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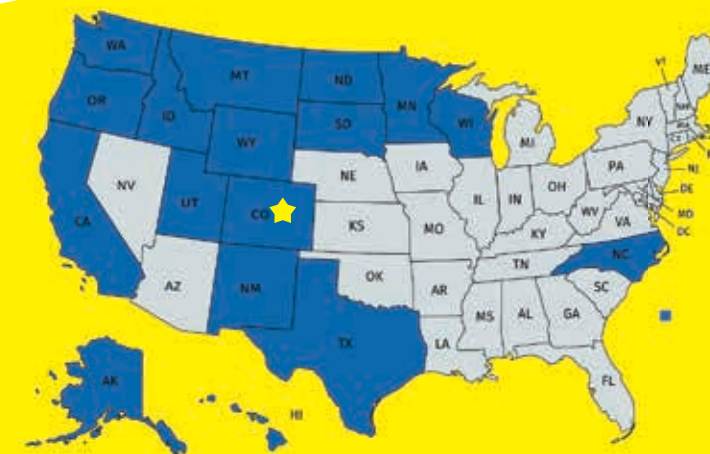
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# REAL PRODUCERS

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publisher's note



Real estate friends and professionals, I want to welcome you to our February edition of *Colorado Springs Real Producers*. Granted that I took over the magazine last March, this marks my first full year as Publisher/owner. I hope you appreciate the direction we are going!

My vision for *Real Producers* is to strengthen the culture between real estate agents and professionals so people know each other better and, therefore, treat each other more kindly.

My mission for my first year was to simply get this message across. That *Real Producers* isn't an "ego magazine" that cares only about an agents' production. What we do care about is how agents treat other real estate agents and give back to the community.

Well, it's time for us to put our money where our mouth is.

My mission for my second year as Publisher/owner is to elevate *Real Producers* as a platform that gives back to the community.

While events are challenging at the moment, we did have one last October and we raised money for The Colorado Springs Conservatory. We will have a feature charity at all our future events.



Brian Gowdy and the owners of Colorado Craft: Bryan and Mandy Bradigan



We're also compiling a new feature called "Agents Making A Difference" which spotlights charities and philanthropies that you and your peers are passionate about.

Lastly, we at *Real Producers* are making a small difference ourselves! Below are a few photos from the Downtown Parklet Build Day, hosted by the HBA and HBA Cares. Myself, along with fifty local volunteers, built outdoor dining pergolas for the restaurants off South Tejon. It was snowing and our fingers were numb, but our hearts were full! What a wonderful opportunity that was and I cannot wait to do more.

Please expect both greatness and goodness from Real Producers. Thank you,  
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By **Barbara Gart**  
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The Farnon Family

# Dr. Gary & Frances Farnon

*Husband and Wife Team with PCS Partners -  
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“You can have everything in life you want, if you will just help other people get what they want.” This Zig Ziglar quote is one of Gary Farnon’s favorites, and it’s not only a great quote, but words Gary and Frances try to live by every day. Gary and Frances are a Husband and Wife Real Estate Team and their “Why” is helping others. Gary says, “I think we both have helpful hearts, and like to help others. Since buying a house is one of, if not the single largest purchase most people will make in their lifetime, there’s gratification in helping people find their dream home.”

Gary earned his Doctorate in Education and Organizational Leadership, and Frances has a Bachelor’s Degree in Business. While Gary grew up in Texas and Frances is from Kansas, both have called Colorado home for over 20 years. They were introduced by a mutual friend in 2017 and in 2018, Gary and Frances decided to get their real estate license. Prior to real estate,

both had successful careers in education, with Frances working as a teacher for Montessori Schools and Gary working for three universities in Colorado. Frances says, “We both had investment properties prior to becoming agents and were interested in real estate for a while. In 2018, the timing was right, and we made that life change together. We quit our jobs and from there, it was ‘Sink or Swim.’ Fortunately, it turned out really well.”

Being a Husband and Wife Team has helped set Gary and Frances apart in their business. Frances says, “Because we work together as a team, we each have our own strengths we can offer our clients.” Gary primarily works with buyers, and Frances focuses her efforts on the selling side. They appreciate knowing if one of them is busy, the other can help out, showing homes or whatever is needed. They also bring a unique perspective to their clients since both have lived in the area for 20 years.

