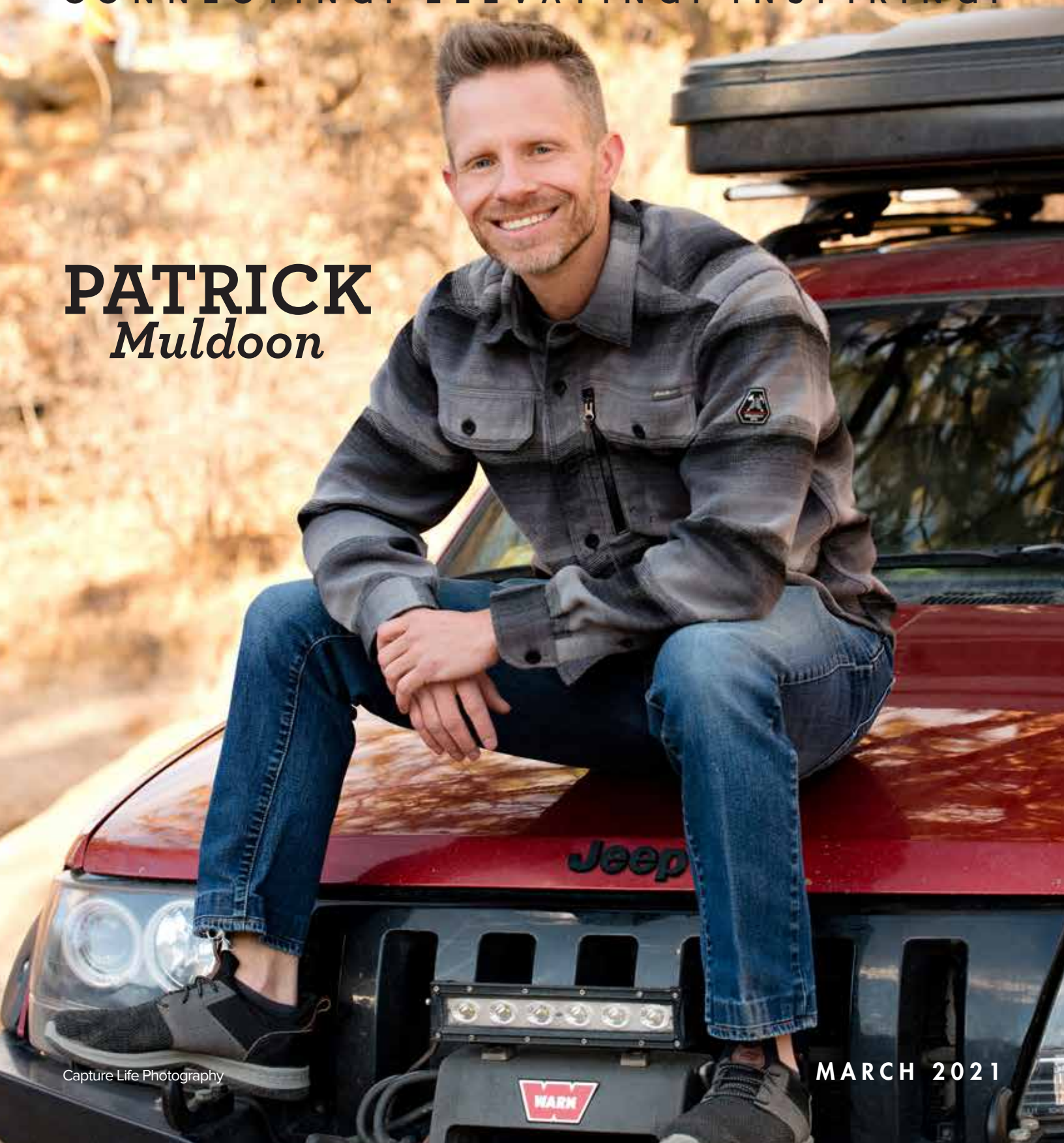


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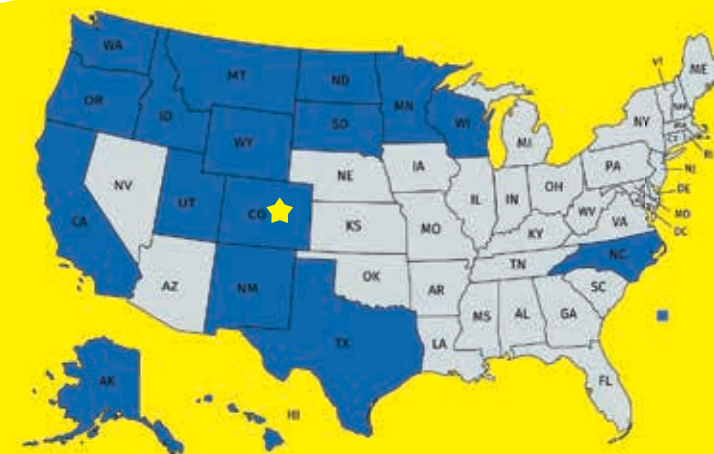
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Real estate friends and professionals, welcome to our March edition of Real Producers! I am beyond proud to present the stellar line up of REALTORS® we are showcasing in this edition!

The March 2021 edition marks my one year anniversary as the owner / Publisher of Colorado Springs Real Producers! Our 2020 edition with Lauren Schneider on our cover was my very first production. Many of you have shared that you appreciate the direction I have taken the platform. Your words fuel me through today and beyond.

