

COLORADO SPRINGS

# REAL PRODUCERS<sup>®</sup>

CONNECTING. ELEVATING. INSPIRING.

**STANDOUT REALTOR<sup>®</sup>:**

ELLIOT BANNISTER

**UP-AND-COMER:**

AMY THOMPSON

**PARTNER SPOTLIGHT:**

FIDELITY NATIONAL TITLE



*Jeff & Lane*  
**MORRELL**

Photography by **Maria Bay** of Casa Bay Photography

DECEMBER 2021



"We're committed to helping you sell homes by offering prompt roof inspections, roof repairs, roof certifications, and new roofs. All with fast, friendly service."



Call us today for a free roofing assessment!  
719.487.7663 | RampartRoofing.com



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

– Greg Luczak, Coldwell Banker Residential Brokerage

WISHING YOU A  
**Pawsonme**  
HOLIDAY SEASON



Season's greetings from our home to yours. Gold Hill Mesa is a picturesque west-side neighborhood filled with old-world charm and adorned by welcoming front porches, tree-lined streets, and majestic mountain and city views.

Imagine being part of a diverse and sustainable community marked by distinct homes, open spaces, easy access to parks and hiking trails, a wildly popular Community Center and just minutes from Downtown and Old Colorado City. See yourself creating timeless memories at Gold Hill Mesa.

Stop by, visit our masterful builders and discover more at [goldhillmesa.com](http://goldhillmesa.com)

David Weekley Homes



It's good to be home.



# TABLE OF CONTENTS



**08**  
Preferred Partners



**11**  
Publisher's Note



**14**  
Standout REALTOR®: Elliot Bannister



**24**  
Up-and-Comer: Amy Thompson



**30**  
Partner Spotlight: Fidelity National Title



**38**  
Nonprofit Spotlight: United Way



**44**  
Real Producer: Jeff Morrell



**52**  
Real Producer: Lane Morrell



**64**  
Around Town: Fun Facts About Your Fellow Agents & Partners



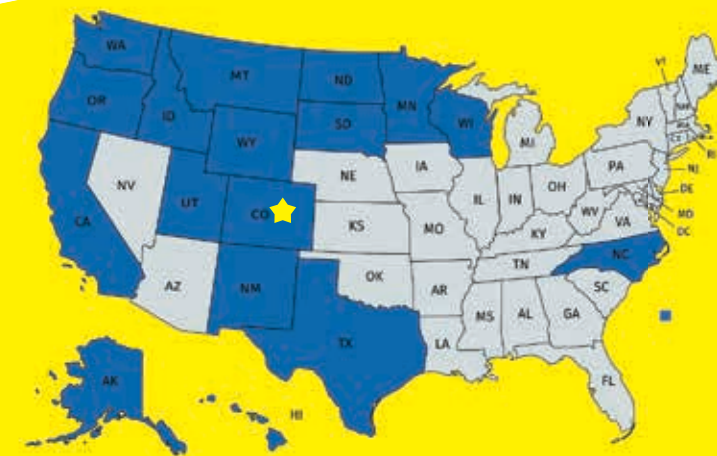
For articles, coverage, and advertising, contact Brian Gowdy at 719-313-3028; [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com).

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



# SAVE THOUSANDS!

FHA | VA | Conventional



- NO LENDER FEES!
- Low Interest Rate!
- Fast Underwriting!
- Direct Lender / No Overlays!
- 7am to 11pm, 7 Days a Week!
- Easy Online Portal
- Constant Communication
- 3.5 Week Purchase Turn Time
- Marketing Flyers
- Listing Websites
- And Much More

## Contact Low Cost Mortgage Today!

Would you like to speak to one of our loan officers to discuss financing options or to go over possible scenarios?  
**Easy, call us anytime!**

**719-362-0439**

**www.lcmloans.com**

Mike Floren, NMLS#1574886  
Branch Manager  
[mike@lcmloans.com](mailto:mike@lcmloans.com)

685 Citadel Dr. E., Ste 290-9  
Colorado Springs, CO 80909

Low Cost Mortgage is a division of Mann Mortgage LLC, NMLS#2550. Mann Mortgage, LLC is not endorsed by, nor acting on behalf of or at the direction of, the U.S. Department of Housing and Urban Development, Federal Housing Administration, the Veterans Administration, the U.S. Department of Agriculture or the Federal Government. All programs are subject to credit and income qualification. This is not a guarantee of financing or a firm offer of credit.





## MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



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



**Sue Hunyady**  
Ad Specialist  
COSads@realproducersmag.com



**Heidi Mossman**  
Photographer  
719-789-5558



**Katie Luster-Work**  
Photographer  
719-963-9321



**Maria Bay**  
Photographer  
541-600-4171



**Colleen Kern**  
Writer



**Ingrid Bruske**  
Writer



**Stephanie Brewer**  
Writer



**Sara Cripe**  
Social Media Manager  
sara@connectgrafiks.com



**Geneva Eilertson**  
Reprints Manager  
geneva@realproducersmag.com

CASA BAY  
— PHOTOGRAPHY —

# HEADSHOT FRIDAYS



## Our Vision for Colorado Springs Real Producers:

To elevate the culture in real estate so agents know each other better and treat each other more humanely. Smoother transactions result in happier clients and more repeat business for everyone involved.

## SELL YOUR HOUSE IN **STYLE**

NO MATTER HOW  
BIG OR SMALL THE  
PROJECT, WE'RE  
HERE TO BRING THE

**WOW!**

Take the stress out of  
selling by ensuring your  
home is looking its best.

The majority of buyers  
struggle to look past an  
empty home. Let us stage  
your home to feel spacious,  
comfortable and trigger an  
emotional response with  
potential buyers.



Photo credit Jorge Borges



CALL US TO SCHEDULE YOUR  
CONSULTATION TODAY

**Brittany Williams**    **Jordan Trask**  
**360.310.2690**    **727.746.8913**

**brittanywilliams0929@gmail.com**  
**/BrittanyWilliams.homestaging**

Headshots without the hassle.

- 30 minutes of studio photography
- Extensive coaching
- Unlimited outfit changes
- Two professionally retouched images

We make quality photography quick and fun!

**BOOK TODAY!**

☎ 541 . 600 . 4171

✉ info@CasaBay.Photography

🌐 www.CasaBay.Photography/headshots







This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

**APPLIANCES**

Appliance Outlet  
(719) 573-5802  
aocolorado.com

**BILLIARDS**

Fodor Billiards  
(719) 598-4611

**CARPET CLEANING**

Creative Carpet Care  
(719) 641-8600  
ColoradoSprings  
CarpetClean.com

**CUSTOM FRAMING**

Orly's Art Gallery &  
Custom Framing  
(719) 630-3371  
orlyartgallery.com

**FLOORING**

Hardwood Flooring  
Specialists  
(719) 424-7351  
hardwoodflooring  
specialists.com

**HOME BUILDER**

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

**HOME INSPECTION**

A Precise Home Inspection  
(719) 272-0100  
APrecise.com

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

Ground Floor  
Home Inspection  
(719) 641-1555  
groundfloorhome  
inspection.com

Inspections Over Coffee  
Greg Fowler  
(719) 900-5282  
www.inspectionover  
coffee.com

Top Choice Inspectors  
(719) 581-7080  
TopChoiceInspectors.com

**HVAC SERVICES**

Peak Home Performance  
(719) 358-6992  
www.gowithpeak.com

**INSURANCE**

ALINK Insurance  
Kody Miller  
(719) 219-8505  
alink2insurance.com

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

**INTERIOR DESIGN**

Concepts by Carriann  
(719) 338-2803  
www.carriannjohnson.com

**INVESTMENT**

**REAL ESTATE**  
BK Investments  
Benjamin Kennedy  
(719) 310-1914  
BKBuysHomes.com

**LOANS/MORTGAGE**

Dovetail Solutions  
- Academy Mortgage -  
Briargate  
acedemymortgage.com/  
about-us/branches/briargate

**MAID SERVICES**

Molly Maid of  
Colorado Springs  
(719) 638-7055  
mollymaid.com

**MEDICAL AESTHETICS**

Glow Aesthetic Medicine  
(719) 598-2000  
GlowAM.com

**MORTGAGE**

Benton Capital  
Mike Benton  
(719) 331-5443

Fidelity Mortgage Solutions  
Vaughn Littrell  
(719) 290-0415  
vaughnlittrell.com

**Guaranteed Rate**

Bryan Yaninek  
(719) 499-9000  
loantohometeam.com

**Guaranteed Rate**

Chris Franquemont  
(719) 337-3021  
Rate.com/ChrisF

**Low Cost Mortgage**

Mike Floren  
(719) 362-0439  
LCMLoans.com

**Synergy One Lending**

Dave Slater  
(719) 522-6952

The Alpine Group at  
Fairway Mortgage  
Brittney Hansen  
(719) 505-6924  
fairwayindependentmc.com/  
Brittney-Hansen

The Alpine Group at  
Fairway Mortgage  
Karen Weller  
(719) 459-2704  
fairwayindependentmc.com/  
Karen-Weller

**MOVERS**

This Is How We Move It  
(719) 900-4545  
keepingitmovingco.com

**MOVING & STORAGE**

5 Star Moving & Storage  
(719) 417-4993  
5starmovingandstorage.com

Arrow Moving and Storage  
(719) 573-3460  
arrowmoving.net

**MOVING / PACKING**

Pack & Ship Plus  
(719) 434-8070  
packandshipplus.biz

**NEIGHBORHOOD**

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

**ORTHODONTICS**

SoCo Smiles Orthodontics  
(719) 538-4671  
SoCosmilesorthodontics.com

**PAINTER**

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

**PHOTOGRAPHER**

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

Casa Bay Photography  
(541) 600-4171  
CasaBayPhotography.com

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

**PROPERTY MANAGEMENT**

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

**RADON TESTING  
AND MITIGATION**

All Colorado  
Radon Mitigation  
Ben Ingalls  
(720) 726-4556  
allcoloradoradon.com

**RESTORATION**

AmeriDri Restoration  
(719) 388-8509  
AmeriDri.com

**ROOFING**

Rampart Roofing  
(719) 487-7663

**ROOFING & SOLAR**

Lifetime Roof and Solar  
(303) 476-8658  
lifetimesolarcolorado.com

**SOCIAL MEDIA**

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

**STAGING**

Brittany Williams Home  
Staging and Decor  
(360) 310-2690  
facebook.com/  
BrittanyWilliams.  
homestaging

**TAX PLANNING**

Tax Time CPAs  
(720) 828-6218  
TaxTime.cpa

**TITLE & ESCROW**

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

Fidelity National Title  
(719) 590-1711  
FNTColorado.com

First American Title  
(719) 208-8330  
firstamcolorado.com

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

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

**TRANSACTION  
COORDINATOR**

Spring Transactions  
(719) 238-5707

UPGrowth Transactions  
(719) 244-5454  
UpGrowthTransactions.com



*Creating picture-perfect smiles that sell!*

**SoCo Smiles Now Offering InBrace Braces**

Flawless results without changing your lifestyle.



**MICHAEL KOFFORD D.M.D., M.S.D.**

1694 E. Cheyenne Mountain Blvd. | 719.538.4671  
[socosmilesorthodontics.com](http://socosmilesorthodontics.com)

# NOTE PUBLISHER'S

Real estate friends and professionals, welcome to our December edition of *Colorado Springs Real Producers*!

We hope you find value in reading about your colleagues, shifting competitors to collaborators. At COS RP, we feel that, if an agent knows you better, they'll treat you more respectfully during transactions, creating a better experience for buyers and sellers and resulting in more word-of-mouth business for everyone involved. That is our purpose.

