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MARK



HUBERT

▶▶ up-and-comer

Written by **Ingrid Bruske**
Photography by **Maria Bay** of Casa Bay Photography

From the “dark side” to the “other side”, that’s how Mark Hubert describes his transition from managing HOAs to becoming a real estate agent. Mark says the desire to transition initially came from wanting to serve homeowners in a more impactful way. During the time he managed HOAs he began to see ways in which things could be done better. He believed that by doing things his way he could be more effective in his work with homeowners. So, after years of toying with the idea of getting into real estate, he finally decided to take the plunge. He earned his license in 2016 and hasn’t looked back ever since.

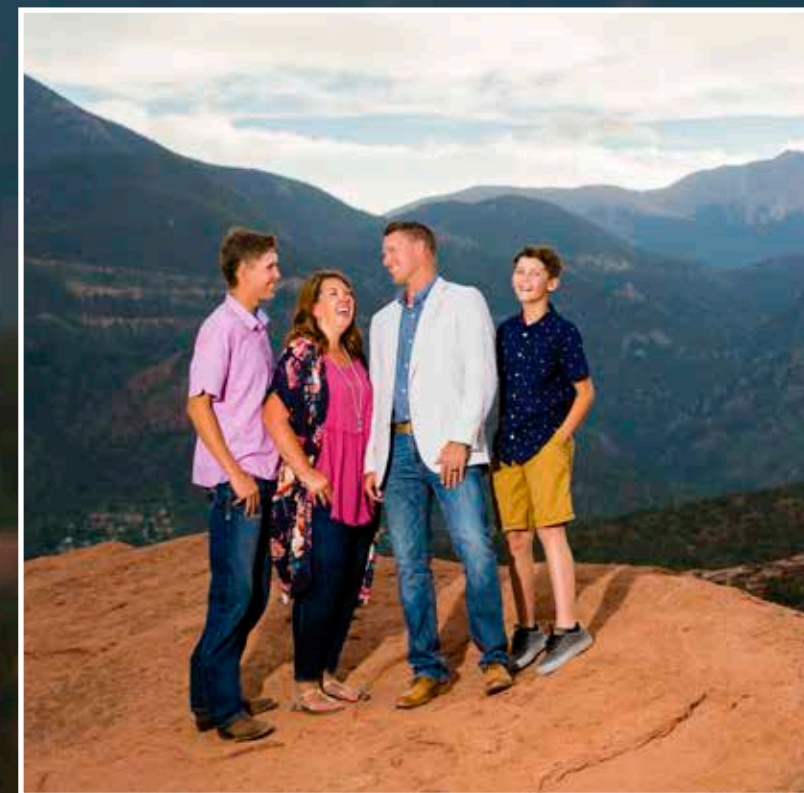
Mark is originally from St Joseph, IL, a small town of about 2000 people. In 2002 he came to CO to visit his brother and found that he really loved this beautiful state. About a year later Mark and his family moved to CO after his brother offered him a job in construction. He jokingly recalls living in his brother’s basement for a short period with his wife, Jennifer, and newborn son at the time, saying it’s probably one of the most interesting places he’s ever lived. But Mark was thankful for the opportunity and loves the abundance of outdoor activities CO has to offer. In addition, he also loves the mild weather and lack of bugs when he’s out there enjoying the active, CO lifestyle.

Mark and Jennifer have been married for 24 years. They met shortly after he moved back to IL from Houston. Mark had been at the mall visiting a

friend they unknowingly shared while Jennifer was also in the vicinity. She later asked this friend about him but nothing more came of it at that time. A short time later Jennifer was visiting a friend of her’s at Mark’s apartment complex and the two ran into each other once again. They took a cue from fate and the rest is history. The couple has two boys, Tyler, who just graduated from Cheyenne Mountain High School and Oliver, who’s a 7th grader and loves baseball. Jennifer works as a nurse in the birth center at Penrose St. Francis hospital. Tyler wants to get his real estate license and hopes to work alongside his father in

the future. Mark says he enjoys spending time with his boys and attending their various sporting events and practices.

Prior to being a REALTOR®, Mark’s background was primarily in construction. He worked alongside his brother until his brother sold the company due to the housing market crash. It was at this time that Mark stepped into the role of HOA management and worked in that capacity for about 9 years. He recognizes there are valuable benefits to HOAs but he also



▶ RE/MAX INTEGRITY

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began to see areas in which that particular business was lacking. He says one of the values his earlier jobs instilled in him was servicing clients and taking pride in being able to work on other people's homes. Mark also says the death of his father in 2004 was an experience that contributed to making him the person he is today. He says he wants to make his father proud based on the person he was, his values and the work ethic he instilled in him. He knew he could take his goals to a new level by becoming a real estate agent and felt a calling to make a move in that direction.