Because both Gary and Frances were educators, they have been able to use that background to teach their clients about the home buying and selling process. Real estate transactions can be complicated, and Gary and Frances help making it a little easier for their clients to understand. They have put together educational videos about how to repair credit, provide information on new neighborhoods and builders in the area, and how to stage a home when getting ready to sell. Gary also spent 17 years in the hospitality industry, working for hotels and restaurants. “After 17 years of customer service, you expect a certain level of customer service, and having a hospitality background ingrained in me is something that I bring to real estate.”

Gary says one of the most fulfilling parts of working in real estate is helping others while still having the freedom to have a family life. Frances says she also loves helping

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clients, especially first-time homebuyers and military. Both have a passion for veterans and military families, since Gary is also a veteran who served in the US Air Force.

When asked what advice they would give to up and coming agents, Gary recommends "Having three to six months of reserves in the bank. If that's not possible, a good idea is to work for a title company or builder that can pay while you're learning the business, and then take a step of faith to go full time."

Gary and Frances were married in 2019 and have a blended family, including kids Maya, John and Ariana, along with their Chiweenie (cross between a Chihuahua and a Dachshund) named Tiny. In their free time, they enjoy hiking, watching movies, working out, trying new foods, traveling and volunteering with their church. Both Gary and Frances are enjoying their newfound careers, bringing others into the business and look forward to a bright future ahead of them.

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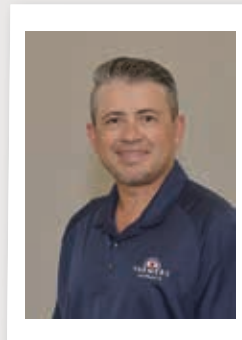
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# MASON BUCK

▶▶ standout REALTOR®

By **Barbara Gart**  
Photography courtesy of **Katie Luster-Work**  
of Katie Marie Photography

**For some, getting fired from a job can be painful and disheartening. But for Mason Buck, it was exactly the motivation he needed to begin his successful career in real estate. He was working as a personal banker full time, and when he came back from vacation, he was called into the manager's office. After she delivered the news, she smiled, shook his hand and told Mason, "You're young. You'll bounce back." Mason says those words motivated him to show her he would indeed bounce back. He got his real estate license in 2017 and hasn't looked back since.**

Mason will be the first to tell you he did not have an easy time growing up. He was born and raised in Phoenix, Arizona, and originally came to Colorado Springs in his junior year of high school to live with his dad. He ended up moving back and forth between Colorado and Arizona a few times, but when he was 22 years old, his mom was diagnosed with congestive heart failure. She was living in Colorado at the time, and Mason decided to come back to Colorado to be closer to her, and he's now called Colorado home for 12 years.

Mason says what sets him apart from other agents is "My hustle. I am young in the business. I got my license when I was 26, and I'm 30 today. I'm willing to do what others won't. Working late, doing showings when others don't feel like it, and doing what it takes to get the deal done. Some agents lose transactions after they get in the business because they get complacent, but I'm chasing everything I can get. I'll go above and beyond for my clients. I've even helped paint and helped people move. I'm willing to do whatever it takes to make the deal happen."

When asked what he finds most fulfilling about real estate, Mason says, "It's meeting people and hearing their stories. I sell real estate, but I end up being a therapist, firefighter, and helper. My job is just being there for people and seeing the impact I can have on their life." Although he enjoys working with all clients, Mason especially loves helping out local and out of state military families in Colorado Springs.

One of Mason's favorite real estate stories is a pretty unique one. While showing a house to a couple, they brought their granddaughter with them to the showing. There was a cat on the property, and the couple's granddaughter fell in love with the cat. As it turned out, the cat belonged to the seller's son who did not





**It's meeting people and hearing their stories. I sell real estate, but I end up being a therapist, firefighter, and helper. My job is just being there for people and seeing the impact I can have on their life.**



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live at the property, and Mason asked if they could get the cat included with the house. The sellers surprisingly said yes, and the clients' granddaughter adopted the cat in the sale.

When he's not selling real estate, Mason enjoys playing on the REALTOR® Kickball Team he started three years ago. What started as a Facebook post to see if anyone in the industry was interested in quickly turned into 120 comments. The "Backstreets of 719" was formed, and Mason says although they lost their first few games, the competitive spirit of the players came through, and "after that, it was comeback season. We took the championship and we've kept the team going every year."

