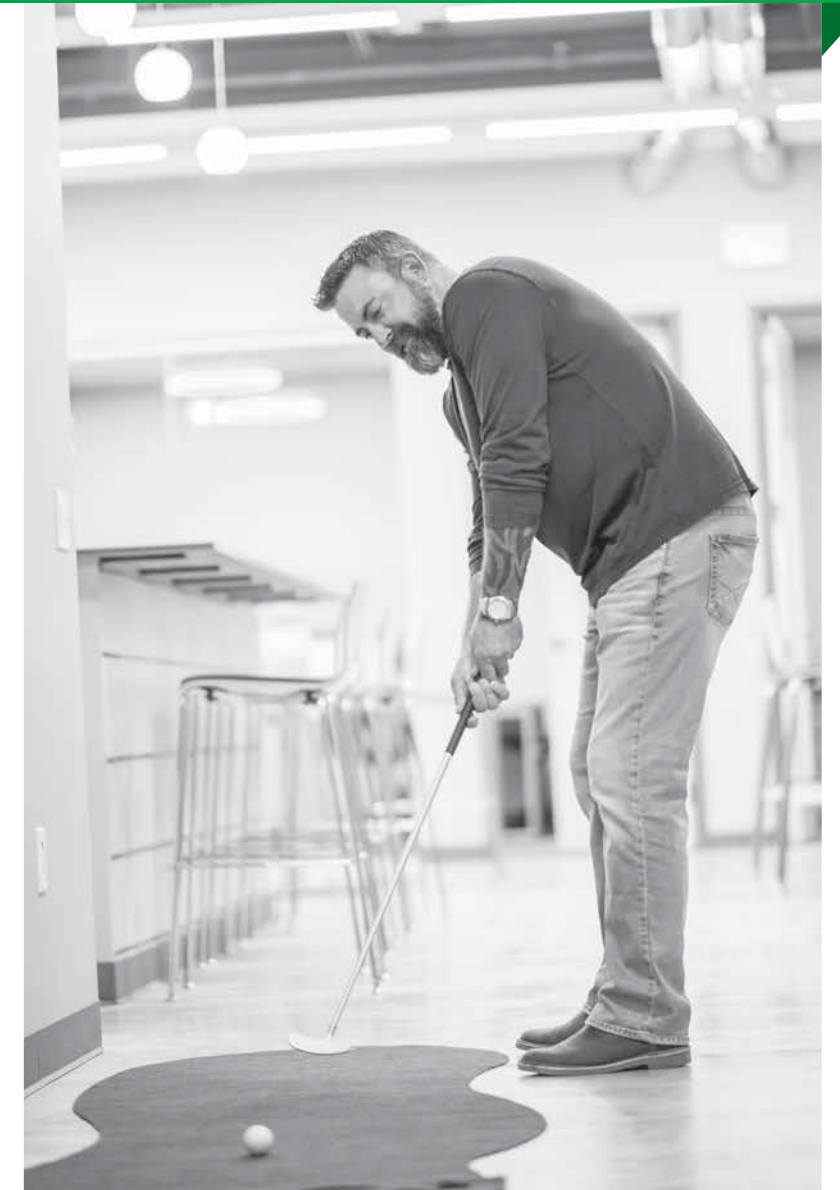
▶ partner spotlight

Photography courtesy of **Katie Luster-Work** of Katie Marie Photography

All Colorado Radon is a locally owned and operated mitigation company. We specialize in radon mitigation, whether passive or active, in residential and multi-family properties. From retrofitting existing homes with radon mitigation systems to new construction design-build projects, we are outfitted to do it all. Along with radon projects, we also provide crawl space encapsulation services and interior moisture solutions.

