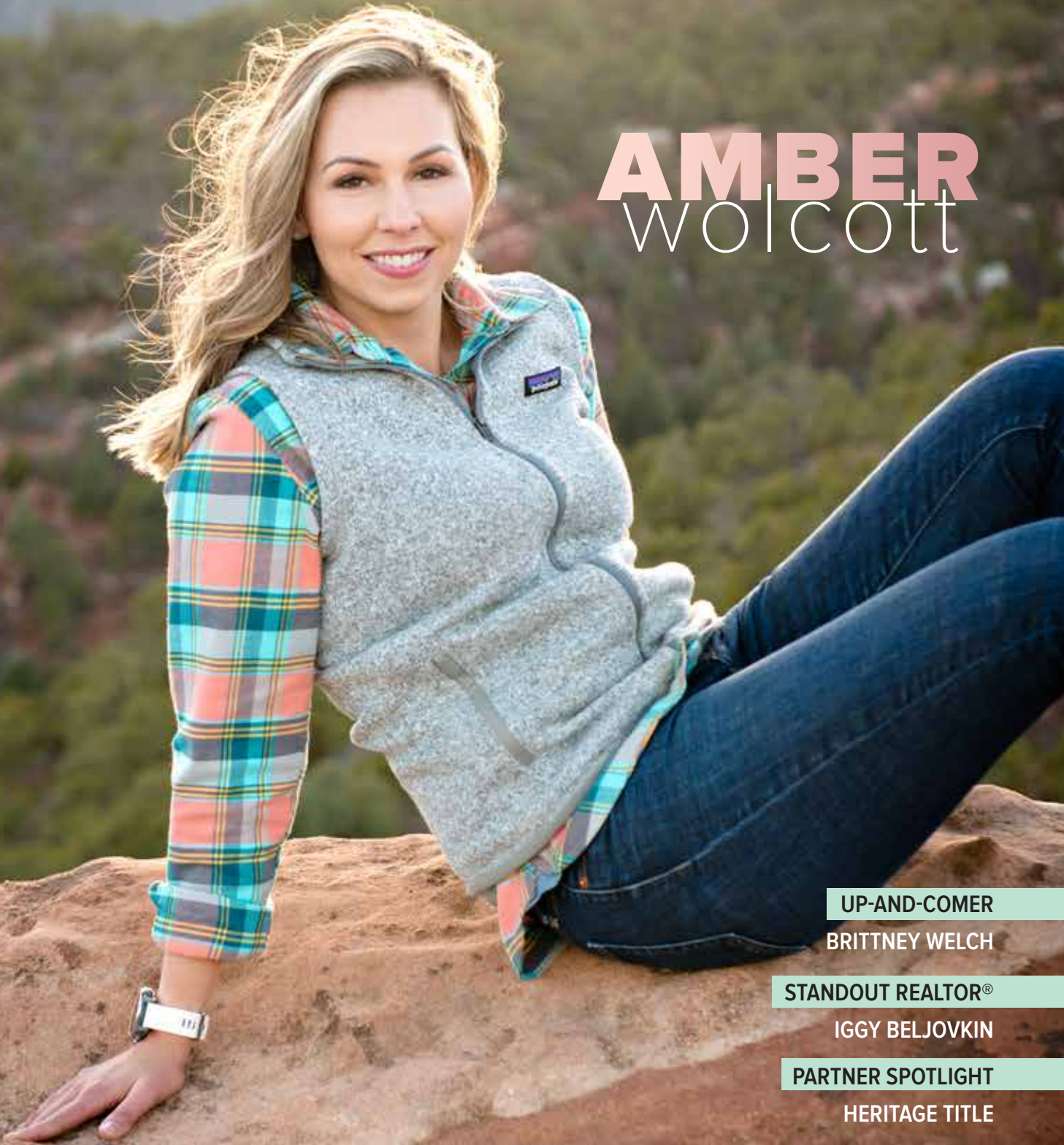


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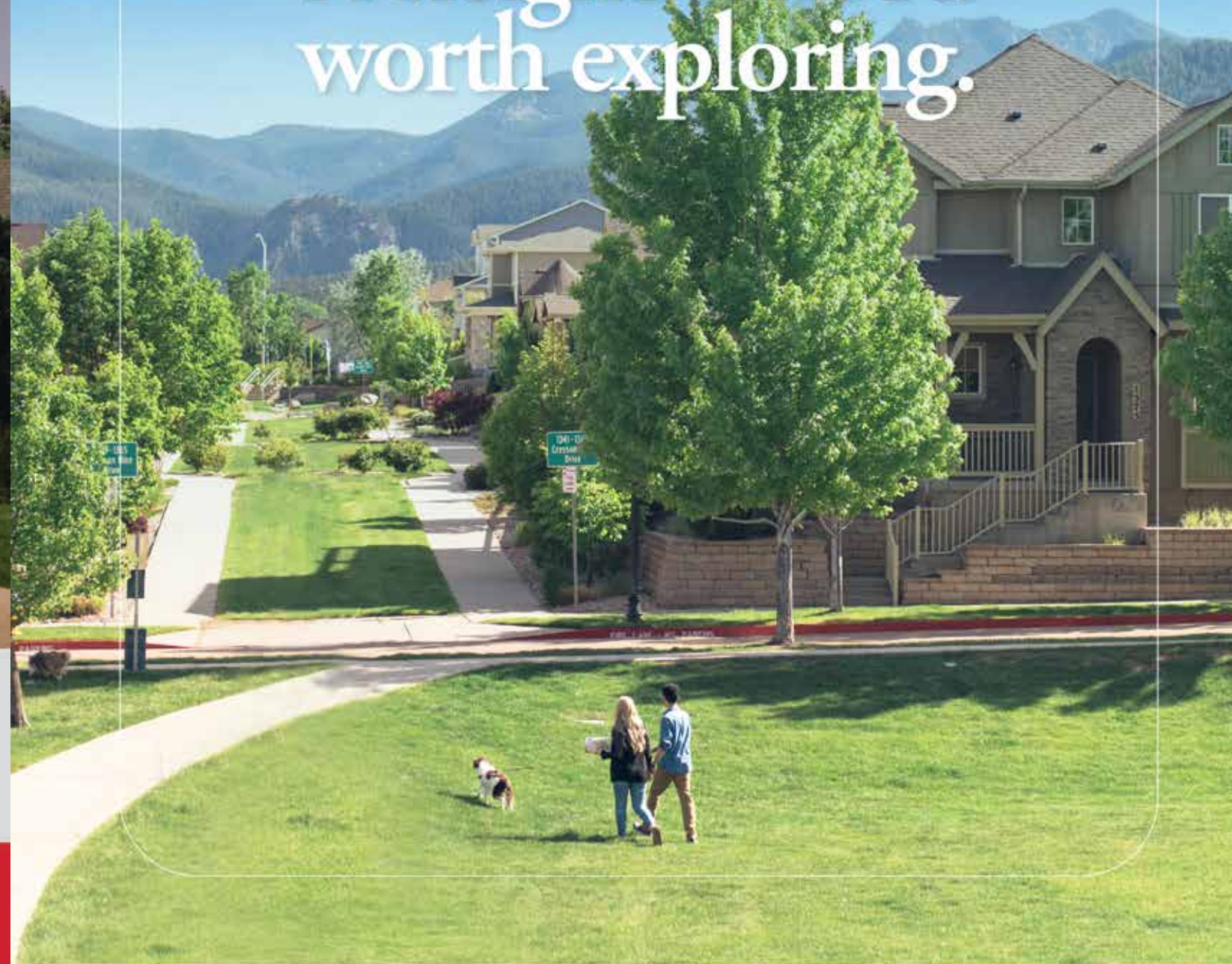
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# TABLE OF CONTENTS