Another passion of Mason's is competitive bodybuilding. He has competed in seven shows, which requires intense preparation and training. Mason says there are usually 12 to 16 weeks of prep leading up to a show, he works out twice a day around three to four hours, doing cardio every morning and weights every night, plus he has to eat a controlled diet of seven meals a day. He usually gets down to 3 to 5% body fat, and while his body is a little slower at recovery now



than when he was younger, he wants to continue and plans to compete in a show in early 2021.

Mason attributes his success to his "why," which is taking care of his family. He is proud that real estate gave him an opportunity to take his mom on a trip to Florida recently. Mason says, "The most fulfilling part was seeing her happy. I don't know how much longer I'm going to have with her." He works hard to take care of everyone in his family and says, "Real estate has taken me places in life I thought I would never go. I'm a college dropout, I graduated high school a year late, so for me, this career has shown me the potential if you work hard. Real estate has enabled me to not only better my life, but better those around me."

Mason's favorite quote is from Hellen Keller. "The only thing worse than being blind is having sight, but no vision." Mason's vision for his clients, his family and himself has led to his success in real estate and beyond. The manager from the bank when he lost his job was indeed right about Mason. He did bounce back, and now is proving to everyone there are no limits to what he can accomplish.





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Matt & Melissa Munro

# W

Walking into the office of Rampart Roofing is sure to brighten anyone's day, since Ranger and Flash, the Office Dogs, are ready and waiting to greet visitors. Ranger and Flash are part of the Rampart Roofing family, along with Co-Owners Matt and Melissa Munro and their team. Matt began his career in roofing during a hailstorm in Colorado Springs in 1996, and in 2009, Matt and Melissa started Rampart Roofing, which has continued to grow with referrals and great reviews over the years.

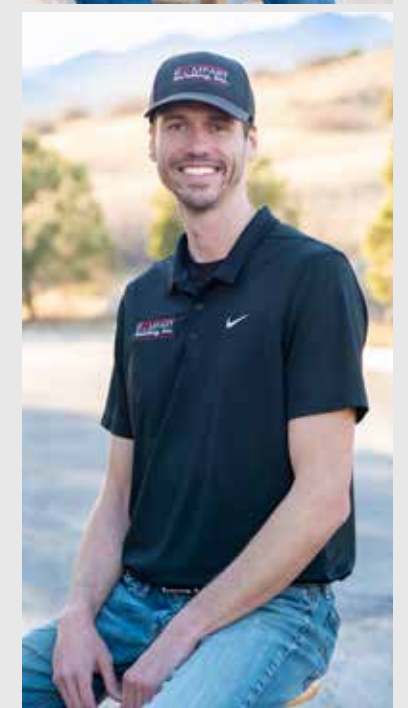
Matt grew up in Boulder, Colorado, while Melissa is originally from Omaha, Nebraska. The couple met in Colorado Springs and were married in 1999. They have lived in Colorado Springs for over 22 years, and Matt and Melissa pride themselves on living in the same community that they work in. "You may not see us on a billboard or bus benches, but you hear about us at closings and from your friends and neighbors." Rampart Roofing offers roof inspections, roof certifications, new roofs and repairs, all with quick friendly service.

Rampart Roofing's first year was a huge success. Matt says, "Through my client contacts over the years and a hailstorm in Woodland Park, the referrals poured in, despite having no office and no marketing. Melissa would answer the phone with noisy kids in the background. After our first full year, we rented an office on 8th Street which has grown and expanded with our team."

Matt says, "One reason I love the roofing business is that I get to see new completed projects almost every day. Each one with different clients and a different story. I'm reminded of these stories each time I drive somewhere in town. I worked for several other roofing companies without seeing the level of service I wanted for clients and employees/sub-contractors. My goal was to create a client-centered business with loyal employees and sub-contracts that are driven to be their best."



