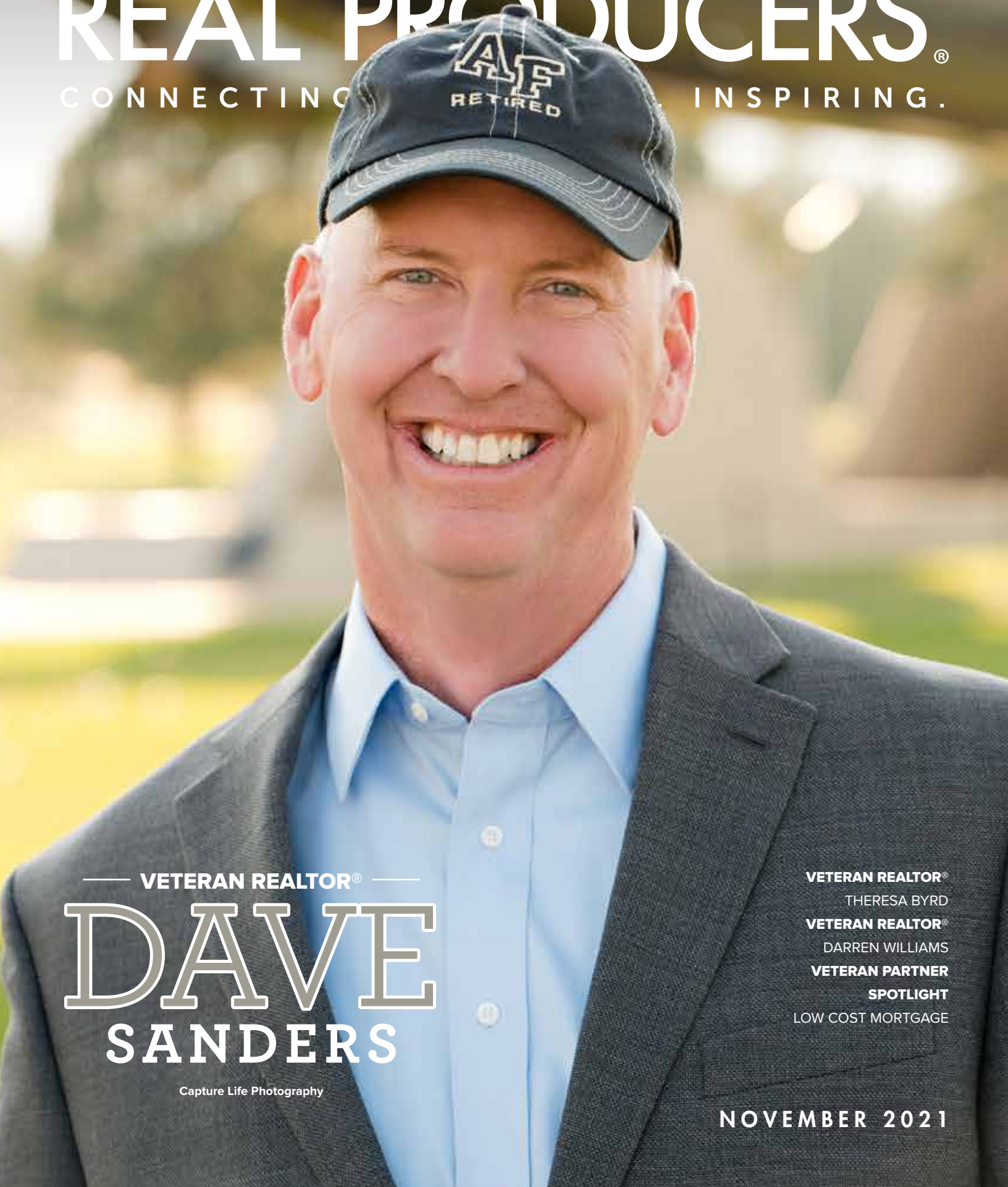


COLORADO SPRINGS

REAL PRODUCERS.®

CONNECTING

INSPIRING.



— VETERAN REALTOR® —

DAVE
SANDERS

Capture Life Photography

VETERAN REALTOR®

THERESA BYRD

VETERAN REALTOR®

DARREN WILLIAMS

VETERAN PARTNER

SPOTLIGHT

LOW COST MORTGAGE

NOVEMBER 2021

"We're committed to helping you sell homes by offering prompt roof inspections, roof repairs, roof certifications, and new roofs. All with fast, friendly service."



Call us today for a free roofing assessment!
719.487.7663 | RampartRoofing.com



"Myself, and my team have used Rampart Roofing over the last 5 years with great success. **They consistently provide outstanding customer service in working with my clients.** They are honest, professional and detailed - and will give you a straightforward evaluation on your client's roof. They are an outstanding vendor that you can count on!"

– Greg Luczak, Coldwell Banker Residential Brokerage



No place like home.

Gold Hill Mesa is a picturesque west-side neighborhood adorned by welcoming front porches, tree-lined streets, majestic mountain and city views, and old-world charm.

Imagine being part of a diverse and sustainable community with distinct homes, open spaces, easy access to parks, hiking trails, a wildly popular Community Center and just minutes from Downtown and Old Colorado City. See yourself creating timeless memories at Gold Hill Mesa.