This month we are welcoming six new partners! Please join me in welcoming... (in order of us bringing them aboard)

<p>Chris Franquemont with Guaranteed Rate</p>			<p>Andrea Beljovkina and Andi Stemple with Upgrowth Transactions</p>
<p>Vaughn Littrell and Quinn White with Fidelity Mortgage Solutions</p>			<p>Tom George with A Precise Home Inspection</p>
<p>Kody Miller with ALINK Insurance</p>			<p>Tomas Martinez with Orly's Art Gallery & Custom Framing</p>

And a gracious thank you to the following agents who introduced us to our new partners:

		
<p>Brittney Welch; Keller Williams Freedom</p>	<p>Jennifer Crosby; Springs Home Finders</p>	<p>Iggy Beljovkin; Summit Ridge Group</p>
		
<p>Dave Sanders; RE/MAX Real Estate Group</p>	<p>Alan Willaby; ERA Shields</p>	<p>Mason Buck; Coldwell Banker</p>

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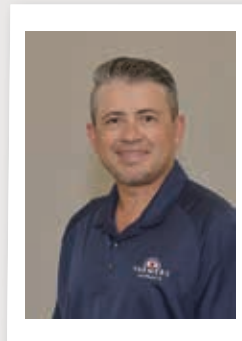


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George NEHME

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leaders

By **Barbara Gart**
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TO MAKE SURE OUR LOCAL LEADERS AND STATE LEADERS UNDERSTAND WHAT WE NEED IN PROTECTING PROPERTY RIGHTS, HOMEOWNERS' RIGHTS AND OUR REAL ESTATE INDUSTRY AS A WHOLE. ”

George Nehme learned how to “pound the pavement” very early on in his Real Estate career. His first day as a REALTOR®, George sat at his desk and stared at the phone, waiting for it to ring. His mentor, Gene Langley, told him if he wanted the phone to ring, he needed to make it ring. “You have to work for it.” George left the office to go walk the neighborhoods in Colorado Springs and eventually someone said yes. George was so surprised, he wasn’t sure what to do next, so went back to the office to ask Gene. Twenty-seven years later, George has gained the experience and knows what comes next, but still credits Gene with helping him get started in the business. “Gene was my mentor for many years and really taught me how to put myself out there.”



George was born in Beirut, Lebanon, and came to the United States when he was 9 years old. George’s dad was a Master Mercedes-Benz Technician, one of only five in the world at the time, and was the personal technician to King Hussein of Jordan. A pastor friend of the family in Colorado Springs sponsored George’s dad to work for a local Mercedes-Benz dealership that was looking for a Master Technician. George’s dad moved the family to Colorado Springs, where they have lived for the past 47 years.

George’s dad eventually opened his own Mercedes repair shop, Salim’s Silver Star Automotive, and George went to work for his dad as the office manager. Several REALTORS® brought in their cars and told George that he should consider going into real estate and that he would do great. George decided to heed their advice, and in 1994, he earned his real estate license. George started his real estate career with McGinnis/Better Homes and Gardens. George went on to sell new homes for a local home builder, selling in many neighborhoods such as Flying Horse, Springs Ranch, Sand Creek, Cumbre Vista and Struthers Ranch.

George says one of his biggest challenges as a new REALTOR® was “getting started and doing things the right way. My dad taught me that service is everything, you have to build trust and create relationships. That’s how I go about every day as REALTOR®. Once I realized how important it is to stay in touch with past clients and to be their trusted Real Estate advisor, my clients began referring their friends and family to me. Now I’m selling homes to the grown children of past clients. It’s just amazing how the business grows when you appreciate your clients, work hard, deliver an incredible experience and stay humble with your business.”





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One of the unique aspects of George's business is he and his wife Rebecca, who is also a REALTOR®, work together as a team and make sure they are hands-on with their clients. George says, "We're very traditional with our business practice, and are who you will talk to when you call. No assistants, no big teams, we are hands-on, personal and professional. This practice has worked for us for the past 27 years."

This is an exciting year for George professionally. He is the new Board Chair of the Pikes Peak Association of REALTORS®. "My goal is to make sure we listen to our members and hear their voices. To make sure our local leaders and state leaders understand what we need in protecting property rights, homeowners' rights and our Real Estate industry as a whole. I want to make sure people still rely on REALTORS® for their real estate needs, and for us to get more involved in the community and to continue giving back. Our board members are so passionate

about the Real Estate industry, and I want to be a leader that leaves things better than when I found it."

George is no stranger to leadership in his industry. His past involvement includes CAR and PPAR Board Director, CAR RPAC Co-Chair, PPAR Public Policy Chair, PPAR RPAC Chair, CAR LPC Member Housing Committee, Rotary Champions Board of Director and Member Colorado Springs East Rotary. George is looking forward to his new role as Board Chair of PPAR this year and seeing how he can continue to make a difference.

George says his dad, his wife and his children are his biggest inspirations. "My dad left everything he had in Lebanon to give us the opportunities this country has to offer. I cannot thank him enough for the sacrifices he made to make sure we had a great life. He worked long and hard hours to

put good things in front of us. He never missed our events when we were kids, and I made sure to do the same with my kids. My wife and my kids are my everything. I get up every morning because I want to make things better for them. I'm very blessed."