Mark says his first year in real estate was "like drinking from a firehose and being an itty bitty fish in a giant pond". He remembers trying to figure out how to best market himself and develop his business plan. He says it was a lot

of long hours and hard work. Although it was tough, he says he never even thought about quitting. Rather, he continued pushing forward and was determined to keep going because it felt like exactly what he was supposed to be doing. And in the end, the hard work paid off! He says during that first year he managed to earn just as much as he had at his "9-5" job. Feeling like things were starting to fall into place, he evaluated his expenses and decided to become an independent agent. Mark says he has a lot of people to thank for his success and thanks

his wife, Jennifer, first and foremost for her unwavering faith in him. He also thanks Amber, who's currently on his team and his broker, Darrell. Additionally, he thanks Amy Fletcher who initially introduced him to Darrell. He says he's met a lot of great agents along the way who have given him so much positive support and mentorship. Today, he's at Re/Max Integrity building positive relationships and providing guidance and mentorship to others. Mark believes his life would not be as fulfilling had he not gotten into real estate. He says he would

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Mark believes his life would not be as fulfilling had he not gotten into real estate. He says he would not have had the opportunity to be a leader and would not have been challenged in ways that have allowed him to reach his potential.

not have had the opportunity to be a leader and would not have been challenged in ways that have allowed him to reach his potential. He says the biggest factor that sets him apart is that “he’s not transactional, he’s relational”. He says buying a home is the single largest asset purchase people make and he takes being entrusted with such a purchase very seriously. He also doesn’t use the word “client” but rather calls the people he works with “family and friends”. He enjoys developing relationships, continuing to stay in touch and checking in with people long after he’s finished working with them.

Mark also enjoys being involved in the community. He currently serves on a leadership team for his brokerage and hopes to eventually serve on the board of Pikes Peak Association of REALTORS®. He currently has a YouTube channel that serves as a platform to help others navigate the real estate market. Mark says the Youtube channel has been a huge contributor to the growth of his business. You can follow along and subscribe to his channel, as well as other social media accounts, at My Front Range Living. Outside of real estate, he’s a part of St. Baldrick’s and, aside from last year, has been shaving his head annually for the last 10 years. He’s also served as a cub master for the cub scouts for the past several years. Mark also enjoys art and at one point wanted to be an art major. In high school he was the president of the art club and created a mixed media piece that won a state competition. The prize involved having the artwork displayed at the national art show at the Smithsonian! Additionally, he’s a drummer and played drums for his worship team up until last year. Being from Illinois, Mark and his family are avid Cubs fans and hope to be able to attend some games this year. At the end of the day, Mark says he wants to be remembered as someone who gave more than he took, not just in his day-to-day work, but in every aspect of his life.



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Michelle Grove-Reiland

standout REALTOR®

Photography by Heidi Mossman of Capture Life Photography
Written by Ingrid Bruske

When it comes to real estate, Michelle Grove-Reiland is well versed in the industry and, being a Colorado native, has a well-rounded knowledge of the community. Having grown up in Denver, Michelle is a true Colorado native. Michelle recalls coming through Colorado Springs as a child with her family and remembers being struck by the beauty of southern Colorado. She knew then, she was going to live here and she vowed to make this city her home one day. To this day, she still loves Colorado Springs and wouldn't want to live any other place! Shortly after college she moved to Colorado Springs to work for a real estate company as an assistant. It was there that she began to learn

about the industry and developed the incredible work ethic that has carried on throughout her career. Michelle was later recruited by the David R. Sellon and Company where she became the VP/broker for various communities to include Broadmoor Hills, Broadmoor Bluffs, Pinecliff and Mt. Woodmen Estates. She says early on with the company she had to do a lot of showings by herself and had no other choice but to learn the ropes on her own. But she learned quickly and continued growing and thriving in real estate. She later went on to launch the marketing division for Peregrine, Boulders Broadmoor and the Spires Broadmoor developments where she served as general manager until their completion in 2009.

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Michelle has always worked in some arena of land development or real estate, so she can't imagine doing anything else.