Stop by, visit our masterful builders and discover more at goldhillmesa.com

David Weekley Homes



TABLE OF CONTENTS



08
Preferred Partners



11
Publisher's Note



14
Veteran REALTOR®: Theresa Byrd



22
Making A Difference: RP Volunteer Event



30
Partner Spotlight: Low Cost Mortgage



38
Veteran REALTOR®: Darren Williams



46
Veteran REALTOR®: Dave Sanders



54
Market Stats: September 2021 Supply & Demand



58
Around Town: Fun Facts About Your Fellow Agents & Partners



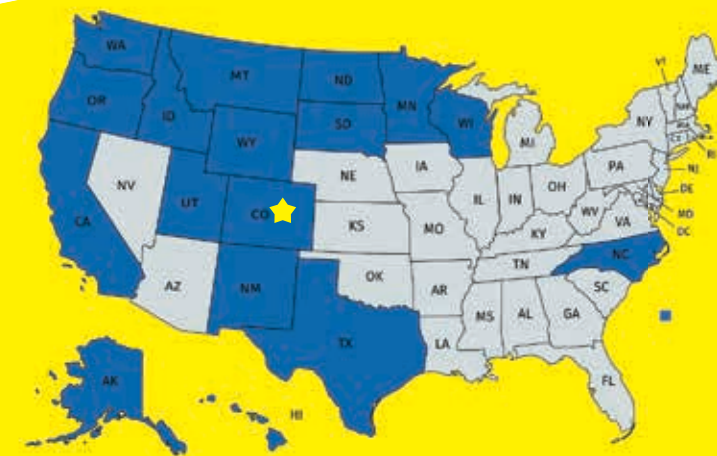
For articles, coverage, and advertising, contact Brian Gowdy at 719-313-3028; brian.gowdy@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of The N2 Company d/b/a Real Producers but remain solely those of the author(s). The publication contains paid advertisements by local companies. These companies are not endorsed or specifically recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for business practices of these companies. NOTE: When community events take place, photographers may be present to take photos for that event and they may be used in this publication.



SAVE THOUSANDS!

FHA | VA | Conventional



- NO LENDER FEES!
- Low Interest Rate!
- Fast Underwriting!
- Direct Lender / No Overlays!
- 7am to 11pm, 7 Days a Week!
- Easy Online Portal
- Constant Communication
- 3.5 Week Purchase Turn Time
- Marketing Flyers
- Listing Websites
- And Much More

Contact Low Cost Mortgage Today!

Would you like to speak to one of our loan officers to discuss financing options or to go over possible scenarios?
Easy, call us anytime!

719-362-0439

www.lcmloans.com

Mike Floren, NMLS#1574886
Branch Manager
mike@lcmloans.com

685 Citadel Dr. E., Ste 290-9
Colorado Springs, CO 80909

Low Cost Mortgage is a division of Mann Mortgage LLC, NMLS#2550. Mann Mortgage, LLC is not endorsed by, nor acting on behalf of or at the direction of, the U.S. Department of Housing and Urban Development, Federal Housing Administration, the Veterans Administration, the U.S. Department of Agriculture or the Federal Government. All programs are subject to credit and income qualification. This is not a guarantee of financing or a firm offer of credit.



MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



Brian Gowdy
Owner / Publisher /
Advertising Sales
brian.gowdy@realproducersmag.com
719-313-3028



Sue Hunyady
Ad Specialist
COSads@realproducersmag.com



Heidi Mossman
Photographer
719-789-5558



Katie Luster-Work
Photographer
719-963-9321



Maria Bay
Photographer
541-600-4171



Colleen Kern
Writer



Ingrid Bruske
Writer



Stephanie Brewer
Writer



Sara Cripe
Social Media Manager
sara@connectgrafiks.com



Geneva Eilertson
Reprints Manager
geneva@realproducersmag.com

Our Vision for Colorado Springs Real Producers:

To elevate the culture in real estate so agents know each other better and treat each other more humanely. Smoother transactions result in happier clients and more repeat business for everyone involved.

SELL YOUR HOUSE IN STYLE

NO MATTER HOW BIG OR SMALL THE PROJECT, WE'RE HERE TO BRING THE **WOW!**

Take the stress out of selling by ensuring your home is looking its best.

The majority of buyers struggle to look past an empty home. Let us stage your home to feel spacious, comfortable and trigger an emotional response with potential buyers.

Photo credit Jorge Borges

CALL US TO SCHEDULE YOUR CONSULTATION TODAY

Brittany Williams 360.310.2690
Jordan Trask 727.746.8913

brittanywilliams0929@gmail.com
f/BrittanyWilliams.homestaging



Is your idea of tax planning your annual “planned” dash to a tax place? Do you cross your fingers as you hand over your information? Are you hoping you don’t owe a huge chunk of cash when April rolls around?

Did you know realtors often miss out on 5 potential tax savings opportunities each year?

Imagine feeling confident that your CPA had strategized to minimize your tax bill. Sleeping peacefully in the knowledge your tax strategy covers the best potential tax savings opportunities. And feeling the ease of spreading that annual tax surprise over boring planned, estimated payments.

This could be your reality. A year-end tax strategy session with Tax Time CPAs could help bring you peace of mind, save you thousands, and position you to build wealth.

What would you produce with that? Let’s find out.

Schedule a Call Today.

Colleen Kern, CPA

720.828.6218
www.taxtime.cpa

Scheduling@TaxTimeCPAs.com



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

APPLIANCES

Appliance Outlet
(719) 573-5802
aocolorado.com

BILLIARDS

Fodor Billiards
(719) 598-4611

CARPET CLEANING

Creative Carpet Care
(719) 641-8600
ColoradoSprings
CarpetClean.com

CLOSING GIFTS

Venice Olive Oil Co.
(719) 632-5160
veniceinthesprings.com

COMMUNITY DEVELOPMENT

Cordera Community
(719) 867-2279

The Farm
(719) 867-2279
thefarmcolorado.com

CUSTOM FRAMING

Orly's Art Gallery & Custom Framing
(719) 630-3371
orlyartgallery.com

FLOORING

Hardwood Flooring Specialists
(719) 424-7351
hardwoodflooring
specialists.com

HOME BUILDER

Vantage Homes Corp
(719) 534-0984
www.vantagehomes
colorado.com

HOME INSPECTION

A Precise Home Inspection
(719) 272-0100
APrecise.com

Brick and Mortar Home Inspection Inc.
(719) 648-2835
bandmhomeinspections.com

Ground Floor Home Inspection
(719) 641-1555
groundfloorhome
inspection.com

Inspections Over Coffee
Greg Fowler
(719) 900-5282
www.inspectionsover
coffee.com

