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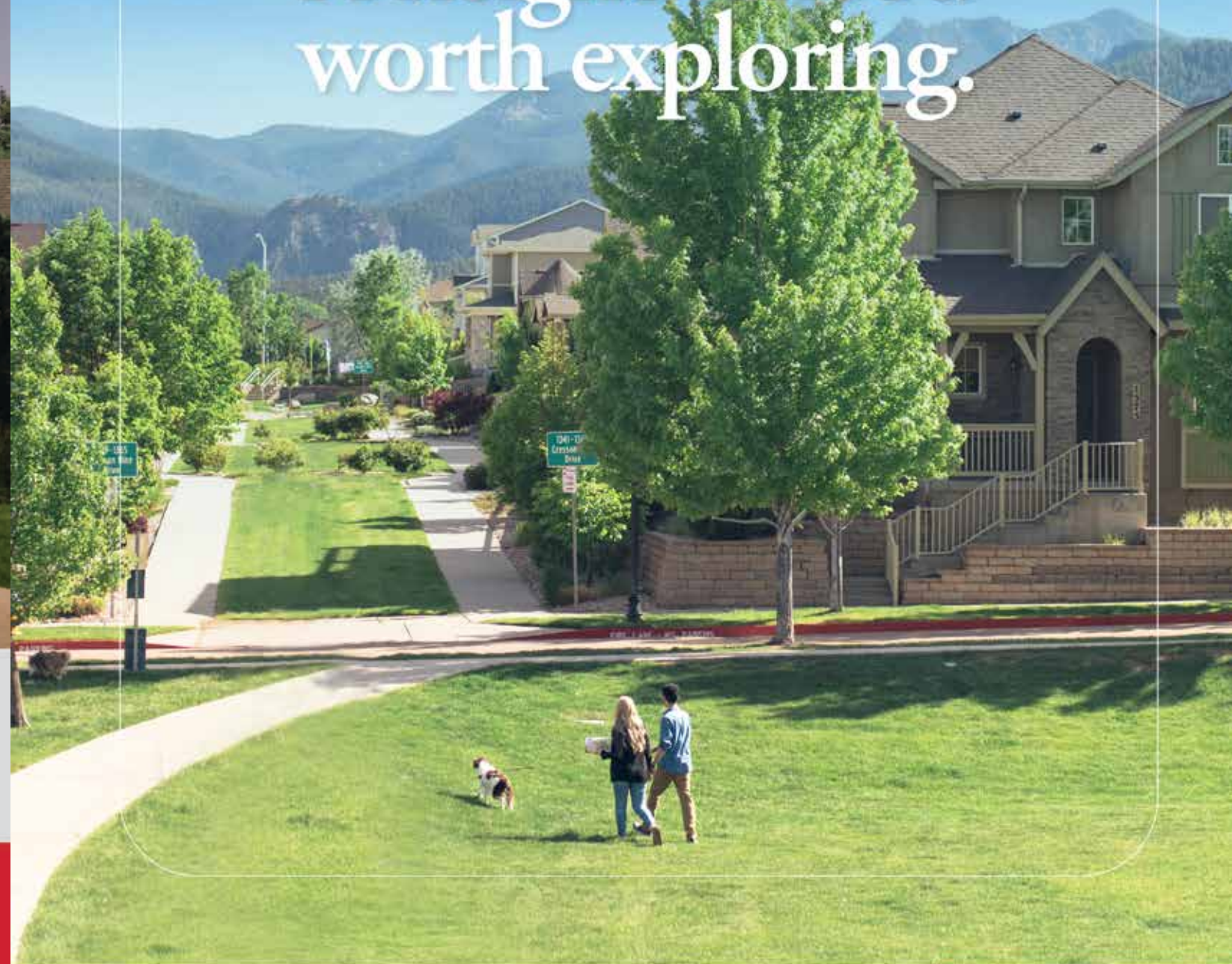
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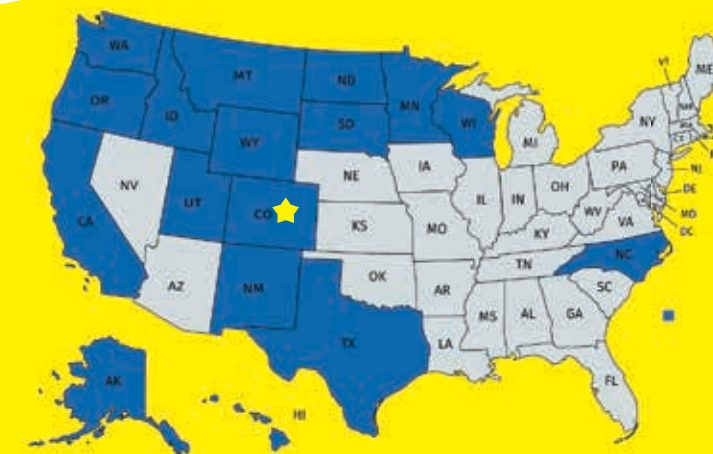
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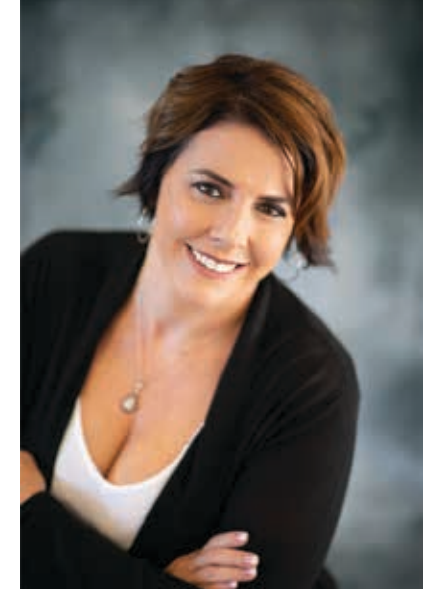
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GOALS ▶ publisher's note

