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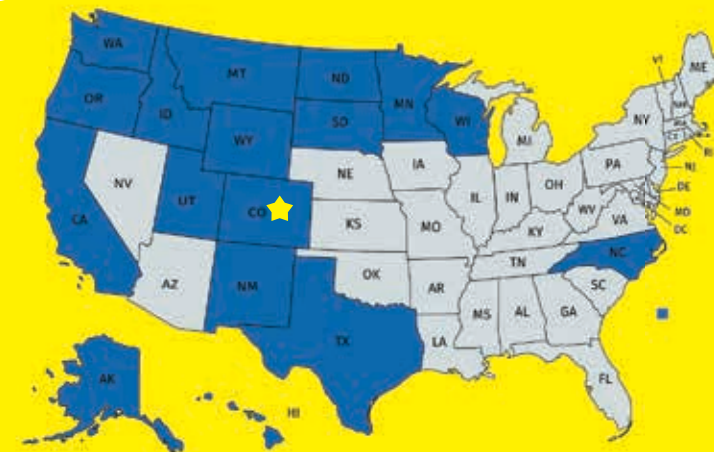
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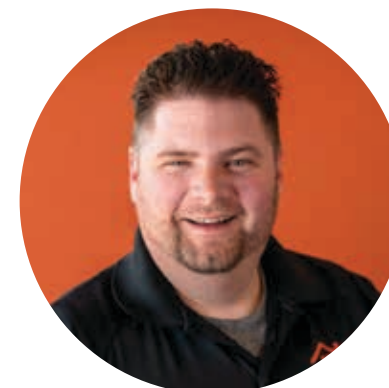
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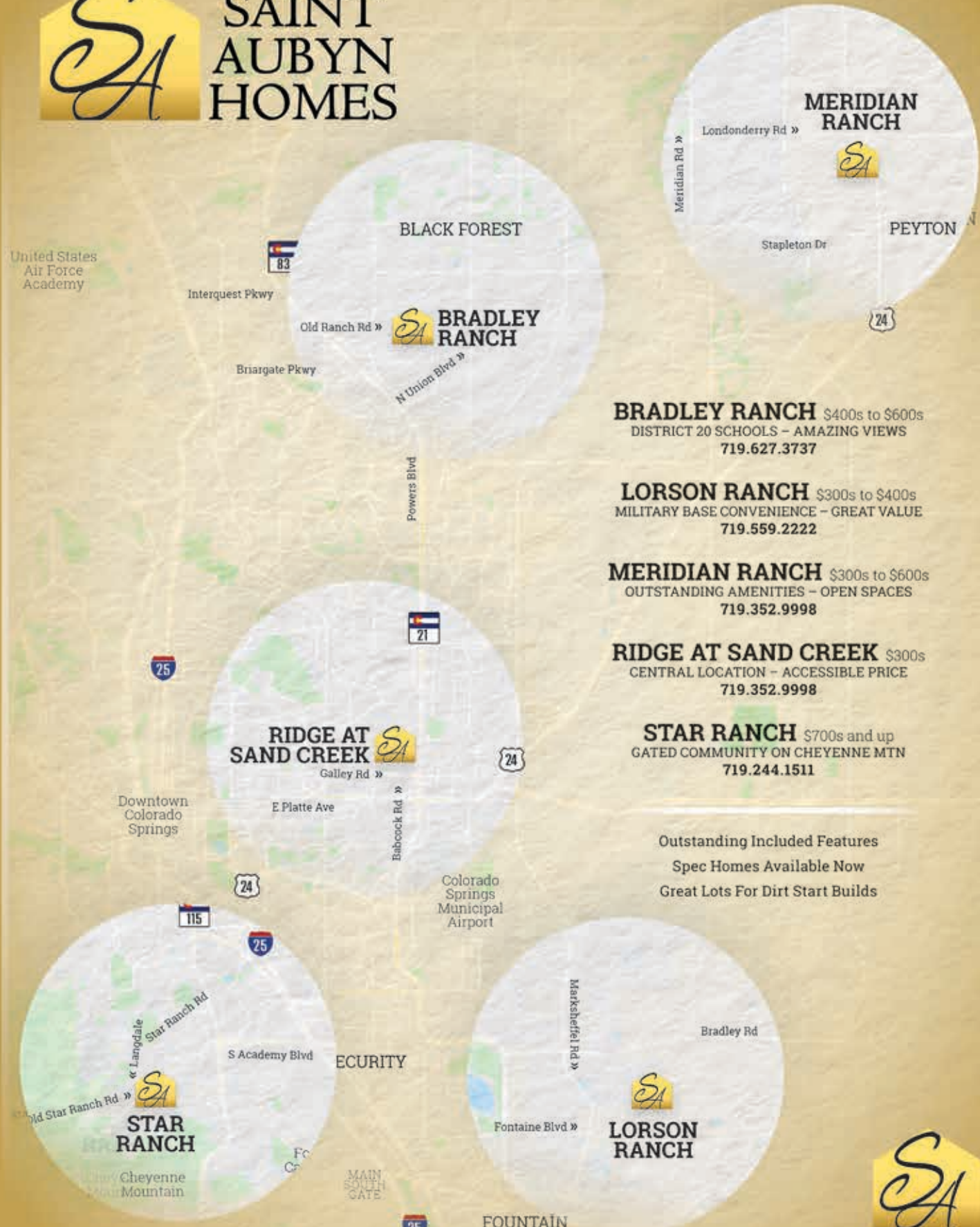
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YOUR IMPACT

publisher's note

Welcome, January, and welcome 2021. As I'm writing this (thirty+ days before publication), Colorado Springs has just moved to Level 3: Safer At Home restrictions, one notch below the Stay At Home orders we experienced earlier in the year. No matter what happens, at least it will be familiar territory (hopefully!)