Top Choice Inspectors
(719) 581-7080
TopChoiceInspectors.com

HVAC SERVICES

Peak Home Performance
(719) 358-6992
www.gowithpeak.com

INSURANCE

ALINK Insurance
Kody Miller
(719) 219-8505
alink2insurance.com

Farmers Insurance
Michael Hendrickson
Agency
(719) 572-5938
farmersagent.com/
mhenderickson

INTERIOR DESIGN

Concepts by Carriann
(719) 338-2803
www.carriannjohnson.com

INVESTMENT REAL ESTATE

BK Investments
Benjamin Kennedy
(719) 310-1914
BKBuysHomes.com

LOANS/MORTGAGE

Dovetail Solutions - Academy Mortgage - Briargate
acedemymortgage.com/
about-us/branches/briargate

MAID SERVICES

Molly Maid of Colorado Springs
(719) 638-7055
mollymaid.com

MEDICAL AESTHETICS

Glow Aesthetic Medicine
(719) 598-2000
GlowAM.com

MORTGAGE

Benton Capital
Mike Benton
(719) 331-5443

Fidelity Mortgage Solutions
Vaughn Littrell
(719) 290-0415
vaughnlittrell.com

Guaranteed Rate
Chris Franquemont
(719) 337-3021
Rate.com/ChrisF

Low Cost Mortgage
Mike Floren
(719) 362-0439
LCMLoans.com

Synergy One Lending
Dave Slater
(719) 522-6952

The Alpine Group at Fairway Mortgage
Brittney Hansen
(719) 505-6924
fairwayindependentmc.com/
Brittney-Hansen

The Alpine Group at Fairway Mortgage
Karen Weller
(719) 459-2704
fairwayindependentmc.com/
Karen-Weller

MOVING & STORAGE

5 Star Moving & Storage
(719) 417-4993
5starmovingand
storage.com

Arrow Moving and Storage
(719) 573-3460
arrowmoving.net

MOVING / PACKING

Pack & Ship Plus
(719) 434-8070
packandshipplus.biz

NEIGHBORHOOD

Gold Hill Mesa
(719) 900-1461
goldhillmesa.com

PAINTER

Happy Painting, Inc.
(719) 373-5550
happypainting.biz

PHOTOGRAPHER

Capture Life Photography
(719) 789-5558
capturelife.photo

Casa Bay Photography
(541) 600-4171
CasaBayPhotography.com

Katie Marie Photography
(719) 963-9321
katiemarieseniors.com

PROPERTY MANAGEMENT

Colorado Best Team @Pikes Peak Dream Homes Realty
(719) 284-1900
www.coloradobest
realestate.com

RADON TESTING AND MITIGATION

All Colorado Radon Mitigation
Ben Ingalls
(720) 726-4556
allcoloradoradon.com

RESTORATION

AmeriDri Restoration
(719) 388-8509
AmeriDri.com

ROOFING

Rampart Roofing
(719) 487-7663

ROOFING & SOLAR

Lifetime Roof and Solar
(303) 476-8658
lifetimesolarcolorado.com

SOCIAL MEDIA

Connect Grafiks & Marketing
(719) 679-2626
connectgrafiks.com

STAGING

Brittany Williams Home Staging and Decor
(360) 310-2690
facebook.com/
BrittanyWilliams.
homestaging

TAX PLANNING

Tax Time CPAs
(720) 828-6218
TaxTime.cpa

TITLE & ESCROW

Empire Title of Colorado Springs
(719) 884-5300
etcos.com

Fidelity National Title
(719) 590-1711
FNTColorado.com

First American Title
(719) 208-8330
firstamcolorado.com

Heritage Title Company
(719) 592-9933
heritagetco.com

WFG National Title
Sandra Kuhlman
(720) 475-8300
colorado.wfgnationaltitle.com

TRANSACTION COORDINATOR

Springs Transactions
(719) 238-5707

UPGrowth Transactions
(719) 244-5454

UpGrowthTransactions.com

ARROW
Moving & Storage Co., Inc. *Mayflower*

Moving Colorado Springs

Residential Moving • Office Moving • Corporate Moving
International Moving • Specialized Moving
Warehousing Distribution and Storage

Call us or visit our website for a quote
719.573.3460
www.arrowmoving.net

katie marie photography



719.963.9321

NOTE

Publisher's

Welcome real estate agents and professionals to our November 2021 edition of *Colorado Springs Real Producers*!

This month is veterans-themed. Every agent and Preferred Partner spotlighted in this edition has served in some branch of the military! If you are a veteran in real estate, or if you would like to nominate a veteran agent for our November 2022 edition, please reach out!

We hope you enjoy getting to know your fellow agents on a more personal level. Our goal is, if agents know their colleagues better, transactions will go smoother, resulting in more repeat business for everyone.

Also, please glance at the highlights from our volunteer event with Pikes Peak Habitat for Humanity. One of my drives with Real Producers is to host meaningful,

collaborative events and be active in the community. If you know of a non-profit that offers volunteer group projects, please reach out to us and we will reach out to schedule a future volunteer day.

Lastly, please remember real estate agents don't pay for their features in Real Producers; they were all nominated to us by their fellow agents. The reason we're able to make this a free-to-play platform is because of our advertising partners. If you have the opportunity to support one of our advertisers, please know you are not only supporting their business but mine as well.



Thank you,
Brian Gowdy
Area Director / Advertising Sales
719-313-3028
brian.gowdy@realproducersmag.com

Venice Olive Oil Co.

It's been my pleasure helping you find and purchase your dream home. Congratulations and Thank you!

- High quality, high style
- Great closing gifts to leave a lasting impression
- Custom labeling and packaging
- Local, small business with excellent customer service

5214 N. Nevada Ave. Suite 130
Colorado Springs, CO 80918
719-632-5160
VeniceintheSprings.com

Protect your investment and those who matter most.

24/7
ONLINE BOOKING AT
BandMHomeInspections.com
Speak to our customer care team at
719-648-2835

Brick and Mortar HOME INSPECTIONS, INC

Quality & Service That Will Floor You!