Real estate friends and professionals, welcome to our May edition of *Colorado Springs Real Producers!* We have an incredible lineup of agents and vendors in this edition and I hope you find the chance to get to know them better through their stories and ads!

I recently sat down with Dan and Stacy Kibler, who have mentored some of the most successful rising star agents in the city. I asked them what they do that is outstanding regarding helping to shape such incredible agents and their answer centered around goal setting. They walked me through their strategy and, I admit, I was inspired myself! And on that note, I want to share my goal with you:

While most of you know me for the social media posts I do about agents, my job centers around selling advertising space in this magazine for vendors who want to reach real estate agents. As of our March 2021 edition (Patrick Muldoon's cover), I'm proud to share that I've already hit my income goal. My current goal goes beyond myself.

My company, N2 Publishing, has a corporate giving program, N2 Gives, which donates a percentage of every ad to fight human trafficking and the organizations we give to have calculated that, for every \$25,000 in advertising dollars a magazine brings in (not profit, but cash received), enough is donated to save one person from human trafficking. So that is my goal: for every edition of *Colorado Springs Real Producers* is published, one person (on average) is rescued from human trafficking.

As of writing this, we have eight businesses to bring aboard before we are there! I'll be sure to make a big announcement once we do hit it! Stay tuned and please know that every dollar spent by our preferred vendors not only funds this community-building platform, but rescues children and teens from one of the worst realities imaginable.



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Brittany Winn & Gayla Bustos

THE
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PROPERTY MOMMIES may be a unique name for a REALTOR® team, but it's the two women who comprise the team that make it truly unique. Gayla Bustos and Brittany Winn are not just mothers, they are also best friends and strong women who have succeeded in starting a business together and making it work.

Gayla and Britt met five years ago when they were on the same team at a different brokerage. Gayla says, "We knew we wanted to work together. We were at a place where we wanted to run our business differently and take care of clients

differently. We're yin and yang but we complement each other so well. I'm compulsive and work hard to get it right away, and Britt will sit back and think about things. One thing we have in common is how we serve our clients by giving them the best customer service. When a client works with one of us, we let them know they're getting both of us, which includes both of our experience and expertise. It's two for the price of one!"

Gayla grew up in Reno, Nevada, and moved to Colorado eight years ago when her husband was stationed

here in the army. She loves Colorado because "it reminds me of home. Reno is in a valley with mountains, and I love the mountains in Colorado and having all four seasons. My kids can experience what I experienced growing up without me having to actually go home." Although she loves Colorado, she says if she could live anywhere, she would move somewhere that's warm all the time. Gayla and her husband Arron were high school sweethearts who have been married 14 years. They have two sons, Cash and Dante, along with two Great Danes named Gemma The Great and Shanks and two cats named Honzo the Ninja and Lord Beerus.

...

▶▶ **standout
REALTORS®**

Written by **Barbara Gart**
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...

Britt is a native of Colorado who grew up in the Widefield area. She says what she loves most about living here is “Being close to my family, and having my kids be able to grow up around their grandparents.” She also says if she could live anywhere else in the world, it would be somewhere warm, and she would probably choose a vacation home on Anna Maria Island in Florida. Britt also married her high school sweetheart and has been married for ten years. Her husband Josh is in the Air Force, and they have two daughters, Amaya and Kylana. Britt is a huge animal lover and has four dogs, one cat, nine chickens and three ducks.