**14**  
Up-and-Comer:  
Brittney Welch



**22**  
Standout REALTOR®:  
Iggy Beljovkin



**28**  
Partner Spotlight:  
Heritage Title Company



**34**  
Making A Difference:  
Volunteer Event at Restore Innocence



**40**  
Real Producer:  
Amber Wolcott



**52**  
Around Town:  
Fun Facts About Your Fellow Agents

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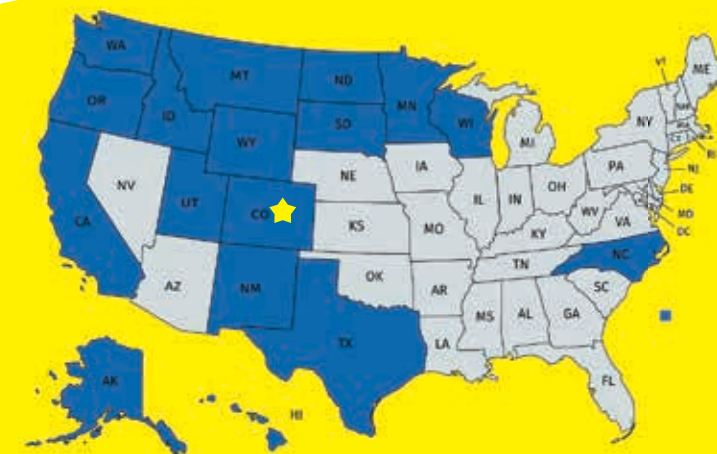
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# WELCOME, *New Partners!*

*Real estate friends and professionals, welcome to our June edition of Real Producers! I am so excited to present the stellar line up of REALTORS® we are honoring in this edition!*

I first met Amber Wolcott in April 2021 (over Zoom) as a referral by Angela Fugate. Amber struck me with her classy, old-school real estate attitude. I still have the handwritten "thank you" note she wrote me after our meeting!

The name Brittney Welch circled around me from several sources but it was Tess Gascon who finally intrigued me to reach out (thanks Tess!). Since, Brittney has helped me get in front of several vendors to grow Real Producers' revenue, even landing a lender who had said "not now" countless times until Brittney's selfless influence finally convinced him!

Iggy Beljovkin was first named to me by Dmitry Choukline in February 2020, the second week of me taking over the business. After Dmitry's description of Iggy's bad-a\*\* nature, I thought to myself, "I'm not cool enough to call this guy yet..." A year later, I finally sat across from him as he shared his one-of-a-kind story. I was so entertained by his ups and downs that I penned his story myself!

### Please join me in welcoming four new Preferred Partners!



Melysa Benedict  
with 5 Star Moving  
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John Kadnuck  
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Jimmy Simmons  
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Matt Carpenter  
with Venice  
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### Celebrating our renewing partners:

Tara Graham (and  
team) with Fidelity  
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Mark Baxley with  
Brick & Mortar  
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And a gracious thank you to the following agents who introduced us to our new partners and played a part in getting them on board:



Darrell Wass



Dianna  
Dalton-Daily



Michelle Bies



Tess Gascon

(and several more indirectly!)

New advertisers mean more resources for us to serve the real estate community, so this is something to celebrate! If you ever are "in the market" for a new vendor, I welcome you to check out our Preferred Partner list. Every business was referred to us by a top-producing agent—in fact, if you reach out to me, I will let you know exactly who introduced them to us and what they have to say about them.

If you know of a business that should be advertising with us, please share! Several of our categories are about to "sell out," so don't wait! And if you already use one of our vendors, we welcome you to let them know you saw their ad in Real Producers!