CARPET | TILE | HARDWOOD | LAMINATE | LVP

HFS FLOORING

New floors just in time to showcase for the holidays!

Veteran Owned • Servicing Builders
842 S. Sierra Madre St. Unit D, Colorado Springs, CO, 80903 • **HardwoodFlooringSpecialists.com** • 719.424.7351



LIFETIME
ROOF & SOLAR



FREE INSPECTIONS & FREE 5-YEAR CERTIFICATIONS

719.520.8080

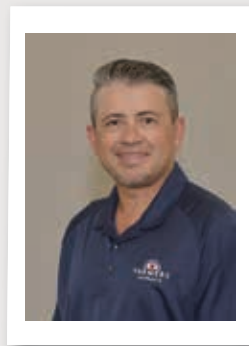
1767 S 8TH ST, SUITE 260
COLORADO SPRINGS, CO 80905

www.LifetimeRoofandSolar.com
ASK ABOUT OUR LIFETIME WARRANTY



INSURANCE YOU CAN DESIGN TO MEET YOUR EVER CHANGING NEEDS

- Coverage you can customize to meet your needs
- Homeowners insurance
- Landlord/Vacant/Vacation home insurance



Michael Hendrickson

Your Local Agent
24 S WEBER ST STE 135
COLORADO SPRINGS, CO 80903
MHENDRICKSON@FARMERSAGENT.COM
<https://agents.farmers.com/mhendrickson>

Call 719.572.5938 today!
Smart choices last a lifetime.



Restrictions apply. Discounts may vary. Not available in all states. See your agent for details. Insurance is underwritten by Farmers Insurance Exchange and other affiliated insurance companies. Visit farmers.com for a complete listing of companies. Not all insurers are authorized to provide insurance in all states. Coverage is not available in all states.



BELIEVE YOU WILL.

guaranteedRate®

Do you have big dreams for your new home? At Guaranteed Rate, we're ready to help, with all the tools, technology, and dedicated support you need to make those big dreams a reality.

Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee.
Restrictions may apply, contact Guaranteed Rate for current rates and for more information. (20210917-664104)

Contact me today to learn more!



Chris Franquemont
SVP of Mortgage Lending

o: (719) 309-0406 | c: (719) 337-3021
rate.com/chrisf | chrisf@rate.com

1125 Kelly Johnson Blvd., Suite 340, Colorado Springs, CO 80920



EQUAL HOUSING LENDER Chris Franquemont NMLS #1435075; AK - AK1435075, AZ - 1012571, CA - CA-DFPI1435075, CO - 100513557, GA - 1435075, MO - 1435075, VA - MLO-54699VA, KS - LO.0045246
Guaranteed Rate, Inc.; NMLS #2611; For licensing information visit nmlsconsumeraccess.org. • AZ: 14811 N. Kierland Blvd., Ste. 100, Scottsdale, AZ, 85254, Mortgage Banker License #0907078 • CA: Licensed by the Department of Financial Protection and Innovation under the California Residential Mortgage Lending Act • CO: Regulated by the Division of Real Estate, (866)-934-7283 | 20210623-358651

▶▶ veteran REALTOR®

THERESA BYRD

Written by **Ingrid Bruske**
Photography by **Maria Bay**
of Casa Bay Photography

When it comes to her success, Theresa Byrd says that it has to do with staying consistent and confident. She says these are two of the biggest things that have helped carry her through some of the more challenging times in her real estate career. She also describes herself as a “go-getter” and admits it’s a trait that has helped her get to where she’s at today. Theresa loves to learn and is not afraid to ask questions. She prides herself on educating herself and her clients every step of the way to ensure they’re informed throughout each transaction.

...



Theresa is originally from St. Louis, Missouri, and lived there for most of her childhood. Before stepping into the world of real estate, Theresa was a member of the US Marine Corps for 5 years. She enlisted right out of high school and worked primarily as a Special Security Officer, processing security clearances. After getting out of the military, Theresa stayed home with her oldest daughter for a few years. When she returned to the workforce, it was with a job at CitiMortgage, which she says was “both fun and exhausting.” She worked there for a few years before her husband’s career brought their family to CO. Theresa says that during her time with CitiMortgage, she learned so much about foreclosures, bankruptcies, and other mortgage-related issues. She says the job was a great learning experience, and she still uses a lot of that knowledge in her work today.