Gayla and Britt both got their real estate licenses in 2015. Prior to real estate, Gayla managed gyms in Colorado Springs and Hawaii. She says those experiences taught her about sales, the art of follow-up, understanding people and most importantly, customer service. “It’s

one thing to sell a house, it’s another thing to have good customer service while doing it.” When Gayla and her husband experienced some financial hardships, she remembered her parents always encouraged her to look into real estate as a career. Although she took a different path initially, “their words were always in the back of my head. I talked to my dad about it, and he was very excited, as if he had been waiting for this all along.”

Britt was on a different path before real estate. “I was a stay-at-home mom with a 4-year-old and 2-year-old when I got my license. Having two daughters, I wanted to show them they don’t ever have to depend on a man financially. They should *want* to be with him, not *have* to be with him. When we bought our home, we had a great experience with our agent, and I wanted to show my daughters that it is possible to be a good mom, a businesswoman and happy. I stayed home with my girls while they were young, until Kylana was 2. Then I strapped her to

me and we went everywhere, on listing appts, to showings, and to the office.”

Britt and Gayla both view real estate as their perfect profession. What makes it even better, Gayla says, is, “How many people get to be in business with their best friend?” Property Mommies started as a simple New Year’s resolution for Gayla and Britt to make a social media video every week for a year before it was cool. The idea grew into a successful business when thousands of people started following them, commented on their posts, and then called them to list their homes. Excellent customer service is a defining principle of Property Mommies, but it isn’t the only thing Britt and Gayla focus on. Britt says, “We work hard on building relationships that last forever, not just through the transaction. We’re big on being



Brittany Winn



Gayla Bustos

...



“ WE WORK HARD ON BUILDING RELATIONSHIPS THAT LAST FOREVER, NOT JUST THROUGH THE TRANSACTION. ”

•••

there for our clients. We work with a lot of military families, and sometimes, they just need help finding a babysitter and we're happy to help with that too. We love growing with our clients." Gayla also appreciates the special bond they have with their clients. "Working with military families has given us some special memories. Once I sold a home to a couple whose husband was deployed, and I was invited to go to their new home the next day and have dinner with her. I've been one of the first people my clients tell when they're pregnant, even before they tell their own family. I've had clients sell the first home they bought with me and go on to the next stage in life. It gives you so much hope, especially when so much chaos is happening."

Gayla and Britt are proud of their accomplishments but admit it can be hard to talk about their success. "I believe our marketing is one reason for our success. We show people we are best friends and have fun with it. We're very tongue-in-cheek and like to show our personality. Hearing from people that we respect how much they respect us has been incredible to hear." Britt also says a big reason for their success is that in the beginning, people had



doubts they would make it and were even critical of their name. She says, "It's been fun to watch us grow with the doubt people had. There were so many eyes on us, and failure wasn't an option, so we are thankful to be where we are now."

When they aren't busy working, both women spend their free time with their families. Gayla says, "I'm a boy mom, so most of my time is spent with them doing boy mom stuff. I don't get to do dress-up and tea parties, we're all about getting dirty. We have dinner together almost every night, and then afterward, we play board games together. I don't want to live to work, I want to work to live. I also like to garden, and Britt loves animals and has chickens, so my hope is someday we could have a mini co-op for our families." Britt says spending time with her daughters and husband is a priority for her outside of work. "We have a lot of drawing parties and family game nights in the basement, playing cornhole and darts. We also love to go hiking." Britt also loves plants and amazingly, she has 131 plants in her home and would love to open up a plant store one day.

Giving back to their community is extremely important to everyone at Property Mommies. Galya and Britt have donated to Springs Rescue Mission, Women Partnering and other organizations that help military families. When asked what mark they want to leave on the world, Britt points to her "Why," which is "To show my daughters and other women they don't ever have to depend on a man financially. I have seen many women in my life 'stuck' in a relationship. We only have one life, and we all deserve to be happy." Gayla hopes to leave her mark that when her children think of her, they do better. "No matter where I am, I try to keep my smile, even if I'm hiding tears. We don't know what kind of day anyone is having. Something as simple as a person saying hi to me at the grocery has helped me, and I want to give that back. Being that bright sun when the world is dark, that's the mark I want to leave."

Gayla and Britt love real estate, and they both agree that for them, the profession is not about just selling homes and making money. "It's about creating a tribe and building relationships that last longer than the transaction. We work so well together, because we share the same morals and ethics. We are better together, and as a team, we are unstoppable."