Derek Buehner, Sales



Aaron Owens, Sales

# Rampart Roofing

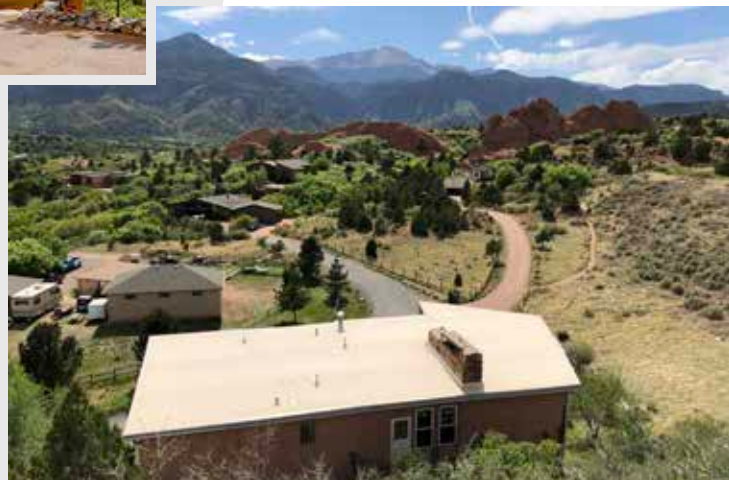
One of the aspects of the business that makes Rampart Roofing unique is they rely on referrals from REALTORS® who use them repeatedly to help their home sales go smoothly. Matt says, “We offer roof inspection reports and roof certifications, as well as quick turn arounds times when needed, all of which can be a significant asset during a real estate transaction.” Matt and Melissa are extremely proud of the relationships they’ve built in the community that bring repeat customers. “Working for and with the movers and shakers in our community who want to invest in our local area and businesses is something we take a lot of pride in.”

Rampart Roofing has won over many REALTORS® in Colorado Springs. Greg Luczak with Coldwell Banker Residential Brokerage, says, “Myself and my team have used Rampart Roofing over the last five 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!”

When asked what advice they would offer to REALTORS® looking for a roofing company, Matt says, “Reputation matters. Sometimes it’s difficult to focus on more than cost, in your work and ours, but reliability and a good reputation more than pay for themselves over time.” He added that many REALTORS® tell him working with his company gives them peace of mind for their buyers and sellers. Buyers get an inspection report and an expert opinion on the true condition of the roof, and the roof certification gives the seller a tool to let the buyer know the roof is in good condition.

Giving back to their community is extremely important to Rampart Roofing. They have donated two roofs to families in need over the years and are currently working with the Colorado Roofing Association and Habitat for Humanity to put a roof on a home in Woodland Park in 2021. Rampart Roofing also donated the roof for the Helen Hunt Falls Visitor



“Working for and with the movers and shakers in our community who want to invest in our local area and businesses is something we take a lot of pride in.”



The Munro family | Photo by Amanda Wynn

Center when it was rebuilt in 2013. In addition, Matt and Melissa have donated to many charities, including the IndyGive! Campaign, Trails and Open Spaces Coalition, Catamount Institute, Friends of Cheyenne Canyon, and CASA (Court Appointed Special Advocates.)