If you know an agent that deserves to be recognized in Real Producers, we welcome you to nominate them to us! We work off nomination so your input is heard and valued. There's no cost involved with being featured in Real Producers; it's 100% funded by our Preferred Partners (advertisers).

On that note, please know that every business advertising in Real Producers has been referred to us by a real estate agent. This means, when your go-to roofer (for example) is booked out 3 months, you are welcome to skim through our index to find one we recommend, knowing they're already validated. If you ever have concerns about one of our Preferred Partners, please reach out. We will listen.

Lastly, please remember every time you use one of our partners, you're not only supporting their business; you're also supporting mine! Just remember to remind them you saw their ad in Real Producers, (this helps so much!)



Thank you friends!

**Brian Gowdy**  
 Area Director / Advertising Sales  
 719-313-3028  
[brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com)

**Quality & Service That Will *Floor* You!**

CARPET | TILE | HARDWOOD | LAMINATE | LVP



*New floors just in time to showcase for the holidays!*

HBA HOUSING & BUILDING ASSOCIATION OF COLORADO SPRINGS  
 Veteran Owned • Servicing Builders  
 842 S. Sierra Madre St. Unit D, Colorado Springs, CO, 80903 • [HardwoodFlooringSpecialists.com](http://HardwoodFlooringSpecialists.com) • 719.424.7351





Have a *Magical Holiday Season!*



Colorado Best Team  
@Pikes Peak Dream Homes Realty  
(719) 265-5600  
COLORADOBESTTEAM.COM

Your dependable HVAC team that treats every customer like family.



We are currently offering 10% off a new AC, FURNACE, or INDOOR AIR QUALITY unit when you mention *Real Producers magazine*.

- NO HIGH-PRESSURE SALESPEOPLE
- HIGHEST EPA CERTIFICATIONS
- 10-YEAR PARTS WARRANTY ON INSTALLED HVAC EQUIPMENT



Serving Colorado Springs, CO | (719) 280-2201 • www.gowithpeak.com

  
*Happy Painting Company*

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



happypainting.biz | (719) 373-5550

**QUALITY  
AND  
CRAFTSMANSHIP  
YOUR CLIENTS  
CAN DEPEND ON!**

**THIS IS HOW WE  
MOVERS AND PACKERS  
MOVE IT**



Team up with **This Is How We Move It.** From start to finish, our staff will make a stress-free moving experience for your clients.

- LONG DISTANCE MOVING
- COMMERCIAL MOVING
- LOCAL MOVING
- ORGANIZING AND REARRANGING
- PACKING AND UNPACKING

Visit our website for all of your moving needs. Questions? Call our local team today and consult with a professional mover!

**719.900.4545**  
**thisishowwemoveit.com**



▶▶ standout REALTOR®

Written by **Stephanie Brewer**  
Photography by **Heidi Mossman**  
of Capture Life Photography

# ELLIOT

## bannister

Following a leap of faith and hard times, Elliot Bannister found the success he so longed for. Now the Vice President of the Luczak Group at Coldwell Banker Realty, Elliot was formerly an auto service advisor who found himself in the 40-hour workweek that regularly turned into 60 and delivered him increasingly less satisfaction and less time with his young family. Longing for more in his personal and professional life and seemingly no end in sight to his daily grind, he took a leap of faith and set his course on real estate.

...







•••

A Colorado Springs native, Elliot loved growing up in the Black Forest with his seven siblings and recounts many fond memories of playing soccer with his brothers in the fields of their backyard for countless hours. He attended Pine Creek High School where he met and later married his high-school sweetheart, Aubrey. Shortly after giving birth to their first child and buying their first home, the young couple decided Elliot would quit his day job and commit himself to becoming a REALTOR®. With encouragement and guidance from his former REALTOR®, Michael Babb, Elliot studied full time and obtained his real estate license within three weeks; however, Elliot would quickly learn that there was much more to earning a living at real estate than passing the test. Now, feeling the weight of life with a wife, a 6-month-old baby, and a new home, he jumped into the real estate world with both feet.

Despite his vigor and commitment, he only realized three real estate transactions in his first six months and his faith was waning knowing he needed more to support his family in the way he desired. Waving the white flag was not an option, so he sought support from his family and his community. Drastic circumstances required drastic action, so he and his young family moved into the basement of his mother's home so they could rent their house to make ends meet. Meanwhile, he contacted close friends and members of his community for referrals, which yielded him an additional seven transactions by year's end. Despite having these humbling moments of need and asking for help, Elliot credits the love and support he received during this difficult time to his current success.

Now, five years later, he is richer in wisdom and real estate owning five properties, involved in two property developments, acting Vice President of the Luczak Group and countless invaluable professional and personal relationships complete his real estate success. In addition to the personal and financial support he received from his family, he credits his current wisdom and success to those that guided him along the way. In addition to guiding him through the license process,



Michael Babb has been an amazing friend and mentor throughout. Elliot also credits Aaron Robinson for “taking me from being a novice agent to showing me my potential in leadership,” and John Nix with “passing on amazing knowledge and wisdom which can only be found in those that live life with integrity.” Elliot is thankful for his current partnership with Greg Luczak, who has also been a mentor and friend, and is excited for what the future holds with this partnership.

Elliot loves all sports, but especially soccer, baseball, golf and fishing at his mountain cabin. In his personal time, you can find him playing soccer or fishing with his son, Ezekiel, who is now 5 years old. You may also find Elliot singing at local karaoke with friends – he'll be the one putting everyone else to shame since he was professionally trained and sang with an a capella group in high school.

•••



Elliot believes “success is found in the wisdom of people around us,” and says he is always willing to learn and grow. “The moment I think ‘I got this’ is the moment I realize how much more I have to learn.” Elliot believes the trick to being a REALTOR® is knowing that you never truly make it because there is always more to learn. His leap of faith paid off and he now shares the wisdom garnered during his season of need by mentoring new agents on his team and serving as a worship leader at his local church. Loving the sense of community and all the mountain beauty Colorado Springs has to offer, Elliot is firmly rooted in his hometown success.



Success is found in the wisdom of people around us.

Protect your investment and those who matter most.

**24/7**  
ONLINE BOOKING AT  
BandMHomeInspections.com  
Speak to our customer care team at  
**719-648-2835**

**Brick and Mortar**  
HOME INSPECTIONS, INC

**PACK & SHIP PLUS**

Trust Your Next Antique & Fragile Shipment To The Experts!

Framed Artwork • Antiques  
Jewelry • China Dishes  
Sentimental Pieces of Furniture, and More

Contact us today  
**719.434.8070**  
[packandshipplus.biz](http://packandshipplus.biz)

TEAM Slater  
Synergy One Lending

**DREAM BIG!**

Move into your dream home for the holidays!

**JUMBO**  
Loan Sizes Up to \$3 MILLION  
90% up to \$1,500,000

**CONVENTIONAL**  
**NEW** \$625,000 Loan Limit  
15, 20, 25, 30-Year Fixed Rate Loans

**VA**  
0% Down  
No Mortgage Insurance

**DAVE SLATER**  
AREA MANAGER | NMLS #257366

P (719) 332-7497  
E [DSLATER@S1L.COM](mailto:DSLATER@S1L.COM)  
W [DAVESLATER.S1L.COM](http://DAVESLATER.S1L.COM)

SCAN TO START!



# UP GROWTH TRANSACTIONS

TRANSACTION COORDINATOR • CONTRACT MANAGEMENT  
HELPING REALTORS GROW

ARE YOU OVERWHELMED  
WITH TRANSACTION  
PAPERWORK?  
WANT TO GROW YOUR  
BUSINESS?  
I AM HERE TO HELP!

ANDI STEMPLE | 719.244.5454  
Andi@Upgrowthtransactions.com  
UPGROWTHTRANSACTIONS.COM



# ARROW Moving & Storage Co., Inc.



Moving Colorado Springs



Residential Moving • Office Moving • Corporate Moving  
International Moving • Specialized Moving  
Warehousing Distribution and Storage

Call us or visit our website for a quote  
**719.573.3460**  
www.arrowmoving.net

# katie marie photography



719.963.9321

# BELIEVE YOU WILL.

# guaranteedRate



Do you have big dreams for your new home? At Guaranteed Rate, we're ready to help, with all the tools, technology, and dedicated support you need to make those big dreams a reality.

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. Restrictions may apply, contact Guaranteed Rate for current rates and for more information. (20210917-664104)

Contact me today to learn more!



**Chris Franquemont**  
SVP of Mortgage Lending

o: (719) 309-0406 | c: (719) 337-3021  
rate.com/chrisf | chrisf@rate.com

1125 Kelly Johnson Blvd., Suite 340, Colorado Springs, CO 80920





# MONTHLY MARKETING Miracle

This amazing monthly package takes the brain-damage out of connecting with your database! Oh, and you can access everything from your phone on our app too!

**POP BY's**  
Done-for-you personalized pop by tags you can print from home OR click the link we will provide to have it printed on photo paper through Amazon. Link also provided to purchase pop by products!

**12 SOCIAL MEDIA POSTS**  
Contains copy & paste images, text AND hashtags! We even tell you the best times to post for that particular month!

**EMAIL TO YOUR CLIENTS**  
Designed with your branding and sent by us (but looks like you!) on the 15th of each month. Includes a real estate related article, fun "give", local area events, county stats from previous month, and much more!

Only **\$300** PER MONTH

MARKETING FOR REAL ESTATE PROFESSIONALS

Hello@ConnectGrafiks.com | ConnectGrafiks.com

**CONNECT GRAFIKS & MARKETING**



# Warm wishes for a HEALTHY and HAPPY HOLIDAY SEASON



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

**HTC** Heritage Title Company  
Making Transactions Personal  
Commonwealth

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

heritagetco.com

# ALINK Insurance Services

**AUTO HOME LIFE BUSINESS**

**AN INSURANCE ADVISOR YOU AND YOUR CLIENTS CAN TRUST!**

*"Stephanie Stavri is AWESOME!! Joining ALINK has been 100% positive experience with Stephanie. She is so knowledgeable, professional, kind and most of all, patient. There was so much that I didn't understand about the insurance I had but when I switched to ALINK, Stephanie explained everything thoroughly. She communicated frequently and quickly. I appreciate her so much and have already put in a recommendation for my daughter and sister to work with her and will continue to spread the word!"* - Cari Carter

**Stephanie Stavri**  
Senior Insurance Advisor

Email: Stephanie@ALINK2ins.com | Direct: 719.219.8495 | Website: ALINK2insurance.com




# REALTOR Rewards

REALTOR BONUS PROGRAM

**EARN up to \$24,250 FOR 10 CLOSINGS**

**EARN MORE WITH VANTAGE HOMES**  
Now through December 31st, Realtors with qualifying new construction contracts that result in a closing are eligible for these bonuses in addition to sales commission.

1st Closing | \$250    2nd Closing | \$1,000  
3rd Closing | \$2,000    4th Closing and up | \$3,000 ea.

*See Sales Associate for Terms and Conditions. Conditions may apply.*

**VANTAGE HOMES**

**THE RETREAT AT TimberRidge**

**LIVE LARGE. LIVE CLOSE. EXPANSIVE LOTS AVAILABLE NOW**

**RETREAT AT TIMBER RIDGE FEATURES:**

- RV Garage Options
- Larger Lots from 80' Wide to 2.5 Acres
- Award-Winning D-20 & D49 Schools
- Access to Powers and Woodmen

Call 719.495.9825 or visit VHCO.com

**VANTAGE HOMES MODEL HOURS**  
Monday - Saturday • Sunday by Appointment  
Summer Hours | 10:00am - 5:30pm  
Winter Hours | 10:00am - 5:00pm  
VHCO.COM






AMY

Thompson



up-and-comer

Photography by Heidi Mossman of Capture Life Photography  
Written by Amy Thompson & Brian Gowdy

I worked for a credit union for 12 years before real estate. The job was steady and comfortable, but my life was dependent on my work schedule. I knew I was capable of more.