It's been ten months since I've taken over this publication and, despite challenges, it's still my favorite career I've ever had. What inspires me the most is the giving nature of real estate agents. Every successful person has a "why" behind why they work—and what's interesting is, the most powerful "whys" are those centered around others.

Of course, everyone's "why" is their family, their kids... But in real estate, my favorite "whys" are those that are centered around your preferred vendors. Every home you sell is food on the table for your family—but it's also food on the table of your preferred lender's family; same with your home inspectors, title reps, etc...Whether you sold twenty, thirty, or fifty homes in 2020, consider how many businesses you've supported! You, as top-producing real estate agents, are driving the wheels of our local economy.

I'd love to add one more component to the mix:

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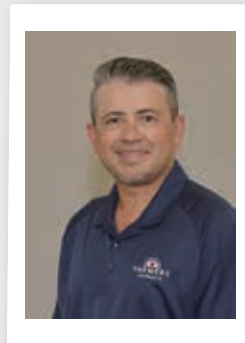


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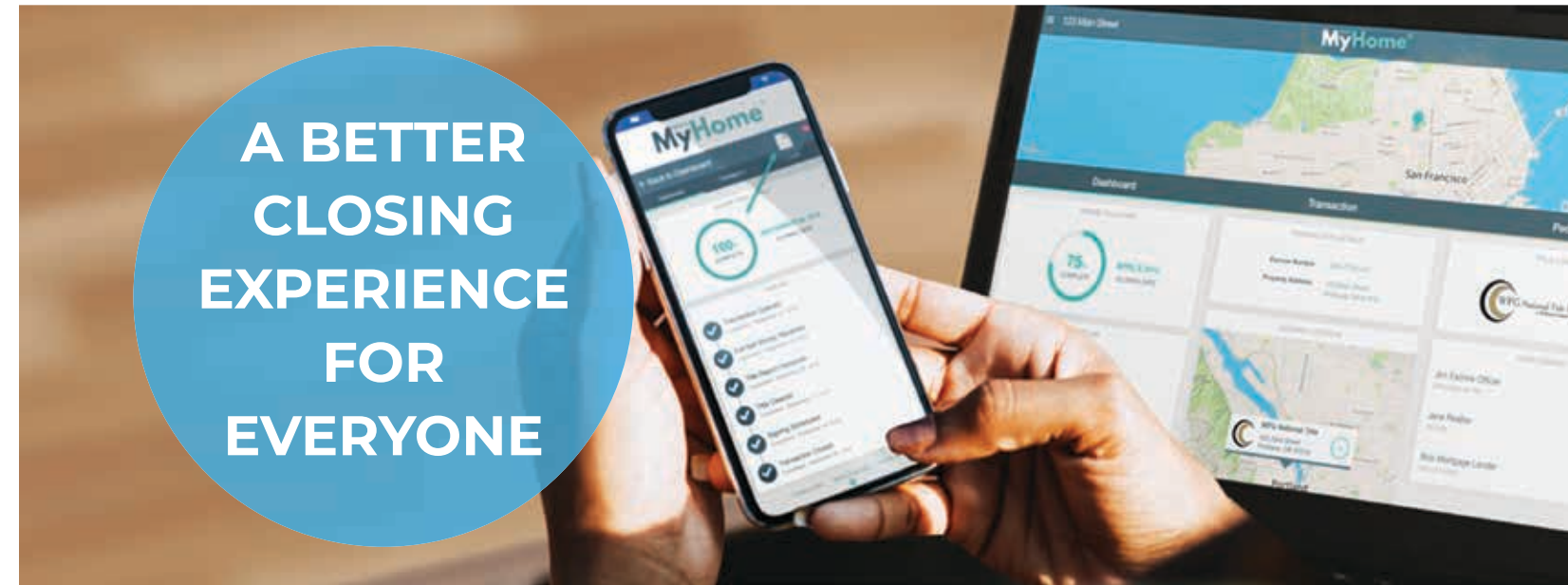
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achieve their goals. She also skated in shows professionally in unique destinations: casinos, resorts, Vegas, Oriole Park at Camden Yards and even for a VIP pre-game party at the Super Bowl. Erica always loved real estate and had a huge interest in the field. With the success of Lauren's business, Erica became excited at the prospect of going from helping kids achieve their ice skating dreams to helping families find their dream home.

Erica says with five military bases in Colorado Springs, MilitaryHomeSearch.com was designed to meet the unique needs of military homebuyers. Some of the features include drive time to Base from the home, a VA mortgage calculator, VA funding and BAH information. Erica says almost 95% of the clients she works with are military families. "I love helping all families find their homes. I love the whole process. It's so much fun to watch them walk into a house and realize it's 'the one.' I've worked with so many wonderful people and helping them find a place to call home is so fulfilling."