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Michelle has always worked in some arena of land development or real estate, so she can't imagine doing anything else. Although there have been challenges at various times of her career, it's something that she's always wanted to continue doing. However, in 2009, she did venture out into something a little different from what she was used to doing. Michelle says after the completion of the Spires development she had a hard time finding another job for a while due to difficulties in the housing market. So she got creative and started a greeting card line as a way to make some extra money. She still actively sells her heartfelt cards and they can be found online at www.satoriexpressions.com. Michelle writes all of the expressions herself and says her card line is perfect for those in search of a thoughtful, sentimental card. She plans to put more of her focus into that once she retires. Michelle says her life might have been completely different had she not gone into real estate. In high school she was heavily involved in theater, the performing arts and performed with the symphony in Europe. She believes she may have gone in that direction had she not landed in the world of real estate. These days, she's really passionate about traveling and loves exploring different parts of

the world. One of the things she loves about traveling are the lessons you learn about yourself as well as other cultures. She also credits her spiritual growth over the years as one of the factors that have helped develop

her into the person she is today. She says working on her spirituality has had such a positive impact on her in that she's able to view life and the world around her in a whole new perspective. Additionally, Michelle is an

ordained minister and on occasion will officiate a wedding or a funeral. Michelle and her husband met at a Halloween party and subsequently married. She has a stepson who

...

[Michelle] says working on her spirituality has had such a positive impact on her in that she's able to view life and the world around her in a whole new perspective.



... currently works in Green House construction. She still has extended family in Denver who she enjoys visiting and spending time with. Professionally, she now spends her time focusing on residential real estate and new construction at Liv Sotheby's International Realty. She credits their marketing, photography and back office duties to the incredible Sotheby's system. Because of her extensive background, she brings a wealth of knowledge and expertise to the people she works with in the industry. Michelle has also had the opportunity to serve on several boards including Silver Key Senior Services and the Colorado Springs Housing and Building Association. She's also a graduate of the Colorado Springs Leadership Institute. She prides herself in her vast background and loves helping others grow and learn by sharing her knowledge with those around her.

Outside of the office, Michelle says she loves to hike the many beautiful trails Colorado Springs has to offer. She's also eager to get out and start exploring various parts of this beautiful world again. But, love, is one of the things Michelle values most and she strives to be a person who loves others and is loved in return.

... Love, is one of the things Michelle values most and she strives to be a person who loves others and is loved in return.

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ABOUT STEWART:

Stewart Ritter grew up in Pittsburgh, PA, and has lived in Colorado since 2016. He and his wife Margie (and their dog Remington) were inspired to move to Colorado Springs when their grandkids were born and love being present as grandparents. In fact, the freedom to spend time with his family was one of the primary motivating factors behind Stewart becoming a home inspector! Outside of work and family, Stewart is passionate about the Wounded Warriors of Colorado and Homes for Heroes programs!



▶▶ partner spotlight

Written by **Brian Gowdy**
Photography courtesy of **Katie Luster-Work**
of Katie Marie Photography



Joshua Deck

PILLAR TO POST

Joshua Deck was born and raised in Wisconsin. Before moving to Colorado, he spent eleven years living on South Padre Island, Texas before relocating to the Springs in 2010. Coming from the freezing climates of Wisconsin and the smoldering climates of Texas, Colorado has proven to be the perfect balance for Joshua!

Today, Joshua is married to his beautiful wife, Emily; together they have three children: Elijah (12), Mateo (2), Dahlia (5 months) and five pets: Francis the chihuahua and four

chickens (Clover, Aspen, Cedar, Maple)! As a family, the Decks love doing anything outdoors: Camping, hiking, fishing, hunting, enjoying their backyard and going to Rockies games!

Joshua was inspired to become a Home Inspector after spending twenty years of his professional career in carpentry, remodeling, and construction of homes. He prides himself in being personable, knowledgeable, honest, and thorough, providing clients with binders of information about their future homes. On top of being backed by North America's largest home inspection company, Pillar to Post, Joshua offers additional services such as sewer scopes, radon testing, and mold and water testing.



[Joshua] remains grateful by focusing on the small things in life: his family, his social circles, his work ethic, and the incredible opportunity that comes with being a home inspector.

Believe it or not, Colorado has the lowest average price for home inspection, though cheaper isn't always better. How an inspector communicates issues with home buyers (being a non-alarmist) is paramount to Joshua and he warns that not all inspectors are the same.

Joshua finds fulfillment in helping home buyers gain a thorough understanding of what they're getting into when they're purchasing a home as well as learning the ins and outs of real estate. Despite the ups and downs of the industry, he remains grateful by focusing on the small things in life: his family, his social circles, his work ethic, and the incredible opportunity that comes with being a home inspector.