My duties there were operational; I worked directly with members for varying needs like loans, accounts, account maintenance, etc. Beyond my duties with members, I worked on compliance audits, vault operations, training and developing employees, hiring employees, and more. Growth was limited, and the corporation rewarded everyone the same, whether you were mediocre or exceptional. I knew I was worth more than I was being rewarded for; still, it took me some time to gain

the courage to make the change. My career at the credit union was all I knew. I was safe there...

I bought my first home when I was 23 years old. I was so proud of myself, but it was a more difficult endeavor than I expected. I was young and probably not as prepared to own a home as I thought, though I have learned much since. My personal homeownership experience changed the way I look at homeownership, and I use this to better guide people through buying a home.

When I made the decision to become a real estate agent, I gave myself no room for failure. I jumped all in. I was licensed a month into my real state

journey. My first year was filled with opportunities to learn and grow.

Early on, I questioned whether I had what it takes, but to be challenged was one of the reasons I entered the industry. I found my background in service and banking helped, plus I had so much support. People I knew would refer clients to me. The majority of my business in my first year was from friend and family referrals.

I have several people to thank for my journey so far, but most notably Greg Luczak, my principal broker, and Charadie Finkle, who I worked alongside at the credit union. Charadie is my preferred lender; her knowledge is so vast, and she has been immensely supportive of me and my career choice.





...

I'm so lucky to be on Greg's team. The systems and resources he has built make things so easy. They would have taken me years to establish on my own! Plus, working specifically with buyers on Greg's team allows me to sharpen my specialties and frees up everyone else on the team to do what they do best. Since starting, Greg has given me the freedom to create a training process for all new agents joining the team!

As a Colorado Springs native (Doherty High School grad), it's been so fun to show homes in my old neighborhoods; I'm always flooded with memories! Plus it's fun to share some inside info about each area to help connect them to their new city.

I love real estate. I love the people, the connections, and the infinite chances to help others. I always gain something when I feel I've brought a positive impact, big or small, on whomever I encounter. Helping people gives me purpose. What more could I ask?



“ I LOVE REAL ESTATE. ”

I love the people, the connections, and the infinite chances to help others.





Is your idea of tax planning your annual “planned” dash to a tax place? Do you cross your fingers as you hand over your information? Are you hoping you don’t owe a huge chunk of cash when April rolls around?

*Did you know realtors often miss out on 5 potential tax savings opportunities each year?*

Imagine feeling confident that your CPA had strategized to minimize your tax bill. Sleeping peacefully in the knowledge your tax strategy covers the best potential tax savings opportunities. And feeling the ease of spreading that annual tax surprise over boring planned, estimated payments.

This could be your reality. A year-end tax strategy session with Tax Time CPAs could help bring you peace of mind, save you thousands, and position you to build wealth.

**What would you produce with that? Let’s find out.**



Schedule a Call Today

**Colleen Kern, CPA**



720.828.6218

[www.taxtime.cpa](http://www.taxtime.cpa)

[Scheduling@TaxTimeCPAs.com](mailto:Scheduling@TaxTimeCPAs.com)

## YOUR REAL PRODUCERS PORTRAIT PHOTOGRAPHER



CALL TODAY!

719-789-5558

[WWW.CAPTURELIFE.PHOTO](http://WWW.CAPTURELIFE.PHOTO)

# NEW!

## \$625,000

# Conventional Loan Limit!



### Your clients can take advantage of this higher loan limit!

This new conforming loan limit of \$625,000 is available in all states (\$937,500 in Alaska and Hawaii), so your buyers don’t have to meet the higher requirements of a Jumbo Loan!

**CALL US** today about this great opportunity for buyers!

### Briargate Branch

**O: (719) 266-8183 | F: (719) 314-1799**

1880 Office Club Pointe, Colorado Springs, CO 80920  
[academymortgage.com/briargate](http://academymortgage.com/briargate)

Corp NMLS #3113  
Equal Housing Lender  
MAC1022-1477590







▶ partner spotlight

Photography by **Maria Bay**  
of Casa Bay Photography

# FIDELITY

## NATIONAL TITLE

Colorado Springs has a booming real estate market, and Fidelity National Title of Colorado has strengthened its longtime presence in Colorado by having a strong office division in the city. For over 150 years, Fidelity National Title has been serving the real estate community. Headquartered in Denver, Fidelity National Title Colorado has been serving the state for over 70 years.

At the Colorado Springs office, we strive to remain on top of the business by holding ourselves to a very high standard for conduct

and compliance, as well as maintaining a strict set of ethics internally. Fidelity National Title is a publicly traded company backed financially by Fidelity National Financial (NYSE:FNF).

Over the next three years, we would love to continue growing and expanding our presence in Colorado Springs. We want to share with local real estate agents that we are aware you need to be careful of who you are closing with, and we want to be the primary local source for closings.

We are incredibly thankful for our clients, as they have been the ones to help us grow and become local industry leaders. To give back to our community, Fidelity National Title Colorado donates to charities every year; including a twice-yearly donation drive, adopting a family at Head Start during the holiday season, donations to the Springs Rescue Mission, and partnering with HBA Cares.

### OUR TEAM:

**Leadership:**

TARA GRAHAM, VICE PRESIDENT  
(719) 268-0355

TGraham@fnf.com

Tara Graham, a Colorado Springs native, is passionate about her clients and getting to know new people in the industry. Tara is known for her exceptional work ethic and customer service. When she's not at work she can be found running, reading or spending time with her family, including her two grandchildren and four dogs.







Janie Byrnes, Tara Graham,  
Larissa Morris, Kelly LeCato,  
Laurie Thompson

LARISSA MORRIS, ESCROW OFFICER  
(719) 268-0374  
LMorris@fnf.com

JANIE BYRNES, BILINGUAL ESCROW OFFICER  
(719) 268-0352  
Janie.Byrnes@fnf.com

San Antonio, Texas native Janie Byrnes has worked in the title industry since 1985 in three different states. Janie loves getting to meet customers at closings. When not at work, Janie enjoys walking, crocheting, bowling, golfing and spending time with her husband and granddaughters.

CHRIS SABIN, ESCROW SUPPORT  
(719) 268-0350  
CSabin@fnf.com

TERESA GILBREATH, ESCROW ASSISTANT  
(719) 268-0343  
TGilbreath@fnf.com

Teresa Gilbreath is a Colorado Springs native who has worked for Fidelity for the last 21 years and enjoys helping people through their real estate transactions. When not at work, she enjoys spending time with her two granddaughters.

SYLVIA CARLISLE, ESCROW ASSISTANT  
(719) 268-0366  
SCarlisle@fnf.com

CELINE HENDRICKSON, ESCROW ASSISTANT  
(719) 268-0347  
CHendrickson@fnf.com

ALYSSA ROSSBACH, ESCROW ASSISTANT  
(719) 268-0343  
Alyssa.Rossbach@fnf.com  
Alyssa Rossbach is enjoying her time at Fidelity working with Escrow Agents and absorbing all possible information from them. Alyssa is passionate about photography and spent 15 months living in London to study the subject.

MADDIE DAVIS, ESCROW ASSISTANT  
(719) 590-1711  
Maddie.Davis@fnf.com

**Title:**  
DEBORAH MASIAS,  
UNDERWRITER / SR TITLE OFFICER  
(719) 268-0378  
DMasias@fnf.com  
Deborah Masias is an Iowa native who grew up on a farm before finding her way to the title industry. She's known for her integrity and enjoys providing solutions to issues at work. Outside of work, she loves hiking, crafts and spending time with her family.



LESLIE YEATON, RECEPTIONIST  
(719) 590-1711  
Leslie.Yeaton@fnf.com

Leslie Yeaton loves meeting new and interesting people at work, where she is known for creating a fun atmosphere, bringing in cookies and always helping clients. Outside of work, Leslie is a world traveler, having been to over 30 countries. When closer to home, she hikes, sews, writes and spends time with her grandkids.

We strive to remain on top of the business by holding ourselves to a **very high standard** for **conduct** and **compliance**, as well as maintaining a strict set of **ethics** internally.

**Sales:**

RICH FEASEL,  
SALES REPRESENTATIVE  
(719) 268-0381  
Rich.Feasel@fnf.com  
Rich Feasel is a Colorado Springs native. He loves title because it allows him to fulfill the dreams of his buyers and sellers. Outside work, he loves golfing, drumming, and bowling—in fact, he has bowled five Perfect 300 games!



**Escrow:**

KELLY LECATO, ESCROW OFFICER  
(719) 268-0383  
Kelly.LeCato@fnf.com

Kelly Lecato is a native of Colorado Springs who is known for her happy and bubbly personality. Her favorite thing about escrow is being at the table and talking to the people and seeing them excited. She also enjoys that the title industry is always changing, and that she learns new things all the time. Outside of work, she spends time with friends and family, painting, hiking and camping.

LAURIE THOMPSON, ESCROW OFFICER  
(719) 268-0345  
LThompson@fnf.com

Laurie Thompson is originally from Pennsylvania but has been residing in Colorado since 1989. Laurie is known for being experienced, organized and detail-oriented around the office. Outside the office, she is learning to play the piano, and her husband is working on learning the bagpipes.



Alyssa Rossbach, Maddie Davis,  
Leslie Yeaton, Theresa Gilbreath





**LIFETIME**  
ROOF & SOLAR

**FREE INSPECTIONS & FREE 5-YEAR CERTIFICATIONS**

**719.520.8080**

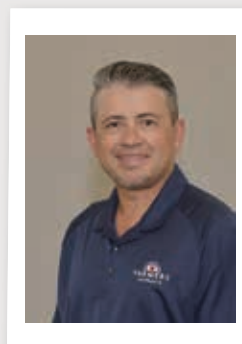
1767 S 8TH ST, SUITE 260  
COLORADO SPRINGS, CO 80905

www.LifetimeRoofandSolar.com  
ASK ABOUT OUR LIFETIME WARRANTY



## INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS

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



### Michael Hendrickson

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

**Call 719.572.5938 today!**  
Smart choices last a lifetime.



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



**YOU'VE FOUND THE TOP INSPECTORS!**

Mention this ad for **\$50 OFF** any Premium Home Inspection!  
*Expires: 12/31/21*

**WE'LL BUY YOUR HOME GUARANTEE**  
IF WE MISS SOMETHING - WE'LL BUY YOUR HOME BACK

Radon Testing · Mold Testing · Sewer Scope Inspection  
Thermal Imaging · Water Testing

**TOP CHOICE'S TOP TIP:**  
It is time to turn on your irrigation systems. Remember, Top Choice Inspectors will do a free irrigation inspection if you mention this ad.

**MARK JONES**  
**GARY KOOSTRA**  
**JARED WATKINS**

**719-581-7080 • topchoiceinspectors.com • fastreply@topchoiceinspector.com**



**WE ARE YOUR TRUSTED SOURCE FOR RADON MITIGATION AND TESTING.**

We also offer several Indoor Air Quality improvements from crawl space encapsulation to home air filtration.

**All Colorado Radon**

**Ben Ingalls**  
(NEHA/NRPP CMT# 105986)  
All Colorado Radon Mitigation, Inc.  
Denver: 720.726.4556  
Loveland: 970.966.7853  
Colorado Springs: 719.599.8908  
[www.AllColoradoRadon.com](http://www.AllColoradoRadon.com)





# WANT YOUR FACE IN ONE OF OUR ADS?

**Share a Testimonial for One of Our Preferred Vendors!**

►► in the know

**FUN FACT:** Every business I have signed on to advertise in *Real Producers* was referred to us by a top-producing agent in town! That's why, when you see Rampart Roofing's ad on our front inside cover and A Precise Home Inspection in our back inside cover, you have Greg Luczak and Cherise Selley share their experiences with them. In my opinion, this makes a highly effective ad and I want more of them!

