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# RP your NOMINATIONS, please

Producers and real estate professionals, welcome to our October edition of *Colorado Springs Real Producers*!

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*.



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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, and have 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** (title in the works): This is an agent who moved to the United States from another country. In many cases, English isn't their native language. Expect to see examples of this feature in our early 2021 editions, if not sooner.

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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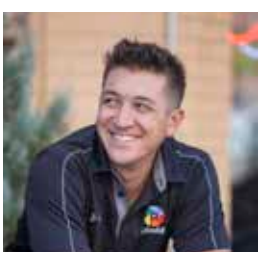
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# Tiffany Dombbeck

*Summit Group at RE/MAX Real Estate Group*

Coaching athletes at the highest level of competition is second nature to Tiffany Dombbeck. She was a figure skating coach for 20 years, and in 2018, she made the decision to earn her real estate license. Now, instead of working with athletes on an international stage, she coaches her clients through buying and selling real estate. Tiffany says, "My background as a coach has helped me immensely because the level of emotion and stress that athletes experience is actually quite similar to going through the home-buying process."



Before she coached figure skating, Tiffany was an ice dancer. She was raised in Minnesota but moved to Colorado when she was 14 years old to train for ice dancing. The sport took her to Los Angeles, Boston, Delaware, Russia and finally back to Colorado Springs, so she could be closer to her family. Tiffany graduated with a Computer Science degree, along with a minor in Math and Computer Engineering. She initially worked as a Software Engineer for an Air Force contractor on top-secret contracts for three years, while coaching figure skating on the side. She realized she wanted a career where she could use her people skills and began coaching full-time. Initially, she got into real estate on the investing side. After investing for herself, she says "It was serendipitous that I had some friends ask me to help them, and once I started that process with people close to me, I really enjoyed it and decided to make the transition into real estate full-time."

Tiffany says her background as both a coach and engineer gives her a unique perspective in the industry. Her engineering background has made her extremely detail-oriented and well-versed in technology. Tiffany says, "I think this is especially important today when so much of the home-buying process is online. It's an advantage to my clients that I can make use of different types of technology to find the right information to help people."

...

▶▶ rising star

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



*“Going back to why I started coaching and why I got started in real estate, it allows you to help people at the end of the day. I really enjoy that, especially when dealing with first-time home buyers.”*

One very special person Tiffany helped this year is her mom. She says four years ago, her mom found her dream home and fell in love with it. However, the timing wasn't right, and one of her mom's close friends bought the home instead. When that friend decided to move recently, she called Tiffany's mom and asked her if she wanted to buy the home. Tiffany was so proud to be the agent helping them with the transaction, even if she was in Estonia at the time. Tiffany was there with the US Team at the Junior World Championships, and she wrote up the contract at midnight in Estonia. Tiffany says, “We needed to make it happen at that moment. It was a little crazy, but we got it done.” Tiffany's mom loves her new home and cherishes the fact that her daughter could be part of the process of helping her buy it.

Both of Tiffany's parents are role models for her. She says, “My parents were instrumental in developing my moral compass, value system and raising me with an entrepreneurial spirit.” Her dad owned his own company and Tiffany remembers talking business around the dinner table growing up. She says it gave her the vision to be able to do that in my life. She also credits many of her coaches in figure skating with being instrumental in developing her work ethic, motivation, and goal setting.

Outside of real estate, Tiffany is “obsessed with my dog.” He is a 1-year-old Bernedoodle (Bernese Mountain Dog and Poodle mix) named Finnegan Lucky O'Furr, or “Finn,” who was born on St. Patrick's Day. She also loves spending time with her niece and nephews and enjoys skiing, yoga, dancing, traveling and spending time with friends. She is very involved in Big Brothers Big Sisters of America and has a “little sister” who is going to be a junior in high school.

... She also says her coaching background has given her skills to “make any personality type feel comfortable,” which goes a long way in real estate. It has also given her the ability to help her clients deal with the stress and challenges that come with buying and selling homes. She says, “This is people's largest purchase, and because of that, it gets pretty emotional at times. You have to be a good psychologist and coach, and I think my background in coaching really helps me with that. I'm used to being the person that others can lean on.”

Helping others is what brought Tiffany into real estate full-time and is what she finds most rewarding about her new career. “Going back to why I started coaching and why I got started in real estate, it allows you to help people at the end of the day. I really enjoy that, especially when dealing with first-time home buyers. You're their first introduction to buying into real estate, which goes beyond just having a home. It's investing, teaching them about the process and understanding the benefits of holding real estate in the long-term.” She goes on to say, “My dream client is anyone I know and love personally. Being able to help those closest to me is really special.”