Thank you sincerely,



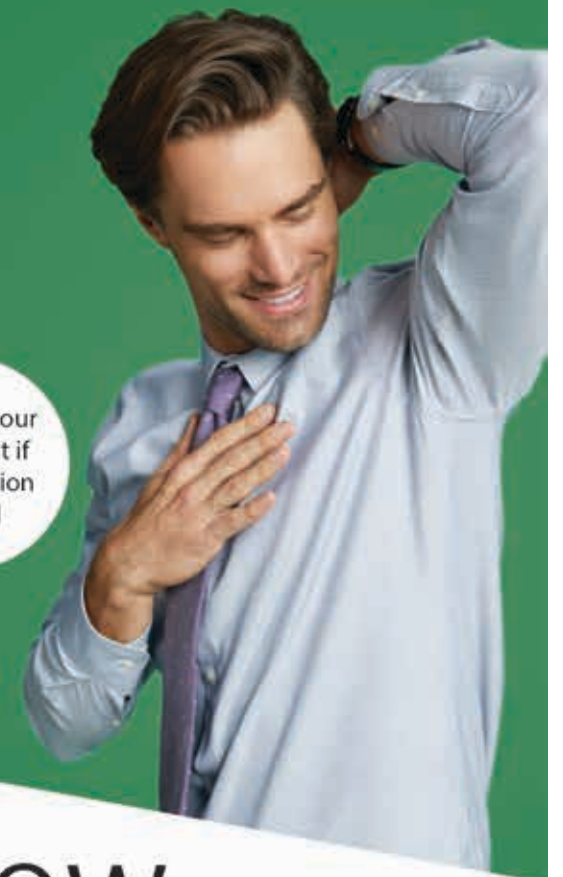
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# Brittney Welch

Valentine's Day is a special day for Brittney Welch. February 14th, 2017, is the day she earned her real estate license, and she likes to say, "My one true love is real estate." Although Brittney loved looking at houses as a child and thought about real estate when she was growing up, she wasn't sure if she would actually go into the business. Brittney has a tough childhood growing up in Flint, Michigan, and was in out and of foster care before her grandparents took her in. After living in Flint, she moved to Tennessee, Georgia and Alaska before settling in Colorado. In Alaska, a real estate agent "scared her out of the business" by telling her the first year will make or break you. With young children, Brittney didn't feel it was the right time to make the move, but after she bought her house in Colorado Springs sight unseen while living in Alaska, she felt the desire to work in real estate come back to her. She wanted to help other people feel secure in making such an important purchase, and four years ago, she earned her license.

Brittney didn't sell a house for six months after she got her license, but then, her business started taking off. Brittney made the decision to start farming as a major part of her lead generation

and knew it would take some time for the leads to come in. She is known in the community as a massive door knocker and flyer dropper, which is how she built her business and continues to grow it. Brittney says, "My favorite part of door knocking is getting in the community and talking to people. Being able to be out there and hearing what people are thinking about their neighborhood and their home is so important. A lot of times, people don't keep mailers. But I have people that I've never talked to who will call me to say they want to sell their house. When I show up at their home, they'll have 15 of my flyers in a folder that they've keep from the last two years."

Because Brittney is not afraid to knock on doors, she has been able to help her clients find their dream home in neighborhoods with extremely low inventory. "Plenty of times someone has told me they wanted to be in a certain neighborhood, and I have door knocked that entire neighborhood to make it happen." Currently, one of Brittney's clients is under contract for a house that never even hit the market. Her client told her they wanted to be in a small neighborhood which only has 70 homes. Brittney visited every single home in the neighborhood and was able to find someone willing to sell. She was very excited to deliver the news to her clients who are currently under contract for that home.







“  
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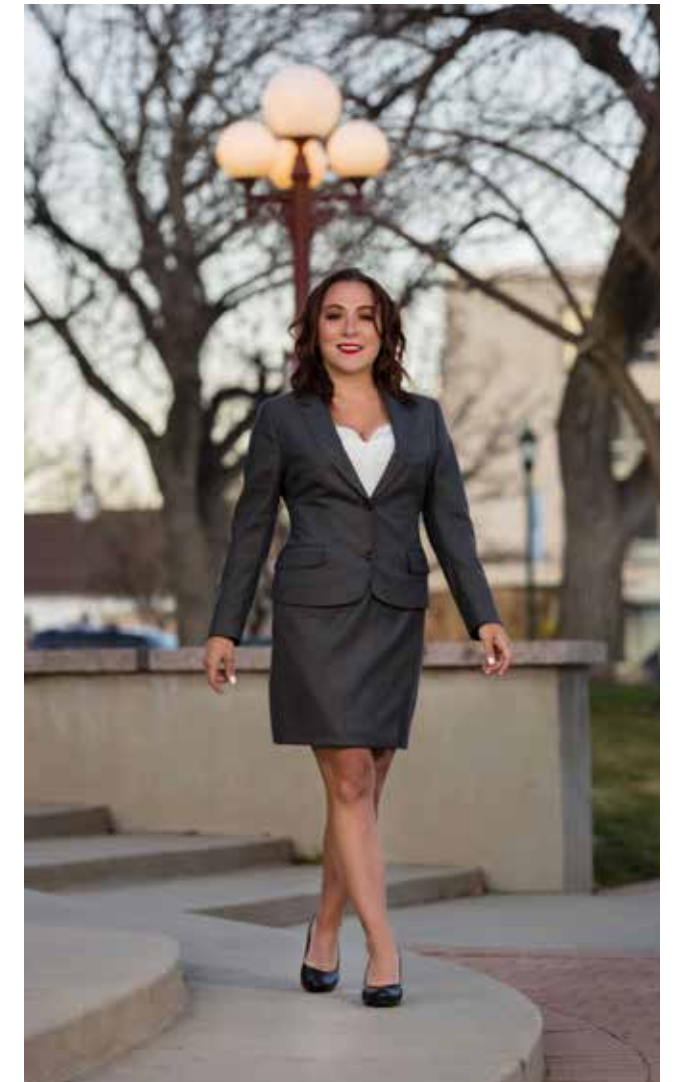
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Brittney finds fulfillment in helping people and allowing them to get maximum equity on their home. “This is especially true for military families. If they’re here for three years and can make \$100,000 before they leave for their new duty station, that can do so much for a military family. I also love helping educate people about foreclosures and short sales, so they know they have options. Being able to help people is so rewarding, and I also love the community interaction when I’m door-knocking and visiting neighborhoods, knowing what’s going on outside of my own bubble.”