I would love to have *you* share your positive feedback with one of our vendors to possibly use in an ad!

To make this happen, please shoot me a quick email with your headshot + your positive comments (the shorter the better) and I will approach the vendor to see if they would like to include it.

Thank you for your influence and readership!

Email your testimonial to [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com).



**MOLLY MAID**  
a neighborly company

**WHEN YOU NEED PICTURE PERFECT FAST!**

- Fully insured & Bonded
- Quick Turn Around
- Move-In/Move-Out Ready
- Fully sanitized
- Last-minute Appointments Accepted

(719) 323-6651 + MOLLYMAID.COM

## Christmas Checklist:

- Inspect Roof
- Inspect Chimney
- Inspect Fireplace
- Inspect Under Tree
- Inspect Stockings
- Call Ground Floor Home Inspection!

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

[www.GroundFloorHomeInspection.com](http://www.GroundFloorHomeInspection.com)



▶ nonprofit spotlight: pikes peak united way



Leverage Your Investment

# CHILDCARE CONTRIBUTION CREDIT

Pikes Peak United Way is changing the odds for young children, and investments in high-quality early education ensure a stronger, more vibrant economy - now and into the future. With your support through the Child Care Contribution Credit, we are partnering with over 20 organizations for the 2021/2022 fiscal year to ensure children receive a strong start in every community, and parents can provide for their families knowing their children are in good hands. Your investment extends beyond high-quality early care and also ensures that children have a safe place to go before and after school.

### YOUR GIFT MAKES A VITAL IMPACT

This past year, support for the Child Care Contribution Credit provided more than 5,000 children with access to quality care and out-of-school time enrichment program, as well as more than 4,000 parents and caregivers with resources and trainings to support children's development and education.

### TAX SAVING EXAMPLE FOR GIFT OF \$1,000

Illustration - 28% tax bracket and 4.63% state income tax. Situations vary by individual.

<b>\$1,000 Donation</b>	<b>\$1,000</b>
<b>Colorado Income Tax Credit</b>	<b>\$500</b>
<b>Federal &amp; State Tax Deduction*</b>	<b>\$163</b>
<b>Total Tax Savings</b>	<b>\$663</b>
<b>After tax cost of giving \$1,000</b>	<b>\$337</b>

Please consult your tax advisor. \*As part of the CARES Act taxpayers using Standard Deduction rather than Itemized Deductions will be allowed an above-the-line deduction for up to \$300 in charitable donations for single filers and \$600 for joint filers.

**Contact: David Amess**  
Senior Vice President Resource Development  
davidamess@ppunitedway.org  
719.210.8169

LEADERS IN GIVING



Leaders in Giving have a deep commitment of lifting up our community by supporting critical programs that focus on youth success and family stability. Hundreds of leaders donate \$1,000 or more annually to Pikes Peak United Way to help us build stronger, healthier communities.

The impact of your philanthropy could last a lifetime for many families and individuals in our area, as your gifts provide the power to generate change and transform the tomorrow of those in need.

### GET INVOLVED TODAY!

**Contact: David Amess**  
Senior Vice President Resource Development  
davidamess@ppunitedway.org  
719.210.8169





*The kitchen is a main focal point for buyers.*

*Upgrading appliances will greatly increase your kitchen's visual appeal while staying within your budget!*

**AO**  
**Appliance Outlet**  
*Your Favorite Appliances at Outlet Prices*

  Most appliances come with a 1 year warranty. Extended protection plans available up to 4 years.

[www.aocolorado.com](http://www.aocolorado.com) | 3325 N Academy Blvd | Colorado Springs, CO | 719.573.5802

**Happy Holidays from  
Fidelity National Title!**  
*Cheers to 2022!*

 **Fidelity National Title**

1277 Kelly Johnson Blvd | Suite 100 | Colorado Springs, CO 80920 | 719-590-1711 | [fntcolorado.com](http://fntcolorado.com)

**EXCELLENT SERVICE & COMMUNICATION | LICENSED IN 39 STATES  
DIRECT LENDER | AVAILABLE 7 DAYS A WEEK | HABLO ESPAÑOL**



***Our team is known for delivering an elevated experience for our real estate partners and their clients.***

**Mike Benton**  
DIVISION PRESIDENT  
NMLS# 1606849

Mike and the team at Benton Capital are consummate professionals! They are very competitive with fees and rates and give excellent customer service. They always do the right thing! We are proud to recommend them.

**John & Jean Wheaton | The Wheaton Team**

**719.331.5443 | [bentoncap.com](http://bentoncap.com)**

Equal Housing Lender. NMLS# 75597

**BC**  
**BentonCapital**  
Mortgage Lending

A DBA OF NP, INC. NMLS# 75597

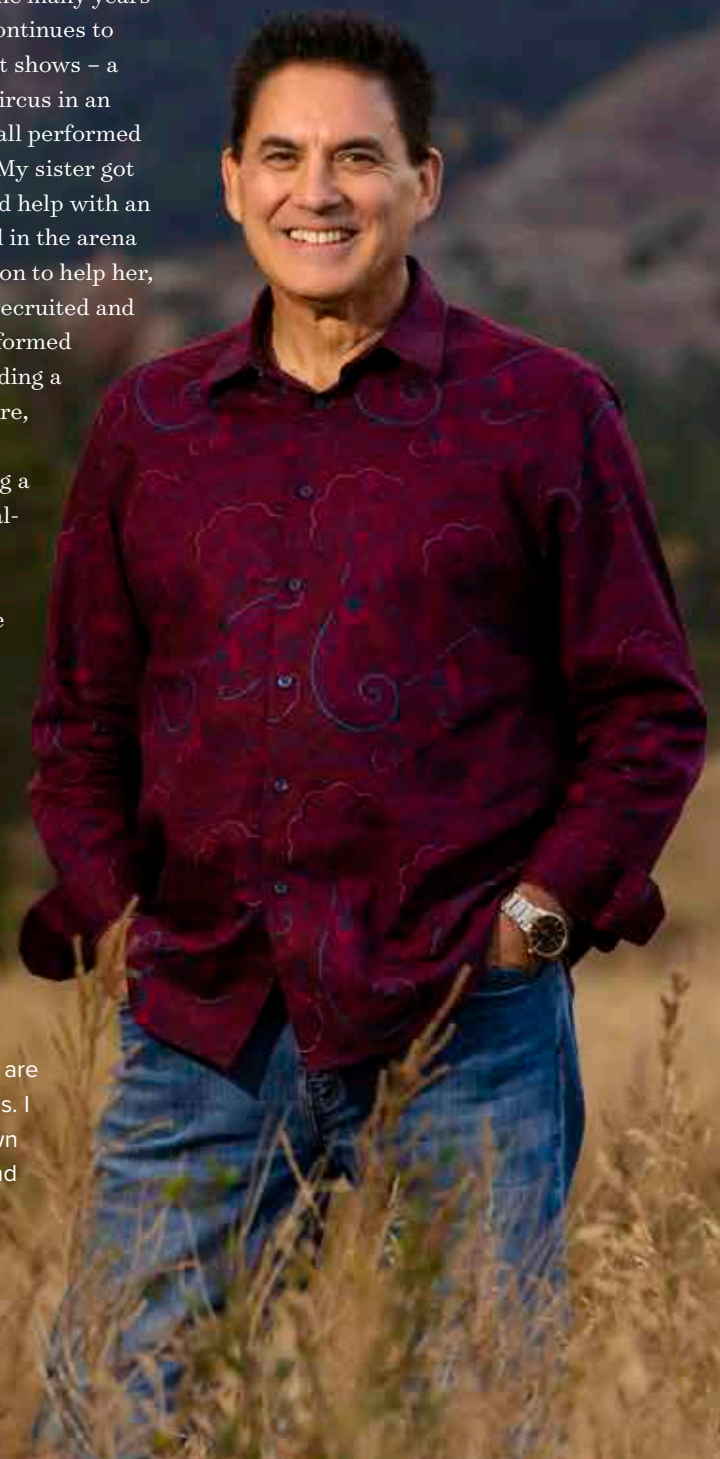


A family of five is posed in a field of tall, golden-brown grass. In the background, a large, reddish-brown rock formation rises against a clear sky. The family consists of a man in a black shirt and blue jeans, a woman in a maroon dress, a man in a maroon shirt and blue jeans, a woman in a maroon dress, and a woman in a maroon top and a plaid skirt. The text 'Jeff & Lane MORRELL' is overlaid on the left side of the image. 'Jeff & Lane' is in a dark red, cursive font, and 'MORRELL' is in a large, bold, gold-colored sans-serif font. A large, light blue 'M' is faintly visible in the background behind the text.

*Jeff & Lane*  
**MORRELL**



# Jeff MORRELL



Born and raised in a small town in Indiana (Peru – population 12,000), I’ve always been one to think outside the box. My hometown has a very rich history. Way back in the early 1900s, several big circuses (Ringling Bros, Clyde Beatty/Cole Bros, Hagenback Wallace Shows, and more) all made their winter home there. They traveled by train through most of the year, with large crews living in my hometown raising crops for all of the animals over the summer. During the winter months, these shows would all come to Peru to settle in. To this day there are several huge barns still standing which housed all the animals. As the Great Depression of the 1930s hit hard, some of the shows went out of business. Circuses continued to fold over the years. Many of the performers knew one place they could call home, the one place where they settled down for a few months of the year – Peru. They retired there.

In 1959, a group of those retired performers dusted off some of their equipment and decided to do a weekend of shows on the courthouse lawn in the center of town. It was so popular that the following year, they did it again. But this time they went to the local high school and recruited some of the star athletes, teaching them to perform the stunts

and acts they had all done many years before. That tradition continues to this day with 10 sold-out shows – a full-fledged three-ring circus in an arena in my hometown all performed by local kids ages 6-21. My sister got involved, and she needed help with an act. I reluctantly walked in the arena during the practice season to help her, and I was immediately recruited and fell in love with it. I performed there for nine years – riding a motorcycle on a high wire, teeterboard, balancing perch with girls climbing a 24-foot pole that was balanced on my shoulders or forehead, and much more. It taught me some VERY valuable lessons that have never left me:

- With focus and determination, anything is possible
- With hard consistent work, learning from every mistake and failure, I can do anything I set my mind to.
- Teamwork and trust are vital to great success. I can go far on my own – I can go further and faster with a great team around me.
- Fear is nothing more than a mindset that we can all break through.

I played football in junior high but tore my ACL in 8th grade. Surgery back then was WAY different than it is now. I was in the hospital for seven days walking out with a full leg cast for eight weeks. I had a similar injury my freshman year of high school with another eight-week cast. I decided my football days were over. Both times, with my leg muscles completely atrophied, shriveled to nothing, I had to work nonstop for months to rebuild those muscles. I seriously couldn’t lift 5 pounds. I had to start with a swim fin on my foot just moving my leg back and forth in the water – it was all I could do. My doctor wouldn’t release me for more sports until the muscles of my bad left leg were bigger and stronger than my good right leg.

I was always a fast runner, so I went out for track. I honestly think all the weight lifting with my legs made me faster, a blessing in disguise of those football injuries. To this day, I still hold the record at my high school for the 200-meter, 400-meter, and two relays. It earned me a full-ride scholarship to Butler University in Indianapolis where I began as a pre-med major. The middle of my junior year, it was time for some big decisions. I’m either going to apply for medical school or not. The grades were always good (I was valedictorian of my high school), but deep down my passion for being a doctor just wasn’t there. I made a very big switch of my major from chemistry to broadcasting, where I focused on TV news. That late switch meant I had to have an extra year of school. I graduated in 1986 working at the CBS affiliate station in Indianapolis.