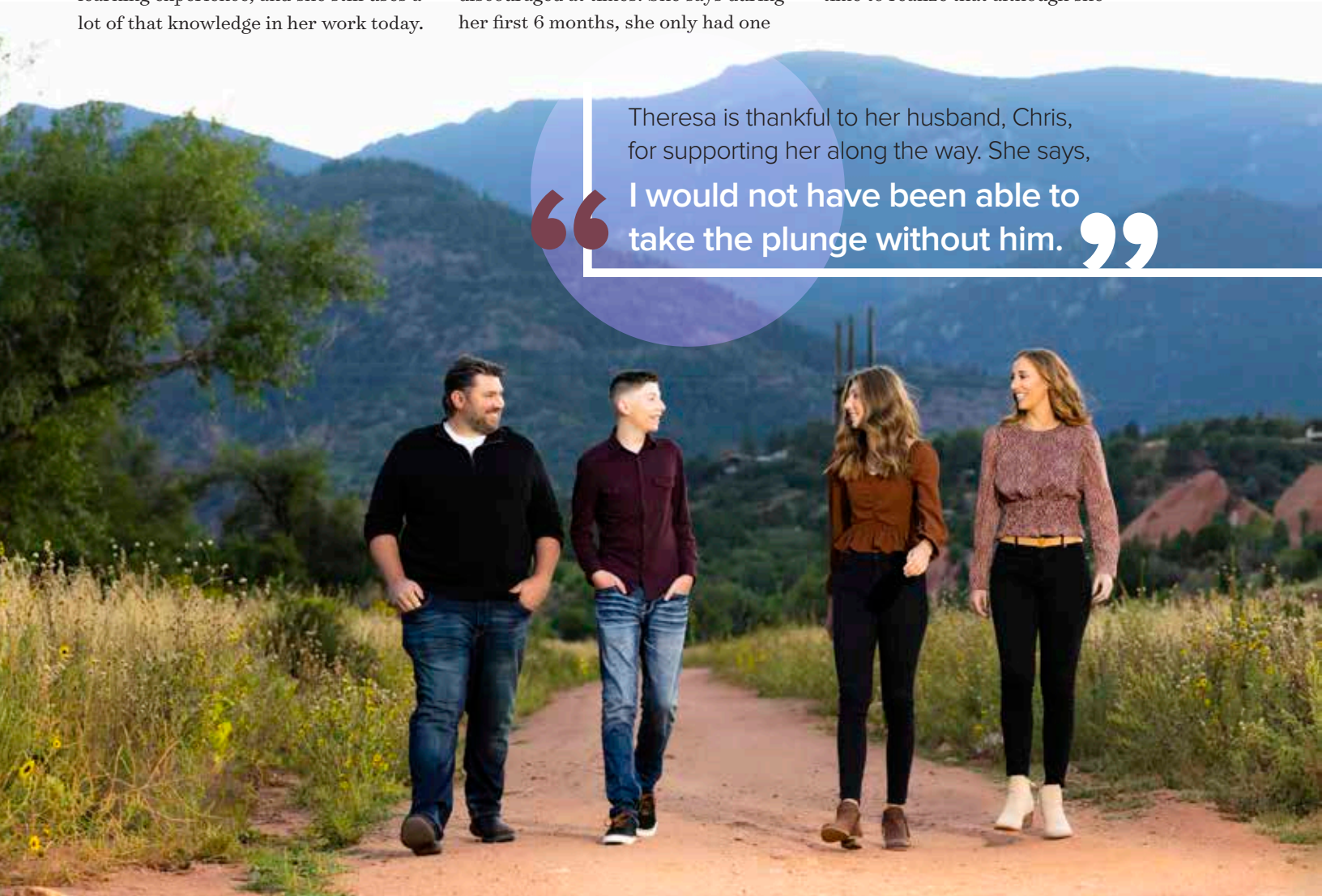
Once Theresa and her family settled in CO, she started a residential cleaning business. She says it was a small, word-of-mouth business, but successful nonetheless, partly due to her OCD in the cleaning department! She says real estate had always intrigued her, and it was during this time, she began to contemplate making a career out of it. One of her clients was in real estate, and Theresa would “pick her brain” about it. Ultimately, she decided to give it a try and felt she would be good at it partly because of her go-getter attitude. She credits much of her success to the hard work during the early days and says most of her business today is referral-based.

Theresa recalls her first year in real estate as a challenge and admits being discouraged at times. She says during her first 6 months, she only had one

sale! She says, in the beginning, she struggled with the assurance that she would find prospects and remembers feeling less outgoing than others. As someone who likes to observe, she says this was a challenge she had to overcome to be successful. Additionally, Dave Sanders, her team lead at the time, was very helpful and provided her with great training. She says he was always there to encourage her and reassure her that she was doing all of the right things. So she persisted and continued staying present, following up and educating herself. She says part of the struggle was that she has a stubborn personality and has always been really good at every job she’s had in the past. But being completely new to real estate, it took her some time to realize that although she

Theresa is thankful to her husband, Chris, for supporting her along the way. She says,

“ I would not have been able to take the plunge without him. ”



might not be an overnight success, she would get there one day. She says that over time, her consistency and follow-through paid off as she started building genuine relationships with her clients, many of whom she’s friends with today. She also believes in asking questions and likes to know how everything works, especially the lending side. Theresa says she’s diligent about doing research and using her banking background to help her gain more knowledge along the way. She’s also thankful to the people that have been there to help guide and support her along her journey. Among those is Holly Quinn, whom she says allowed her to pick her brain with her real estate questions and introduced her to her business partner at the time, Dave Sanders. Theresa says she’s very thankful to Dave and Holly for taking a chance to have her join their team. She says Dave always believed in her and played an essential role in helping her get to where she’s at today, and for that, she’s very thankful.

Additionally, Theresa has her current business partner, Charity Breed, to thank for taking on real estate when she did and her decision to move brokerages and join her team. She says Charity has been a huge contributor to their success and brings so much value to the table. Most importantly, Theresa is thankful to her husband, Chris, for supporting her along the way. She says, “I would not have been able to take the plunge without him.” Theresa wants others to have the support and guidance she received early on, so she’s currently a productivity coach and mentor at Keller Williams Partners. Her most significant piece of advice would be to stay persistent and motivated. She says people have to trust that you know what you’re talking about, and

“

I never saw a wild thing sorry for itself. A small bird will drop frozen dead from a bough without ever having felt sorry for itself.

- D.H. Lawrence



PACK & SHIP PLUS

Trust Your Next Antique & Fragile Shipment To The Experts!

Framed Artwork • Antiques
Jewelry • China Dishes
Sentimental Pieces of Furniture, and More

Contact us today
719.434.8070
packandshipplus.biz

UP GROWTH TRANSACTIONS

TRANSACTION COORDINATOR • CONTRACT MANAGEMENT
HELPING REALTORS GROW

**ARE YOU OVERWHELMED WITH TRANSACTION PAPERWORK?
WANT TO GROW YOUR BUSINESS?
I AM HERE TO HELP!**

f ANDI STEMPLE | 719.244.5454
@ Andi@Upgrowthtransactions.com
in
UPGROWTHTRANSACTIONS.COM

...

that means you need to always be learning, educating, and challenging yourself to become more knowledgeable every day.