When Erica was coaching, she would wake up at 4:00 am to get going for the day and "I believe that truly helped set the standard for my work ethic. As an agent, I start answering emails at 5:00 am, and I'm willing to show a home at literally any hour of the day or night. I've even shown vacant homes on Thanksgiving and Christmas before! My clients know they can always get a hold of me and count on me." Erica loves making connections with all of her buyers and sellers and truly listening to what they want in a home.

ERICA ARCHAMBAULT

EXP Realty

▶▶ rising star

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

ERICA ARCHAMBAULT met her best friend, Lauren Schneider, when they were young girls figure skating. When Lauren developed MilitaryHomeSearch.com, a real estate website specifically designed for military families, her business began to grow very quickly. Lauren thought Erica would make a great addition to her team, and Erica was hired on as the transaction coordinator. Erica quickly saw an opportunity to help Colorado Springs families, and decided to go full time with the company and became a licensed real estate agent in 2016.

Prior to getting her license, Erica was a figure skating coach at the World Arena/Olympic Training Center in Colorado Springs. She graduated from the University of Colorado with a Degree in Sports Health and Wellness Promotion and knew she wanted to help kids follow their dreams and

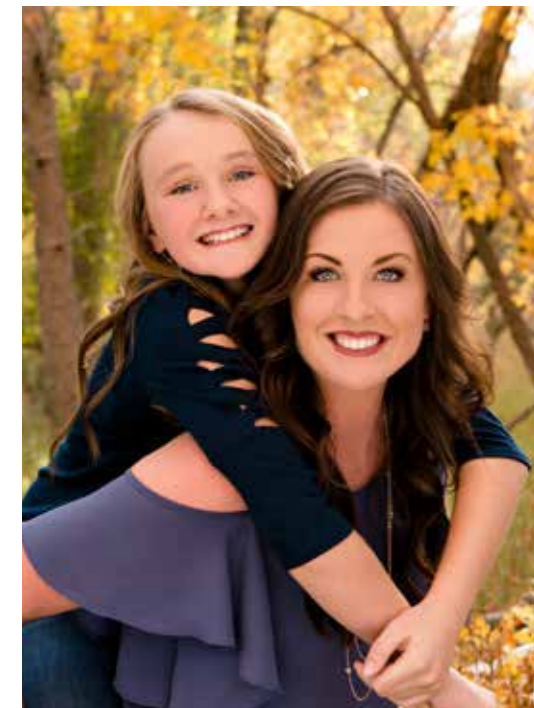
One of the challenges she's worked to overcome is finding balance in this career. "It is so easy to constantly get sucked into work and just work, work, work. In my first few years, I struggled with this and felt like if I took any time off, I would be letting my team down or I would be missing out on opportunities. I've always been an incredibly hard worker, whether it was when I was younger and was representing Team USA or when I was a full-time college student also juggling a toddler or now in the real estate world. I've always wanted to hustle as hard as possible." Erica says she's learned to finally find the balance and realizing it's necessary to take some time off has been huge for her.



•••

One of Erica's favorite real estate stories involves herself as a client! Before she started working in real estate, she and her husband were looking for their own home to purchase. Her best friend Lauren was her agent and when they found a home that Erica fell in love with, she called her husband to leave work early to come meet her right away at the house. "We decided that was our home and Lauren wrote the offer while we were standing in the house, because we were so excited. We signed, submitted and went under contract within 30 minutes, which should have been so exciting! When Lauren called me to let me know our offer was accepted, I burst into tears and made Lauren terminate our contract, because I had suddenly decided I didn't want the house. I was a nightmare client!"

Erica is very proud her team gives back to the community and they have two causes they've supported over the years, Angels of America's Fallen and Mountain Post Santa's Workshop. "We are super passionate about them because they are charitable causes that support the military as well as children. We've also made a huge effort to get our clients involved in these causes as well because they are truly amazing organizations. This year at our client appreciation holiday party, everyone will bring a toy for Mountain Post Santa's Workshop!"



“

I love helping all families find their homes. I love the whole process. It's so much fun to watch them walk into a house and realize it's

'THE ONE.'

”

Having a background as a competitive figure skater has been helpful to Erica transitioning to a career in real estate. Erica represented Team USA for seven years and was the 2003 Junior Ladies National Champion. "Skating and being involved with the sport for so long really builds you as a person—you develop so much strength, determination, and perseverance. I'm so thankful for all of the amazing opportunities I had as a skater and for everything the sport has taught me about myself as a person."

Erica has a strong support network and credits her husband, mom and brother as being huge influences on her and a support system to her. Her daughter Olivia is her "Why." "My daughter is and always has been my driving force. I was a single mom taking 18 credit hours in college when she was a toddler, and before and after school, I was coaching skating. I'm showing her how you can literally create something out of nothing, and I love teaching her that you can become an entrepreneur and be super successful and achieve great things with hard work and dedication."

•••

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Erica is married to her husband Will and her daughter Olivia loves figure skating and volleyball, her stepson Connor loves soccer and her stepdaughter Brianna loves volleyball. They also have a 6-year-old Golden Retriever named Lola. The family enjoys being outside, going on walks to the park with Lola, riding bikes, camping, traveling and one of their favorite activities is going to Rockies games in Denver. Erica says "I feel so fortunate to be able to work in this industry in a city that's full of so many talented agents. It's not just the clients, but the fellow

REALTORS®, lenders, and title professionals that make every day so enjoyable." Her favorite quote is from Marissa Mayer. "I always did something I was a little not ready to do." Erica has certainly proven whether she was ready for real estate or not, she is making a difference in the lives of her clients and is headed towards a bright future.