Gayla and Brittany are rockstars and leaders in our industry! Both are amazing moms, wives, and genuinely authentic women. Gayla is honest, real, and driven by helping others; Brittany is intuitive, kind, and cares so much. As a duo, they balance each other out perfectly! I've admired them both for some time now and I'm unbelievably honored they chose to join my brokerage! —JENNIFER CROSBY, SPRINGS HOME FINDERS






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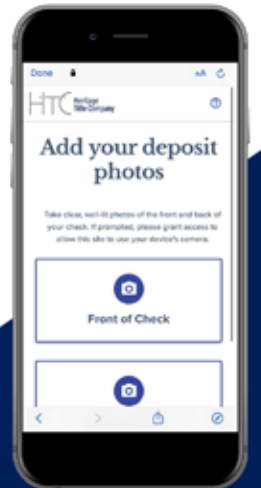
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▶ up-and-comer

Andrew Vose

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

PROSPERITY PROPERTIES GROUP

It takes many new REALTORS® years to figure out how to best market to their clients, but for Andrew Vose, that came pretty quickly to him. Only two and a half years into his career as a REALTOR®, Andrew was honored as the #5 Agent on Social Media in Colorado by PropertySpark. Learning how to leverage social media to promote not only his listings, but also himself has been one of the keys to Andrew's early success.

...





Andrew grew up in Seneca Falls in Upstate New York, where his parents worked in public service. Andrew joined the Army at age 19 and worked for the Army for ten years, eight of those in Special Operations Community. When Andrew found out he was going to be a dad and the army wanted him to move across the country, he decided to leave the military and went to work at Fort Carson as a government contractor.

During his time at Fort Carson, one of Andrew's friends in Nashville, Jay Nelson, sold his real estate franchise and joined EXP Realty. Every time they spoke, Jay mentioned that Andrew should look into becoming a REALTOR®. While Andrew says he loved the opportunity and growth potential, he was a bit reluctant to change careers. However, one day Jay said to him, "Are you ready to get your license?" and it was in that conversation that Andrew decided to do it. He earned his license in November 2018 and is incredibly glad Jay convinced him to make the move to real estate.

“90%
of my work is with veterans or
buyers using a VA loan, and
I’m all about helping them.”

Andrew's beginning was a bit rocky. In fact, he didn't make his first sale until 4 months after he got his license, and he was actually living in the house that ended up being his first sale! He was renting from a Major in the Army, and found out the Major was going to sell the home. Andrew said to him "I'm a REALTOR® now, have you signed a contract with another REALTOR® yet?" The Major hadn't and made the deal with Andrew to sell his home. Andrew said, "That got me motivated and hungry for the business. I was a brand-new guy out here, I hadn't sold anything yet, and I wanted to prove that I could sell real estate and build a massive team."

Andrew says another challenge he encountered is that "Real estate is a completely a self-motivated business, requiring a lot more work and self-discipline than a W2 job. Getting a business off the ground, you have to do a lot more work than a W2 job where all the



systems and platforms are already built for you. In the beginning, I had to work on building the sphere in my network and getting referrals while at the same time learning all the systems and putting it all together. I spent my first year learning contracts, how to deal with objections, lead generation, and trying different things and just figuring everything out."

One of the aspects that Andrew has figured out extremely well is how to market himself on social media. He was recently named by Property Spark as the #5 Agent in Colorado for Social Media and the #2 Agent in Colorado Springs. He says, "I think something that sets me apart is I'm very authentic. I'm not a flashy guy, you can usually find me in jeans, sneakers and a t-shirt. I'm constantly posting and having fun being authentic, and I've built a lot of my business through Instagram." His strategy has definitely been working. In his first full year in business in 2019, Andrew completed 22 transactions and he more than tripled that number to 67 transactions in 2020, his second year in real estate.

When asked what he finds most fulfilling about real estate, Andrew says, "90% of my work is with veterans or buyers using a VA loan, and I'm all about helping them. When I left the military, a little piece leaves with you too. I miss the camaraderie and the brotherhood sometimes. I worked with some of the most competitive and elite men and women on the planet. You lose some of that when you leave, so helping a veteran get into a house or talking about their best options is if they're about to PCS or educating them about finances is something I really enjoy. Definitely the most fulfilling part is the people I get to work with."


Outside of real estate, Andrew enjoys spending time with his 6-year-old daughter Taylan. Right now, she is into Legos, Barbies and dress-up, so Andrew enjoys being a dad and playing those activities with her. Losing his dad at age 15 had a profound effect on Andrew, and because of that experience, he doesn't want to take any relationships for granted, so spending time with his daughter is very important to him. Andrew also enjoys traveling and sports, especially basketball, football and kickball. Andrew is even a member of a REALTOR® and Lender kickball team that he looks forward to every week. He says they're a very fun but competitive group of people, and they've won the championship multiple seasons.