**“Tiffany is the type of person that you can spend five minutes with and feel completely at home. She is confident in who she is And cares deeply about people. She has a healthy drive for success, healthy relationships, and creating a quality life. She's an incredible team player and we are proud to call her a friend. It's been amazing to watch her step into this career and takeoff like she's been doing it for years. Give her a little bit more time and she will no doubt be a top producer in our market.” —JED JOHNSON**

When asked what advice she would give to up-and-coming agents, Tiffany says the first thing is to get on a team and find the right fit. “Don't try and do it by yourself. I took the time to interview with different teams, to see if I could be an asset to them and if they could be an asset to me. For me, this went beyond typical real estate things like lead generation and training tools, which are very important, but I also looked for a sense of community, family life, and pure enjoyment of each other. I think I struck the right balance because I took the time to research and find the right team for myself.” The second piece of advice she shares is “You better be a go-getter, a hard worker, and the kind of person that gets up in the morning and thinks about what they can do to build their business.” She says traits that have helped her is that she is extremely detail-oriented, works hard to find every possible avenue to get an answer when issues come up, and makes people feel comfortable throughout the process.

It's easy to see how much Tiffany loves real estate and helping people. When applying for colleges, she was accepted into Cornell University to study architecture, but she didn't go there because she wasn't ready to move to New York. However, even from that young age, she had a desire to be involved in housing and says that desire laid dormant for so long. She says, “With becoming a real estate agent, life came full circle. I love everything about real estate. I love houses and seeing what people do with them, I love design, watching market trends and helping people through the process.”

Tiffany's favorite quote is from Albert Einstein, who once said, “Strive not to be a success, but rather be of value.” It's clear that this “rising star” is proving her value in her new career, and we can't wait to see what she does next.



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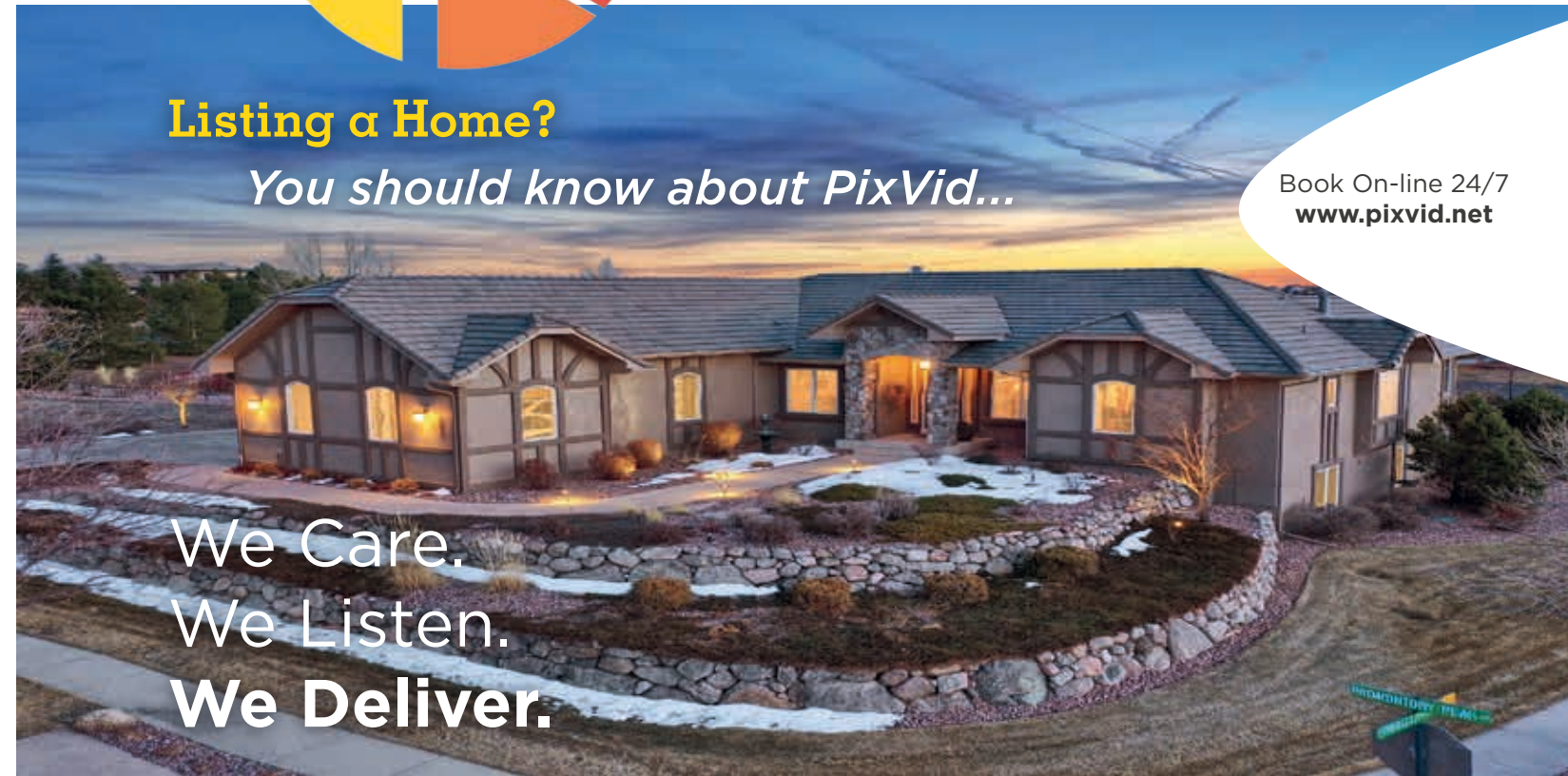