Outside of real estate, George enjoys golfing, reading, skiing, hiking and traveling. He also volunteers with Rotary and Special Olympics. George has been a Special Olympics Coach for 10 athletes in the past, coaching everything from baseball, basketball, soccer to volleyball, skiing, and bowling. George and his wife Rebecca have been married for 27 years and have twins, Salim and Gabby, they both attend CSU in Fort Collins. George has found success in real estate for over two decades. George encourages all REALTORS® to get involved with their associations, give back to their community and be passionate about their industry.

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KELLI SHOCKLEY

▶▶ rising star

By **Barbara Gart**
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...

Kelli Shockley has only been in real estate for a few years, but she learned her first major lesson early on. “Get out of my own way.” Kelli says being brand new in the business, not knowing anyone who was looking to buy or sell, and not being a Colorado Springs native made it difficult to get clients in the beginning. “I had to really put myself out there, not to be behind the scenes or afraid to talk to people. I had to stop worrying if people would trust me and get out of my own head. I really had to start believing I can do this.”

Kelli is originally from New Mexico and grew up in the Four Corners region. She decided to move to Colorado with some of her family in 2015. Prior to real estate, Kelli dabbled in “a bit of everything.” She was a restaurant manager, sales representative at a high-end jewelry store, and even a paramedic. In 2018, a friend encouraged her to get into real estate and thought she had the right personality for it. Kelli’s mom had also worked as a REALTOR®, and she felt her mom could help her as she got started in the business. She earned her license in 2019 and has been successfully navigating her new career ever since.

One of the aspects that sets Kelli apart is her honesty and trustworthiness, even if it means not getting a sale. Kelli recently had a client choose to work with her, because, as she relayed to Kelli, “You



will go into a house and if something is wrong with it, you will point it out with no hesitation. You are straightforward and won’t avoid controversy.” Beyond those attributes, Kelli also says she is willing to go above and beyond to get the job done. Recently, she was showing a house where the heater was in the crawl space under house, and without hesitation, Kelli crawled under the house in a dress and heels to check out the heater. That kind of

dedication has impressed her clients and earned her many referrals.

One of Kelli’s favorite real estate transactions was a young couple who wanted to expand their family, but didn’t feel they could have more kids because their house was too small. They started working with Kelli to buy a bigger home, but during the transaction, Kelli’s client suffered a

...

•••

stroke and wound up in the hospital. She was released from the hospital in time to attend the closing, and a few months later, the couple called Kelli to tell her they were expecting! Kelli says her client recently gave birth, and says, “It’s so rewarding knowing that we’re changing lives, not just selling houses.”

Kelli also finds it extremely fulfilling to “help people achieve the goal of homeownership. Knowing I’m helping someone provide a place of safety for their family or themselves is the biggest thing. I recently had a situation where I helped a client purchase a home and her little girls told me ‘Thank you so much for finding us a house so we’re not homeless.’ It’s an incredible job truly getting to help people.”

When mentoring new real estate agents, Kelli advises them to tap into their *why* behind what they’re doing. “That ‘why’ plays a big factor in your business. My ‘why’ is setting up for my future. I have dreams and goals of having a family one day and want to be able to not have to say no to things. I want to set myself up to be able to say, ‘Yes, I can help you.’”

One person who greatly helped Kelli and is her biggest inspiration is her mom. “I grew up in a single-parent family, and my mom has six kids. I always watched my mom constantly have the tenacity and ability to provide. Her work ethic so strong, she set the precedent of who you can become when you believe in yourself. To not just sit and sulk because of your circumstances. My mom is one of the biggest influences in my life.”

Outside of real estate, Kelli enjoys hiking,

“Knowing I’m helping someone provide a place of safety for their family or themselves is the biggest thing.”

spending time outdoors and volunteer with the women’s shelter and Habitat for Humanity. She loves spending time with her Yorkie named Tucker, her friends and her family, exploring all that Colorado Springs has to offer. Kelli’s favorite quote is from the Bible. “Be still and know I am God.” Kelli says that working in real estate, she is constantly moving and going, and this quote helps her “remember the need to sometimes be still and know everything will be okay.” For this rising star, she can rest assured things are not just going okay, but they are flourishing as she continues to grow her real estate business in 2021.



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spotlight
By Barbara Gart

Not many builders operate like Saint Aubyn Homes, but Saint Aubyn Homes is not most builders. They pride themselves on being different by offering a full array of move-in-ready, inventory homes in addition to new builds from the ground up. They even have licensed real estate agents that can help buyers sell their existing homes to help them buy their dream home. The company has experienced substantial growth since they started 11 years ago, which is a testament to their unique business model.



Bradley Ranch



Founded in 2009 after the market crash in 2008, Saint Aubyn Homes started as a small builder in Colorado Springs. Their goal was to build 50 homes in the first year, and they exceeded that goal by not only building, but also selling 147 in their first year. Over the past 11 years, they have continued to grow, achieving recognition including Top 50

largest home builders in the country, Largest Private Builder in the state of Colorado and Top 100 Fastest Growing Company in the country.

Matt Daly has been with the company since 2014, and is currently the Managing Broker for Property Solutions, the real estate firm under the Saint Aubyn Homes umbrella.

Prior to his role as Managing Broker, Matt sold homes in multiple Saint Aubyn communities and loves seeing how the company has helped change people's lives by achieving their dreams. One of the biggest ways they do this is by always having product ready homes available. Matt says, "A lot of builders in Colorado Springs are 'build to suit,' and there aren't enough homes on the market. A big focus of ours is coming in with a high volume of inventory homes. We carry a higher standard than most builders, so there are a lot of included features at our base price. In building so many inventory homes, we take on a higher risk to make sure there are properties available for the people who want them."