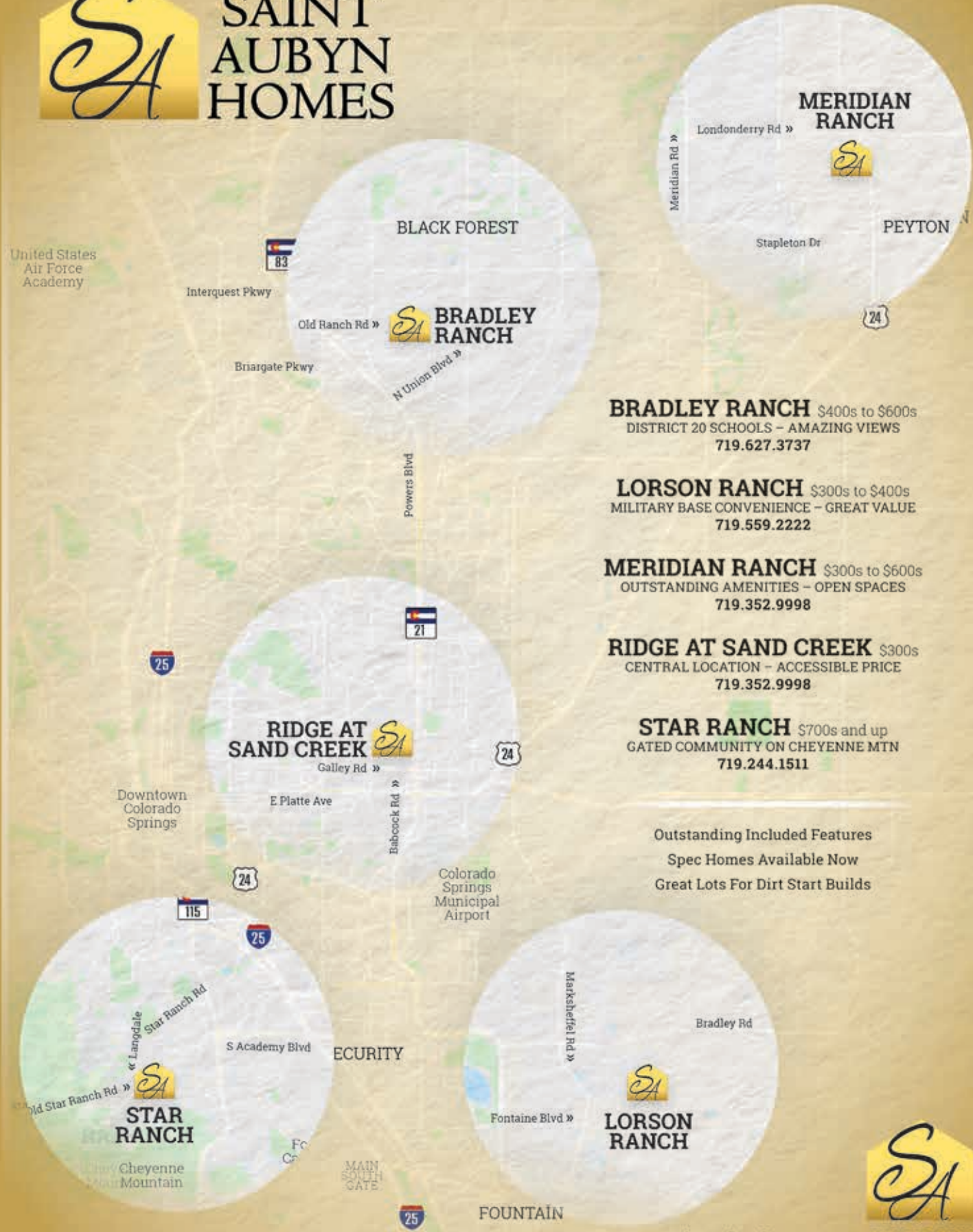
free time, they enjoy hiking, biking and running, and Matt recently got a OneWheel and is starting to cruise the streets on it. To find out more about the services provided by Rampart Roofing and view testimonials from many of their satisfied customers, visit [www.rampartroofing.com](http://www.rampartroofing.com).

When they look back at 2020, Matt and Melissa are most grateful for being able to continue their work through the pandemic and for their loyal customers who keep coming back to them. The couple has three daughters, Claire, Kendra and Kaelyn, and two dogs, Ranger and Flash. In their



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# FUN FACTS

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**CINDY GREY** served as the interim Air Force representative on the Columbia space shuttle incident investigation team and has stepped foot inside an actual space shuttle!



**JANNA MULDER** used to start her days at 5am with a 5-mile run, but after 20+ years of hitting the pavement and 2 recent knee surgeries, she has traded long-distance running for pickleball (and hiking)!



**MICHELLE GROVE-REILAND** has her own line of greeting cards called Satori Expressions! Check them out at [satoriexpressions.com](http://satoriexpressions.com).



When **RYAN VAN ORNUM** was 12, he was part of a sports broadcasting club and earned the title The Youngest Broadcaster in America—he even had a small feature in Sports Illustrated!



**WYNNE PALERMO'S** grandfather was Sir Henry Thornton, Knight of the British Empire, and she was named after Sir Winston Churchill.



**MICHELLE FISHER** used to be a boxing instructor!



**DAVE SANDERS** is multilingual and especially enjoys the shocked look on the face of Koreans when he speaks to them in their native language!