Paying it forward is very important to Andrew. He says new agents should "Plug into your brokerage's systems and find a great coach and mentor that is still selling real estate. Remember you have to be persistent and consistent with your time and energy, and you have to be willing to make some sacrifices. Give back as much as you can to the real estate community and always help people out. There are so many people that helped me out, and it would be selfish of me to not pay that forward." Andrew has a favorite quote that is short but to the point, and sums up his career perfectly. "Let's get it" are words he tries to live by, and he is definitely out there getting it each and every day.



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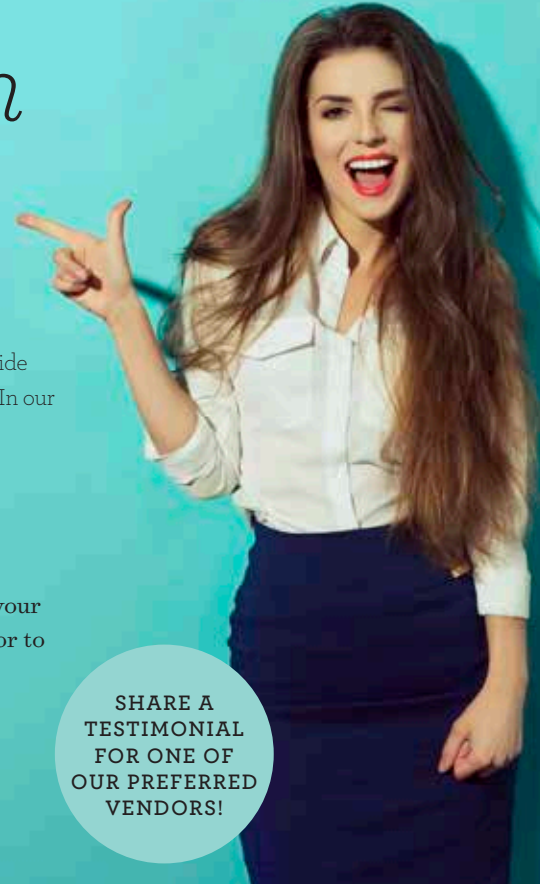
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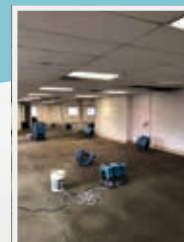
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APPLIANCE



OUTLET



Buying a home can be stressful, but Keith Szabo and Kristi Trompke, Owners of Appliance Outlet, can help make it easier for REALTORS® and their clients by storing new appliances at their warehouse until closing time. That type of service is just one of the many aspects that makes this locally owned appliance store stand out from the competition.

Keith and Kristi started Appliance Outlet two years ago, after Keith got the inspiration when he moved from Denver to Colorado Springs and needed to buy a refrigerator to match the other appliances. He found one with a small dent on the side which ended up saving him 40% off the full retail price. He quickly realized there was a market for homeowners that wanted name brand, high-end appliances at a lower price, who were willing to accept small cosmetic damage. The concept was born, and Keith and Kristi started Appliance Outlet as the destination to find great scratch and dent/open box appliances in the Colorado Springs area.

COVID-19 has changed many things, and it has changed Appliance Outlet's business model as well. Keith explained that scratch and dent is usually auctioned off, and because of the pandemic, prices have skyrocketed. "Therefore, we've evolved into 90% new, in-box appliances. Even with the change, there are quite a few differences between us and the big box stores. One is we're locally- and family-owned. We also carry a lot of inventory on hand, so items are often in stock. We have our own in-house delivery teams where big box stores use third party delivery services. The result is that our turnaround time and prices are usually better, and our customer service is way better."

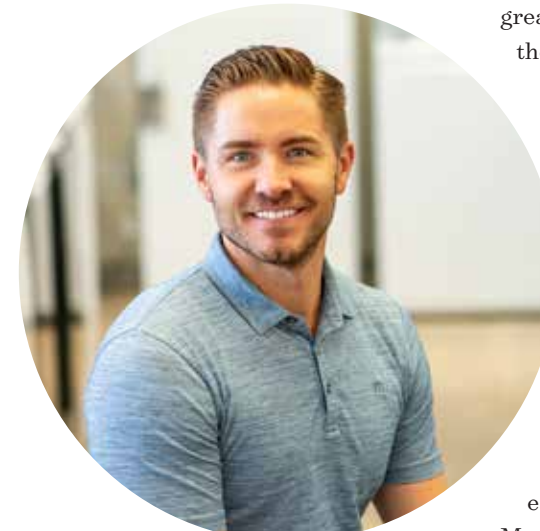




Appliance Outlet is located on the east side of Colorado Springs, off of North Academy Boulevard. They carry appliances for the kitchen and laundry room including refrigerators, dishwashers, ranges, microwaves and washer/dryers, featuring popular brands like LG, Samsung, Thor, Bosch and Frigidaire. Keith says they keep their inventory in their warehouse locally, so their customers don't have to wait weeks or months for appliances. In fact, Keith says, "We can have most appliances out to customers within five days. One of the aspects that I find most fulfilling about my job is we can help service the local community and deliver items that the big national stores can't."