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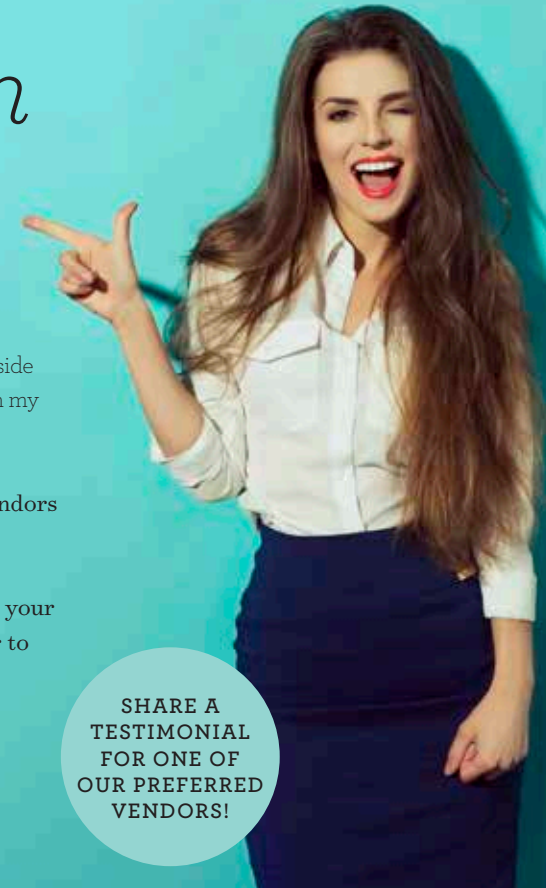
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Whether you are looking to simply lower your interest rate or making your home equity work for you, right **now is a great time to refinance your home loan!**

Contact me today for more information!

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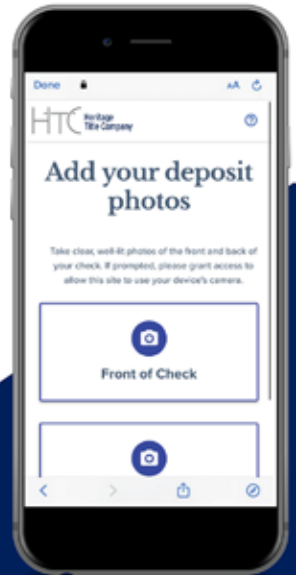
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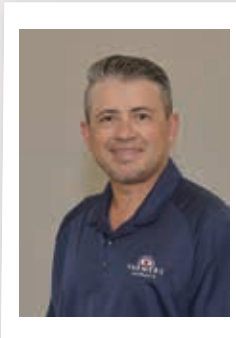
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SURVIVORS OF HUMAN TRAFFICKING NEED YOUR STEPS

BENEFITING BAKHITA MOUNTAIN HOME

Written Sr. Dorothy Schlaeger, OSF, PhD | Introduction by Creed Spillane



Creed Spillane

“The first time I learned that sex trafficking was more than a scripted episode from Law & Order: SVU was while living in Albania doing missionary and humanitarian work for The

Church of Jesus Christ of Latter-day Saints. I was shocked to hear the same accounts from several families I met. A new girl would arrive at school and be introduced to the class. She would befriend one or two classmates and after a few weeks invite them to come hangout. Her uncle would pick them up after school and the classmates were never heard from again. Sex trafficking had become so prevalent that families with daughters were reluctant to interact with anyone new or who hadn't be introduced to them by someone they trusted. My shock was renewed when upon returning home I learned that trafficking was happening in the US, though the populace was more naive to its pervasiveness. A family member in the Colorado Springs Police Department let me know that while the problem is growing, so are the support programs for those who are freed or manage to escape this living nightmare. He introduced me to Bakhita Mountain Home, a new refuge in Colorado Springs for survivors that needs our support. The home has now been remodeled and furnished with a timeline to open this fall. The next step is spreading awareness and ongoing donations to ensure its success. I'm excited for this years Walk for Survivors on August 7 at the beautiful



Participants of the 2019 Walk for Survivors

Mount Saint Francis and hope we can get more of our community to turn out.” —Creed Spillane, Quantum Residential Group

A one mile Walk for Survivors will take place on the grounds of Mount Saint Francis in Colorado Springs on Saturday, August 7th, beginning at 9:00 AM. To learn more and to register for this event go to: www.bakhitamountainhome.org

Funds raised will help support Bakhita Mountain Home which is preparing to open in the Colorado Springs area. The home will assist women in restoring their lives after suffering the trauma of being trafficked for sex. The purpose of the Bakhita Mountain Home program is to enable women freed from trafficking to rebuild and redirect their lives. The home will be a safe haven



Kitchen in Bakhita Mountain Home



Upstairs living room in Bakhita Mountain Home



One of six bedrooms at Bakhita Mountain Home

women survivors of sex trafficking in all of Southern Colorado, the home is critically needed.