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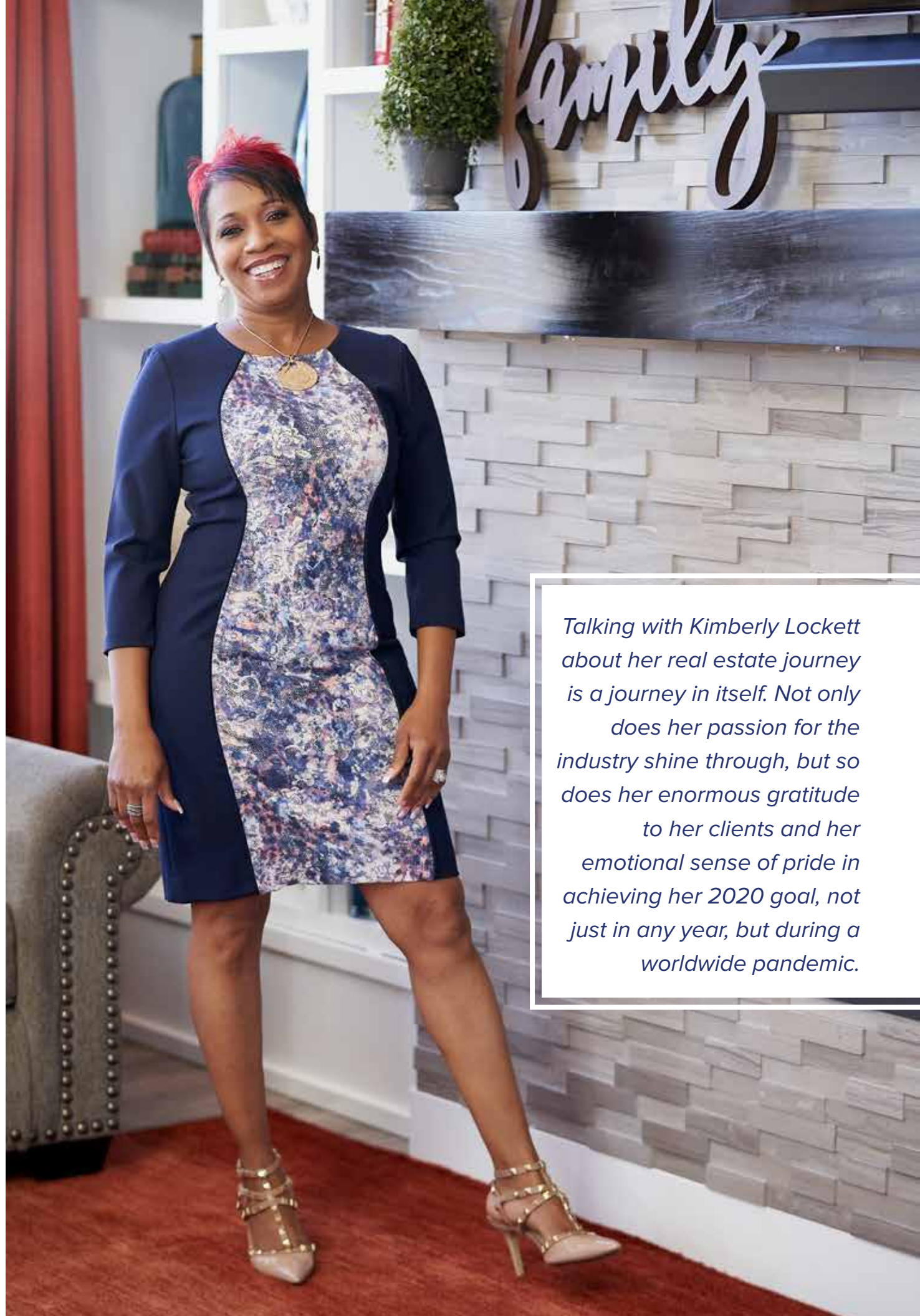
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By **Barbara Gart**  
Photography courtesy of  
**David Gaston** with  
Gaston Photography

# KIMBERLY LOCKETT

...



*Talking with Kimberly Lockett about her real estate journey is a journey in itself. Not only does her passion for the industry shine through, but so does her enormous gratitude to her clients and her emotional sense of pride in achieving her 2020 goal, not just in any year, but during a worldwide pandemic.*



Kimberly knows the Colorado Springs market very well, since she moved to the area when she was just 6 months old. Prior to real estate, Kimberly taught skin care with Mary Kay. Kimberly has always had a helping spirit, and when her Sales Director told Kimberly that she wanted to become a National Sales Director, Kimberly naturally asked “How can I help?” Kimberly says, “Her goals became my goals,” and the two started meeting at the beginning of every month to plan. Within a few months, both met and exceeded the goals they set for themselves and earned the coveted Mary Kay car. A short while later, when Kimberly was teaching a client about skincare, she noticed how much women were spending on each sale. “The idea popped into my head that if I could sell skincare, I could sell real estate. I was selling \$300 in products and I wondered if I could sell a \$300,000 house.”

Kimberly decided to go for it, and in 2008, she earned her license. While Kimberly had the passion and the drive, she was brand new and didn’t understand everything she would need to do to be successful. She didn’t do as well as she hoped and let her license go inactive. Then in 2012, she found herself needing to make some major decisions again about her career path. “At that time,

I was following the market, I had kept in touch with agents, and I decided to go back into real estate, but this time, I was going to do what was needed to make it work.”