Being part of the military community, it was important to Brittney that her ties to the military were reflected in her work professionally, as well as personally. She earned her designation as an MRP, Military Relocation Professional, in addition to SFR, Short Sale and Foreclosure Resource and SRS, Seller Resource Specialist. She enjoys sharing her knowledge with others and teaches classes in her areas of expertise including farming, short sales and foreclosures, dealing with investors and flips, distressed properties and military relocation.

Brittney has worked to overcome struggles her entire life, and starting off as a single mom in real estate was no exception. “Worry about closing houses to get paid when I got divorced, it was hard for me. As a commission-based job, you go into survival mode. But that stress of being 100% commission had an impact on my success as well.”

•••





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**I grew up**  
**in a tough**  
**environment,**  
**and I don't want**  
**my kids to see**  
**what I saw.**

I work hard every day to provide something great for them.

**”**

...

Brittney has two children, Laina and Damien, along with two dogs and two rare bearded dragons. She describes herself as a female outdoorsman and is an avid backpacker. One of Brittney's favorite trips was backpacking 19 miles in the Grand Tetons, and she has also backpacked the Oregon Trail, Redwoods and the Western Coast. She loves being in Colorado because she can take short trips to the mountains where she gets away for a few days with just a tent, food and her backpack. Despite having a hard childhood, Brittney has found success in real estate and her family is her "why" and the main reason for her success. "I grew up in a tough environment, and I don't want my kids to see what I saw. I work hard every day to provide something great for them." Through real estate, she has found fulfillment and looks forward to continuing to help her community and her family as she makes people's dreams of homeownership a reality.



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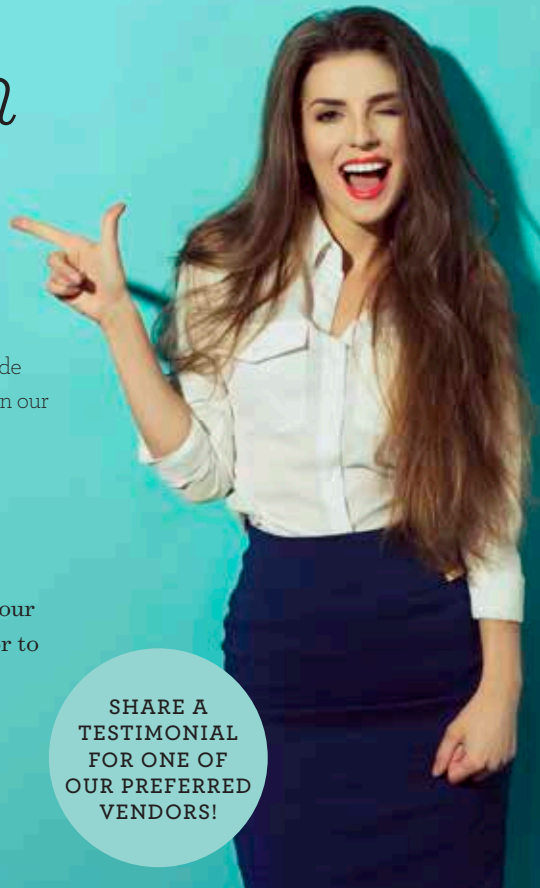
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*“Where did we find this guy?”*

...The famous words of anyone who is graced with the experience of sitting down the one and only Yegor “Igg” Beljovkin. The answer begins with a boy, nine years old, who went to bed one night being told tomorrow everything would change.

The year was 1995. Igg and his mother were living in Latvia, just outside the capital city of Riga, along the western border of what once was the Soviet Union before its collapse. Igg’s mother was a tour guide who would take people from places like Armenia to places such as Poland. Things were good until, one day, borders appeared from out of nowhere.

The joy of travel planning became the burden of complications and racketeering. Latvia was no longer their future.

“Tomorrow we’re going to America,” Igg’s mother whispered to him one night. The next morning, he woke up in Chicago. Days later, Colorado Springs was their home.

Twenty-three years old, Igg was frustrated with life. He had no defined career path and, in his own poetic words, “The Springs sucked.” He and his girlfriend at the time packed their bags and took off...landing in Portland, Oregon. He stayed there for six months before realizing things weren’t working, to put it lightly. Tail between his legs, Igg stuffed everything he owned into his Subaru Impreza hatchback and took off for Colorado. “All I remember from that thousand-mile drive is my snowboard,

...

•••

which barely fit, smacking me in the head... idiot...idiot... idiot...on every bump in the road for nineteen-straight hours.”

Back in the Springs, Iggy spent the next seven months sleeping on the floor at a friend’s house. The year was 2010 and the government was offering a First Time Home Buyer’s grant. Motivated by the past 210 days of less-than-glamorous sleep, Iggy did some calculations and realized, for the amount of money he was spending on his storage unit and his friend’s floor space, he could buy a cheap house in a bad neighborhood. And that’s exactly what he did!

Climbing himself out of rock bottom, Iggy took a job bartending at Rock Bottom. People would come into the bar and complain about their jobs and Iggy would tell them to quit. Then, one day, Iggy realized he didn’t like his job. So he took his own advice. “I quit my job and I haven’t had a real job since.”

One of Iggy’s regulars at the bar was always getting phone calls. Intrigued, Iggy asked him what he did for a living. And that was the start of one of the stranger periods in Iggy’s life...

Iggy and his friend from the bar became car flippers. No, they didn’t flip cars upside down; rather they bought out-of-shape cars that owners needed to get rid of, fixed them up like a house flipper would an outdated home, and sold them for a profit. “We would go on Craig’s List and search: ‘DUP’; ‘Kid going to college’; ‘Moving! Need to sell car fast;’ and bring the cars to a local shop here, and sell them for as much as we could get.” At any given time, Iggy and his partner would have twenty-plus



cars parked in random places around the city. “Yes, we did have a tracking system for it and no, it wasn’t perfect. We once forgot about a car for about three weeks. We had left it in a Walmart parking lot for three weeks—we were lucky it was still there when we finally found it!”