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By Bob O'Brien



— Together, We Can Give Big! —

# The COS Network

Featuring Carrie Lukins & Preston Smith  
of Sellstate Alliance Realty

Preston Smith & Carrie Lukins

## WITH A HEART FOR GIVING,

Sellstate Alliance Realty co-owners Carrie Lukins and Preston Smith create a non-profit for giving back locally.

“I want people to know that their little bit of help can make an impact and a difference. Just because you don’t have a lot to give, doesn’t mean you can’t make a difference. Because, when we all give together, we end up giving big. It’s like the old parable of throwing a pebble into the lake. The ripples will go all the way to the other shore. And that is what The COS Network is. We give where we live and we make the ripples happen here for good,” Carrie Lukins, co-owner/broker of Sellstate Alliance Realty, along with business partner Preston Smith, recently told *Real Producers*.

In the March issue of *Real Producers*, Lukins stated, “Part of our work here at Sellstate Alliance is to make giving back to the community a pillar of our business, not just an afterthought. We run a non-profit organization out of our office called The COS Network. Through The COS Network and the generosity of our agents, we were honored to give back over \$466,000 to the community in 2019, with a goal of doubling that number in 2020.”

*Doubling that.* That seems to sum up the passion of these two REALTORS®/ friends/brokerage partners who are on a mission. And “Doubling that” means raising twice as much in donations from the *normal* previous year, never mind in the midst of a global pandemic. There doesn’t seem to be much of a difference in their minds between can-do and will-do.

There are nearly 5,000 non-profits in Colorado Springs. So, *Real Producers* asked, why do we need another one? Why The COS Network? Preston Smith answered that with an anecdote about his career in Corporate America, and how he waged a battle with a major corporation to be able to choose to give *locally*, rather than having voluntary charitable payroll donations simply go into a “big, anonymous pot.”

“I was told by the CEO it couldn’t be done, but he passed me on to another executive in the company.” Smith says with a sense of satisfaction that eventually this very large company changed its policy and now has a system

that allows for 100% of individual payroll deduction charitable contributions to be designated for local non-profits. “This is the heart and soul and central focus of The COS Network: *local giving*,” he says.

The COS Network, begun in 2018, has a plan to hold quarterly fundraising events focused on bringing people together and networking for local charities in the Colorado Springs region. So far, they have had one event, held in January

of this year...and then, of course, COVID-19 became an unwelcome part of everyday life, changing almost everything. Certainly large indoor, close-contact social events have become virtually impossible during this global pandemic. Now the non-profit is looking at alternatives for fundraising. Virtual events are on the close horizon, the two founders revealed.

*Real Producers* spoke with Ted Collas, Fire Chief, Colorado Springs Fire Department about



a recent contribution to the Department made by The COS Network. “My goal is to look out for the safety and welfare of the firefighters and all of our employees on the Colorado Springs Fire Department.” The Chief notes firefighters go out on every 911 call that involves any kind of a medical emergency in Colorado Springs and that includes domestic violence, including calls that involve shootings or stabbings. He says one of the best ways to protect a firefighter in a potentially violent situation is with tactical gear, such as bulletproof vests and helmets, but, there is no budget currently for such equipment. Collas recounted an incident from two years ago where Colorado Springs firefighters responded to a call with an active shooter. When it was deemed safe to enter the building, as firefighters approached, shots rang out from another part of the apartment complex. “This is exactly the situation where tactical gear would be protecting our firefighters,” said the Chief.

At an event held August of last year at Pikes Peak Harley Davidson, money was raised for “tactical ballistic gear kits,” consisting of a tactical vest and helmet, with a price tag of roughly \$2,500 each. The vests can be adapted with metal shields that will stop a rifle round, which can be much more powerful and lethal than from a typical handgun. The event was run by The Fire Foundation, and The COS network participated by donating a large sum to buy this equipment. Collas says contributions such as this have ensured that every firefighter responding to a call — typically a team of four “on duty” at any given time out of each firehouse — will have this tactical gear available if needed. That’s 124 kits at \$2,500 each for an outlay of over \$300,000.