To get in touch with Erica, contact 719-271-8964, erica@militaryhomesearch.com or visit www.militaryhomesearch.com.



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JED Johnson



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By Brian Gowdy

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...

The year was 2011. Jed was twelve months into his new real estate career. Money was tight; he and his wife, Natalie, were still figuring out how to raise their ten-month-old. And Jed still hadn't sold a single home.

Before real estate, Jed and Natalie were missionaries with Youth With A Mission (YWAM). Once a small-town boy in Nebraska, Jed found himself traveling the world, going as far as India, to spread the good word. Such a career was fun and fulfilling, but as the Johnson family was about to grow from two to three, he knew he needed something more.

Jed's first step into real estate was not as an agent, but as an investor. Though, he admits, investor is a generous use of the term. "I was basically renting my house out to five other guys. One of them, a close friend of mine, fell behind on his payments...I actually had to threaten to call his mom just to get him to pay!" Overall Jed's first home investment turned out to be a bit of a mess but he learned from it. Today he considers it his "real estate college education."

Like with so many others, his first taste of real estate wasn't enough. In 2010, he was sporting his very own real estate license. And like so many others, he had high hopes for his new and shiny career.

With the highest of hopes, come the lowest of realities. Jed didn't sell a home his first month. Nor his second, or third, or fifth, or tenth...Obviously, working on 100% commission, his efforts weren't paying the bills. On top of his real estate efforts, as well as his continued work at YWAM, Jed picked up an evening job waiting tables at Zio's. "My greatest fear was that one of my clients would come in for dinner—fortunately I didn't have many clients back then so it never happened!" Jed recalls.



After a year, Jed threw in the towel. He wasn't finished with real estate, though he was finished with Colorado Springs. His in-laws owned a brokerage back in Nebraska, and they had offered him a position. It was then that everything changed. During the time he was moving out of Colorado and into Nebraska, Jed sold five homes—all in Colorado Springs! Twelve months, zero sales. And the moment he decided to cut his losses, his work finally paid off. The two were strongly tempted to stay in the Springs, but it was too late! They had committed to moving to Nebraska. And if Jed Johnson is anything, he is a man of his word.

“... I wanted to lead my own team—a team that would center around the people I knew and loved plus the people they knew and loved. Everything we did would center around that circle.”

Jed and Natalie purchased their new, Nebraska home sight unseen, for \$16,000 through an auction. In short, it was a disaster. It had holes in the walls, urine everywhere, and pieces of floor suspiciously missing. To this day, Jed remembers Natalie walking in and, after five minutes of forced positivity, she could no longer hold back the tears. Together, Jed and Natalie vowed to make it something that they could be proud to call home. Over the next two months, while living in his in-laws' basement, the two renovated the home into a respectable place to live.

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The Johnsons stayed in Nebraska for four years. Jed eventually figured out how to sell homes without moving to another state (though he admits, things were a bit easier in a town of 5,000 people). By the end, they had purchased the brokerage and had eight agents working with them. “The newfound success created an itch that needed scratched. I’m competitive and felt that I’d been defeated in the Colorado Springs real estate world. Once my wounds were healed and my confidence restored, I had no choice but to give it another try. On top of that, we had grown complacent in Nebraska. We could predict the next thirty years of

our lives and more than anything, we missed Colorado.” And with that, Jed, his wife, and his now three children moved back to the Springs.

The year was 2015 and this time around, Jed was doing things different. He joined a team and sold sixteen homes that year. Still, he knew he could do more. He had a pivotal moment when he attended his first Tom Ferry event. There he met another local agent and went on to join their team, having his best year by far, though the year left him burned out and wondering if it were possible to be successful in this business and live a balanced enjoyable life with his family.

Listening to his soul, he took a few months off to reflect. He realized that, while he did love real estate, he wanted to pursue it with a different endgame in mind. “Once I had clarity, I drew up a business plan. I wanted to lead my own team—a team that would center around the people I knew and loved plus the people they knew and loved. Everything we did would center around that circle.”

In 2018, Jed kicked his vision into gear...and it was working. In alignment with their vision, their first sale as a new team was with one of their best friends! Though in a few short months, he found himself in the same burned-out state he had just come from. But the vision was still in front of him, so he adapted. He hired a few necessary staff members and finally found his balance.

Today, Jed leads The Summit Group with RE/MAX Real Estate Group and adores everyone he works with. Shoutout to Ethan Abello, Tiffany Dombeck, Andrew Nielson, Andrea Sedgley, Gwendolynn De Graff, and his wife and teammate Natalie!



Jed adores his three children and loves spending time with them. It’s important for him to be present as they go through the highs and lows that come with the human experience. As a father, Jed wants his children to understand that there is poverty in the world and what better way to educate them than to have them help build a home for a family who has never had one to call their own. On a lighter note, he wants to watch their facial expressions as they eat their first mango! There is so much in this world and life to experience. Jed is immensely thankful that, due to perseverance, hard and honest work, and surrounding himself with the right people, he is in a place to witness and take it all in.

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BENJAMIN KENNEDY

▶ niche REALTOR®

By Brian Gowdy

You could say Benjamin Kennedy was raised with a top-notch education—a top-notch education of what not to do. “I spent half my upbringing in nice neighborhoods, the other half in trailer parks,” Benjamin recollects. “And I’ll give you one guess as to which of the two inspired me to work harder than everyone else around me.”