For a realtor coming in, knowing we have product READILY AVAILABLE in addition to product that CAN BE PERSONALIZED is a huge benefit.



Bill Mills;
Lorson Ranch



Matt & Valerie Daly;
Bradley Ranch and The Sands



Megan Farrell;
Lorson Ranch



Melissa Ratchiff;
The Ridge at Sand Creek, Meridian Ranch, and Paint Brush Hills



Krystyn Jones;
Bradley Ranch and Star Ranch



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For those who want a dirt-start home where they can pick the lot and the floor plan, Matt says, “We offer that as well. Buyers can work with our Design Center to make all the personal choices and selections to create their vision, and homes can be ready in four months.” Saint Aubyn is known for expert craftsmanship, high-quality, and energy efficient homes, and they offer main level master bedrooms, ranch plans with finished lower levels, and two-story plans. Many of the Colorado Springs communities are located close to I-25, allowing easy access to downtown Colorado Springs, shopping, dining, health care facilities and outdoor recreational activities. In addition, many of their communities offer a quick and easy commute to Colorado Spring’s military installations.

Matt says the most fulfilling part of his job is “Seeing people get into these homes and achieve their dream of home ownership. They work so hard and to see their excitement and

watch neighbors building relationships with each other is really rewarding. We really get to know them, their families, even their pets, and I love being a part of the process.” Matt says Saint Aubyn Homes is also known for bringing communities together. They have sponsored events for graduating seniors, military appreciation, back to school and firefighters, to name a few. They have also hosted 5K Races, Pumpkin Patches, Trunk or Treat and Smiles with Santa, which have helped neighbors meet one other and made community relationship a priority in the neighborhood. A lot of the communities in Colorado Springs are not governed by HOA, and there is no funding set aside for neighborhood events, so Saint Aubyn has stepped in to sponsor those events for homeowners. They also understand the importance of giving back to the community, and have partnered with numerous local non-profits including Helping Hands For Freedom, a local charity that supports the families and children of the wounded, fallen, and deployed.

For realtors with clients looking to purchase a Saint Aubyn Home, Matt says “Depending on their timeline, we have homes ready now, in 30, 60 or 90 days, or they can have a dirt-start home in 120 days. For a realtor coming in, knowing we have product readily available in addition to product that can be personalized is a huge benefit. This is especially true in today’s market where we have such low inventory in Colorado Springs. They don’t have to deal with the additional stress of not knowing if their offer will be accepted, which so many realtors are going through now. Instead of having offer problems, they’re able to come to us, feel welcomed and know they’re getting an amazing product at a great value.”

With so many options for buyers, Saint Aubyn has certainly broken the mold for home builders, and they couldn’t be prouder of that. For more info on Saint Aubyn Homes, contact (719) 434-4750 or visit saintaubynhomes.com.

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RESTORE *innocence*

A Real Story Behind Sex Trafficking



Annika and her mentor, Dianne March



Sues Hess, Executive Director of Restore Innocence and Cherise Selley
Photo courtesy of Will Butcher with Pic2Click Photography



By **Cherise Selley**

And as she sat across from me, I noticed three things. First, she was beautiful, second, she could have been my daughter, and third, she was missing a finger. It was a small detail; I normally wouldn't have noticed. But upon meeting Annika, I knew something had been taken from her. Something far greater than what was showing on the outside.

The woman in front of me had spent four months in hell. She had been a teenager when it happened—when she had been taken against her will and trafficked for sex.

It had happened in an instant, as it always does. Annika was stepping into the car with her two brand-new “friends”—in that moment, the life she knew was severed. She went from

Right under our noses, human trafficking is happening in cities across the nation, including Colorado Springs.



being a young teenager visiting her dad to a prisoner with no way out. Annika's trafficker was what is called a “gorilla pimp,” meaning he controls his victims through violent, physical force. And beat her, he did. It wasn't until after my interview with Annika that I asked about her missing finger. My words arose something within her, something she will bear the rest of her life. She took a breath and the details poured ... In one of his episodes, her trafficker had broken her finger. Annika, his prisoner, hadn't been allowed medical help. Her finger never healed and, when it was all over, it had to be cut away. Like so much else in her life.

In time, Annika escaped. Her trafficker had decided he was done with her and was looking to sell her. He had struck a deal with another trafficker, trading her for a car, of all things—only the deal went dark. The second trafficker refused her, claiming that he didn't “buy dead things” and her first trafficker was forced to take her back. Annika was deathly ill at the time and not worth the effort to keep alive, in her trafficker's eyes. He had thrown her into the car intending to drop her in the desert when Annika miraculously changed his mind. She, instead, convinced him to drop her on the street a block from the hospital. It was her first time seeing the outside in months. In contrast with what you may be imagining, Annika had been imprisoned inside a normal-looking home in a nice-looking neighborhood. As Annika described the suburban setting of her nightmare, I realized that human trafficking was an epidemic problem.