Another organization supported by The COS Network is Mt. Carmel Veterans Service Center, which “provides transition and employment assistance, behavioral health and wellness, supportive services,



connection to community resources, and safe event space for veterans, military members and their families,” according to CEO Bob McLaughlin. McLaughlin told *Real Producers* the story of a homeless vet, “a mom with teenage kids.” He says his organization’s team met her at the Springs Rescue Mission and was able to place her and her children in a bridge housing unit owned by Mt. Carmel. He added that they can provide transitional housing at a monthly rental cost of \$1,500 per apartment. “We were able to help her go from near rock-bottom to providing safe housing, basic services and a job.” McLaughlin says The COS Network volunteers to help with bi-weekly food giveaways through Care and Share.

The non-profit’s co-founders are particularly proud of the fact that the brokerage fully funds the operation of their charity, so that 100% of all donations go directly back into the community, not into administrative costs. “We’re a 100% pass-through charity,” says Lukins.

Smith emphasizes that any organization receiving funding from their non-profit must be based in Colorado Springs. The organization chooses funding projects from nominations from the public on their website, <https://thecosnetwork.org/>.

Another organization the non-profit helps support is the Senior Resource Council, which holds a ball/holiday dinner for 500 seniors who don’t have



families locally. Money raised at the Network’s January 2020 fundraising event is planned for the ball/dinner still scheduled to be held in December of this year...depending on pandemic conditions at the time. “It’s the coolest event, to see those smiles from people who can become so isolated, especially during this ‘social distancing’ era,” notes Smith.

Then there’s Brewfest at Switchback Stadium, where the brokerage staff made and sold “pretzel necklaces” (who knew?) at the event and raised

\$750, which went to the Fire Foundation. And a golf tournament with the Association of the US Army (AUSA). And a golf tournament with an American Legion Post. The non-profit also bankrolled the minting of custom-designed (by Sheriff and Police staffers) “Challenge Coins” to raise money for the El Paso County Sheriff’s Office and CSPD’s K-9 units (sold on the 719 Hero’s website (<https://719heroes.com/product/limited-edition-cspd-k-9-coin/>)).

So...this is an article about REALTORS® with a passion for giving back...to their neighbors, right here. In this time of social isolation and, some would argue, deep divisions, The COS Network is reaching out to help those of us...some of our neighbors...who need a hand up. THAT is the reason The COS Network exists. There is never enough, always so much need. But, as these two “Partners with Heart” would say, “Together, We Can Give Big!”



# “This is the **HEART** and **SOUL** and central focus of The COS Network: **LOCAL GIVING.**”

## “Together, We Can Give **BIG!**”



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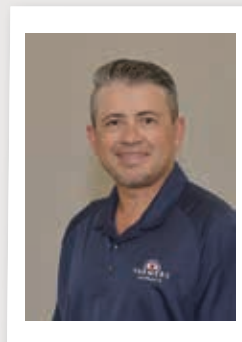
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**Kara Varner**  
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By Theresa Hurt, Sales & Marketing Manager