A six bedroom home located in a lovely neighborhood has been leased from a generous partner for \$10 per year. Over the past year, the home has been beautifully remodeled and is now furnished through generous donations of gently used furniture and attractive accents. The projected opening date for Bakhita Mountain Home is the fall of this year.

The home is named after Saint Josephine Bakhita and was founded by a group of women with a common resolve to provide resources for victims of sex trafficking. They were united by their conviction to address the problem. These community leaders included sex trafficking survivors, Benedictine Sisters from Benet Hill Monastery, Franciscan Sisters from Mount Saint Francis, and influential women of other faith traditions. The founders were inspired by Saint Josephine Bakhita who was born in 1869 in Sudan. She was kidnapped and sold into slavery at the age of eight. She was sold numerous times over the next several years and was often tortured and sexually abused by her owners. Finally, she was presented as a “gift” to an Italian merchant who brought her to Italy to serve as his daughter’s nanny. Bakhita accompanied the child to her school which was run by the Canossian Sisters of the Catholic church. It was here that she fell in love with and joined the Catholic faith. In her Baptism she received the name “Josephine.” She was later freed from her enslavement and in 1893 joined the Canossian Sisters. Sister Josephine died in 1947 and was declared a saint of the Catholic Church in 2000 by Pope John Paul II. Saint Josephine Bakhita is the patroness of all who are trapped in the slavery of human trafficking.

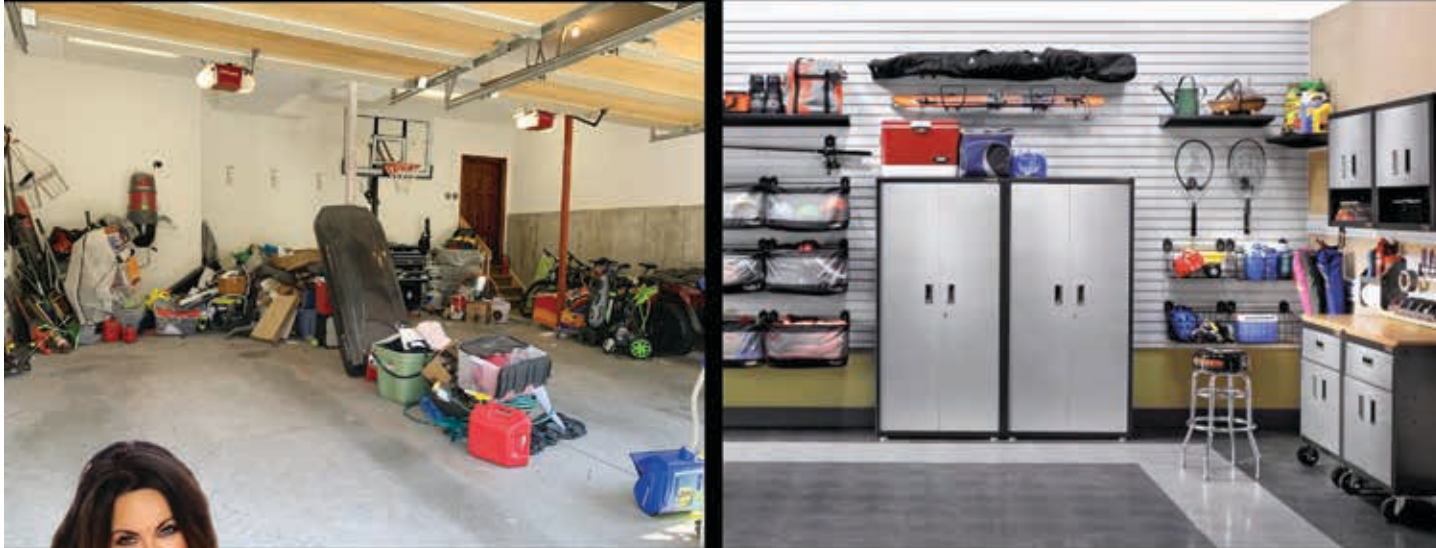
Bakhita Mountain Home Inc. was established as a 501(c)(3) non-profit in 2019 and became a member of the Thistle Farms network of sister organizations in the same year. Thistle Farms, initially established in Nashville, TN, has evolved its restoration program based upon over twenty years of experience and a proven track record of effectiveness and sustainability. Today, over ninety organizations and fifty homes across the United States provide over five hundred beds for sex trafficking survivors using the Thistle Farms model. Thistle Farms strives to amplify the voice of survivors, facilitate support amongst sister organizations, standardize care with measurable results, and share best practices across the community. The Bakhita Mountain Home program is built on the experience and successful practices established by Thistle Farms and plans to seek accreditation from the National Trafficking Shelter Alliance once it establishes its own track record.