That fifth year of school, a film crew came to town from Hollywood. They came to the Broadcasting Department at Butler to tell us they needed help, that they were going to be filming a big movie all

around central Indiana, a movie about Indiana high school basketball, based on a true story, starring Gene Hackman and Dennis Hopper – *Hoosiers*. They needed help – I jumped on it. I had always loved movies and had been amazed by movies since the first one I ever remember seeing, *Mary Poppins*, at the age of 4 with my aunt and my mom. It was a great experience working on *Hoosiers* – it was picked in a poll by espn.com as the number-one sports movie of all time! The First Assistant Director of the movie told me and a couple others who had worked on it that if we ever came to Los Angeles and wanted to work in the film business to give him a call, he would put us to work. It honestly went in one ear and out the other – in 1986, California might as well have been on another planet coming from small-town Indiana. However, a good friend of mine, Ira McAliley, had friends in LA who he went to visit over spring break. He came back from that trip and said, “We need to move to LA after we graduate!” I called Herb, the first AD from *Hoosiers*, and asked him if he was serious, could he really put us to work? He said yes, to graduate and get out there. Against the better judgment of my dad and several friends, I left for LA on June 12th, 1986. I knew that if I didn’t go then that I would never go. You never know if you never try. And I didn’t want to be kicking myself 10 years later wondering what would have happened if I had made that move. I knew I had my degree to fall back on. The negatives of my dad and those friends (“he’ll be back in a year, it will never work”) put a fire under me. I had to prove them all wrong. I got hired onto my first production shoot 10 days after I got there – commercials for King World, which at the time syndicated such shows as Wheel of Fortune, Jeopardy, The Oprah Winfrey Show, and more. Within six months I had worked my way up to First Assistant Director,

making an average of \$1,000 a day. I worked in the business for almost nine years – over 100 music videos (MTV was still all music back then, lol!) with so many of those ‘80s bands including Michael Jackson, Janet Jackson, Aerosmith, Tom Petty, Madonna, Van Halen, David Bowie, Billy Idol, etc., a few more movies, lots of commercials, and the one season of The Ben Stiller Show on Fox, right before anybody really knew who Ben Stiller even was.

In 1992, I started going to a non-denominational Christian church in LA – I was making lots of money and working with lots of big famous people, but I saw and felt how empty it all really was. I knew what the missing piece really was – God. I became a Christian in 1992. I met my wife there, as well. The church was growing, they needed help, and asked if Lane and I would like to join them on staff and work in full-time ministry. It was an immediate “yes” for us – we both LOVE working with people and helping people. I went from making \$1,000 a day to about \$2,000 a month, lol, but it wasn’t about the money at all at that point. We worked for seven years in full-time ministry, overseeing a group of between 300-400 people. I preached just about every Sunday and Wednesday – the biggest crowd was about 20,000 people in South Africa! In high school, I wouldn’t sleep for a week if I had a five-minute speech in speech class! “Do the thing you fear the most, and the death of fear is certain.” Pushing past fears has opened so many doors in my life – it all goes back to those days in the circus.

December of 1999, we decided it was time to pack our bags and leave Los Angeles. Our daughters were 4 and 1 – we had no family there and wanted to get our kids closer to grandparents, cousins, etc. There were also some







things going on with the church that we disagreed with. With no job at all lined up, we took a huge leap of faith, totally trusting God that He had our backs, and moved to Colorado Springs where Lane's dad lived. We had come to visit a few times and absolutely loved it here.

**REAL ESTATE:**

Her dad, Paul Thompson, was a real estate developer (since retired). One day, about a month after we had arrived, he and I were out walking one day. He was asking me what I had in mind for work. He was wanting to pull back a little bit in development to travel more for his amazing photography, so he offered me a job. After praying about it, I went to work with him. I worked on the Kings Deer development in Monument and Cathedral Pines in Black Forest. In September of 2001, when 9/11 hit, his projects came to a screeching halt. That's when I decided to get my residential real estate license. So in January 2002, I hung my license at A-1 Real Estate Professionals, a small independent brokerage. I remember reading that the average REALTOR® does six deals a year. "Six deals a year?!" I remember thinking to myself, "There's no way! I'm not getting into this business to do six deals a year! If I'm going to do this, then I'm going to do this big and do it right." So I got to work - I wanted Lane to be home with the kids, ages 6 and 3 at the time, so it was all up to me. There was going to be closings or no food on the table, one or the other. So I busted myself. The first few months were especially hard.

I remember my first week - my broker had me out door knocking. I realized very quickly I didn't want to do that. My very first listing - I put the sign in front of the wrong house! Lol! I remember having to buy a refrigerator for some clients because I hadn't read the contract thoroughly enough.

We've all made lots of mistakes, but it's how we grow. My broker had no websites - this was 2002, and the internet wasn't as big yet, although it was growing in big ways. I knew I needed to get a good website, so I bought a website system that was part of Craig Proctor's program (Craig was the number-one RE/MAX agent in the world at the time). Craig was having a conference in June, six months after I got my license, so I went to his conference. I met some of the TOP agents in the entire country at that conference - agents making \$1 million and \$2 million in commissions, mega agents with mega teams. I learned a long time ago that you become who you hang around. I wanted to be around these agents as much as possible. They were all part of Craig's coaching program - I knew I had to join. So I put \$14,000 on a credit card (we were month-to-month, check-to-check in those days), and I joined that coaching program. I had done six transactions my first six months, and I did 26 my second six months, thanks to that program. I had a personal coach that I spoke with every other Friday. I was able to send in all the different ads we were running to get them looked at and tweaked if necessary - sometimes one little word change can be the difference between three leads and 30 leads. We had a weekly coaching call with Craig every Wednesday morning. The accountability worked well for me. Within two and a half years in the business, I cracked into the top 20 REALTORS® in town.

Closing over 70 deals in my third year, by myself with no assistant, my wife got her license. She was helping me a lot already, loading the kids in the car to unlock a home for an inspector because I was running late from another appointment, looking up homes online, helping me set home searches for buyers, etc. I was at a point of working seven days a week, 90 hours a week. Not good. It was a HUGE turning point in our business when Lane got licensed. She's

EXCELLENT with buyers, and everybody loves her! We made the move to Keller Williams, and it was a great move. Lane ran an ad for an assistant without me knowing - probably payback for me joining the coaching program without asking her, lol - and it was one of the best things we've ever done. My assistant was able to do all our mailings for us, sort through all our emails only sending me the ones I absolutely needed to see, fielding the phone calls that came into our business, and so much more. We started building a team as I was learning how to leverage. In just a short time we built what became the number-one Keller Williams team in town for several years.

We left there after five years - nothing wrong with KW, I just wasn't using anything that they offered. I had all my own websites, CRMs, etc. through Craig Proctor's program. I figured there had to be a better way financially to run my business. I moved to an independent company here in town, which eventually became Homesmart. In January 2018, a friend of mine from Dallas who I've known for nine years asked if I would take a look at eXp Realty. I've always been open to looking at things - you don't know what you don't know. An open mind has led me to SO many opportunities over the years; it's led to everything I've ever been able to accomplish. I told him there was no way I was going back to a big company - been there, done that, and I didn't want to go back to paying high fees when my team just didn't need that the way we were set up. I looked at eXp, and I was immediately blown away. I realized I could make a LOT more money by doing exactly what I had been doing for years - running my real estate business, helping buyers and sellers buy and sell houses. For the first time ever, I could actually get OVER 100%, something I had never seen before. Like SO many agents at eXp, I've been over 100% since shortly after hanging my license here - yes, they're paying me to buy here. And, no, I'm not on staff, I'm not a broker-owner - but I get all the benefits of being a broker-owner without the liability, without the overhead, and without the headaches. I've been able to build a "brokerage" within the brokerage of eXp, and every agent here has that exact same opportunity.



*“I'm SO grateful I finally figured out that my real estate business should serve me instead of me just serving it.”*

I LOVE real estate agents - I love their entrepreneurial spirit; I love the way they think outside the box; I love that they're risk-takers living on commission; I love that so many are hard workers and care so much about helping people. I'm PASSIONATE about helping agents build multiple streams of income for several reasons that I'll explain shortly. Most agents get paid one way - at closing. For years, I got paid on my closings and my team's closing here in one market - Colorado Springs. If this market is moving, my team is moving. If this market slows down, my team slows down. Now, thanks to eXp I'm getting paid on a "team" of almost 200 agents in 10 states and five countries, and that team is growing by 10 to 20 a month, and that number is going up exponentially every month. For the first time ever, I'm building a business that is market-proof and recession-proof. That's SO important. I remember 2008 - it was BRUTAL. Our team went from having 15 to 18 closings a month down to one or two, and it happened overnight. My expenses didn't go away - three people on payroll every two weeks, website costs, marketing costs, phone costs, etc. One at a time, I had to let my assistants go, and I hated that. We were family. I was raiding my savings of everything I had to keep it going. We got through it - the good agents always do, we learn how to adjust. Short sales and foreclosures - those became 90% of our business.

This economy and market right now - out of our control. I learned through 2008 that I'd rather have a backup plan and not need it than need it and not have it. Multiple streams of income - SO key. And now, able to build a business with no borders like what I'm able to do at eXp - all of our markets and economies are different. I've now got agents I'm working with in India,







Mexico, Canada, and Brazil, and we're expanding into multiple other countries – we get paid on every closing those agents have!

LIFE HAPPENS. Six years ago, I was diagnosed with prostate cancer. Thank God, we caught it early. We had been watching it for several years – my grandpa had prostate cancer, my dad died of prostate cancer, and it can be hereditary. I'm so grateful that even back then, before eXp, we had multiple streams of income. We weren't in panic mode because I had to pull back from real estate for about six months. There are so many agents I know who are one or two months away from being out of business. If that one closing doesn't happen, they're in trouble. I've been there, and it can be so stressful. We just never know when that diagnosis could come that hits hard. We just never know when we could get that call from a family member that hits hard. So much of life is out of our control. Life happens, to all of us, at one time or another. So I'm passionate about helping agents to be prepared where those possible moments don't put them out of business.

There's WAY more important things in life than the next deal, or being the number-one agent in your office, or having the number-one team in town, or being known citywide or even nationwide because you're a great REALTOR®. Nothing wrong with any of that – I'm all about setting goals and hitting them, about striving to be the absolute BEST you can possibly be. But back in the day, I made many mistakes getting there – putting those goals and desires above everybody and everything else. I remember those days being home at night but not really home – sitting in my office on the computer returning emails or working on the next ad or building another website until 2:00 in the morning. My wife suffered, my kids suffered, my health suffered. I know at the end of it all, nobody

“ I'm **PASSIONATE** about helping agents build multiple streams of income.

is going to go to their grave wishing they had done another deal. “My life would have been complete if only that one deal had closed...” NO! It's going to be about the memories, it's going to be about our families, our friends, about the legacy we leave, the impacts we had, the people we helped in so many ways outside of our real estate. I remember being on vacation – Disney World when our kids were 10 and 8. They had the times of their lives! I had four days out of our 10 days there – sending my wife to the park with the kids, “I'll call you when I get there,” showing up at 4:00. Where was I? In the hotel room, on my laptop, putting out fires back home, returning emails, calling agents about inspections, etc. I'm NOT on vacation! I just moved my office to Orlando! That's NOT the way to run a real estate business! I see this all the time. I saw a Facebook post recently from a good agent here in town; she's a mom of several young kids. It's 10:00 pm – “I just finished up a great day! Had a closing this morning, showed 10 homes to two buyers, wrote an offer, put two new listings on the market – what a great day!” Sounds good, but her kids need her! I'm definitely not down on her or critical of that – that was me! I get it! I saw another post, another good agent – a picture of him and his young family at the Denver Airport – “Heading to Cancun! The kids are so excited! Just remember, I have my laptop with me, I'm always here to meet all your real estate needs!” NO! I love that we can be mobile, and again, I get it! That was me! But NO! You need a break! Your kids need you to BE PRESENT! I had to learn that when I answer my phone during family time, at the risk of possibly losing that lead, my actions are saying to my kids that that lead is more important than they are. It's a hard place to be, and one of

the big challenges of this business. I'm PASSIONATE about helping more and more REALTORS® find that work/life balance by making more money, and passive income streams, by doing what they're already doing anyway.