One of the benefits REALTORS® and their clients have found working with Appliance Outlet is since they have a large warehouse and inventory, Keith says "Sometimes we get calls when REALTORS® or their clients have already tried the big box stores. We can usually deliver with a much faster turnaround than the competition, but pre-planning helps. If REALTORS® can send their clients to us a month or two before closing, we can help them purchase appliances ahead of time and store them until closing, which they truly appreciate."

Appliance Outlet has earned rave reviews for taking care of their customers. LeeAnn Perea says, "Appliance Outlet is fantastic! Chris at the store was super knowledgeable about all the appliances. He understood everything we wanted/needed and didn't try to over-sell us, which is



Keith Szabo

greatly appreciated. Once I ordered my appliances, they were delivered the next day! Great service from the delivery guys, Joe and Roger, they were friendly and respectful. A huge 5 stars all the way around!" Emily Pitts agrees, stating, "My experience here was fantastic! Went to Lowes and the salesman was so honest about lack of supply. He ended up sending me here and WOW! Walked in with two toddlers (hard enough lol) looking for an affordable washer in stock. I was in and out with the washer loaded into my car in under 15 minutes. The saleswoman was knowledgeable and not pushy at all. I got a beautiful Samsung washer (way nicer than my in-budget ones at Lowes). I'll definitely be back when I remodel my kitchen!"

Keith says, "I think our success is due to us taking a local, down-to-earth approach. Most of our team has been with us from the beginning. My lead delivery and installer, Joe, been with us since the start, before our first delivery truck even, and has been a huge part of our success. Also, we work hard to be part of the community and we treat everyone like we want to be treated." Appliance Outlet has also made giving back to their community part of their mission. They sponsored the Coat Drive for Early Connections Learning Center in December and have made other donations to the organization.



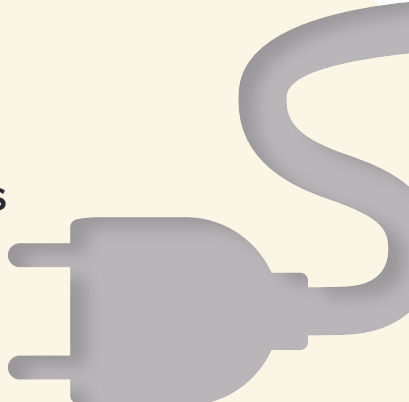
Kristi Trompke

Prior to starting their own business, both Keith and Kristi worked in banking. Keith has lived in Colorado Springs for six years, is married to his wife Tanya, and they have a 5-year-old son Jordan. In his spare time, Keith enjoys golfing and spending time outdoors. Kristi has lived in Colorado Springs for six years, and she and her boyfriend Chris, who also works at Appliance Outlet, enjoy hiking in their free time. They love the local community feel of *Real Producers* and Keith says, "It feels good to support local and connect with people that we can help."



Joe Medley

“ I think our success is due to us taking a local, down-to-earth approach. Most of our team has been with us from the beginning. **”**



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A portrait of Charles D'Alessio, a man with a goatee, wearing a dark patterned blazer over a black shirt. He is standing in front of a colorful mural with abstract patterns in shades of purple, pink, and yellow. The background is slightly blurred, focusing attention on the man.

Charles *D'Alessio*

Berkshire Hathaway
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Charles D'Alessio's past was a defining factor that shaped him into the man he is today. In his own words, he came from "a colorful past," and was in and out of foster homes, growing up without a lot of money or direction. When he was eleven years old, he met a man "who treated me like his son and took me in. Every day since then, I have worked to not disappoint him for taking a risk on me. I strive to do things with excellence, treating people well. I have a deep belief that God did not put me here to be a REALTOR®. He put me here to help people, and I use real estate as the vehicle to do that. Keep looking up, because it's a pretty great life we all have."

...

► real producer

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

•••

Finding out she was going to become a mother was the biggest defining moment for Dodi D'Alessio, but sharing her life with Charles and her daughter Dominique has led to "many moments put together define us into who we are. I think as we go along, having a lot of fun and enjoying each other and life, sometimes challenging things and overcoming them together, that shape us all the time."