It wasn’t glamorous and it wasn’t fulfilling, but the time he spent flipping cars, dealing with shady people over the phone shocked all the shyness and introversion out of Iggy’s personality and shaped the unique “tells it as it is” individual you know today.

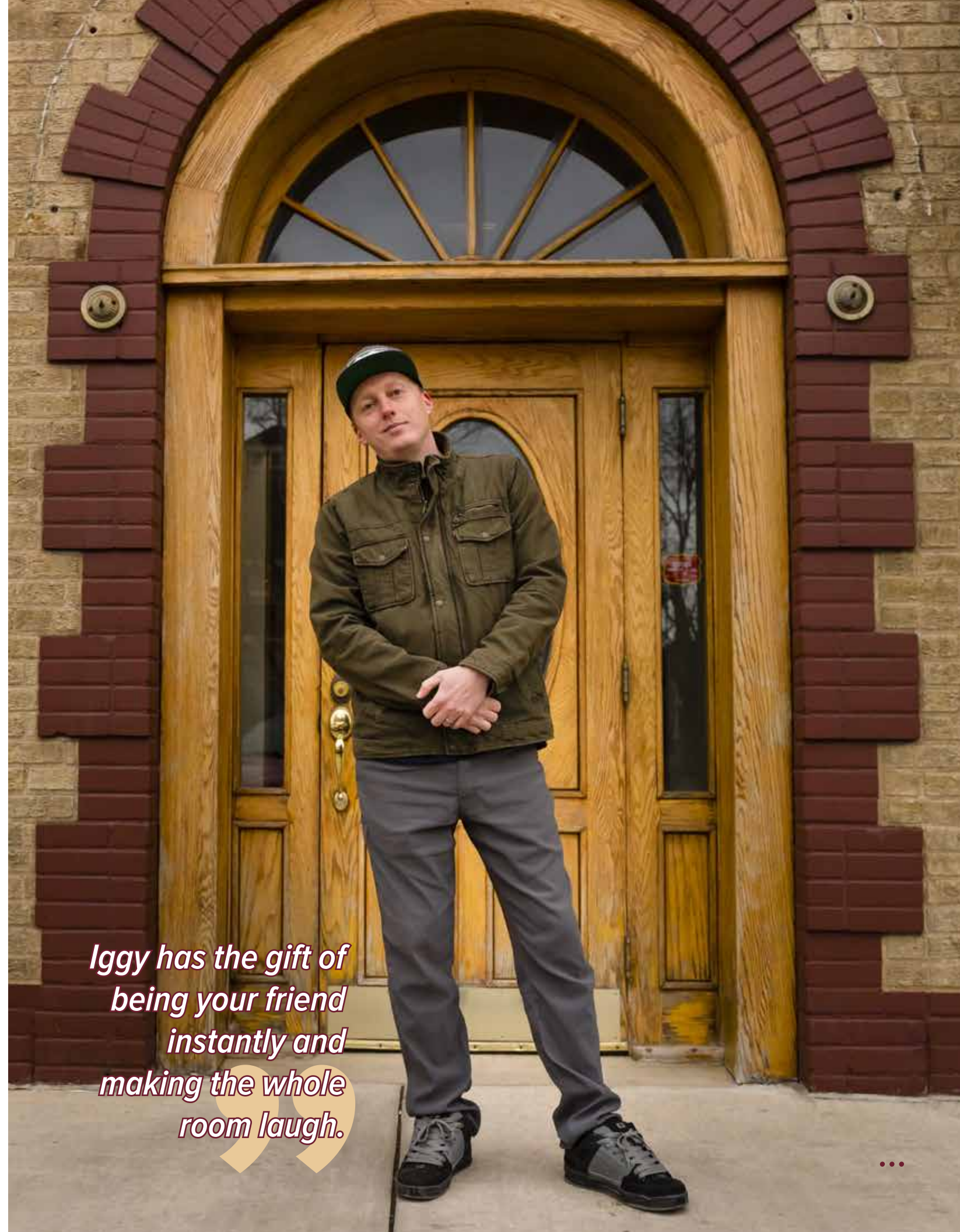
One day he got bored of flipping cars and decided that flipping houses would be more interesting. With no money or experience, Iggy purchased his first investment property from one of the shadiest wholesalers in Colorado Springs’ history. Iggy would spend the next several months underneath a foreclosure off B Street, and the wholesaler would ultimately serve time in prison. That was his segue from car flipper to Iggy the REALTOR®.

The year was 2013 and Iggy Beljovkin was back in school—real estate school, to be specific. Amber Wolcott,

top-producer at The Platinum Group, was a student alongside him and got her very first impression of Iggy the first day of class. “Iggy has the gift of being your friend instantly and making the whole room laugh. At first, you’re not sure what to think of him- he’s casual, a little snarky, and doesn’t hold back if you ask him for his opinion. But this man will give the shirt off his back for you with no questions asked.”

Iggy’s first year could have gone smoother. He hadn’t quite retired his car-flipping business and balancing both cars and homes was a struggle to say the least. Things finally clicked when one of his fellow agents asked him how many cars he was flipping (twenty) versus how many homes (zero)...Iggy sold off the cars almost immediately and shifted fully to real estate.

Iggy’s real estate career started at Coldwell Banker before moving to the newly opened Equity firm, where he stayed for four years. In 2018, Iggy launched his own firm, Summit Ridge Group, and today they are proud to house twenty agents (and counting!).



*Iggy has the gift of being your friend instantly and making the whole room laugh.*

•••



Iggy is not your typical REALTOR®. If he has a friend who needs help and he knows it will be an easy transaction, Iggy will do the deal for free. His firm has been known to throw rooftop parties where they rent a party bus and drive to the nearest Walmart and spend ridiculous amounts on school supplies only to give it all away. In 2019, for every home he sold, he donated \$500 to the nearest school.

This year, Iggy was voted to the Board of RSC. “I was complaining to them too much. They told me, instead of complaining, why don’t you serve on the board and fix the problems yourself! So I did.”