Theresa and Chris met while they were both in the Marine Corps stationed at Camp Pendleton in CA. She says CA is one of the most memorable places she's lived as she remembers being so taken with the landscape and architecture when she was initially stationed there. Theresa and Chris have two children, Alexis, age 15, and Levi, age 12. Alexis plays soccer for Pride Soccer and is part of the Elite Clubs National League, which involves much travel. She says she loves trying lots of new things and is very creative. Although, she is still unsure about what she

wants to do after high school. Levi loves ships, submarines and wants to join the Navy. Some of his other hobbies include cars, playing with his remote control car, and video games. Theresa says that since moving to CO, one of the things she loves most is the beauty of the mountains. She also enjoys seeing so many active people out and about, exploring the area. When Theresa's not working, she loves playing poker-Texas Hold'em. She discovered the game by accident while channel surfing when she was pregnant with her daughter. She says she turned to a channel that showed the game being played, and she's loved it ever since. Theresa likes to take on challenges head-on and draws inspiration from her favorite quote by D.H. Lawrence, "I never saw a wild thing sorry for itself. A small bird will drop frozen dead from a bough without ever having felt sorry for itself."



<< Theresa and her business partner, Charity Breed

YOUR REAL PRODUCERS PORTRAIT PHOTOGRAPHER

Capture Life PHOTOGRAPHY

CALL TODAY! 719-789-5558 WWW.CAPTURELIFE.PHOTO



DON'T SWEAT THE SALE

Permanently reduce underarm sweat and odor



\$200 off your treatment if you mention this ad

glow.....

aesthetic medicine

Call today to book your free consultation!

(719) 598-2000

glowam.com



VA LOANS

HEROES DESERVE HOMES

Are you a veteran, reservist, active-duty personnel, or surviving spouse of a veteran?

APPLY NOW!

- ✓ Requires ZERO down payment
- ✓ Has ZERO mortgage insurance
- ✓ Offers low rates
- ✓ Offers ZERO closing cost option
- ✓ No prepayment penalty

DAVE SLATER

AREA MANAGER | NMLS #257366

P (719) 332-7497

E DSLATER@SIL.COM

W DAVESLATER.SIL.COM

SCAN TO START!



CASA BAY
- PHOTOGRAPHY -

HEADSHOT FRIDAYS



Headshots without the hassle.

- 30 minutes of studio photography
- Extensive coaching
- Unlimited outfit changes
- Two professionally retouched images

We make quality photography quick and fun!

BOOK TODAY!

☎ 541 . 600 . 4171

✉ info@CasaBay.Photography

🌐 www.CasaBay.Photography/headshots





Harrison Cobbs & Josh Bryant



Kody Miller (A-Link Insurance) & Mason Buck



Shanell Kelsey, Kim Bourgois, Brittany Winn, Chelsea Valentin, Zayla Crosby, Gayla Bustos



Jennifer Crosby & Mason Buck



Harrison Cobbs & Josh Bryant



Mike Floren (Low Cost Mortgage)—the only one of us with framing experience!

Real Producers
VOLUNTEER EVENT
at Habitat For Humanity



Kim Bourgois digging a post hole!



Gayla Bustos, Brittany Winn, Zayla Crosby, Chelsea Valentin, Shanell Kelsey

making a difference



Kody Miller (A-Link Insurance)