Charles and Dodi met when they were working as real estate agents at the same brokerage and were married in 2013. Prior to real estate, Dodi was working at a US Hospital as a nurse in Germany. She moved to the United States in 2007 where she had her daughter, Dominique. She had a "gut feeling to get into real estate," went to night school and earned her real estate license in 2009. Charles earned his license in 2003, after working in the restaurant industry for 19 years. Charles says "I got into real estate by accident. I came to Colorado Springs to look after my dad who was sick at the time. I bought a house, fixed it up, and then listed it 'For Sale By Owner.' At showings, several people asked me if I was a REALTOR®. After so many people kept asking me this question, I started thinking 'I should look into this real estate thing.' I registered for real estate school, not thinking I would become a REALTOR®, but just wanting to have more knowledge about real estate. In my first year, I made six figures working part-time. After that, I started thinking, there's something to this real estate business, and the rest is history."

Although many people struggle in the beginning, Charles says his first year was very successful. "I have a different mindset and try to teach others. Coming from corporate America, I understood leverage and knew that you have to have certain tools to start a business. Many REALTORS® struggle, thinking they just have to show houses. I knew you had to have a budget, a business plan, staff, time management skills, and goals. The first year I got my license, I hired an assistant, got a corner office and just started calling people. I knew a lot of people growing up here and let them know I had my license and was happy to answer questions. After four years

of being a Broker Associate, I became an owner of a real estate company and eventually ventured out on my own to become a successful Independent real estate company for nine years. Now I'm proud to be an affiliate of Berkshire Hathaway. To be truthful, I had a lot of help and support along the way, and I remember each and every one of you."

Sometimes it can be difficult for people to talk about what they do exceptionally well. For Charles and Dodi, having a joint interview meant they could say what the other does well and each were admirable of each other. Dodi says what stands out for Charles is "He is a great listener, he really cares about his clients and Agents, he will answer calls and texts at all hours and he's very knowledgeable about all subjects of real estate." Charles says "Dodi is tenacious about taking care of her clients. She's all about advocating and advising them no matter what, she's good at getting to the heart of the matter, and many of her clients end up being her friends. She's relentless, she researches, she studies, she makes sure her clients are with the right lender, she hits it from all sides, and to sum up, she's very relational."

Charles' family is very important to him, and that family includes his agents and staff. His company doesn't just focus on residential real estate, but also offers Commercial real estate, Property Management, Cleaning and Maintenance Services.

•••



Dominique, Dodi, and Charles D'Alessio



...

*Everything we do and
work so hard for is to take
care of our family.*

It's much harder to own a
brokerage than to work as a
REALTOR® for
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”

“Everything we do and work so hard for is to take care of our family. It’s much harder to own a brokerage than to work as a REALTOR® for a brokerage. There can be a lot of problems, and it would be much easier at times

“I want to leave a *legacy* that will *continue* with our child and that she will know I did whatever I could for her *happiness*.”

to just sell real estate and not have that responsibility.” Charles says there are so many people who have helped him along the way, but there are three who are pivotal to his business today that he wants to acknowledge: his Office Manager Laura Sandoval, his best friend and agent Bob Landry, and his Broker In Charge Mike Ockert. “I am very grateful for their support.”

Charles and Dodi are passionate about giving back to their community, and as part of Peak Producers, Charles has given back to Catholic Charities, Springs Rescue Mission, Mary’s Home and Griffiths House for Children. As a family, they have also given to Wounded Warrior Project, St. Jude, National Mill Dog Rescue and Humane Society of Colorado Springs. Charles has also served the real estate industry in many capacities, starting as Director of PPAR, Vice Chair and Chair of the Government Affairs, Chairman of the Board at Pikes Peak Association of REALTORS® and Director at Colorado Association of REALTORS® and is currently serving with the National Association of Real Estate Property Managers. Dodi is right there alongside Charles “making sure our industry is well taken care of.” She has taken PPAR leadership classes and is part of the Women’s Council of REALTOR® and a Military Relocation Specialist. Being fluent in three languages has helped Dodi a lot in Real Estate.

Outside of real estate, Charles and Dodi love cooking and hosting regular dinner parties. They often invite people who don’t know each other to help match new people together. They also enjoy working on their backyard and garden, along with dancing and traveling. Dodi loves to remodel their home and cannot sit still, always redoing and repainting. They love to spend their time on the ranch with Dominique’s rescue horse and watching her perform at Ballroom dance competitions. Charles has another diversion as the Lead singer for Red Rocks Rebellion, who perform monthly. Dodi’s parents live with them, and they love that Dominique is growing up with her grandparents in

the same house. “Dodi is remarkable in that she emigrated from Poland to Germany, speaks several languages and is an incredible dancer.” Charles has two adult stepchildren, Timothy and Jennifer, four grandchildren and lots of pets including five rescue dogs, one guinea pig and one horse.