# WHAT VANTAGE HOMES IS DOING TO BUILD A HEALTHIER HOME

*I DON'T THINK ANYONE WOULD ARGUE THAT 2020 HAS BEEN QUITE THE YEAR...*

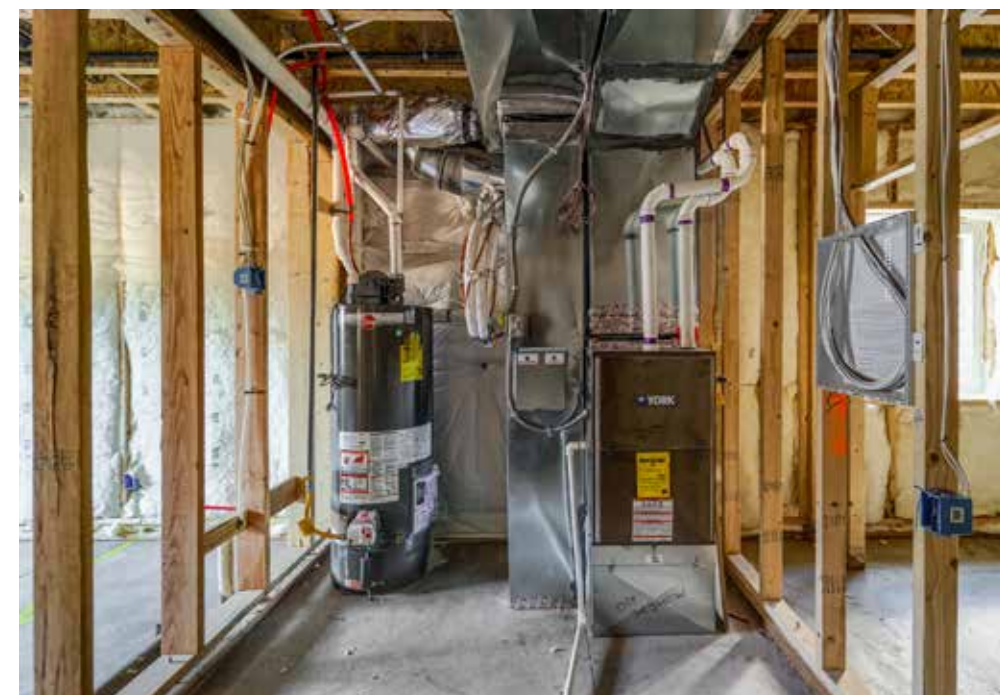


When I made my New Year's resolution, "Don't worry about the things you have no control over," I had no idea how much that would be tested this year! The effects of Covid-19 have been felt these past few months and we are continuing to see new challenges every day. Vantage Homes has adapted and advanced during this time, and we saw an opportunity to do things differently and be even better than before. Obviously, health and safety are a primary concern for many people, including us. Knowing this, Vantage Homes began The Healthier Home Program.

The Healthier Home Program starts at the very beginning and continues through building and closing a home. The Vantage Homes "Contact-Free Process" allows buyers and staff to stay healthy and safe. From completely virtual and/or one-on-one appointments with the sales teams to curb-side closings, we have the capability to give personalized, contact-free service to each and every buyer. Our Design Studio process can be 100% virtual or a hybrid of virtual and in-person. "We've been extremely pleased with how well this has worked, and it also enabled us to better serve our out-of-town clients, which was a wonderful by-product of the changes."



"Often, people come into the Design Studio and are overwhelmed and distracted by all of the choices and displays. Doing these meetings virtually has actually helped people focus on each step of the selection process. We've had quite a few buyers feel anxious about how it would work virtually, but once they experience it, they are pleasantly surprised," says Mike Hess, Executive Vice President of Sales and Marketing and Partner.



Furnace, water heater and insulation



Solid-surface countertops



Blown-in insulation

When it comes to the actual construction of the home, Vantage Homes also saw opportunities to build a safer and healthier home. "One of the primary changes we have made is to include



Vantage's Active Radon System

an active radon mitigation system in every home standard," says Nick Starkey, Director of Production. In Colorado, approximately three out of four homes have radon levels in excess of the EPA-recommended action level of 4 picocuries (pCi) of radon per a liter of air. According to EPA estimates, radon is the #1 cause of LUNG CANCER among non-smokers. "We felt it was important to address radon and that people would appreciate and see value in having a radon mitigation system in their new home," Starkey continued.

Vantage Homes has also incorporated the following items into their con-

struction process to create a safer and healthier home. All of these are included standard in every home:

- Low-E (Low Emissivity) Argon-Filled Windows manufactured at high altitude. A unique, microscopic glaze on the window helps minimize the amount of ultraviolet, infrared and visible light from penetrating the glass and ensures a more stable climate in your home.
- Low VOC (Volatile Organic Compounds) Paint helps reduce allergy-causing toxins in the home, while also reducing the concentration of contaminants in the ozone layer, groundwater and landfills.
- Antimicrobial Solid-Surface Countertops repel bacteria due to its low porosity. These countertops are extremely hygienic because they don't harbor harmful bacteria and germs.
- Fungus-Resistant Shower Pans and Moisture-Resistant Backing at all showers and tubs reducing potential water damage and/or mold problems.
- A Continuous-Running Bath Fan to allow healthy ventilation throughout the home. Our homes are built so tight and it is important to have a whole-house ventilation strategy to ensure healthy levels of CO2 and oxygen.
- CO2 Detectors are hard-wired and integrated into the home.
- A Sealed Combustion Furnace that does not draw air into or exhaust air out of the home. There is a lower likelihood of hazardous combustion byproducts getting into your house.

•••

- A Pilotless Water Heater reduces the amount of energy needed by the appliance, conserving fuel and reducing emissions.
- Blown-In Insulation (vs. Batt Insulation) is better for the environment. Blown-in insulation is composed of mainly recycled materials like cellulose and fiberglass. Cellulose is usually composed of recycled newspaper and is a fire retardant, while fiberglass is mostly glass or mineral wool.

No one would argue that water in a home (and we're not talking from the faucet) can be incredibly destructive and potentially harmful long-term. Vantage Homes has also incorporated the following products and construction techniques to mitigate water penetration into a home:

- The Tyvek® Building Envelope System creates a water-tight, fully-flashed system to prevent moisture and water penetration. Most builders use only a partial Tyvek® system around windows, doors and roof as standard.
- Window Well Drains that run to the home's perimeter drain and away from the home.
- Sump Pumps are installed when needed at no additional cost.

Almost all of the items mentioned have also contributed to incredibly impressive HERS (Home Energy Rating System) Scores for our homes. Our Average HERS Score is currently 58. The average HERS score of new-construction homes is about 100 and the average score of a resale home is 150. Our scores equate to an average annual energy savings of over \$2,000 vs. the average U.S. home!