...

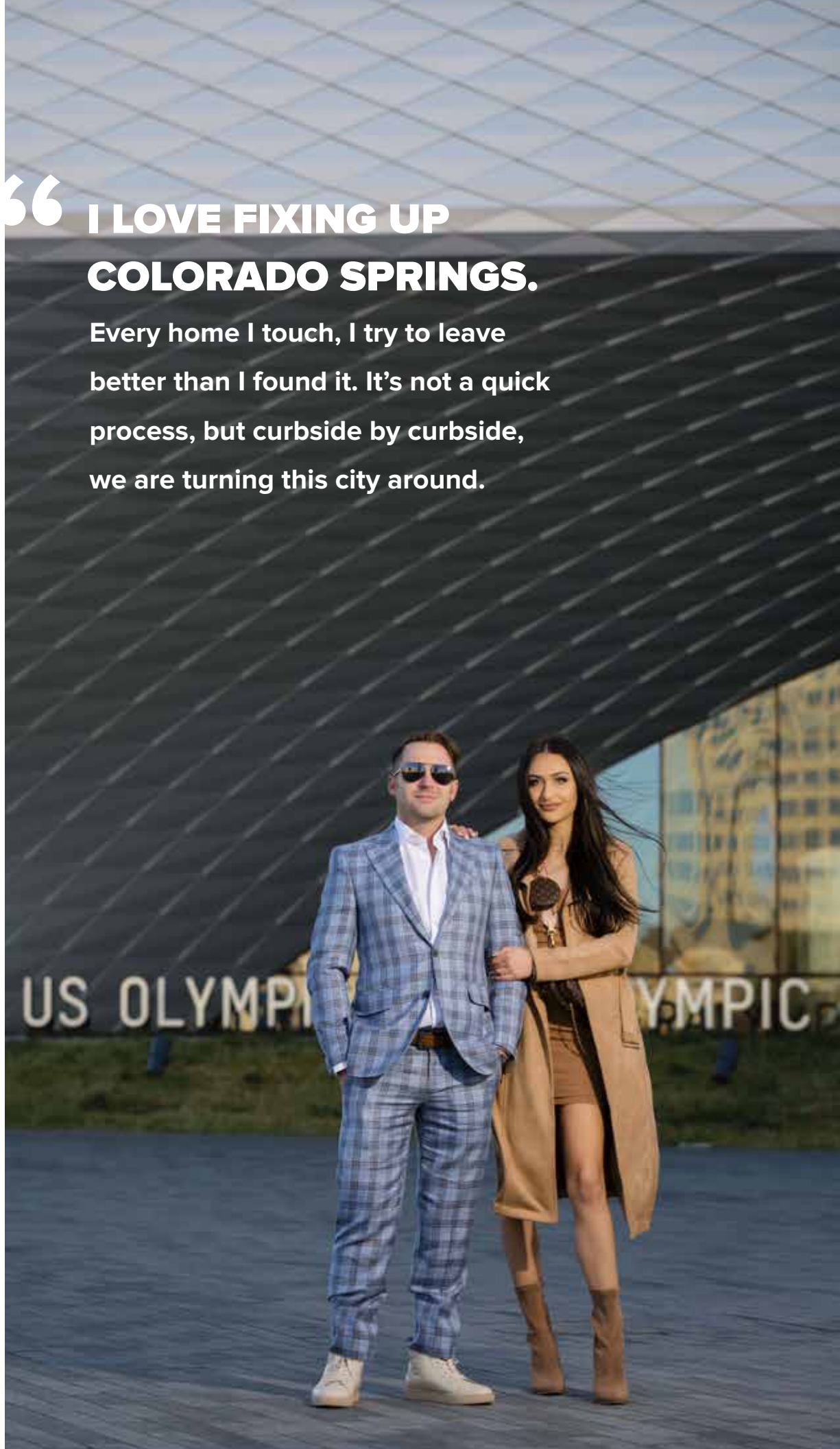


Benjamin inherited his entrepreneurial blood from his father. As a boy, he grew up watching his father constantly coming up with new ideas for businesses. Some were what you would call successful, others not so much. The ones that took off, his father sold off in the start-up phase before exploring his next venture. It's no wonder Benjamin, at age thirty-two, has owned eight businesses—and counting...

Benjamin earned his first title of “business owner” at age ten, mowing neighbors’ lawns. The difference between Benjamin and the billion other boys who mowed lawns at a young age is that Benjamin actually invested his earnings. At eleven, he purchased his very own soda machine! If any readers happened to have bought an off-brand coke in a RV Park in Woodland Park in the late ‘90s, know that you helped pay for eleven-year-old Benjamin’s Nintendo 64!

Flash forward to age fifteen. Cell phones were becoming all the rage with high school teens. Of course, Benjamin wanted one but his parents said no—“*Not until you get a job,*” to be specific...

“ I LOVE FIXING UP COLORADO SPRINGS. Every home I touch, I try to leave better than I found it. It’s not a quick process, but curbside by curbside, we are turning this city around.”