Taylor Wall & Jennifer Crosby



Chelsea Valentin & Zayla Crosby



Harrison Cobbs, Josh Bryant, and Brittany Winn

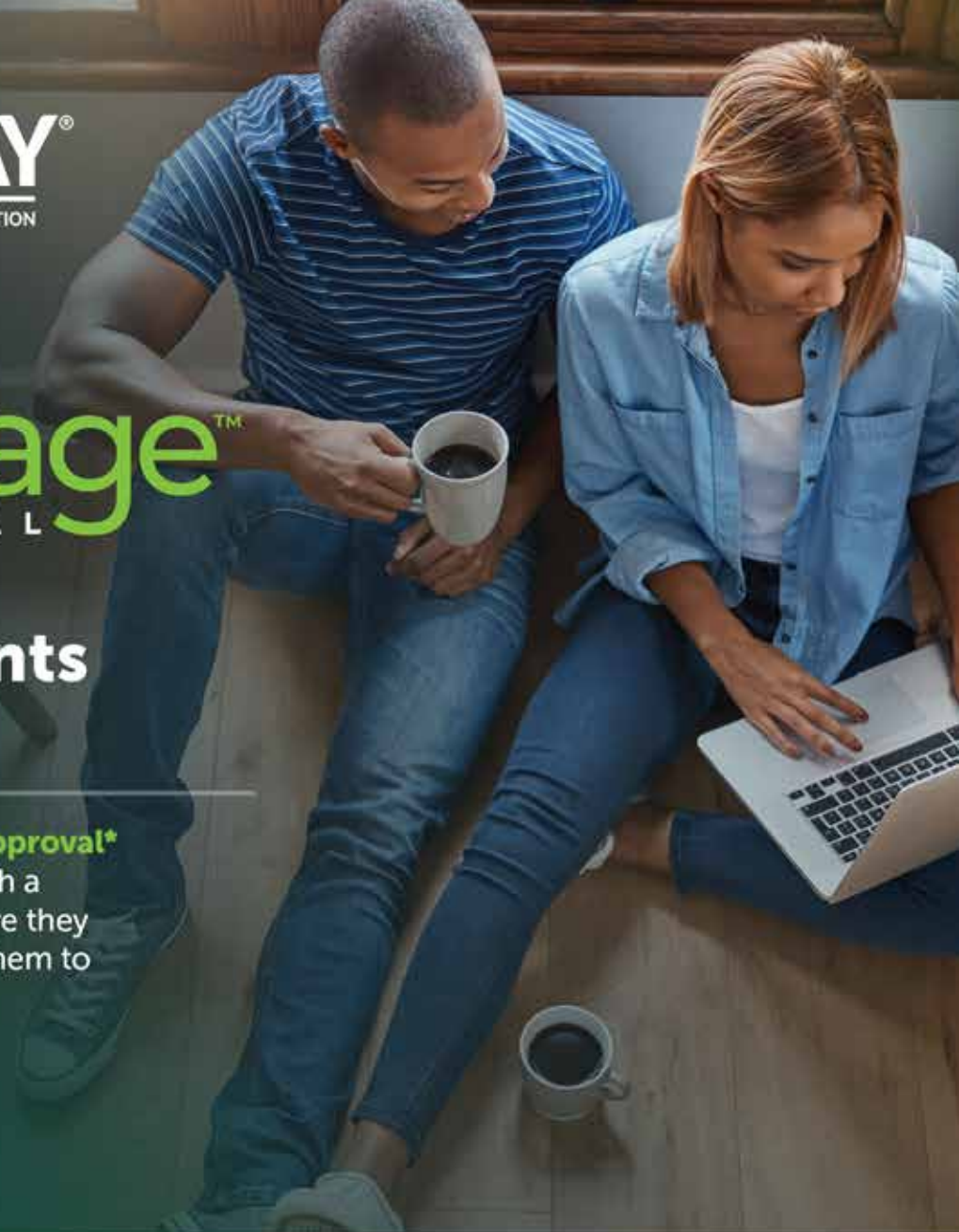


FAIRWAY[®] advantage[™] PRE-APPROVAL

Give Your Clients an Advantage

The **Fairway Advantage[™] Pre-Approval*** program provides your clients with a conditionally approved loan before they make an offer, which may allow them to compete with cash!

Contact us
to learn more!



BRITTNEY HANSEN & KAREN WELLER



ALPINE GROUP | 1880 OFFICE CLUB POINTE, STE. 245 | COLORADO SPRINGS, CO 80920
BRITTNEY HANSEN | NMLS 1474567 | BRITTNEY.HANSEN@FAIRWAYMC.COM
KAREN WELLER | NMLS 1372605 | KAREN.WELLER@FAIRWAYMC.COM

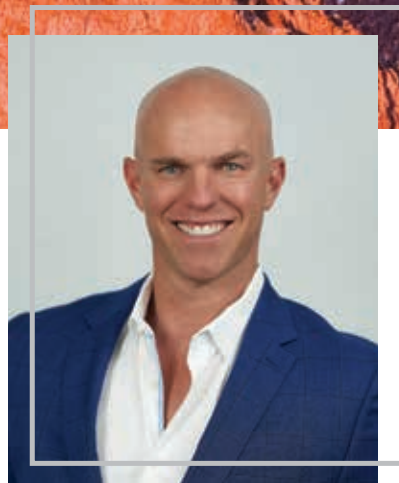


*Fairway Advantage pre-approval is based on a full review of the borrower's creditworthiness and is contingent upon there being no material changes in the borrower's financial condition or creditworthiness at the time of final loan approval. Final loan approval is subject to the following conditions: (1) borrower has identified a suitable property, and a valid appraisal supports the proposed loan amount; (2) a valid title insurance binder has been issued; and (3) borrower selects a mortgage program and locks in an interest rate that will support the pre-approved monthly payment amount. Loan must close before the expiration date provided in the pre-approval. Please note that submitting verifying documentation is not a requirement to receive an estimate of closing costs associated with a mortgage loan. Copyright©2021 Fairway Independent Mortgage Corporation. NMLS#2289. 4750 S. Biltmore Lane, Madison, WI 53718, 1-866-912-4800. All rights reserved. This is not an offer to enter into an agreement. Not all customers will qualify. Information, rates and programs are subject to change without notice. All products are subject to credit and property approval. Other restrictions and limitations may apply. Equal Housing Opportunity. FW1070693

To volunteer at a future Real Producers event, email brian.gowdy@realproducersmag.com



EXCELLENT SERVICE & COMMUNICATION | LICENSED IN 39 STATES
 DIRECT LENDER | AVAILABLE 7 DAYS A WEEK | HABLO ESPAÑOL



Our team is known for delivering an elevated experience for our real estate partners and their clients.

Mike Benton
 DIVISION PRESIDENT
 NMLS# 1606849

Mike and the team at Benton Capital are consummate professionals! They are very competitive with fees and rates and give excellent customer service. They always do the right thing! We are proud to recommend them.

John & Jean Wheaton | The Wheaton Team

719.331.5443 | bentoncap.com

Equal Housing Lender. NMLS# 75597



A DBA OF NP, INC. NMLS# 75597

Keep the Referrals Coming!



24" x 11" Shiplap Sign with 3D Lasercut Lettering
 Other sizes available. Customize your saying.

Gifts from Cutting Boards, Game Sets, Latte Cups,
 Photo Engraving, Leather Items and More

Personalized Laser Engraved Gifts
 Referrals for Years to Come.



www.larkspurlaserart.com

lisa@larkspurlaserart.com



ORIGINAL ART & FRAMING
HANGING & DELIVERY AVAILABLE

Visit us online for up-to-date information
orlysgallery.com

719.630.3371

730 South Tejon, Colorado Springs

Open Monday-Friday 10am-5pm
 Saturday: 10:30am to 2Pm
 Closed Sunday & Monday: Appointments Available!



**THANKS FOR GIVING US
 YOUR BUSINESS!**

First American Title is Growing!
 More locations and team members to serve you.

SOUTHERN COLORADO

1975 Research Pkwy, Ste 150
 Colorado Springs, CO 80920
 PHONE 719.208.8330

4783 Farmingdale Dr, Ste 215
 Colorado Springs, CO 80918

102 S Tejon St, Ste 100
 Colorado Springs, CO 80903

220 W. Midland Ave
 Woodland Park, CO 80863



First American Title™

First American Title Insurance Company and the operating divisions thereof, make no express or implied warranty respecting the information provided and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and First American are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates. ©2021 First American Financial Corporation and/or its affiliates. All rights reserved. | NYSE: FAT | 00229470921

**TEAM MEMBER SPOTLIGHT
 AMANDA PAYNE**



NAME
 Amanda Payne
 JOB TITLE
 Escrow Officer

Amanda Payne is proud to be part of the First American Title team in Colorado Springs as an escrow officer. She has worked in the industry for 14 years and her favorite part of her job is working with her customers as a team, as well as guiding people through the escrow process and putting their minds at ease. She would love to work with you. Contact her today to get started!