The success of Bakhita Mountain Home depends heavily on local financial support and dedicated volunteers. You can help this most worthy cause by supporting the Annual Walk for Survivors Fundraiser on August 7th. Please join us!

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Written by **Amie Streater**
Photography by **Heidi Mossman** of
Capture Life Photography

AMIE
streater

ENGEL & VÖLKERS
— Colorado Springs —

Like many agents, I got into real estate because I love people and beautiful homes, and I wanted a career change.

I sold a house on my first day as a licensed agent, at my very first showing. “Well, this will be easy,” I thought.

And of course, I was comically wrong about the easy part.

I started adulthood in Houston, TX, knowing I wanted to be an investigative newspaper reporter. I befriended and eventually married the smartest reporter where I landed my first internship, and Scott Streater and I worked together for 15 years uncovering abuses of public money, public lands and public trust.

We worked in Houston, Pensacola, FL, and Fort Worth, TX, earning a lot of national journalism awards. In 2003, my work was named the finalist for the Pulitzer Prize in Public Service. The panel of Pulitzer judges cited “uncommon courage in publishing stories that exposed a culture of corruption in Escambia County, Fla., and resulted in the indictment of four of five commissioners.”

Our work in Pensacola landed Scott and I dream jobs as senior reporters at the Fort Worth Star-Telegram, where we moved in 2003 with our 3-year-old son, and identical twin boys who were still “in the oven.” After the twins were born, I continued my journalism career, but things were shifting.

First, the newspaper industry was becoming more volatile, with newspaper companies buying each other out and laying off staff. Second, my grandmother, who had raised me by herself and had been central to my life, passed away six weeks to the day after my twins were born. Third, I was feeling a strong pull to do more with my life than write about the bad things bad people were doing. When faced with a crisis, people tend to do things they shouldn't. Some people turn to alcohol, some turn to drugs, some lean into co-dependent relationships. I went shopping.



WE WERE SO SUCCESSFUL CHANGING OUR LIVES AND PAYING OFF DEBT THAT OUR CHURCH IN TEXAS ASKED ME TO COME ON STAFF AND HELP OTHER FAMILIES GET DEBT-FREE.

Engel & Völkers Colorado Springs opened in University Village in March 2020.

Bear is the EVCS shop dog and goes to work with Amie daily.



I healed my hurt at Nordstrom and Neiman Marcus, pushing the stroller and filling my cart and running up credit cards. I'd always been a shopper and a chronic over-spender and in my grief, I hit it hard.

By the time I came to my senses, I had wracked up over \$100,000 in credit card debt, not including a ridiculous car lease and a home we couldn't afford. My sweet husband promised we would figure it out and fix it together.

My research led us to Dave Ramsey, the financial author and radio host, and we jumped into the debt-debating lifestyle. We were so successful changing our lives and

paying off debt that our church in Texas asked me to come on staff and help other families get debt-free.

After just over a year there, I was asked to come to Colorado Springs and start a similar program at the largest church in Colorado. I was a pastor there for five years, helping families pay off millions of dollars in debt, save homes from foreclosure, save marriages and find peace. Scott and I celebrated our own debt freedom and paid off the last of our debts. I even had the opportunity to write a book about managing money for the world's largest Christian book publisher, Thomas Nelson. "Your Money God's Way" was published in 2010 and Dave Ramsey endorsed it.

Often in financial coaching, people would ask me questions about their personal homes and investments and I didn't know enough to give good advice. So I purchased an online real estate course to learn. I took the exam and passed on the first try. The timing was great: ministry life was wearing on me, and real estate felt, frankly, like a fun new escape. As a brand-new licensee in 2013, I went on that first showing and sold the house before I even knew how to write a contract.

I quickly learned there's nothing easy about this career path, and real estate school doesn't prepare you for even the first client on the first day. I spent three years trying to figure out



Amie's team members are (clockwise from left) managing broker Kristin Geesey, New Construction and Buyer Specialist Kacy Gudzone and Listing Specialist Sean Andrews.

IT'S NEVER EASY. AND EVEN WHEN WE FEEL LIKE WE ARE ON SOLID GROUND, THE ONLY CERTAINTY IS CHANGE. EVEN WHEN WE CAN'T SEE IT, THAT WHEEL IS STILL, ALWAYS SPINNING.



The EVCS shop is a high-end, client-focused space with a European feel.

my place in the local market, and finally decided that if I was going to work at the kind of brokerage I really wanted to work at, I was going to have to create it myself.