I'm proud to work for a company that focuses on the things that they control – the absolute best product and customer experience possible while keeping everyone safe and healthy. Vantage Homes will continue to innovate and strive to always be better than yesterday. Visit us at [www.VHCO.com](http://www.VHCO.com) for more information.

\*Source: <https://radongas.net/radon-faqs.asp>



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You'll have Tanya Stevenson of Park Avenue Properties of Colorado Springs.

A fourth-generation native of Colorado Springs, Tanya graduated from Palmer High School before attending college in Dallas, where studying business and design solidified her passion for the arts and architecture. She worked diligently to help pay her way through college in retail sales and by modeling at the Dallas Apparel Mart.

After graduating from college, Tanya was recruited by the Merry Go Round Enterprises and quickly worked her way up to a manage-

ment position. It evolved into an incredible opportunity to relocate to the Pacific Northwest, where she built a team of salespeople, opened new stores, and gained the leadership experience that would prove invaluable in the next phase of her career.

Everything that comes with the retail industry—long hours, hard work, dedication, and perseverance—coupled with the formation of lifelong friendships and business partnerships, allowed Tanya to make a smooth transition into real estate. “I’m a diligent and independent thinker and it was difficult to be tied down or flourish in a corporate environment,” says Tanya.

After returning to her roots in Colorado Springs to reconnect with family (and raise her own), Tanya, with the help of her mother Sandy, decided to open a boutique real estate company. This is where Tanya’s skills, expertise, and relentless drive to serve her community really came to life.

Having worked in real estate for several decades herself, Sandy had always been a guiding force for Tanya, instilling a passion for the industry at a young age. In fact, it was Sandy who inspired Tanya to make the career transition upon her return home. So in 1996, Tanya earned her real

...



real producer

By Robert Borges  
Photography by Heidi Mossman of  
Capture Life Photography





I cherish every  
**“relationship**  
 and I am blessed with the opportunity to work  
 with multiple generations of some families.



estate license. It was after a brief stint with a larger brokerage that Tanya decided to team up with her mom, and Park Avenue Properties was created in 1998—completely from scratch.

So why would an independent Colorado Springs real estate company with humble beginnings be named after the swanky Manhattan boulevard? We can thank Tanya’s kids, Alex and Alexis, and their domination of Monopoly family game nights for the witty name. “Park Place,” and “Boardwalk” were always the first locations on the board they would build up and fill with properties, and it became quite the running joke. In fact, the name has become somewhat iconic in the Pikes Peak Region, with local news station Fox21 creating a custom Monopoly game board that would become the centerpiece of a commercial for Park Avenue Properties of Colorado Springs.

Over the past 24 years, in coalition with her independent real estate career and with the Park Avenue Properties team, the true key to Tanya’s success has been based on creating trustworthy and professional relationships. Ultimately, it’s these guiding principles that became the main focus to create an efficient and personalized environment for Park Avenue Properties’ clients and team.

With an 85% referral rate among their clients, friends, and business networks, Tanya and her team consistently go above and beyond when it comes to guiding each client through one of the biggest investments that they will make in their lifetime. “Our goal is to take the fear out and make it fun. We put a lot more time in behind the scenes, which makes for successful transactions.”



This approach has led to over 150 five-star reviews and top-rated client satisfaction. This is just a sampling of the type of review that clients are happy to write about Tanya: “I just completed my 11th closing with Tanya. As usual, I counted myself lucky to have Tanya on my side, especially when she dialed up her professional

determination in the face of an unreasonable request moments before closing, always keeping my best interest and closing the deal at the forefront. There is no other REALTOR® in town that I would consider for my wide variety of real estate needs.” -Amy Brown

“I cherish every relationship and I am blessed with the opportunity to work with multiple generations of some families. Currently, I am working with newlyweds on the purchase of their first home and I have known the groom since



he was 2 years old and watched him grow up. His parents have become dear friends and we are working on the 12th contract together with the family! It is very rewarding to gain that kind of trust and I am honored to be a part of such an important part of their lives.”

Needless to say, Park Avenue’s client connections extend well beyond the sale.

“As a team, we make a mutual effort to stay connected to our clients and make sure they feel appreciated and valued by delivering monthly personalized gifts. I receive invitations to family holiday parties and frequent lunches, or dinners and I make every effort to attend every event I am invited to, so I can stay connected to these families.”

When asked who she admires in the business, Tanya points to Park Avenue’s licensed Transaction Manager, Jenafer Weems, and Ellie Bishop, the team’s Marketing and Project Manager.