Annika was one of the fortunate ones. Once out of the hospital's critical care, she came to Restore Innocence, here in Colorado Springs, where she was set up with a mentor and experienced



Annika and her mentor, Dianne March

restoration. Today, in her early 20s, Annika's mentor remains a mother-figure for her as she travels the nation, educating law enforcement and healthcare workers on how to speak to survivors of human trafficking. And while it doesn't bring back what had been taken from her, Annika was successfully able to testify against her trafficker, and he was sentenced to a life in prison. Thanks to Restore Innocence, her mentor has been there every step of the way.

Restore Innocence resides right here in Colorado Springs. Their mission is to help people recovered from trafficking all over the United States, working closely with law enforcement by providing backpacks at the time of rescue. The backpacks offer emergency items for the victims, who range from 2T to adult. The most trafficked ages are between 12-16 years old, female and male. Restore Innocence also provides a two-year mentorship program that is life-changing to the victims, as you've just read about. A critical, current need is to find affordable housing for the survivors.

Right under our noses, human trafficking is happening in cities across the nation, including Colorado Springs. There are multiple sexual exploitation events in our high schools each year.

I believe it is vital to shine a light in this dark space and help survivors experience a redemptive side to their story, as Annika has discovered. They cannot do it alone. Our real estate community can truly make a difference for people like Annika. These survivors need our help.

We can help fill these urgent needs as a real estate community from backpacks, mentoring, and housing, and of course supporting Restore Innocence financially. Restore's website www.restoreinnocence.org lists the items needed for each backpack; will you fill a backpack and challenge someone else to, as well? Donations can be dropped off at the Restore office, 5019 List Drive. Please call ahead, to confirm that a (part-time) staff member is there to receive your donation: 719/425-9405.



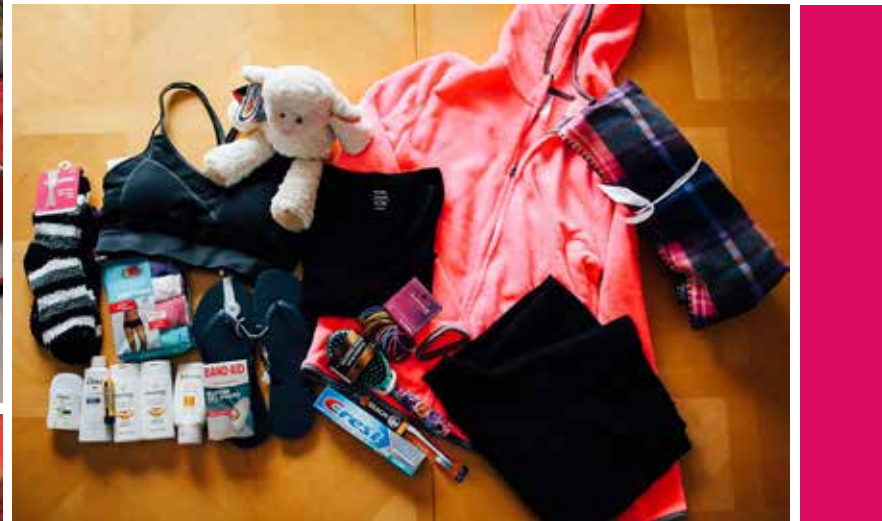


Photo courtesy of Will Butcher with Pic2Click Photography

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Just a quick note to say a big ‘THANK YOU’ for the wonderful Restoration Bags I received today.

“I want the world to know that just because I have a past, a story full of shame, one that not many people understand, I just want to be like everyone else. I want to know and love and I want to have a family that accepts me not for what I experienced but for who I am. I want to have hopes and dreams. But the reality is, I do have a past of shame.”

—Restore Innocence mentee

“Just a quick note to say a big ‘THANK YOU’ for the wonderful Restoration Bags I received today. Your organization does an amazing job with gathering a plethora of items designed to meet the needs of and bring comfort to victims of Human Trafficking. Congratulations on the top-notch job you do!”

—FBI/Law Enforcement officer

“A tremendous thank you from all of us who were working the case last week! The bags were PERFECT! All of the federal partners and nonprofit collaboratives were impressed with the bags and their contents. They contained all the needed items and are so thoughtfully put together. We deeply appreciate them – your organization has all the highest praise from the multiple entities who have seen your good work.”

—FBI/Law Enforcement officer

“I wanted to thank you for sending the Restoration Bags, and I also wanted to let you know that the day after I received the items, we recovered a 16-year-old girl with no socks or coat. She was so excited to have socks and a warm blanket, but most of all, she loved the stuffed animal in the bag. She held on to the stuffed animal throughout the interview and in all of our follow-up meetings she was holding it next to her face. I just wanted to let you know how important these items are, and how thankful our task force is to have received them from your agency!”

—FBI/Law Enforcement officer



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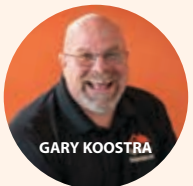
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TOP CHOICE'S TOP TIP:

Maintenance on the exterior of your home is important. Everyone loves clean, spotless windows for that first sunny day, but you can't forget your roof and the possibility that ice dams may have formed over the winter. See our Spring Maintenance Checklist in the next column.



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SPRING MAINTENANCE

Often homeowners believe springtime is all about the cleaning. Sure, spring cleaning is a big part of any spring home maintenance schedule, but maintenance on the exterior of your home is equally important. Everyone loves clean, spotless windows for that first sunny day, but you can't forget your roof and the possibility that ice dams may have formed over the winter. That first spring-like day should provide an excuse to go for a hike or a picnic, but it should also be a reminder that your exterior home maintenance is waiting as well. Follow this spring maintenance checklist to take care of your home that has kept you warm and comfortable all winter long.