Recognizing a new up and coming industry (Radon Gas), I jumped into it with a national firm in 2008. Quickly rising through the ranks of the company and ultimately managing their Colorado operations was a great start, but not a long-term desire. When the company sold in 2011, I took advantage of the timing and started my own business, All Colorado Radon Mitigation, Inc. Since then, we've grown from a single-vehicle operation to one of Colorado's leading mitigation companies. Today, ACRM, Inc. has offices in Colorado Springs, Denver and Loveland, a dozen installation and service crews and is currently preparing to add more infrastructure to the company. We've designed and built thousands of systems in Colorado from Ft. Collins to Pagosa Springs and everywhere in between.

...



An example of our excellent customer service is the ability to offer a *free, no-obligation assessment* of any property.

This family-owned company is built around three simple values: *honesty, integrity and quality workmanship.*



Ben Ingalls, owner of All Colorado Radon Mitigation

...

While working for the largest radon mitigation company in the country, I learned a great deal about “the bottom line.” Customer service was not a priority, gross sales and net profits were. Doing the exact opposite with All Colorado Radon, providing top-notch customer service in accordance with honest pricing, I am demonstrating the equation for success. An example of our excellent customer service is the ability to offer a free, no-obligation assessment of any property. We meet with prospective buyers or sellers and brokers on every property requested. This service ensures that all interested parties know exactly how the system operates, the location of the system, and of course the price of the system. No surprises during a walk-through, no back-end charges, and no problems at the closing table.

The success of All Colorado Radon Mitigation is directly attributed to the determination to be the best by its staff. Regional manager Jake Blackstone and Sara Osborne, our office administrator in Colorado Springs, led a group of technicians and sales staff that are second to none in the radon mitigation industry. Their dedication to providing the best service from start to finish on every project has resulted in a plethora of re-

peat business and pages of positive reviews. This family-owned company is built around three simple values: honesty, integrity and quality workmanship. When it comes to army-crawling into a spider web filled crawl space or driving a hundred miles on a Friday afternoon to an appointment, we do it and we do it with a smile. Consistently providing “white glove” service in an industry known for its “work glove” approach has given All Colorado Radon an excellent reputation and we take that reputation seriously.

I am originally from Georgia and moved to Colorado in 2000 where I soon met my wife, Kory, a native from Breckenridge. Kory and I are raising two incredible boys, Evan and JT. Evan, who is in sixth grade, wrestles for Olympian Wrestling in Castle Rock and plays football for South Jeff-Co Outlaws. JT is in fourth grade, plays football with the energy of a freight train and has a personality to match! Kory works with the Denver Nuggets and stays busy coordinating the financials of the company, on top of her full-time job as mom. When I am not designing radon mitigation systems, I am coaching my boy’s wrestling team, football teams and attempting to play golf. As a family, we love to vacation and typically visit a beach or two during the year.

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Supply & Demand



Contributed by Darrell Wass, owner of RE/MAX Integrity

market stats

Single Family / Patio Home El Paso County Price Ranges	All Listings as of Sept 17 2020	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	2	13	2.17	0.92
\$150,000 to \$199,999	5	71	11.83	0.42
\$200,000 to \$249,999	19	337	56.17	0.34
\$250,000 to \$299,999	46	1241	206.83	0.22
\$300,000 to \$349,999	54	1725	287.50	0.19
\$350,000 to \$399,999	68	1465	244.17	0.28
\$400,000 to \$449,999	75	870	145.00	0.52
\$450,000 to \$499,999	69	600	100.00	0.69
\$500,000 to \$599,999	117	711	118.50	0.99
\$600,000 to \$699,999	66	336	56.00	1.18
\$700,000 to \$799,999	51	202	33.67	1.51
\$800,000 to \$899,999	34	90	15.00	2.27
\$900,000 to \$999,999	25	51	8.50	2.94
\$1MM to \$1,499,999	55	70	11.67	4.71
\$1.5MM to \$1,999,999	15	15	2.50	6.00
\$2MM to \$2,499,999	4	6	1.00	4.00
\$2.5MM to \$2,999,999	11	2	0.33	33.00
\$3,000,000 Plus	9	1	0.17	54.00
Total	725	7806		

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