A life-changing book for me was Robert Kiyosaki's “The Cash Flow Quadrant.” In one chapter, he asks the question, “Are you a business owner?” I read that over 10 years ago while I was at Keller Williams. I'm thinking YES, I've got my real estate business. He says, “Here's the test – can you walk away for one year with no contact whatsoever, come back a year from now and your business is still there, and maybe it even grew without you being there? If you can answer ‘yes’ to that question, congratulations, you're a true business owner. If not, you own a glorified job.” And I was depressed for month. I know there was no way it could run without me. I could leave for a little bit, but I'm going to be on the phone multiple times while I'm gone. I'm passionate about helping agents set up businesses where they can eventually have options. They can choose to do 30, 40, 50 deals a year or more – if they want – or they could start pulling back because they're learning how to get more set up for retirement. They can build a traditional team for leverage like we all know, or they can build what I like to call a “modern team” that will truly run without them – TRUE leverage. I've just never been to a REALTOR® retirement party – I've been to REALTOR® funerals, lol! So I'm passionate about helping REALTORS® figure out smarter and better ways to really run a TRUE real estate BUSINESS. I've definitely been on both sides of that story.

There are a few years where I did it COMPLETELY wrong, and my wife and kids paid that price. Those years I'll never get back. Thank God I figured that out, and the last 12 years have truly been magic in so many ways. We've been able to build memories that will last a lifetime, traveling as a family around the world – England, Ireland, France, Mexico and the Caribbean over a dozen times, and all across the U.S. I know my kids will have those memories long after I'm gone. I'm SO grateful I finally figured out that my real estate business should serve me instead of me just serving it. It's so easy in this business, when it's all commission-based, to get that turned around.

**GIVING BACK:**

Lane and I love supporting Vision Trust International (we have kids we support monthly), Care and Share food bank, and Springs Rescue Mission. We also lead a community group of almost 40 people with our church, The Road at Chapel Hills. I lead a small group of men every Tuesday morning at our 6:00am Wholehearted Men's Breakfast. We're teaching classes on Discipleship at the church as well. My number-one passion, by far, is helping people find and figure out their relationship with God, and helping them grow stronger in that – NOTHING more important than that. Twenty-seven years of being married and learning through a lot of mistakes along the way, we're passionate about helping other married couples navigate their way through their own challenges through couples we've counseled and through marriage classes we've taught, as well.

**HOBBIES:**

I love to hike, travel, see new things and experience more of this beautiful blessing of a planet God created for us to enjoy. I love to mentor younger guys, especially in growing their relationship with God and in building their own business, whatever it may be. I want to get certified in scuba to be able to experience that whole other world. I'm just starting to golf, lol – what



REALTOR® doesn't golf? I'm looking forward to more of that next summer. I love to read – fiction to shut it all off for a while, but especially strong Christian books to help navigate through this life along with biographies and true stories, so much we can learn from others' experiences. And, of course, I still love the movies. I enjoy just about any kind of movie, but I especially love true stories, inspirational stories, the underdog stories of people busting through huge obstacles to achieve greatness. Some good inspired tears of joy can be cleansing to the souls of all of us!

**FAVORITE QUOTES:**

“Quit living as if the purpose of life is to arrive safely at death. Set God-sized goals. Pursue God-ordained passions. Go after a dream that is destined to fail without divine intervention.” – Mark Batterson

“The master in the art of living makes little distinction between his work and his play, his labor and his leisure, his mind and his body, his information and his recreation, his love and his religion. He hardly knows which is which. He simply pursues his vision of excellence at whatever he does, leaving others to decide whether he is working or playing. To him, he's always doing both.” – James Michener

“Life should not be a journey to the grave with the intention of arriving safely in a pretty well-preserved body, but rather to skid in broadside in a cloud of smoke, thoroughly used up, totally worn out, and loudly proclaiming, Wow! What a ride!” – Hunter S. Thompson



**THE DREAM IS FREE.**  
THE HUSTLE IS SOLD SEPERATELY.



  
**FIDELITY MORTGAGE**  
SOLUTIONS

**Vaughn Littrell**  
Vlittrell@fidelityms.com  
(719) 290-0415  
NMLS # 1092985

15455 Gleneagle Drive, Suite 230 | Colorado Springs CO 80921 | FidelityMortgageSolutions.com | NMLS #476792

*Regulated by the division of Real Estate*



House Not Selling In  
**THIS MARKET?**

**We Will Buy It For Cash Today—  
NO INSPECTIONS. NO OBJECTIONS!**

**Keep Your Commission!**



**BENJAMIN KENNEDY**

INVESTMENT GROUP

**Your Trusted, Local Resource  
to Get Your Sellers Out of  
Difficult-to-Sell Properties!**

### **Why Sell To BK?**

Benjamin Kennedy, your friend, colleague, and 30-year Springs resident makes selling your home fast and easy with no inspections, no appraisals, no commissions, and no repairs needed. Our group uses in-house resources to purchase homes cash with no need to wait for additional funding. We will purchase any home or property, no matter the condition of the home.

### **Not Ready To Sell?**

BK also offers a variety of programs that allow homeowners to stay in their homes if they're not ready to sell just yet.

### **BK Investment Highlights**

Over 300 homes bought and sold since 2010 • Access to pre-listed and off-market properties • In-house cash resources • Knowledgeable project management team with excellent risk analysis • We buy in any condition, no matter what • Close on the same day!

**BKbuyshomes.com • 719.310.1914 • kennedy\_investments@yahoo.com**



# Lane MORRELL

►► real producer

Written by Lane Morrell  
Photography by Maria Bay  
of Casa Bay Photography



I grew up in Washington state with my mom Carol and brother Ryan. My parents divorced when I was very young and my mom describes herself as a bit of a gypsy, which might explain why we moved a LOT. We moved at least once a year, if not more. I learned to adapt to new situations quickly because of it, but which I think is a trait that followed me into adulthood.

At 16 years old my mom and her friend insisted on taking me to a modeling agency that was scouting for new talent. I didn't want to go because I thought it was a ruse to get people to sign up and pay for modeling classes, which I had no intention of doing. We had to leave the meeting early because of a family emergency. Much to my surprise the agency called me the next day saying they liked my look and wanted to put me on their books. I was hesitant until I found out how much they would pay me when I got booked for jobs. Money was always very tight for our family. So, when I heard I would make a minimum of \$200 an hour I decided to give it a try. They set me up with a photographer for headshots and the next thing I knew they were booking me as a runway model for fashion shows and catalog work for Nordstrom's, Macys, Sears, J.C. Penny's, etc. That summer a modeling agency in Japan wanted me to come to Tokyo for the summer to work with

them. I was 16 and it was my first time traveling out of the country by myself. I worked a lot while I was in Japan. My interpreter would meet me at the tiny apartment I shared with a couple of other models, and they would accompany us to 'go-sees' which is where we would go see the clients in person and show them our modeling books and tear sheets from previous work we had done. Everything in Japan was so expensive! Most of the models would go to the night clubs in the evenings because we could get in by showing our modeling cards and eat for free.

Modeling gave me the opportunity to work and live in some incredible other places as well, like France, Switzerland, and England.

When I was in Tokyo in 1985 I ended up meeting and dating the drummer for an 80's band called 'Ah-ha'. They were there on a world tour, so that was my "almost famous" moment! We dated for a year and a half, connecting in various cities and countries as our schedules allowed. It wasn't the crazy party scene it sounds like. The band members were all Christians, and really tried to live out their faith, even if imperfectly. I had wrestled with believing in God since I didn't grow up going to church, reading the Bible, or praying (except with my grandma), so I was very impacted by Mike's passion for God,

his desire attend church, read the bible, tithe, etc. When he broke up with me, I was devastated. I moved back to the US and ended up in Boston with two friends for the summer. That is where I met Sue, who became a dear friend. Sue invited me to church and studied the Bible with me. For the first time I could see how the scriptures could be applied to my life. I always had what felt like an endless hole in my heart, and I tried hard to fill it with so many things- the next modeling job, the next boyfriend, the next new outfit, etc. – but nothing worked. I remember when she read me Ecclesiastes 3:11: "God has set eternity in the heart of man, yet man cannot fathom what God has done from beginning to end." I realized I had a God-shaped hole in my heart, and He was the only one who could fill it up. I became a Christian and later moved to Los Angeles to help plant a church.

A few years after moving to California, Jeff and I met at church. We ended up dating and getting married and we went into the full-time ministry for 8 years. Our two daughters, Jasmine & Brittin were born there. We loved our group which was like a family of friends. It was so special to help people and see so many lives transformed by the grace of God.

At the end of 1999 we felt like we were being called to move to Colorado. Our girls were 4 and 1 at the time. We moved here in December, to where my dad, brother, and their families were living at the time. My dad, Paul Thompson, is a successful real estate developer with a strong real estate







*One thing I can say is that I pray – a lot(!) over all my clients, all the deals, the inspections, appraisals, etc., and I think it makes a huge difference.*



background. He offered Jeff a position to work with him and learn the business. He had several successful developments in progress including Kings Deer, a golf course community in Monument and Cathedral Pines in Black Forest. After 9/11 the upper end market came to a standstill, and Jeff felt like he was being kept on payroll just because he was family. It didn't sit well with him so he got his real estate license at the end of 2001. Shortly after he signed up with Craig Proctor, the #1 Remax agent in the world at the time, and got some incredible real estate training. Jeff was coachable and teachable and soon had more business than he could keep up with.

In 2002 I had started my own medical supply company selling dental supplies to several clinics at Ft. Carson. It was a great gig because I worked very part time and still made a nice income. The hours were flexible which was ideal since our girls were still so little. But in 2004 Fort Carson got a new commander who insisted all my clients order through their primary vendor that had the government contract, so it put me out of business overnight.

Jeff was so overwhelmed with his real estate business that I had been helping him around my medical supply business. I would pack up the girls after school or on the weekends with DVD's, toys and snacks and go show homes, sometimes for hours at a time. In 2005 I got my real estate license and became a full-time agent.

**REAL ESTATE CHALLENGES, STRENGTHS AND WEAKNESSES**

Real estate has had some challenges for us! Jeff had a lot of marketing material he would mail to prospective clients as part of the coaching program he was in, so there was always a lot of boring tasks like folding fliers and hand addressing envelopes and other jobs that to me were no fun. We had our share of fights along the way trying to juggle everything and figure out who would do what. I was not cut out to be his office

assistant, and finally I went behind his back and interviewed and hired him a full time assistant, and as our team of agents grew, we realized we needed another full time assistant, which was a God send! Initially he wasn't too excited about it but then he realized it was awesome having someone that enjoyed doing those tasks and it freed me up to go work with more buyers & sellers. It more than paid for itself, and was the start of us learning how to LEVERAGE. Theresa and Billie were both amazing at their jobs and we are so grateful for their dedication and hard work. Unlike Jeff, I am not the type of person who follows directions. I like to figure out different ways to do things and I suppose that is my creative side coming out. So that is another area we are very different but complement each other. He is the BOSS at following step by step instructions. I am not that person but I get things done in my own way. One thing I can say is that I pray – a lot (!) - over all my clients, all the deals, the inspections, appraisals, etc. and I think it makes a huge difference. I genuinely care about the people I work with, and I respect them and try to really understand what things are the most important to them. I have worked a lot with first time home buyers and clients needing to sell and buy, as well as working with some amazing investor clients. God has opened the doors for some fun opportunities like helping one investor with a very complicated 1031 exchange involving multiple properties which saved him tens of thousands of dollars in taxes and helped him grow his portfolio from 3 doors to 10 doors. I've been honored to work with a corporate investor that does a large volume of fix and flips which has been a true blessing. One of the most special deals I got to do was to help my friends who are pastors with a young congregation be able to find and

purchase a building so they could have a permanent church home and provide a valuable service to the community by opening a day care as well.