- **Gutters and downspouts:** Clean any debris out of this system. Reattach downspouts or gutters that have pulled away from the home. Check for any holes or leaks and use caulking or epoxy to seal the leak.
- **Siding:** Clean the siding with a pressure washer or high-pressure hose. Check all wood trim and siding for weathering and paint failure. If the wood is showing through, lightly sand the area and apply a primer coat before painting. If the paint is peeling, scrape away any loose paint and sand smooth before painting.

- **Exterior caulking, window sills, door sills, and thresholds:** Inspect around windows, doors, and trim. Scrape out any deteriorating or eroding caulk and recaulk.
- **Window screens and doors:** Clean screens and check for holes. If holes are bigger than a quarter, patch or rescreen. Tighten and lubricate door hinges and closers.
- **Roof:** Inspect roof surface flashing, eaves, and soffits. If you don't have a ladder, try using some binoculars.
- **Decks and porches:** Check all exterior decks, patios, porches, stairs, and railings. Look for loose balusters and deterioration. Wood decks and wood fences need to be treated every four to six years. In Colorado, they get a lot of exposure to sun and moisture which causes more damage.
- **Landscape:** Cut back and trim all vegetation and overgrown bushes from the walls of your home. This is also a good time to do a spring lawn feeding. If you have rocks or mulch you can also treat it for weeds.

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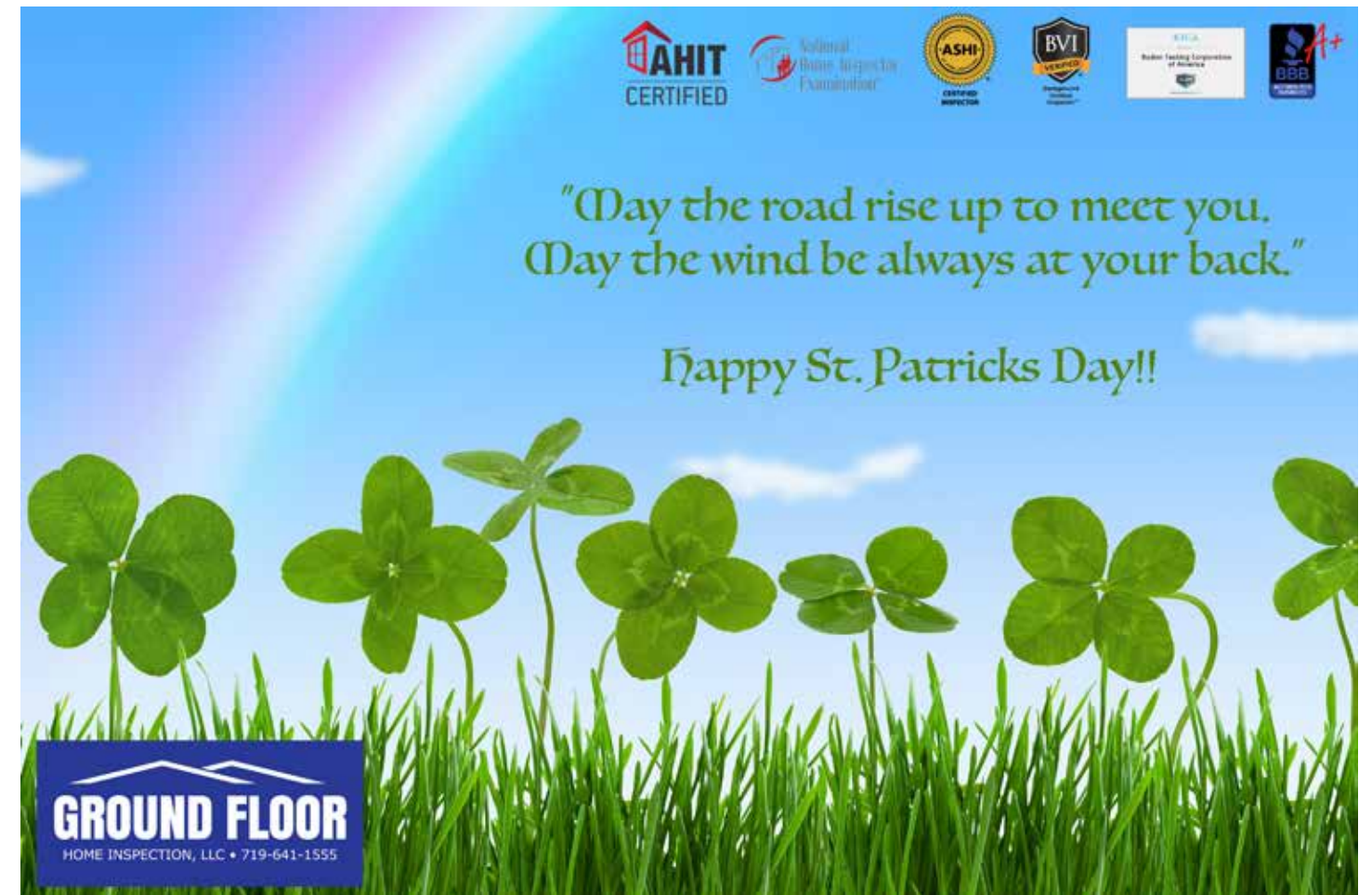
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By **Brian Gowdy**
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PATRICK *Muldoon*

“Another noise complaint...”