When asked what mark you want to leave on the world, Dodi says, “I want to leave a legacy that will continue with our child and that she will know I did whatever I could for her happiness. I also hope people will say I was a good person with a good heart.” Charles says, “Legacy is the right word. So many times, people float through life like a feather in *Forest Gump* and land where they land. Being purposeful with your legacy is really important. One of the things I try to adopt in my life is to help others every single day. Part of that is being available to them and listening. Many people don’t feel they’re being heard or understood, and listening to their wants, needs and goals is critically inspiring for people. My legacy is I want to be an example of this and let people know this is what we have to do to help each other and lift them up.”

“Charles and I have now been friends for many years. A lot of that friendship was built in leadership at the board. Charles took his role as chair seriously and during that time had a lot to tackle in the MLS and Zillow world. He showed great leadership while talking to other chairs of boards, working hand in hand with MLS’s across the State and much more. He is a big advocate of donating to RPAC as well. But what Charles does best is set an example daily with brokers he helps out behind the scenes. I have been proud to call him my friend, and I know he has so much to offer the industry moving forward.”
—PATRICK MULDOON, MULDOON ASSOCIATES, INC.

“Charles is an interesting guy. I am impressed by his care and concern for his agents and desire for them to both do well and do it right. Also, the fact that he always speaks well of his wife and family says a lot about him to me. I am pleased to have him as a valued colleague.” —DOUG BARBER, THE RAWHIDE CO., REALTORS

“Charles D’Alessio loves being a REALTOR® but more importantly he loves bettering REALTORS®. He is a true mentor and advocates for this industry. I learned a lot of what I know from Charles. He cares about his agents and clients. Looking back, I am so grateful for the time I had learning under Charles- I know a lot of agents that didn’t get that same opportunity. I remember him reviewing my first contract; and let me just say...if you can’t explain, in detail, why you checked a certain box on your contract, you better learn quickly and be able to explain it next time he asks!” —AMBER WOLCOTT, THE PLATINUM GROUP, REALTORS

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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 Mar 20 2021	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	2	13	2.17	0.92
\$150,000 to \$199,999	1	36	6.00	0.17
\$200,000 to \$249,999	4	227	37.83	0.11
\$250,000 to \$299,999	21	812	135.33	0.16
\$300,000 to \$349,999	39	1369	228.17	0.17
\$350,000 to \$399,999	44	1410	235.00	0.19
\$400,000 to \$449,999	62	830	138.33	0.45
\$450,000 to \$499,999	44	578	96.33	0.46
\$500,000 to \$599,999	49	729	121.50	0.40
\$600,000 to \$699,999	45	358	59.67	0.75
\$700,000 to \$799,999	20	168	28.00	0.71
\$800,000 to \$899,999	13	101	16.83	0.77
\$900,000 to \$999,999	14	60	10.00	1.40
\$1MM to \$1,499,999	22	92	15.33	1.43
\$1.5MM to \$1,999,999	9	14	2.33	3.86
\$2MM to \$2,499,999	6	6	1.00	6.00
\$2.5MM to \$2,999,999	5	7	1.17	4.29
\$3,000,000 Plus	6	1	0.17	36.00
Total	406	6811		



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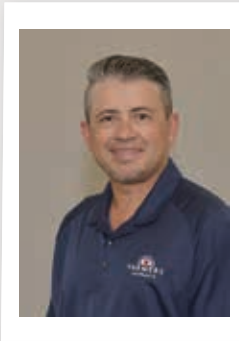
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About Your Fellow Agents



KIMBERLY HUNSTIGER and her husband are high school sweethearts! The two met when they were 15 and 16 years old and have been together most of the past 41 years and married for 33 years!



IGGY BELJOVKIN loves taking his metal detector out and prospecting for gold! He had even struck gold in Cache Creek!

BRYAN VAIL is a "concert junkie" and has traveled coast to coast to follow his favorite band, Pearl Jam!



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



DAVE KAERCHER and his co-broker Bryan Vail are best friends from high school!



KRISTIN DIONNE met her husband at a floral convention in San Diego. She was a floral buyer for a supermarket chain and he was a wholesaler!

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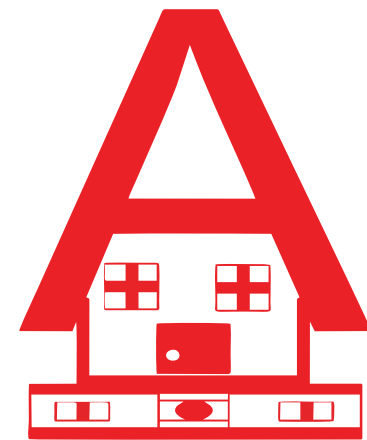
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