Jenafer started out as a referred client and through the years she and Tanya became good friends. She was dedicated to beginning a career in the real estate industry and there was never a question that Park Avenue Properties was a perfect place to pursue this career. For Ellie, joining the Park Avenue team was an easy transition, as she and Tanya have been friends for more than 20 years. Ellie’s gifts of honesty, communication, and organization are an essential part of the daily functions for Park Avenue.



“Jenafer’s positive attitude and pure spirit drive me to become a better broker and leader on our team, and Ellie is a lifesaver in keeping things moving forward with the many intricate parts of our business relations. I simply couldn’t do it without these smart, savvy, and powerful women by my side, and can’t wait to share many more adventures together in the future,” says Tanya.

For Jenafer and Ellie, the feeling is mutual.

“We all complement each other with our different roles as a team and together we provide our clients with excellent service. We treat each other like family and our clients can see that and in turn, they feel like they are part of the Park Avenue family after working with us,” says Jenafer.

Ellie concurs, saying, “Tanya has such a good, genuine heart and her desire to serve others and make a positive difference in the lives of her clients motivates me daily. We all bring something unique and special to the team...and I can tell you that for all of us as Park Avenue Properties, it’s never just about the transaction. It’s about the relationships we build along the way.”

Tanya and her husband Mark have five children: Alex, Alexis, Danika, Kiah, and Trinity, along with two grandkids: Cayden and Gianna. They love to travel together as a family, go to hockey games, and enjoy beach activities like snorkeling. When they aren’t creating lasting memories with the entire family, Tanya and Mark love to cruise the open road in their classic ‘56 Chevy.



**I simply couldn’t do it without these smart, savvy, and powerful women**

by my side, and can’t wait to share many more adventures together in the future.

...



When asked about her “why,” Tanya says “it’s definitely my kids and grandkids that are the driving force of my motivation. I find education very valuable and it is important to me to have the means for my kids and grandkids to be educated. Education is a rewarding resource that provides many opportunities and instills an everlasting curiosity.”

Among Tanya’s many accolades and achievements through the years, she’s particularly proud of recently being named a Peak Producer—a distinction that puts her among the top 10% of REALTORS® in the Colorado Springs area. Peak Producers are known for providing proven, dependable real estate services while always keeping the community top of mind through their professionalism and charitable giving. In Tanya’s case, she and the team donate time and various other resources to the Marion House, an organization that works tirelessly to feed the less fortunate.



A favorite quote of Tanya’s from Albert Schweitzer really sums up her life’s journey so far...

“Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.”

It’s clear that Tanya has not shied away from this mentality throughout her life and career. Her reputation and heart for her community have led her and Park Avenue Properties to plant a seed of excellence and continue to watch it grow.

“My heart and passion are with this community. I want to be involved and I want to make it a better place,” concludes Tanya.

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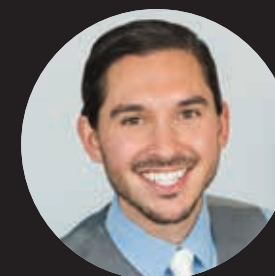
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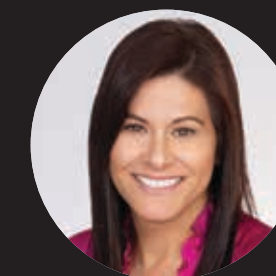
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# August 2020