“Muldoon again?” the second officer said. His partner gave a glaring nod and sped off to Yampa Street to issue Patrick’s third noise complaint of the summer.

The year was 1997 and Patrick Muldoon was building his reputation as an up-and-coming real estate agent. And what would any sane twenty-something-year-old do to brand themselves as the new REALTOR® on the block? Throw house parties, of course.

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Not only did Patrick's parties have the eyes of dozens of young professionals on the verge of purchasing their first home; they had the ears of every homeowner on his block who, as the music turned louder, coincidentally happened to grow less attached to their current property.

Patrick, like many agents, joined the "family business" the day he earned his real estate license. But that wasn't always the plan...

Patrick's father, Rick, has been a REALTOR since the '70s; he founded Muldoon Associates in 1980. His father never pressured him to go into real estate and Patrick had no plans to do so. He was a student, balancing three jobs: mowing lawns, working

at Pet City, and working part-time at the family firm. Naturally, with a priority for growing his businesses over maintaining his grades, Patrick failed out of school after his first semester. But this didn't slow him down.

"My dad had always made real estate look so easy. I figured, if I went full time at the firm, I would have a lot of free time on my hands!" And of course, that worked out exactly as planned ... (It didn't.)

As Patrick elevated from part-time to full-time at the firm, his father was writing up the details to acquire another firm, Raley Realty. And as a congratulatory gift for coming into real estate full-time (or as a penance for failing out of school), his father put Patrick in charge of the new firm. What his

father didn't tell him was, until he had the new firm paid off, he couldn't officially bring it under the Muldoon Associates umbrella. Patrick recalls: "People thought I had been outcasted from Muldoon Associates because my business card read: Patrick Muldoon, Raley Realty. I still have a few of those cards left today!"

During his first four years, Patrick kept to property management—until his father convinced him to go into sales. And what did Patrick do to get his name out? He threw house parties! "I built my network throwing some of the biggest summer parties ever. We invited friends—anyone who was a connection. We'd average thirty to fifty people. We may as well have had the police on our invite list, they were called so often. No arrests or anything, but the local force got to know us well."

The parties did their job. Patrick sold homes. He made money and his name was on production reports. And that was nice ... for a time. But in the grand scheme, there's more to real estate than production. "I've never been much about the numbers," Patrick says. "Of course, I love crushing numbers; who doesn't. But anyone who puts the work in can top the production list. And that list is overwritten each year. It's short-lived."

Patrick found his true calling in real estate fifteen years into the game when he entered leadership. Specifically when he was invited to chair the Young Professionals Network at PPAR. YPN, at the time, was a lot of fun, but it held little structure and, in turn, didn't

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Patrick and Daniel Muldoon



“

The purpose of the Young Professionals Network is to show younger agents that there is a larger purpose than just selling houses.

It's the springboard into leadership.

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There's always a way to build it better, whether it's bigger tires, a higher lift ...

My projects are never 'finished' and that's what's so fun about them.

...

accomplish what it should have. With Patrick's vision, his network, and the help of several other agents, notably Tony Clement, Shane Bruckner, Chris Cowels, Kevin Betts, Mindy Sanders, and Brandon Smith. YPN found new life. Not only did agents start showing up to meetings, but they were able to implement fundraising. Patrick recalls a rooftop party at Blondies where 150+ agents raised money for RPAC!

"The purpose of the Young Professionals Network is to show younger agents that there is a larger purpose than just selling houses. It's the springboard into leadership. Countless successful agents, most of whom run their own firms today, started in YPN, and I encourage every up-and-coming agent to consider it as well."

Today, Patrick isn't known for his parties or his sales records; rather, his high-held esteem stems from all he has done for the industry.

A servant at heart, Patrick has served on the boards of both PPAR and RSC; he has chaired Community Relations with PPAR; he helped start the Festival of Lights; he has been awarded the Extra Mile Award through the board of REALTORS®; he has served as the President of the MLS; and is regarded as one of the most loved and respected

REALTORS® across the city. Aside from all that, Patrick will admit, his proudest achievement came in 2016 when he was voted REALTOR® of the Year by his peers.

Outside of real estate, Patrick's greatest passion is, of course, his family. "My parents were REALTORS® and I've worked alongside them my entire professional career; my brother Daniel owns the company with me. It's not unique for someone to be centered around their family, but what's special about the Muldoons is that we can put all these working wheels together and still meet for Sunday dinner ... which we do, along with our individual families every Sunday." And even outside work, outside Sunday dinners, Patrick is still with his brother camping, off-roading, and building trucks!

Anyone who is connected to Patrick on social media has caught glimpses of his gnarly off-roading adventures. Patrick and his "wheeling" gang tour all over Colorado and Utah, trekking as far as Moab for Easter Jeep Safari. Together, they carve paths down trails that would snap most cars in two! To any fellow off-roaders out there, Patrick's favorite trails are Chinaman Gulch, Wheeler Lake, Holy Cross, Hacket/Longwater, and pretty much everything in Moab. And while off-roading is a blast, for Patrick it's more of an outlet to test the limits of his true creative passion: building.