Real estate brought far more than career fulfillment and philanthropy into Iggy’s life. Iggy met his wife, Andrea, back when she was a title rep at North American Title. “The

moment I saw Andi I fell in love with her. I told Lori that the title hostess upfront really sparked my interest, Lori told Andi, and then Andi sent me an email from her work account asking ME out!” Today, the two are raising their nine-month-old son Maxim and are building their dream home alongside Memorial Park.

Outside of real estate, Iggy’s greatest passion is rock climbing. Iggy has “climbed rocks,” as he says, all over Colorado and even as far as Thailand and Greece. “When you’re climbing you fall into an almost meditative state. It’s the perfect way to clear out all the challenges and frustration that life in real estate brings with it. When you’re climbing, nothing else exists.”

“I met Iggy at the very beginning of his career. I could immediately tell he had a sharp tongue and a quick mind. He was hungry and soaked up information extremely quickly. It’s a true joy to see how he’s taken those talents and grown so quickly in this industry – as a REALTOR®, as a leader, and now as an owner of his own Brokerage. I couldn’t be prouder of Iggy – not only because of his success, but mostly how he’s achieved it without compromising his personality, his vision or his perspective. I’m proud to call him a friend.”  
—Greg Luczak, Coldwell Banker

“Iggy has the gift of being your friend instantly and making the whole room laugh. At first, you’re not sure what to think of him – he’s casual, a little snarky, and doesn’t hold back if you ask him for his opinion. But this man will give the shirt off his back for you with no questions asked.” —Amber Wolcott, The Platinum Group, REALTORS

“Iggy is not your typical real estate agent. You’re more likely to find him with his sleeves pulled up digging around a crawl space than you would behind the wheels of a Mercedes. His honesty is forthright and always laced with hard truths. If you’re looking for a real estate agent who is going to tell you what you WANT to hear, this is not your man. Hardworking, capable, professional, diligent and above all honest to a fault; Iggy is, in my opinion, a rare breed of industry professional not beholden to the whims of a larger brokerage – he proudly stamps his own path and for that I respect and admire him. Any real estate agent would do well to make his acquaintance. His knowledge is second to none and his ability to close complex deals and work through problems is incredible. It has been a pleasure working with him over the years and I know that with his values and work ethic, his business will only grow by leaps and bounds.”  
—Dmitry Choukline, owner at PixVid



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# HERITAGE TITLE COMPANY

## partner spotlight

Written by **Barbara Gart**  
Photography by **Maria Bay**  
of Casa Bay Photography

Heritage Title Company is a premier provider of Real Estate transaction services for both the Residential and Commercial markets, and has been serving the real estate industry in Colorado for over 40 years. Their services include title insurance, settlement, foreclosure guarantees, oil and gas records, construction loan disbursement, ownership and

encumbrance reports, as well as the coordination of closing services for commercial and residential property.

Because Heritage Title is a locally based company and is also part of Fidelity National Financial, a publicly-traded Fortune 300 company, they are able to provide their clients local expertise and national strength. Their tagline is Making Transactions Personal, and Connie Malonson, Regional Vice-President of Southern Colorado, says, “We genuinely care about our clients and their success. Therefore, we offer many products and services to our clients that many other local companies don’t have available, which are geared towards helping our clients grow

their business. We have lead generation products as well as databases uniquely designed to help our Real Estate Agents increase their business while saving them time and money.”

The title insurance industry has evolved greatly over the years. Connie points to changes in technology as one of the biggest evolutions in the business. “When I started in this business back in 1981, the interest rates were at 15%, the Real Estate contract was four pages long and we had to type all of the documents by hand. Over the years, as technology improved, it allowed

us to handle transactions more quickly and efficiently. The Real Estate industry has gone through a lot of ups and downs in the past 44 years. The crash of 2008 being one of the most significant which resulted in tighter lending practices, the creation of the Consumer Financial Protection Bureau (CFPB) and more strict regulations and practices within the overall industry.”

Heritage Title is passionate about giving back to the community. There is an employee volunteer program that was started 10 years ago called Heritage Hearts in Partnership (HHIP.) The company provides volunteers and financial support to many organizations across the State of Colorado throughout the year. They hold a fundraiser internally that allows employees to purchase a \$5 Jean’s Day Sticker to help support the efforts of HHIP. They also organize drives to collect items for non-profits,

“

We genuinely care about our clients and their success.

”

such as baby items for HomeAid of Colorado, Backpacks for Tennyson Center for Children and pet food/items for Animal Shelters. Some of the non-profits Heritage Title supports locally are Wounded Warriors, Ronald McDonald House and Honor Flights of Colorado.

Real Estate Agents and Lending Institutions should feel comfortable recommending Heritage Title Company to their clients because, “Our products and services are top-notch, and our employee’s knowledge and experience help to make a smooth and enjoyable transaction. Not to mention the Title Policy that a buyer or lender will receive is backed by one of the largest title insurers in the nation. Heritage Title is committed to making sure our clients are informed and protected against the latest forms of fraud. We value and protect the consumer’s privacy with various safeguards throughout their transaction. It’s also important





to work with a direct operation as underwriting decisions can be made locally. Lastly, be sure that the Title Company you choose has financial strength to be able to support a Title or Escrow claim to protect your client and their real estate investment.”

Heritage Title’s employees and leadership are the reason for their success. Connie says, “Because we promote from within, we have a solid foundation with employees who have learned the business from the ground up. Our company culture is such that we value our employees and the average tenure of employees companywide is 17 years. Our admin and leadership

have an average tenure of 30+ years. Our employees love the industry and want to help their clients grow their business, which in turn grows our company.”

Connie, along with all of the long-time employees at Heritage Title, finds it extremely fulfilling to “be a part of one of the biggest events that our customers will ever be a part of. Whether they are buying their first home, a dream home or selling their childhood home, we strive to make their experience a pleasurable one and we understand the emotions that are a part of such a life-changing event.”