Little did they expect, Benjamin went out and got a job! And no, it wasn't anyone's dream job. He earned his precious cell phone “minutes” crafting hot and ice packs for chiropractors. Because one can only do that for so long, he moved on to trimming trees. At seventeen, he was running the paintball course at Mr. Biggs Fun Family Games. After they closed down, he went on to selling hot tubs, finishing out his high-school part-time job career.

Speaking of high school, that's a fun story...Benjamin was expelled—you read that right: *expelled* from—not one—but *two* local high schools! Now when you hear the word “expelled,” I'm sure you're imagining some big “to-do...” But it wasn't any one major incident. “I was suspended from Monument High twenty-two times,” Benjamin says, “but in six of the instances, it wasn't even me! I had built a bit of a reputation from all the pranks I had pulled and by then, I was the go-to person to blame, even when I wasn't in the room.” One of Benjamin's most memorable high school moments was his first day of Junior year. He had spent his Sophomore year convincing the lunch staff that he was, in fact, an upperclassman so that he could go

off-campus for lunch. Let's just say it was a bit awkward when he showed up after his assumed graduation with two more years to go.

Seventeen years old, after his early exit from the public school system, Benjamin moved to Phoenix to make a career playing online poker. And yes, he actually pulled it off. Benjamin lived in what they called a Poker Palace with his two cousins, all playing online poker for twelve hours a day. Through his winnings, Benjamin not only paid for his rent but also his first year of film school, which was his next adventure after the at-the-time administration made online poker illegal.

At age eighteen, Benjamin left the Poker Palace to attend Colorado Film School in Denver. While anyone can scrap together a film with their smartphone these days, Benjamin actually has a talent for it. In his time there, he directed three films; all three were not only accepted into film festivals but nominated for Best Picture and Best Director. One of the films won both awards!

Despite his talent for film, it didn't pay the bills and Benjamin was running out of money. Just before his twenty-first birthday, he took up a three-month gig selling vacuums door to door. Benjamin says, “It wasn't glamorous, but this is where I sharpened my sales skills. If you can sell a \$2,000 vacuum in a low-income area, you can sell anything to anyone.”

Soon after, fate led Benjamin to a real estate conference and that's where he was introduced to his lifelong career and passion.

The year was 2010 and Benjamin was getting his feet wet flipping houses. And by “getting his feet wet,” we mean he flipped and whole sold 130 houses in two years. Two years in, Benjamin calculated what his real estate agent was making off him—let's just say he signed up for the next available real estate class to earn a license of his own.

Of course, his entrepreneurial blood didn't sit quiet. In 2013, to amplify his rising real estate business, Benjamin kickstarted a meth-mitigation business. Granted how many foreclosures he was purchasing, 20%





...

of which tested positive for methamphetamine, the two business avenues were quite complimentary! And in the spirit of his father, Benjamin eventually sold the meth-mitigation business to focus solely on growing his real estate empire.

Today, Benjamin has successfully flipped 325 homes and he has only lost money on one of them! "Yeah, I'm 324 for 325...But if it's any recollection, the front of the house fell off number 325, which, I admit, that one got me. I didn't see that coming..."

A little context. Benjamin specializes in homes with poor foundations which he can turn failing crawl spaces into basements. On the home referenced above, they were digging a basement beneath the existing property and, overnight, the front face of the house just fell through. What's more shocking is that the windows didn't even break! So yeah, Benjamin doesn't have a perfect record, but

sometimes the front of your house falls off. Worse things have happened in 2020!

To all the real estate agents reading, Benjamin would love to shine a quick spotlight on another of his companies: BK Investments. BK Investments specializes in buying houses for cash; clients can even close on that same day! BK Investments also specializes in finding creative solutions to any scenario, including helping people with no equity. Benjamin's goal is to be that guy you trust and can call to help your clients get out of a bad situation or a run-down home.

"I love fixing up Colorado Springs. Every home I touch, I try to leave better than I found it. It's not a quick process, but curbside by curbside, we are turning this city around."

We are especially proud to feature someone of Benjamin's charisma and caliber as our Niche REALTOR® in

Colorado Springs Real Producers. To all the agents reading, know that you have the resources to create something out of nothing. And if you ever want some insight as to how to creatively build wealth, Benjamin is your man!



"If you wish to be the king of the jungle, it's not enough to act like a king. You must be the king. There can be no doubt, because doubt causes chaos and one's own demise."
—Michael Pearson; The Gentleman (2019)

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▶▶ partner spotlight

By Brian Gowdy & Chris Kjeldsen

Chris Kjeldsen is President and Owner of **Ground Floor Home Inspection, LLC**.

The company serves Colorado Springs, Denver, Pueblo, Teller County and surrounding areas. Chris and his team believe in raising the standards of the industry, to disrupt the status quo. This is done by being part of a bigger team that protects, educates and is driven to excellence, so as to offer high-quality home inspections.

Before inspecting homes, Chris spent years in accounting management and operating a successful accounting consulting company. "I was looking for a change. I longed to build a company that would



improve its industry. That means not only providing great value, but also educating our clients and extending love and respect to our employees and their families." With the help of our excellent business coach, **Kelly Ikenberry Coaching, LLC**, Chris has created a team and a business of which all of us are thrilled to be a part. We are very cognizant of being part of the REALTOR'S® team for the home purchase and take seriously our mandate of "health, fire and safety" and adhere to the

American Society of Home Inspectors (ASHI) Standards and Practices.