Almost 4 years ago, we made the move to eXp Realty, and that has truly been a life-changing experience. Most people think it's just another real estate company, but it's not. It's absolutely the most unique and rewarding real estate business model we've ever experienced. We couldn't be more grateful for the multiple streams of income it's providing by doing what we've already been doing for years as realtors running our business. To say it's giving us options of getting us off the real estate "hamster wheel" as we move forward is an understatement.

**HOBBIES**

I love to oil paint. I owned and operated Kids Art Colorado from 2009- 2020. The studio won some awards which was a big honor. It was a blast teaching kids and even some adults how to paint. The kids kept me laughing and it helped me to schedule a few hours each week to do something creative and fun like that. My daughter Jasmine took over running the studio in 2019-2020 for me because real estate was extremely busy and I couldn't juggle both. I have closed the studio for now but still enjoy painting and hope to get back to it one of these days.

Jeff and I love to travel and our guilty pleasure is watching BBC mysteries and historical dramas.

**GIVING BACK**

There are so many ways to give back. To me the more meaningful ways to give back aren't just with money but also with random acts of kindness to help people. My mom demonstrated







“I think the most meaningful ways I have been able to give back aren't necessarily just with money but also doing random acts of kindness to help people.”



this growing up. She always found ways to help people if she could, despite barely getting by. My dad has always been very generous and helped a lot of people in many ways. I am incredibly grateful for their example. If someone is sick, I love to take over a meal. I became friends with a woman and later realized she was in a very dangerous, abusive marriage. It was really rewarding to help her find the strength in God to be able to finally get out of that bad situation and start a new chapter in her life. That was the best gift from God to know she was finally safe and doing well. When I turned 50 I decided to do 50 random acts of kindness as a way to celebrate. Our family helped

build a school in Guatemala out of trash and it was a fantastic experience to have with our kids! We've been able to do missions in South Africa and the Philippines which were so eye opening. To see people who have so very little be so joyful and full of gratitude for the smallest things really convicts my heart. The kindness, love, and smiles we received were by far the greatest gifts of all.

**FAMILY**

We are so blessed to have two incredible, beautiful, talented daughters who love God. Jasmine is our oldest daughter who got married last summer to Isaac Morse. Isaac works with Summit Ministries as a videographer and Jasmine is a Graphic Designer that works with The Navigators Ministry. They just bought a home

this summer and are enjoying earning some sweat equity, making it Pinterest worthy! Brittin Lane is our youngest and is an amazing musician who has had over 18 million Spotify streams. She recently released an album and an EP. She's now turned her energy into steaming gaming videos and is in the top 1% of all streamers on Twitch, which is quite a feat!

Our family is blessed in so many ways, and we thank God that he is the center of our lives individually and as a family. Jeff and I have been married for 27 years, and I can't imagine anyone else I would rather do life with! He's my best friend, soul mate, an incredible dad, and the love of my life!

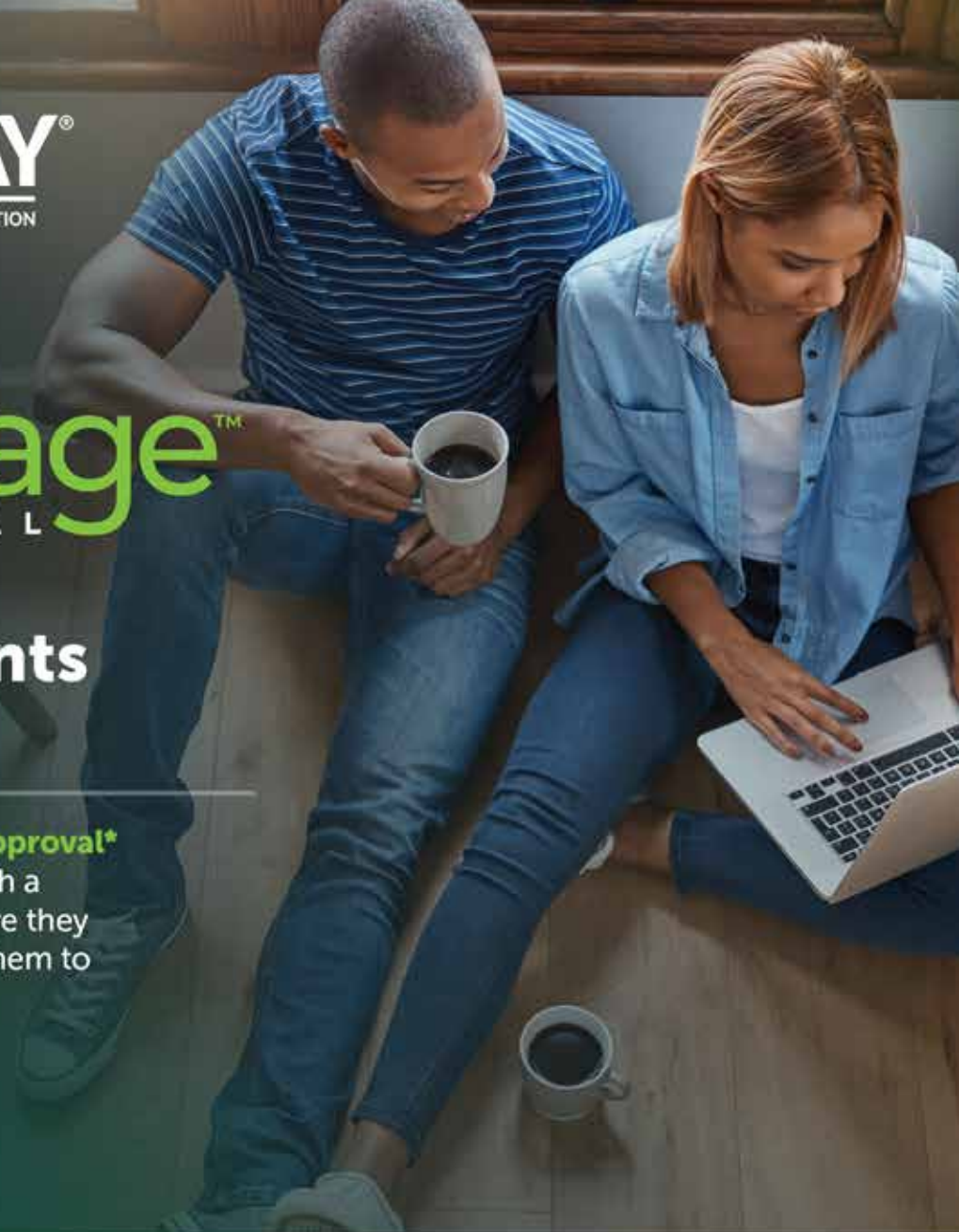


**FAIRWAY**  
**advantage**<sup>TM</sup>  
PRE-APPROVAL

**Give Your Clients an Advantage**

The **Fairway Advantage**<sup>TM</sup> Pre-Approval\* program provides your clients with a conditionally approved loan before they make an offer, which may allow them to compete with cash!

**Contact us to learn more!**



**BRITTNEY HANSEN & KAREN WELLER**



ALPINE GROUP | 1880 OFFICE CLUB POINTE, STE. 245 | COLORADO SPRINGS, CO 80920  
BRITTNEY HANSEN | NMLS 1474567 | BRITTNEY.HANSEN@FAIRWAYMC.COM  
KAREN WELLER | NMLS 1372605 | KAREN.WELLER@FAIRWAYMC.COM

\*Fairway Advantage pre-approval is based on a full review of the borrower's creditworthiness and is contingent upon there being no material changes in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan amount; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the pre-approved monthly payment amount. Loan must close before the expiration date provided in the pre-approval. Please note that submitting verifying documentation is not a requirement to receive an estimate of closing costs associated with a mortgage loan. Copyright©2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. FW1070693





# Fodor Billiards

## GAMEROOM DESIGN CENTER

Established 1975

YOUR "Big Kids Toy Store"



*The Best Selection  
of Bar Stools in Town!*

**FodorBilliards.com**

## Quality THAT LASTS

- POOL TABLES
- SHUFFLEBOARDS
- COUNTER AND BAR STOOLS
- DARTS & SUPPLIES
- THEATER SEATING
- POKER TABLES
- ART WORK
- CUSTOM CUES

COLORADO SPRINGS  
5959 N. ACADEMY BLVD., 80918  
719-598-4611

PARK MEADOWS  
5740 E. COUNTY LINE PL., UNIT 1, 80126  
303-770-7771

LARKRIDGE CENTER - THORNTON  
16565 N. WASHINGTON ST., 80023  
303-920-0800

Keep the Referrals Coming!



24" x 11" Shiplap Sign with 3D Laser-cut Lettering  
Other sizes available. Customize your saying.

Gifts from Cutting Boards, Game Sets, Latte Cups,  
Photo Engraving, Leather Items and More

Personalized Laser Engraved Gifts  
Referrals for Years to Come.



www.larkspurlaserart.com

lisa@larkspurlaserart.com



ORIGINAL ART & FRAMING  
HANGING & DELIVERY AVAILABLE

Visit us online for up-to-date information  
[orlyartgallery.com](http://orlyartgallery.com)

719.630.3371

730 South Tejon, Colorado Springs

Open Monday-Friday 10am-5pm  
Saturday: 10:30am to 2Pm  
Closed Sunday & Monday: Appointments Available!



## SEASON'S GREETINGS FROM OUR TEAM TO YOU!

**First American Title is Growing!**  
More locations and team members to serve you.

### SOUTHERN COLORADO

1975 Research Pkwy, Ste 150  
Colorado Springs, CO 80920  
PHONE 719.208.8330

4783 Farmingdale Dr, Ste 215  
Colorado Springs, CO 80918

102 S Tejon St, Ste 100  
Colorado Springs, CO 80903

220 W. Midland Ave  
Woodland Park, CO 80863



First American Title™

First American Title Insurance Company and the operating divisions thereof, make no express or implied warranty regarding the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates. ©2021 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAT | 00306411021

### TEAM MEMBER SPOTLIGHT DAWN REAGAN



NAME  
Dawn Reagan  
JOB TITLE  
Escrow Officer

We are proud to welcome Dawn Reagan to our Research Parkway office in Colorado Springs as an escrow officer. With over 30 years in the business, Dawn specializes in a variety of the transactions, including residential, commercial, refinance, FSBO, and more. Her customer service is unmatched, and she is known for her professionalism and extensive industry knowledge. We are so glad to have her as a member of our team.