Kimberly is very happy she gave real estate another chance, and she has been extremely successful the second time around. Kimberly says, “I love that every client’s journey is different.



••• I'm a people person, that's what I love about this." One of Kimberly's favorite real estate stories started off just trying to help someone. "I was driving in a neighborhood behind a rental car and the driver kept stopping the car. I could tell he was from out of town, so I pulled up and asked 'Are you lost? Do you need directions?' He answered 'I'm visiting from out of state and my GPS isn't working. I need to find a house and I need a REALTOR®.'" When she smiled at his mention of needing a REALTOR®, he asked, "What, are you a REALTOR®?" Some things are just meant to be, and by helping a lost driver, Kimberly gained a client, and the two are still in touch today.

Because of those clients and Kimberly's incredible work ethic, she has had an amazing year. She went on to break her sales record, surpassing the goal she had set for herself at the start of 2020, before she or anyone knew the impact COVID-19 would have around the globe. And it doesn't stop there. The day she set her goal, she made an even greater commitment: to donate 10% of her earnings to help build wells in Uganda. And today, Kimberly is proud to share that she followed through on both! "My heart beats for Uganda. My mom used to send money there to help feed hungry children. When our church said

**“ I LOVE THAT EVERY CLIENT'S JOURNEY IS DIFFERENT. I'm a people person, that's what I love about this.**

Kimberly not only wants to help her clients, but she also wants to comfort them. She says, "Every buyer is nervous and scared, and every seller has concerns. Real estate can be a scary journey. I want to be able to calm their nerves and give them a sense of security. I often find myself telling my clients, 'It's okay. We've got this.'" Kimberly says she has loved helping each and every one of her clients. "All of my clients are my dream clients. Our clients are everything to us."

there was a great need to build wells for clean water, that just hit my heart so hard. I stand there with Uganda." Kimberly is proud that meeting her goal allowed her to make such a significant impact on the lives of others and is equally proud that it landed her on the cover of *Real Producers*. She says she is "forever grateful to Brian Gowdy" for the opportunity to be on the cover and honored to be part of a magazine that features people in her industry she has looked up to for years.

Kimberly is married to her husband Leon, and they have two kids, Noel and Jose, and a Shih Tzu named Puggles. While the family hasn't been able to travel like they did before the pandemic, they enjoy spending more time at home as a family. Her family is her "Why" and the reason she works so hard. Kimberly's inspiration comes from her mother, who was a single parent. Her mom owned a beauty salon in Colorado Springs for over 40 years. She says "Watching my mom be such a sharp and successful businesswoman really inspired me. I learned so much from her."

Kimberly's favorite quote is from Jeremiah 29:11. "For I know the plans I have for you, 'Declares the Lord,' plans to prosper you and not to harm you, plans to give you hope and a future." For Kimberly, her hope and future are to continue to help her clients and help others, and she can't wait to see what the future holds in 2021 and beyond.





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# DECEMBER 2020

## Supply & Demand



Contributed by Darrell Wass, owner of RE/MAX Integrity

market stats

Single Family / Patio Home El Paso County Price Ranges	All Listings as of Dec 11 2020	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	2	13	2.17	0.92
\$150,000 to \$199,999	11	60	10.00	1.10
\$200,000 to \$249,999	8	336	56.00	0.14
\$250,000 to \$299,999	23	1192	198.67	0.12
\$300,000 to \$349,999	40	1857	309.50	0.13
\$350,000 to \$399,999	70	1763	293.83	0.24
\$400,000 to \$449,999	61	1050	175.00	0.35
\$450,000 to \$499,999	47	684	114.00	0.41
\$500,000 to \$599,999	72	881	146.83	0.49
\$600,000 to \$699,999	35	438	73.00	0.48
\$700,000 to \$799,999	21	246	41.00	0.51
\$800,000 to \$899,999	13	131	21.83	0.60
\$900,000 to \$999,999	17	67	11.17	1.52
\$1MM to \$1,499,999	37	93	15.50	2.39
\$1.5MM to \$1,999,999	15	18	3.00	5.00
\$2MM to \$2,499,999	5	9	1.50	3.33
\$2.5MM to \$2,999,999	8	5	0.83	9.60
\$3,000,000 Plus	9	2	0.33	27.00
<b>Total</b>	<b>494</b>	<b>8845</b>		

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