## Supply & Demand

Contributed by Darrell Wass,  
owner of RE/MAX Integrity



Single Family / Patio Home EI Paso County Price Ranges	All Listings as of Aug 20 2020	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	1	13	2.17	0.46
\$150,000 to \$199,999	6	68	11.33	0.53
\$200,000 to \$249,999	16	346	57.67	0.28
\$250,000 to \$299,999	39	1235	205.83	0.19
\$300,000 to \$349,999	56	1678	279.67	0.20
\$350,000 to \$399,999	87	1351	225.17	0.39
\$400,000 to \$449,999	93	801	113.50	0.70
\$450,000 to \$499,999	98	584	97.33	1.01
\$500,000 to \$599,999	141	645	107.50	1.31
\$600,000 to \$699,999	100	310	51.67	1.94
\$700,000 to \$799,999	53	179	29.83	1.78
\$800,000 to \$899,999	47	75	12.50	3.76
\$900,000 to \$999,999	32	41	6.83	4.68
\$1MM to \$1,499,999	61	57	9.50	6.42
\$1.5MM to \$1,999,999	17	14	2.33	7.29
\$2MM to \$2,499,999	6	7	1.17	5.14
\$2.5MM to \$2,999,999	11	1	0.17	66.00
\$3,000,000 Plus	12	1	0.17	72.00
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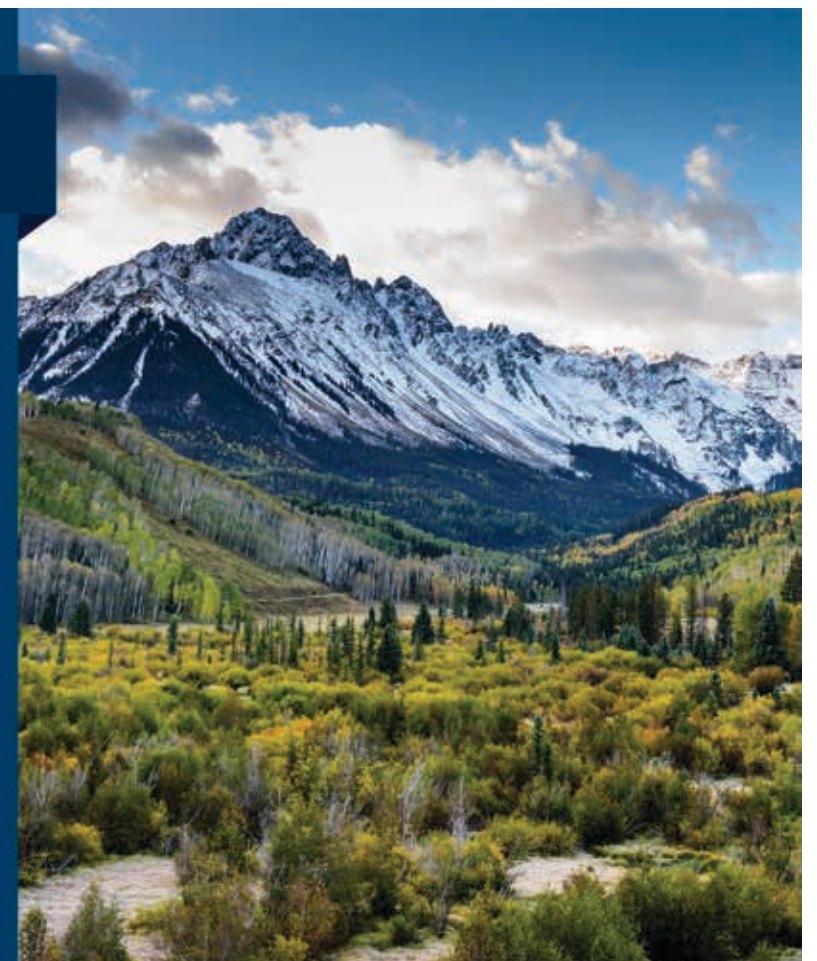
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While **JED JOHNSON** (RE/MAX Real Estate Group) and his wife were dating, they broke up for a short time and Jed took ballroom dance lessons as one of the many tactics to win her back—it worked!



▶▶ around town

# FUN FACTS

## About Your Fellow Agents

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



**SUSAN SEDORYK** with RE/MAX Properties, Inc. once took ice skating lessons then joined a women's hockey team for a season!



**JENNIFER JENKINS** with RE/MAX Properties, Inc. raced Mountain Bikes and placed 3rd in the state of Kentucky at 42 years old.  
**Bonus Fun Fact:** Jennifer was the agent that I (Brian Gowdy) personally used to purchase my own house back in 2018!



**AMIE STREATER** with Engel & Völkers has a background in investigative journalism and was a finalist for the Pulitzer Prize for Public Service in 2003!



**TIFFANY DOMBECK** with RE/MAX Real Estate Group was an ice dancer and competed in the World Championships and 5 US National Championships!



In the last 2 years, **GARY** and **FRANCES FARNON** with PCS Partners Military Real Estate have gotten married, quit both their previous jobs, sold Gary's home, moved in together, blending both their families, started a career in real estate, and are building a new home! Oh, and they've lived through a pandemic as well!



**LARRY KNOP** with HomeSmart hasn't flown on an airplane in over 20 years!

...



**MASON BUCK** with Coldwell Banker has competed in Body Building competitions the past 6 years!  
**Bonus fun fact:** Mason started a competitive kickball team made up of real estate agents—and they won the championship their first year!



**DAN KENNEY** with Kenney & Company Real Estate is passionate about Zumba! If any Zumba-studio owners need a promoter/hype guy, Dan will work for you for free!



**MAGGIE "MARGARITA" GUTIERREZ** with PCS Partners Military Real Estate is from Guadalajara, Mexico, and used to be a Zumba instructor!



**KATIE SCHNEIDER** with PCS Alliance Realty loves animals! She has a Dachshund, a Great Dane, chickens, and two horses!



**CARRIE LUKINS** with Sellstate Alliance Realty had a pet polar bear for two weeks!  
**Bonus Fun Fact:** In high school Carrie jello-wrestled for a fundraiser!



**TRISHA KAMPPILA's** (ERA Shields) son, Luke, is a professional dancer in LA and has been featured on music videos, commercials, Gucci ads as well as danced on the Voice with Gwen Stefani; her other son Drew has worked for GE Johnson Construction since he graduated from CSU.



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