1975 Research Pkwy, Ste 150  
Colorado Springs, CO 80920



▶ market stats

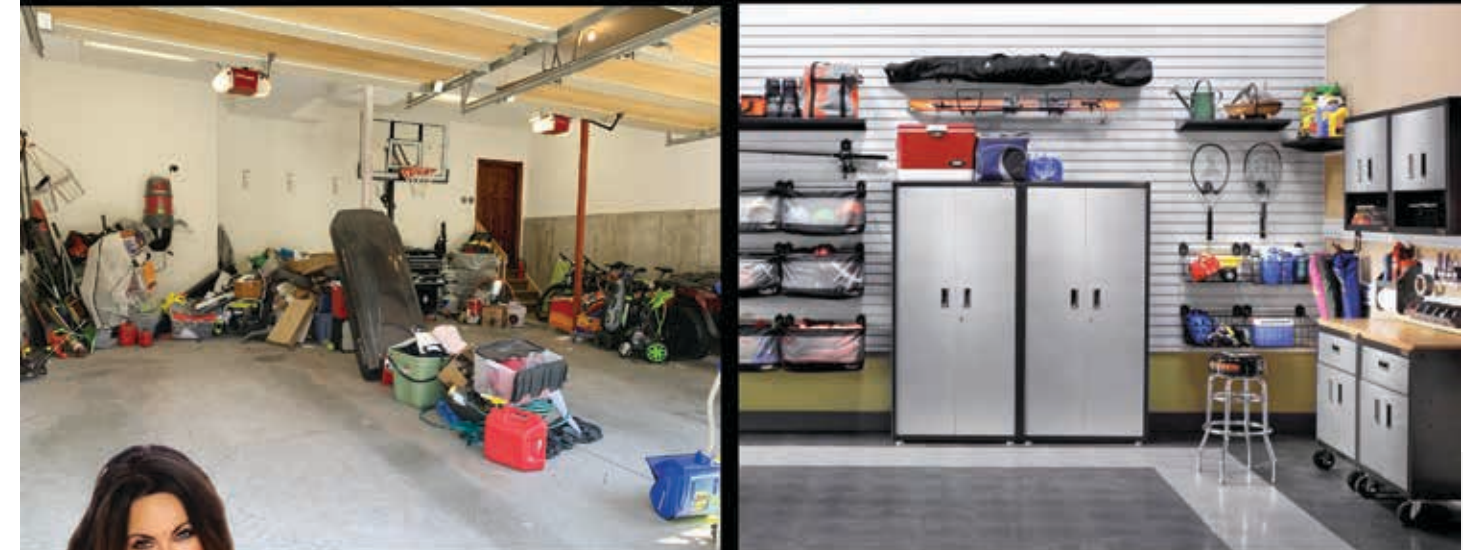
# OCTOBER 2021

## Supply & Demand

Contributed by Darrell Wass, owner of RE/MAX Integrity

Single Family / Patio Home El Paso County Price Ranges	All Listings as of Oct 20 2021	Total Listings Sold Last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	2	10	1.67	1.20
\$150,000 to \$199,999	4	28	4.67	0.86
\$200,000 to \$249,999	8	78	13.00	0.62
\$250,000 to \$299,999	10	418	69.67	0.14
\$300,000 to \$349,999	31	1114	185.67	0.17
\$350,000 to \$399,999	66	1841	306.83	0.22
\$400,000 to \$449,999	81	1557	259.50	0.31
\$450,000 to \$499,999	107	1102	183.67	0.58
\$500,000 to \$599,999	103	1262	210.33	0.49
\$600,000 to \$699,999	90	653	108.83	0.83
\$700,000 to \$799,999	53	312	52.00	1.02
\$800,000 to \$899,999	36	194	32.33	1.11
\$900,000 to \$999,999	34	104	17.33	1.96
\$1MM to \$1,499,999	58	160	26.67	2.18
\$1.5MM to \$1,999,999	20	30	5.00	4.00
\$2MM to \$2,499,999	16	12	2.00	8.00
\$2.5MM to \$2,999,999	11	9	1.50	7.33
\$3,000,000 Plus	12	6	1.00	12.00
<b>Total</b>	<b>742</b>	<b>8890</b>		

Shock your neighbors. Ease your stress.  
It's that simple.



As seen on  
**HGTV**

Full Service Interior Design  
Residential & Commercial  
Home Renovation . **Organization**  
New Home Construction . Fix & Flips

concepts by **Carriann**  
www.CarriannJohnson.com  
719.338.2803

*Springs*  
Transactions 

YOU'RE TOO BUSY FOR THIS  
Simplify with **SPRINGS TRANSACTIONS**



*Meet Karen Harvey*

Licensed REALTOR for 22 years  
Manager of Springs Transactions LLC

Years of experience working with highly successful agents

Listings, Contract to Close, Re-sale, New Construction, and more....

*We do it all, and with a team of 7 TC's we will never  
be too busy for YOU!*

**719-238-5707 • SpringsTransactionsLLC@gmail.com**



No matter where your journey takes you...

**WE'LL GET YOU THERE!**



**LOCAL**

Your local move in the Colorado Springs Metro Area for a worry-free experience.

**COMMERCIAL**

Every detail is handled with expert care and professionalism.

**WHITE GLOVE DELIVERY SERVICE**

Projects handled with expert precision from accepting items for storage, delivery, and set up in their home.

**INTERSTATE**

We leverage the power of our national van line network to move across the country effortlessly.

**STORAGE**

Need Storage? Ask about our 20,000 sq ft, Dept of Defense approved for our military members' state-of-the-art facility with 24 hr surveillance.

*"I refer all my clients to Melysa at 5 Star. She takes great care of them and they are always very satisfied with the job her team does. I highly recommend 5 Star Moving for local and national moves."*

**—Darrell Wass, RE/MAX Integrity**



**CALL OR EMAIL TODAY FOR A FREE ESTIMATE**

**719.227.7755**

**info@5starmovingandstorage.com**

**5starmovingandstorage.com**



**Moving & Storage, Inc.**

**Woman AND Locally Owned & Operated**



Thorough, Fast & Easy Home Inspections Start at \$300

# PROTECT YOUR DEALS BY PROTECTING YOUR CLIENTS

*How We're Different:* Buying a new home should be fun and hassle free. We talk with you and your clients not at them or around them. We bring the knowledge without all the typical tech talk and scare tactics.

*Feel confident moving forward with \$100,000+ of warranties, guarantees, and extras!*

## 360° HOME PROTECTION PLAN INCLUDED WITH EVERY HOME INSPECTION

- 'Buy Your Home Back' Guarantee
- \$100k Structural Warranty
- 100-Day Zero Deductible Inspection Warranty
- 90-Day New Mold Warranty
- 90-Day Warranty Against Sewer Line Breaks
- 5-Year \$3,000 Roof Leak Warranty
- 200% Money-Back Guarantee
- BuildFax Property History
- Advanced Thermal Imaging Scan
- RecallChek© for all Appliances and Systems

All 3rd-party warranties may have deductibles and/or max coverages. Read the fine print for exact coverages. Home protection plans may vary by state. Check with local inspector for details.



*Let's Talk!*

Colorado Springs Schedule 719-900-5282  
COS@inspectionovercoffee.com

Learn all the reasons to love us & schedule online at  
homeinspectionovercoffee.com/phoenixhomeinspection



**JASON ROSHEK** got to go down Verrückt in Kansas City Schlitterbahn.

**Bonus fun fact:** Despite being a native, Jason did not go to the top of Pikes Peak until he was 37 years old!



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!

around town



**JENNIFER JENKINS** showing off her Standout REALTOR® feature in our October edition

FROM OUR FAMILY TO YOURS,  
**Merry Christmas**  
 May the season be a happy one for you. Wishing you and your family the best.  
 With Blessings,  
 Creative Carpet Care & Restoration Family



**719.641.8600**  
 www.ColoradoSpringsCarpetClean.com

Carpet Cleaning | 24/7 Water Restoration  
 Family Owned & Operated  
 Free Estimates

**How to AVOID FROZEN PIPES**  
 UNHOOK GARDEN HOSES FROM SPIGOTS  
 OPEN CABINET DOORS UNDER SINKS  
 TURN HEAT UP A FEW DEGREES IN HOME  
 LET YOUR SINKS DRIP WATER CONSISTANTLY

**719-388-8509**  
 AmeriDri

# FUNFACTS

ABOUT YOUR FELLOW AGENTS AND PARTNERS



**DARREN WILLIAMS** was present in the terrorist attack on Khobar Towers in '96.

**Bonus Fun Fact:** Darren was an extra in the first Transformers movie!



**MARISA LINDSAY** is a classically trained pianist!



**JENNIFER DION'S** ninth great-grandmother was one of 20 people that were tried and hanged in the Salem Witch trials! (She was not a witch!)



**JARRED SCOTT**, owner of This Is How We Move It, has a goal to financially retire both his parents and his in-laws!



**ASHLEE NATH** showing off her Overcomer feature in our October edition





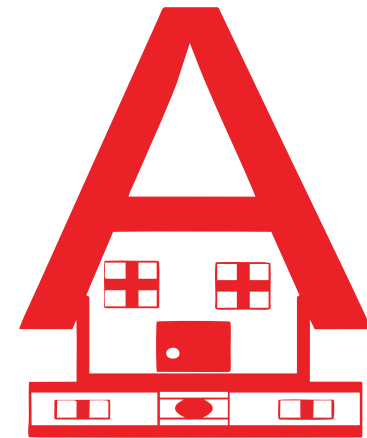
## 5-star closings. More referrals.

WFG's MyHome® provides you and your clients unparalleled transparency, real-time updates, and post-closing home information in a secure web environment. All this and more, right at your fingertips.

Personalized communication via text, email, or dashboard notifications alert all parties involved about important milestones, creating confidence in the timelines that lead to a successful closing day. MyHome has been designed with you and your clients in mind and works seamlessly on any device.

Contact your local WFG Sales Representative to schedule a demo.

- Instant access to essential file details
- Contact information for all parties involved
- Timeline view of the entire escrow process
- Real-time updates via text, email, or personalized dashboard
- Introduction and prior to close videos of the escrow officer
- Access on desktop, tablet or mobile



**A PRECISE HOME INSPECTION**  
Est. 2007

# A PRECISE HOME INSPECTION

**NOW OFFERING ROUTINE HOME MAINTENANCE PLANS FOR HOMEOWNERS!**

“Tom George and the entire group at A Precise Home Inspection have a proven track record of providing top-notch home inspections for our clients. Tom is a leader in the inspection industry. He goes to great lengths to make sure they go above and beyond for our clients and us. We trust them because they are extraordinarily proficient and take the time to explain the report to the client, which equips them with the knowledge to make the best decision about the purchase. They have saved our clients from moderate to huge cost inspection items that would have otherwise gone unnoticed, even in new construction. We cannot thank them enough for their service and attention to detail.”  
- Cherise Selley



Shawn Eaton, Jessica Martinez, Ryan Lewis, Janet Whiteman, Tom George, Jacob Dehart  
Katie Marie Photography

- Thermal Imagery-Certified**  
Complimentary Thermal Imagery with every inspection
- Drone Inspections**  
-No roof is too steep or snowy to reach!  
-Licensed by the Federal Aviation Administration.
- Convenient**  
-Online Scheduler  
-Reports Built and Delivered On-Site
- Communication**  
Reports reviewed to ensure your clients understand their report
- Happy Customers**  
800+ 5-Star Google Ratings





*We Don't  
Succeed  
Unless  
You Do!*

**Empire Title of Colorado Springs**

5555 Tech Center Drive, Suite 110, Colorado Springs, CO 80919

Phone: (719) 884-5300 - Fax: (719) 884-5304

[www.etcos.com](http://www.etcos.com)



**Empire Title of Woodland Park**

350 N. Pine St., Woodland Park, CO 80863

Phone: (719) 686-9888 - Fax: (719) 686-8208

[www.empirewp.com](http://www.empirewp.com)



**Empire Title of Canon City**

1220 Main St., Canon City, CO 81212

Phone: (719) 275-4900 - Fax: (719) 235-5029

[www.empirecanon.com](http://www.empirecanon.com)



A locally-run company in it's 19th year of serving the Pikes Peak Region