Connie Malonson; Regional Vice-President/Southern Colorado

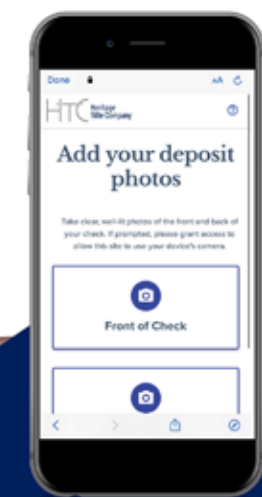


Heritage Title Company has offices all over the State of Colorado, including Downtown Colorado Springs at 90 South Cascade and Colorado Springs North at 1975 Research Pkwy. They have seven closers along with assistants, title, and support staff, and three sales executives that serve the Colorado Springs area. For more information, please visit [www.heritagetco.com](http://www.heritagetco.com).

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# Volunteer Event

at RESTORE INNOCENCE



**THANK YOU** to the REALTORS® and Vendors who took time out of their busy mornings to volunteer, packing restoration bags for local non-profit Restore Innocence!

Restore Innocence's mission is to help children, teens, and adults of all ages recover from human trafficking. They work closely with law enforcement to provide restoration bags full of comfort items to victims at the moment of rescue as well as providing mentorship programs to help restore them back to themselves.

Restore Innocence needs donation items! Here is a short list of much-needed items:

- blankets (50x60 in. is the best size)
- stuffed Animals (12-14 in. in size)
- journals (gender neutral or for men)
- hairbrushes
- travel-size shampoo and conditioner (not hotel branded)
- chapstick (items must be new)

Drop donation items at 5019 List Drive.

[www.restoreinnocence.org](http://www.restoreinnocence.org)

Email [brian.gowdy@realproducersmag.com](mailto:brian.gowdy@realproducersmag.com) to be added to the invite list for our future volunteer events.

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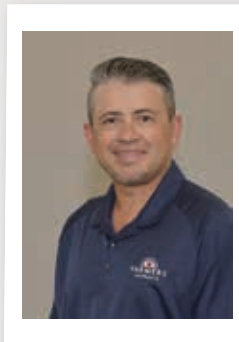
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# AMBER wolcott

**AMBER WOLCOTT** has taken a lot of chances in her life.

As a young newlywed, she took a chance moving cross country from Florida to Colorado with just \$1,500 to her name, knowing no one except for her husband. When she realized that the PR industry in Colorado Springs was much smaller than the one in Tampa, she took a chance working for free for a PR firm in the Springs to get her foot in the door, even though she had an impressive portfolio and past experience. But the best chance she took is when she decided to get her Real Estate license in 2013, even though she knew nothing about real estate.

Amber says, “At the time, I was doing marketing and PR for a small firm during the day and serving tables at a restaurant at night. I quickly realized that I was not passionate about what I was doing and would come home in tears from both jobs. My husband had always been interested in real estate and suggested I look into it as a career. At the time, I didn’t know what REALTORS® did or how much they made. I didn’t even know what an inspection was! I earned my license at the end of 2013, and I’m so thankful I had no idea what I was getting into.”

Although Amber made her first sale in the first 30 days, she didn’t have another sale for 6 months. Her first commission check was \$2700 and made her feel “like the richest person in the room.” She had never received a check that large before and was determined to succeed after that. “I was lucky to have great mentors, and I owe a lot of my success to the people I worked under. I had a special experience and opportunity working with these mentors that a lot of agents don’t have. After that six-month period, it just seemed to click.”



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One of Amber's first mentors was Charles D'Alessio. She learned under him and his team and would go to the office Monday through Friday, treating it like a 9-to-5 job. She says, "I was like the little cousin that no one wanted around. I just followed people around and would go on showings, inspections, anything I could. I had never owned a home myself and didn't even know what furnace or water heater was. Those people around me really took me under their wing and I learned so much from them." Charles also helped her learn the art of the contract. When Amber would write a contract and Charles reviewed it, he made sure she understood why every single box she put a check mark by was supposed to be checked and what it meant.

While Charles taught Amber contracts and real estate, "I learned how to sell from Donny Coram. I gained a lot of confidence through his team, working the system and making phone calls with him. When the phone would ring at the PR firm, I would hide in the bathroom because I was scared to answer the phone. Now when it rings, I'm excited to take the call. If I had known that REALTORS® did those things, I would have avoided it, and I'm so glad I didn't know what I was getting into!"

Now that she's at The Platinum Group, Amber says she's around "deep real estate knowledge." While she already knew how to show a house and write a contract, she wanted to learn more about the history of real estate in Colorado Springs. "Being around the deep-rooted REALTORS® who have been here for 15 years is priceless. I value being around their knowledge and conversations. You can only get so much from a podcast or google search. Being around that level of experience, I think that's what separates the good from the great."

By finding success in her career, Amber has learned some valuable lessons, especially about what's important to her. She says, "When my husband and I moved here with \$1,500 to our names, we were young and newly married. We're very simple people, but when my success started to shine, our income changed. I was 25 years old selling 60 houses a year. It happened very fast, and we didn't have anyone in an advisor role helping us financially to plan or invest. Both of us come from working-class backgrounds and we were never exposed to anything like this. Being in my 20s and making good money, you tend to get distracted and lost. I got wrapped up in it."

Amber had a moment when she realized that all of that financial success can all go away in a day. When the recession hit in 2008, her family and her husband's family lost everything. "We watched our families lose homes, businesses and have to file for bankruptcy. So one night, it just clicked that I was becoming someone I never wanted to be. That's when we started shifting our focus. We went back to our roots. We want to live a more simple life so if another recession comes, we'll be okay. A lot of people get distracted by the shiny things and want to buy big cars and vacation homes, but that doesn't make you wealthy. I was not going to be another millennial with things I can't afford, just to keep up with the Joneses. Now, we don't buy make any big purchases unless we can buy an asset that will pay for the payment. I love this way of thinking which came from my husband, and I'm so thankful for it."