My team and I were Amie Streater Realty from 2016 to 2019, when we were asked to join

Engel & Völkers, the world's leading luxury real estate company founded in Hamburg, Germany in 1977. We frankly still can't believe our luck that they sought us out and asked us to join their amazing global family.

Engel & Völkers is a global network of real estate advisors serving at the highest level of professionalism and care. We had found our people, or rather, they had found us.

The scary part of choosing to join this company, though, was it meant giving up the safety of our tiny office, affordably subleased from an attorney friend. It meant giving up the very safe feeling of minuscule expenses when I've vowed never to cripple us financially again. It meant allowing others to join our safe, comfortable little group. It meant another leap – a massive one for me – building out a one-of-a-kind, client-focused and high-tech real estate office like nothing that had ever been done in Colorado Springs.



Bear joined the EVCS team at the height of the COVID-19 lockdown in 2020.

And aside from the love and moral support from my team, and the technical and design support from Engel & Völkers, it meant doing it all by myself.

We opened our doors on March 12, 2020, with a fabulous party filled with food, champagne and our favorite people. And on March 13, 2020, we canceled our industry-night party for our real estate colleagues and locked our doors, because that was the day we felt the COVID-19 panic hit here in full force.

We cleaned and disinfected every corner and locked up, not knowing what the future held and totally unsure when, or if, we would ever get to come back.

I sat in the parking lot and cried big, ugly tears. The kind of tears that can only come from putting all your chips on the table and then watching the wheel spin, not knowing if it is ever, ever going to stop.

I would be lying if I said that I'm certain the wheel has stopped spinning, but what I do know is that even during the pandemic, our business stayed solid. Some of my favorite agents in our market joined us and we watched in awe as our businesses grew.

During the height of the lockdown, a real estate client handed me the most unexpected distraction,

a 7-month-old Maltese mix puppy that she had adopted during the pandemic but couldn't handle as she transitioned back to work.

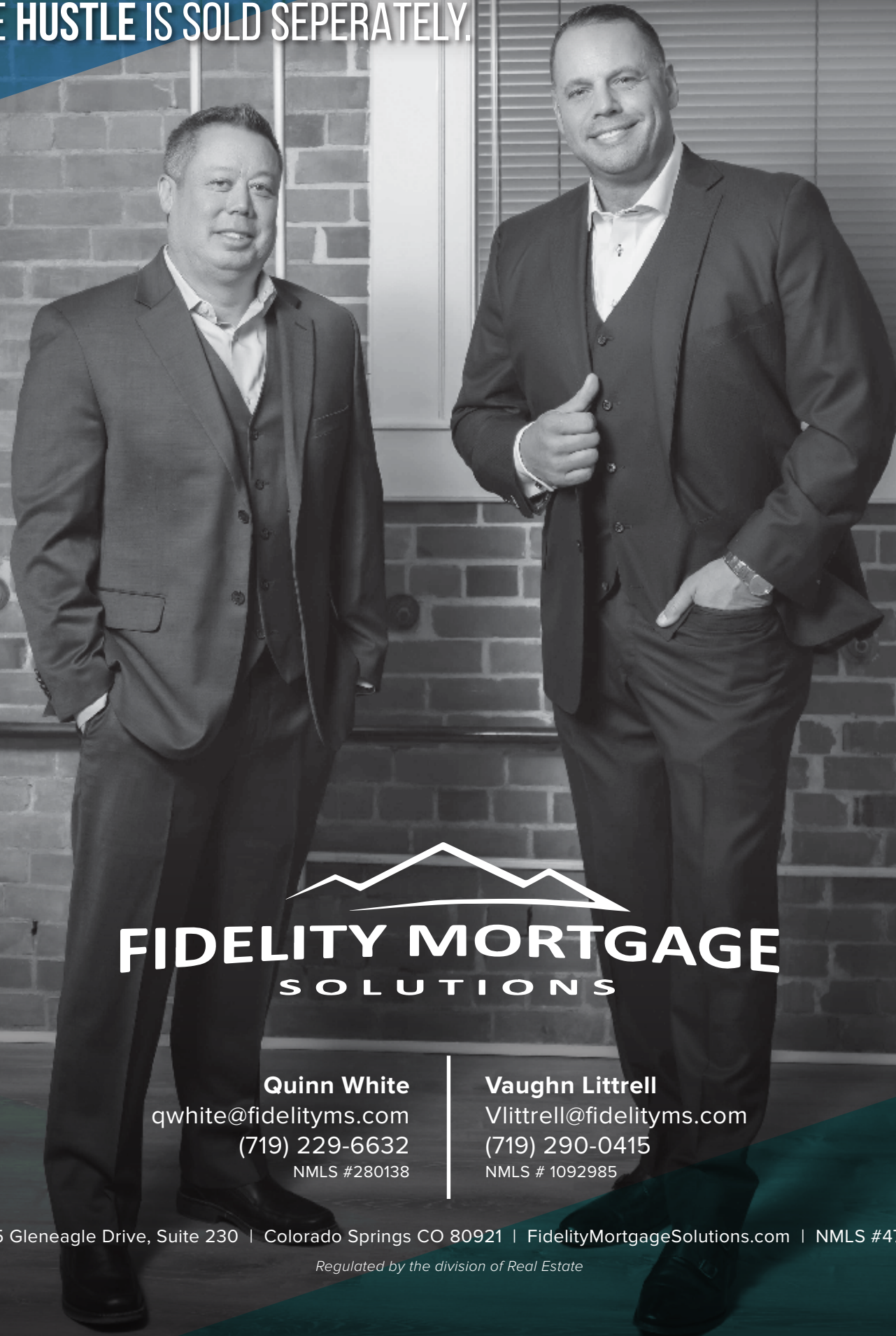
Bear has been with me, my lucky charm, my buddy, every day since. And now here we are in summer of 2021, and I'm on track to close more already this year than I did in the last two years combined. We've also begun representing some of our market's best home builders and we have joined the Development Services division of Engel & Völkers.