Ground Floor Home Inspection inspectors are all AHIT trained and certified, have passed the National Home Inspector Examination, and provide quality with continuing education. We also partner with a professional sewer inspection company, **Mainline Services, Inc.**, and provide certified radon testing in accordance with EPA and RTCA guidelines.





Chris Kjeldsen is honored to be one of the trainers at *American Home Inspectors Training (AHIT)*. He started his home inspection career as a student at an AHIT class, and it was in the classroom training where he found a true passion

to help others succeed as professional home inspectors. He travels extensively throughout the US in order to teach these classes, which has slowed down some of his other activities. He's an excellent clarinetist, has a third-degree black belt with Universal Kempo Karate, coached competitive soccer with Colorado Rush Soccer Club, and has climbed and biked Pikes Peak over forty times. Chris is an avid photographer; his photos have won contests in both New Mexico and Colorado. He has photographs in the Pioneer Museum and the Colorado state archives capturing the Waldo Canyon fire.



Chris Kjeldsen Photography

Chris is a long-time resident of Colorado. Like so many in the Springs, he hails from a military family that lived in Germany, India, and several other exotic countries across the globe. Chris's family settled in the Springs in '64. Chris's father, after retiring from the Army as a Lt. Colonel, became a real estate agent, making his mark on our local market in the '70s. Because a career in real estate didn't keep him busy enough (sarcasm), Chris's father became a scout-master for Chris's Boy Scout Troop. Today, Chris is proud to say he earned his Eagle Scout in the '70s and still holds happy memories of camping in the Colorado mountains with his Dad.

Chris met his wife Treese in college at the University of Northern Colorado—both were Music majors, though Chris wound up graduating with a degree in Business. Out of college, the two moved to Portland, OR, and played in numerous groups and venues, including a decade as principal clarinet and flute for the Portland Chamber Orchestra. Chris and Treese have been married nearly 40 years and live in the mountains of Colorado with their dogs, cats, goats, and chickens. They have two adult children – Dana is an actor in Colorado Springs and Kitty is one of our home inspectors.



Chris Kjeldsen Photography



Chris in 1990



Treese in 1994

MEET THE GROUND FLOOR HOME INSPECTION TEAM!



Senior Professional Inspector Joe Gardino

is a second-generation Colorado Springs native. He has been married for over 30 years to his lovely wife Marty and they have two grown children, Adam and Gabriel. Joe graduated from Wasson High School in 1985. He has worked various construction trades

and odd jobs to include concrete and foundation installation, siding installation and parking lot repair. Joe has been working for Ground Floor since 2016. Joe and his wife Marty own a branch of Universal Kempo Karate. Joe is a 9th Degree Professor, Marty is an 8th Degree Professor and Gabriel and Adam are both black belts. Joe also loves to play guitar and enjoys performing with his son Adam. They both competed in the International Fingerstyle Guitar competition in Winfield, Kansas in 2019. Adam won!



Senior Professional Inspector Walter

“Wally” Kruger – Originally from Buffalo, NY, Wally moved to the Springs in '96. He met his wife, Teri, at Village Seven Presbyterian Church in '99. They have two grown children and one still at home (Jacob, Hannah and Rebecca). Wally is certified in Residential

Heating & Air Conditioning through Pikes Peak Community College. He has enjoyed being a commercial kitchen appliance repairman, nursing home maintenance director and in 2016 he became a professional home inspector. Outside of work, Wally enjoys training in karate as a third-degree black belt. He has been a member and instructor at Universal Kempo Karate Schools Association since 2003.



Senior Professional Inspector Kitty Rhea

is the daughter of Chris and Treese and strives to fill her father's inspection shoes as he dedicates the

majority of his time to traveling the country training future home inspectors. Kitty graduated from the University of Northern Colorado, where she spent a semester studying in Northern Ireland. She married Stephen shortly after graduating and moved back home to the Springs with their cat and guinea pigs. Kitty is a black belt in Universal Kempo Karate and enjoys helping those around her learn how to better protect themselves. She is incredibly proud to be a female home inspector (also referred to as a Unicorn) and has a passion for inspiring other females to succeed in the trades. Fun fact: Kitty has worked at the Colorado Renaissance Festival over the summers since 2011. She has played several different roles there but is most often recognized as the evil knight's joust cheerleader who shouts, “Cheat to Win!” and drinks wine out of a skull.

“ I was looking for a change. I longed to build a company that would improve its industry. That means not only providing great value, but also educating our clients and extending love and respect to our employees and their families.

- Chris Kjeldsen



Professional Inspector **Eric Mote** is a Colorado Springs native. He attended UCCS and completed his bachelor's degree in electrical engineering, and later earned his master's degree from the Air Force Institute of Technology. During his eleven years in the military, he was responsible for developing electromagnetic weapons, performing statistical analysis on

satellite systems, and conducting sustainment operations for the ICBM missile fleet. Eric enjoys playing the piano and the viola. He has performed professionally with orchestras, quartets, and chamber ensembles, and currently plays for his church and volunteers with a local youth orchestra. He and his wife have eight children and live on the prairie east of Colorado Springs where they raise cows, sheep, chickens, and ducks.



Professional Inspector **Dave Stanton** is a 20-year Air Force veteran. He earned both his Navigator and Pilot wings. Dave was also the lead airlift planner for Afghanistan operations, planning over 11,000 missions that delivered over 300,000 tons of cargo. Today, Dave is a home inspector – you could say instead of flying high, he has been grounded

to the crawl space. In his free time, he enjoys skiing and hiking. Dave is a fast learner who enjoys challenges and is excited to be a part of the home inspection world.