Patrick and Daniel love taking anything with four wheels and pushing

them beyond their limits. Whether they're strapping Goodyears onto their Grand Cherokee or a new lift kit on one of their RC trucks, they're always finding a path to go further down a road less traveled. And when they can't find a trail to challenge them enough, they build one of their own. "I love putting stuff together. Any project I invest in, whether it's a new RC kit or an obstacle to test them on, I know it's going to turn into something bigger..." And once Patrick and Daniel have put their creations to the test, they tear them down and build them all over again. "There's always a way to build it better, whether it's bigger tires, a higher lift ... My projects are never 'finished' and that's what's so fun about them. I love anything hands-on, anything that I can make my own."

Real estate is no different. Like how every off-road truck is built out of custom parts, every successful real estate agent is shaped by their strengths and strategies. Like how every trail poses their own, natural obstacles, every transaction poses its own, human-centric challenges. "When we drive, it's easy to forget that the road is paved ahead of us. In real estate, we benefit from tools and protections set in place by others before us, specifically those who volunteer for leadership and serve on the boards. It's up to us to keep it going. For every road starts as nature and while we might change it for a time, it's our duty to preserve it for those who need it tomorrow."

"What can I say, Patrick Muldoon is one of the most amazing human

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...



Patrick recognized for his dedication towards the Pikes Peak Association of REALTORS®.

beings that I know. He has been by far one the best real estate professionals I have ever met. I am proud to say he is not only my friend, but Patrick and his family have become like family to me.”

“I first started talking to Patrick early on in my career. He is considered the expert in REO properties. He did not know me but always took my calls and helped answer any questions I had even though there was nothing in it for him. Once I got to know Patrick, I realized he is one of the most dedicated people in our REALTOR®

Community I have ever met. I am truly blessed that he is my friend.”
—Jacob Curbow

“I had occasion to speak with Patrick Muldoon regarding some real estate transactions along the way; he was always responsive and friendly. Later, I got an invitation to attend a bible study from him. I got to know Patrick well through that study. Over the years we had lunch several times together. Patrick always had something good to say about every REALTOR® whose name came up. One day, he told

me that PPAR wanted him to take a chairmanship of one of their committees. At the time, he was weighing whether he should do it. I remember saying, ‘You may not need PPAR but they need you.’ He went on to take the position and soon had standing room only for his meetings, attesting to his great leadership abilities. I take great pride in calling Patrick my friend!”
—Paul Goldenbogen

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To read more about your fellow agents, add Brian Gowdy on Facebook. He posts short bios and fun facts about each agent to his personal page!

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

*masks and social distancing was practiced prior to photos taken



In her college days, **MICHELLE BLESSING** received an appointment to West Point. She nearly accepted it until she realized she was also signing up for the army!



BRITTNEY WELCH grew up breeding bearded dragons and reptiles with her older sister. She has a "Blood Dragon" and has a "Zero Dragon" named Alpie which she rescued. When she adopted him, he was paralyzed and the vet said it had no chance of surviving, but she nursed it back to life and he is still kicking.

Bonus Fun Facts: Brittney used to work as a Warranty & Service Manager in the Car Dealership business and can get under the hood of most vehicles. She also used to travel the Country with Chick-Fil-A and hand out thousands of t-shirts and sandwiches at SEC Football games. You may have seen her on TV!



JEFF MORRELL was in a circus from 6th grade to freshman year at college. He drove motorcycles across the high wire!

LANE MORRELL started an art studio called Kid's Art Colorado. Alongside real estate, she ran the studio before recently passing it off to her daughter. www.kidsartcolorado.com



LONNIE and **JOSH WATTS'S** family is from Finland and Lonnie's grandparents missed the train that would have taken them to the "new world" aboard the Titanic!



DIANNA DALTON-DAILY once got a speeding ticket while she was on the way to the courthouse to pay off her speeding ticket!



A big part of **AMBER WOLCOTT'S** childhood was spent traveling the nation racing BMX with her brother.



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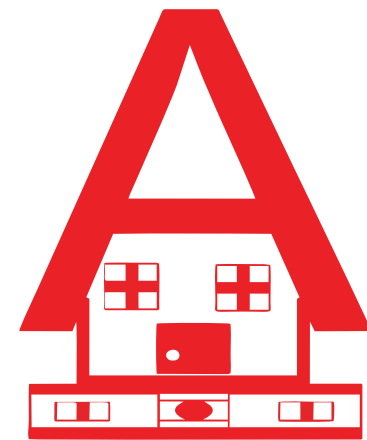
Supply & Demand

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	11	1.83	1.09
\$150,000 to \$199,999	3	41	6.83	0.44
\$200,000 to \$249,999	2	296	49.33	0.04
\$250,000 to \$299,999	14	1031	171.83	0.08
\$300,000 to \$349,999	21	1644	274.00	0.08
\$350,000 to \$399,999	23	1614	269.00	0.09
\$400,000 to \$449,999	30	929	154.83	0.19
\$450,000 to \$499,999	23	621	103.50	0.22
\$500,000 to \$599,999	47	815	135.83	0.35
\$600,000 to \$699,999	28	396	66.00	0.42
\$700,000 to \$799,999	13	226	37.67	0.35
\$800,000 to \$899,999	12	120	20.00	0.60
\$900,000 to \$999,999	16	64	10.67	1.50
\$1MM to \$1,499,999	25	100	16.67	1.50
\$1.5MM to \$1,999,999	10	14	2.33	4.29
\$2MM to \$2,499,999	6	6	1.00	6.00
\$2.5MM to \$2,999,999	6	5	0.83	7.20
\$3,000,000 Plus	8	2	0.33	24.00
Total	289	7935		



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