So let me encourage you that if you're struggling in real estate but you know this industry is for you, trust yourself to find the right people. Don't stay where it's not a fit. Don't settle. Trust yourself and trust your instincts. You'll find your way home.

It's never easy. And even when we feel like we are on solid ground, the only certainty is change. Even when we can't see it, that wheel is still, always spinning.

I wouldn't have it any other way.

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JUNE 2021

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 June 20 2021	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	2	34	5.67	0.35
\$200,000 to \$249,999	5	122	20.33	0.25
\$250,000 to \$299,999	23	506	84.33	0.27
\$300,000 to \$349,999	39	1138	189.67	0.21
\$350,000 to \$399,999	79	1410	235.00	0.34
\$400,000 to \$449,999	45	998	166.33	0.27
\$450,000 to \$499,999	80	688	114.67	0.70
\$500,000 to \$599,999	100	837	139.50	0.72
\$600,000 to \$699,999	67	392	65.33	1.03
\$700,000 to \$799,999	44	183	30.50	1.44
\$800,000 to \$899,999	24	131	21.83	1.10
\$900,000 to \$999,999	17	78	13.400	1.31
\$1MM to \$1,499,999	50	113	18.83	2.65
\$1.5MM to \$1,999,999	29	22	3.67	7.91
\$2MM to \$2,499,999	10	3	0.50	20.00
\$2.5MM to \$2,999,999	12	8	1.33	9.00
\$3,000,000 Plus	14	1	0.17	84.00
Total	642	6677		



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One of **STEPHANIE RYDER'S** friends attempted to set her up with **JEFF** as Stephanie was getting back into the dating scene—and she initially turned him down. Luckily she gave him another chance!



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!



One of **STEPHANIE HAWTHORNE'S** passions is Big Brothers Big Sisters of Colorado. Stephanie has been a Big Sister to her "Little," Kathrine, and is so fulfilled watching her grow from a freshman to a senior about to graduate!

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LESLIE CASTLE was Miss Teen Colorado, Miss Florida (3rd place) and won overall title of Miss Suncoast in bodybuilding!



CRYSTAL SISLER'S go-to getaway is Vegas—she travels there every month!



RAUL ANDINO used to jump out of planes and helicopters for a living!

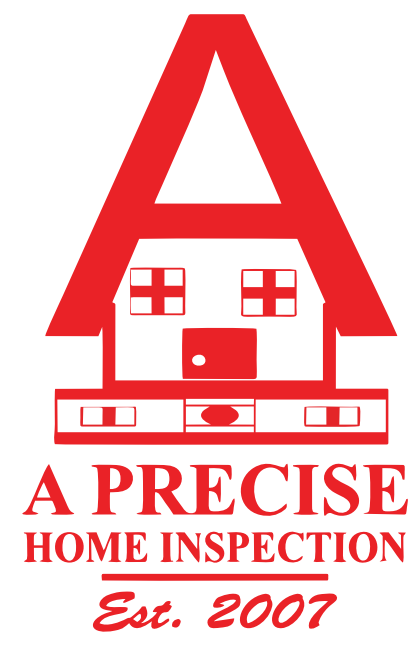
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