Amber prides herself on never giving up. She loves to find solutions to problems when others might stop trying. "I don't just sell houses, but I have been mastering creative real estate solutions since 2013. We see a lot

of new and different things in real estate, but to me, that's what makes this career so rewarding. Being able to say this is the weirdest thing anyone has seen in this industry and I found a solution to it is a great feeling. I like a challenge, and where some agents shy away from the difficult, I tend to gravitate towards it."

Amber also loves when people trust in her abilities as their REALTOR®. One of the most rewarding aspects of the job is "When my clients put their trust in me to find them a place to live and gain an asset. I love being reliable and people trusting in me. The coolest thing has been to help our friends and family change their lives. Some have made more money selling their house than they've ever made in a year. Real estate can totally shift their lives and open so many doors, and it's been very fulfilling to see people my age accomplishing these big financial goals."

Amber has been married to her husband Dan for 10 years. They love snowboarding, backpacking, hiking, camping and traveling. Before they moved to Colorado, Amber and Dan had never seen mountains, snow or even lived somewhere less than 50 degrees! She says, "We have such a strong bond. I made sacrifices for him to be in the military, and he's now making sacrifices for my business. He's heavily involved, and pushing me to run my own business. We're true supporters of each other and want each other to reach their goals and dreams."

Amber and Dan have two dogs, a Labrador named Solo (who was the sole survivor of his litter) and a Yorkie named Ace. "Our lives revolve around them and they love to be outdoors with us. For me, being a younger business owner, I value the

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**“ I LIKE A CHALLENGE,**  
and where some agents shy  
away from the difficult, I tend to  
**GRAVITATE TOWARDS IT.**



...  
luxury of time and being able to get away and disconnect. Wealth isn't having money for me. It's having time. Being 30 years old and being extremely successful, you can get wrapped up in all of it, but I've realized money isn't what matters most."

Amber works hard to take time for herself and to be able to take care of her family in a way they've never been taken care of before. She strives every day to "never be mediocre" and is thankful she moved to Colorado because, "I love living here. I love that you can step outside and go explore the mountains for absolutely no cost. I love all of the possibilities of adventure here." Amber's real estate business is one of her many adventures, and one which she is excited to see grow and flourish in the future.

## “ I LOVE LIVING HERE.

I love that you can step outside and go explore the mountains for absolutely no cost. I love all of the possibilities of adventure here.



# katie marie photography



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# APRIL 2021

## Supply & Demand

Contributed by Darrell Wass, owner of RE/MAX Integrity



market stats

| Single Family / Patio Home<br>El Paso County Price Ranges | All Listings<br>as of April<br>20 2021 | Total Listings<br>Sold last 6<br>Months | Avg. Sales<br>Last 6<br>months | Current<br>Supply in<br>Months |
|---|--|---|--------------------------------|--------------------------------|
| \$50,000 to \$149,999                                     | 3                                      | 14                                      | 233                            | 1.29                           |
| \$150,000 to \$199,999                                    | 0                                      | 33                                      | 5.50                           | 0.00                           |
| \$200,000 to \$249,999                                    | 2                                      | 189                                     | 31.50                          | 0.06                           |
| \$250,000 to \$299,999                                    | 12                                     | 671                                     | 111.83                         | 0.11                           |
| \$300,000 to \$349,999                                    | 16                                     | 1268                                    | 211.33                         | 0.08                           |
| \$350,000 to \$399,999                                    | 18                                     | 1349                                    | 224.83                         | 0.08                           |
| \$400,000 to \$449,999                                    | 27                                     | 825                                     | 137.50                         | 0.20                           |
| \$450,000 to \$499,999                                    | 37                                     | 581                                     | 96.83                          | 0.38                           |
| \$500,000 to \$599,999                                    | 34                                     | 704                                     | 117.33                         | 0.29                           |
| \$600,000 to \$699,999                                    | 42                                     | 356                                     | 59.33                          | 0.71                           |
| \$700,000 to \$799,999                                    | 17                                     | 158                                     | 26.33                          | 0.65                           |
| \$800,000 to \$899,999                                    | 22                                     | 104                                     | 17.33                          | 1.27                           |
| \$900,000 to \$999,999                                    | 13                                     | 68                                      | 11.33                          | 1.15                           |
| \$1MM to \$1,499,999                                      | 23                                     | 93                                      | 15.50                          | 1.48                           |
| \$1.5MM to \$1,999,999                                    | 18                                     | 13                                      | 2.17                           | 8.31                           |
| \$2MM to \$2,499,999                                      | 7                                      | 4                                       | 0.67                           | 10.50                          |
| \$2.5MM to \$2,999,999                                    | 6                                      | 8                                       | 1.33                           | 4.50                           |
| \$3,000,000 Plus  | 10                                     | 1                                       | 0.17                           | 60.00                          |
| <b>Total</b>  | <b>307</b>                             | <b>6439</b>                             |                                |                                |

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**WHITNEY WARD**

loves teeth and people's smiles—which makes sense as she was a pediatric dental assistant for just over 2 years. She roots this back to Jonny Depp's immaculate smile in the Willy Wonka reboot from 2005.



**LEIF JACOBSON** met his wife, Eileen, as they both guiding mountaineering trips in Washington's Cascade Mountain Range!

# FUN FACTS

## About Your Fellow Agents

\*masks and social distancing was practiced prior to photos taken

### ▶▶ around town

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](mailto:brian.gowdy@realproducersmag.com); or Facebook Message him!



**CHRIS KJELDEN** with Ground Floor Home Inspection is an avid photographer. His photos have won contests in both NM and CO. He even has photographs in the CO state archives and the Pioneer Museum capturing the Waldo Canyon fire in 2012.



**JENNIFER BROWNE** raced BMX and played soccer growing up! Bonus Fun Fact: Jennifer is a cowgirl! She and her husband raise cows in their 18-acre farm in Peyton!



**GREG LUCZAK** is a competitive ice fisherman! He has competed in state-wide competitions and even has a cabin in Florissant, which is his "happy place!"



**KIM BOURGOIS** loves to give back as much as possible—she and her kids will spend a day baking and cooking and delivering goodies to hospitals, fire stations, and police stations throughout the year to thank them for their service.

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