Executive Admin and RTCA-Certified Radon Measurement Tech **Treese Kjeldsen** joined the company in 2017. She's in charge of scheduling inspections and keeping things running smoothly behind the scenes. She is also a professional music educator/performer and retired band director. Her performing instrument is flute although she also plays

guitar, ukulele, mandolin and bass in different groups. She enjoys her mountain home in Teller County including taking care of goats and chickens. Fun Fact: She played in the pickup orchestra with the Moody Blues in Portland.



Marketing Specialist and RTCA-Certified Radon Measurement Tech **Hannah Sanchez** is a Colorado Springs native and the daughter of Walter Kruger and loves working alongside her dad. Hannah also enjoys meeting new realtors and business partners whether it be coffee, lunch, or—let's be real—a tasty margarita. You may recognize Hannah

from delivering the infamous Realtor Survival Kits to Open Houses. Hannah is married to her high school sweetheart and they have a spunky 2-year-old Raymond Dinero who keeps them busy (Ground Floor's "official" crawl-space inspector). Hannah is a first-degree black belt in Universal Kempo Karate and working towards her second-degree black belt in 2021.



Chris Kjeldsen Photography

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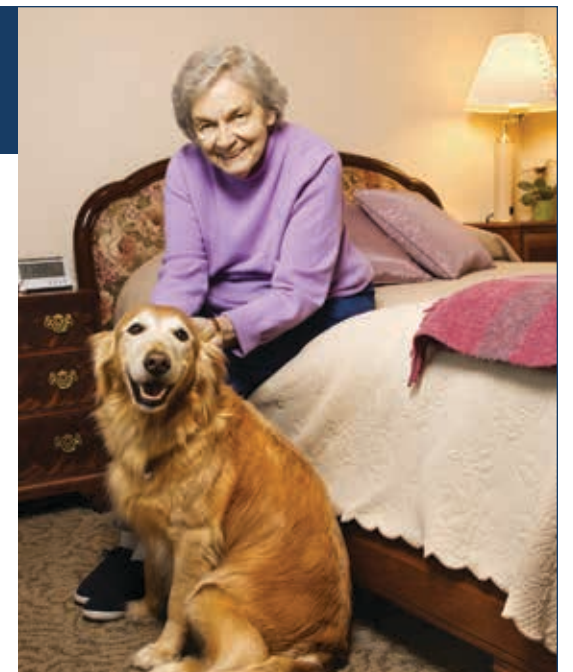
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If you haven't met Brian yet, he would love to meet you! Brian's contact: 719-313-3028; brian.gowdy@realproducersmag.com; or Facebook Message him!

*masks and social distancing was practiced prior to photos taken



MARK HUBERT is a Cub Scout leader and has had a piece of artwork displayed in the Smithsonian!



PATRICK MULDOON has a massive chest and back tattoo!



HAILEY NORMAN is from Honduras and Spanish is her native language!

around town



GEORGE NEHME is from Lebanon and comes from a family of entrepreneurs. His father is the owner/Master Technician at Salim's Silver Star and his brother owns Marigold Cafe & Bakery!



BENJAMIN KENNEDY has directed three films, each of were accepted into film festivals and nominated as Best Picture and Best Director at the festival (one won both categories!).



TIFFANY CANADY used to be a breakdancer! You can actually find her in the movies, Save The Last Dance and I Am Sam!

Bonus Fun Fact: Tiffany used to play football (pads and everything) up until Freshman year of High School!

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Contributed by Darrell Wass, owner of RE/MAX Integrity

market stats

Single Family / Patio Home El Paso County Price Ranges	All Listings as of Oct 19 2020	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	5	9	1.50	3.33
\$150,000 to \$199,999	12	62	10.33	1.16
\$200,000 to \$249,999	19	350	58.33	0.33
\$250,000 to \$299,999	29	1219	203.17	0.14
\$300,000 to \$349,999	51	1864	310.67	0.16
\$350,000 to \$399,999	68	1701	283.50	0.24
\$400,000 to \$449,999	61	1025	170.83	0.36
\$450,000 to \$499,999	61	677	112.83	0.54
\$500,000 to \$599,999	95	842	140.33	0.68
\$600,000 to \$699,999	52	417	69.50	0.75
\$700,000 to \$799,999	27	232	38.67	0.70
\$800,000 to \$899,999	20	112	18.67	1.07
\$900,000 to \$999,999	20	62	10.33	1.94
\$1MM to \$1,499,999	56	100	16.67	3.36
\$1.5MM to \$1,999,999	16	19	3.17	5.05
\$2MM to \$2,499,999	5	7	1.17	4.29
\$2.5MM to \$2,999,999	9	3	0.50	18.00
\$3,000,000 Plus	8	2	0.33	24.00
Total	614	8703		

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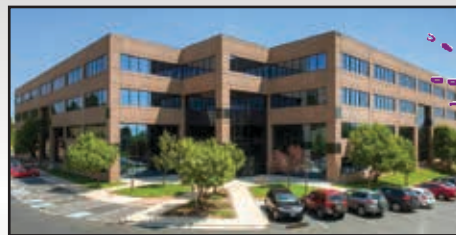


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