1975 Research Pkwy, Ste 150
 Colorado Springs, CO 80920

HAPPY friendsgiving

We believe in raising the standards of the industry, to disrupt the status quo. We do this by being a part of a bigger team that protects, educates and is driven to excellence; so that we can offer high quality home inspections.

GROUND FLOOR
HOME INSPECTION, LLC • 719-641-1555

BBB ACCREDITED BUSINESS A+
IAHIT CERTIFIED

ITCA
Radon Testing Corporation of America

ASHI
CERTIFIED INSPECTOR

BVI
BUILDER VERIFIED INSPECTOR

MONTHLY MARKETING

Miracle

This amazing monthly package takes the brain-damage out of connecting with your database! Oh, and you can access everything from your phone on our app too!

POP BY's
Done-for-you personalized pop by tags you can print from home OR click the link we will provide to have it printed on photo paper through Amazon. Link also provided to purchase pop by products!

12 SOCIAL MEDIA POSTS
Contains copy & paste images, text AND hashtags! We even tell you the best times to post for that particular month!

EMAIL TO YOUR CLIENTS
Designed with your branding and sent by us (but looks like you!) on the 15th of each month. Includes a real estate related article, fun "give", local area events, county stats from previous month, and much more!

Only \$300 PER MONTH

MARKETING FOR REAL ESTATE PROFESSIONALS

Hello@ConnectGrafiks.com | ConnectGrafiks.com

CONNECT GRAFIKS & MARKETING

Time to

imagine

For builder contact information visit: cordera.com/home-builders



Time to discover Cordera.

Stop by and preview new home sites, explore our new and innovative, 16-acre "Wild Rumpus Park" or see yourself taking in a majestic sunset while enjoying the outdoor fireplace and fire pit at the popular Community Center. Find out what else is new and enjoyable – check out Cordera, a family-friendly premiere community with great D20 schools.

Find homes from the \$500s to \$1MM.

It's time to connect with builders and see what's new at Cordera.com



LOW COST MORTGAGE



MIKE FLOREN'S VISION FOR LOW COST MORTGAGE IS TO BE THE LOW-COST PROVIDER OF MORTGAGES NATIONWIDE.

ABOUT MIKE:

Growing up, Mike was a bit of a nomad... He was born in Orange, CA; lived in Lake Havasu AZ; then Palm Springs CA until 2nd grade; then Grand Lake Colorado; Widefield, CO in the 5th grade; San Louis Valley, CO in the 6th grade; and Fountain, CO in the 7th grade and onward. One of his most memorable places was living on a ship while on tour to the middle east and Asia.

Before entering the mortgage industry, Mike was a sniper with the Marines (1996-2001), then a REALTOR® (2003-2006), and finally a business owner (2010-today). Mike earned his BS in business in just 1.5 years! Coming from a rough childhood, the drive, dedication, and motivation that were



▶▶ partner spotlight

By Mike Floren and Brian Gowdy



...

instilled in him through the US Marine Corps prepared him to run a successful business in the civilian world. Today, Mike gives back to non-profits that are veteran and PTSD-recovery related.

Outside work, Mike loves building businesses and passive income streams. He also loves to build and repair mechanical things like old trucks and tractors, remodeling houses, and he even owns a few hundred acres for a private camping/ shooting range and veteran retreat.

ABOUT LOW COST MORTGAGE:

Mike Floren founded Low Cost Mortgage in the summer of 2018. Their mission is to be the value leader with great service and fast closings. They always answer the phone from 7 am to 11 pm, seven days a week.

“Save Thousands’ is our motto, and we tend to beat most other lenders by \$3,000 - \$8,000, apples to apples,” says Mike.

Separators:

- Always Available.
- Direct Lender (everything is in-house).
- Fast Closings.
- No Lender Fees.
 - No Processing Fees.
 - No Underwriting Fees.
 - No Application Fees.
 - No Origination Fees.
 - Total Closing Costs, which tend to be about \$3500 - \$4000 depending on homeowners insurance and title costs.

“We closed a 1.8million dollar home in May and the closings costs were about \$4300.”

Tip for agents: The VA loan is now the best Jumbo loan in America if the vet is disabled!

ABOUT LENDERS:

There are three main categories of lenders: brokers, correspondent, and direct. Low Cost Mortgage is direct. Direct lending tends to be the best for purchase loans.

- **Brokers** have no control over the file as it is going through the process. Great for refinances, not so good for purchases depending on the relationships they have and how the industry is at the time of the financing.
- **Correspondent** is a mix of some traits of brokering and some of direct lending. They might have processing and underwriting in-house but they are underwriting the file to another companies rules, which are called “overlays.” Correspondent lenders also do not fund; they use warehouse lines with extra rules on them or service loans and cannot “portfolio” a loan.
- **Direct Lending** is the best place to be for purchase loans. Everything is in-house, processing, underwriting, closing, funding, servicing, appraisal management. Direct lenders like Low Cost Mortgage do not have overlays; we follow “agency guidelines” only and after closing the buyers pay their mortgage to us.



Bottlenecks: the following bottlenecks delay or kill closings:

1. **Borrower Documents:** make sure the buyers get the docs in as soon as possible. Lenders can only go off of what they can prove, and without documents, they cannot prove anything. (this is the number one reason for a delayed or failed closing)
2. **Appraisal:** Order the appraisal as soon as possible, we order it as soon as the home inspection is completed. The appraisal can delay the closing if an appraiser cannot be found in a timely manner and if they cannot complete the appraisal fast, not a big deal in Colorado Springs or any major city, but outside of the city limits, it starts to become challenging.

Advice to borrowers:

1. **Get your documents in early.**
2. Don't buy anything new while shopping for a home.
3. Pay down credit cards to below 10% of the max limit (bumps up credit score)
4. When in doubt, call the loan officer and ask.

Advice to REALTORS®:

- Time is your enemy. The more time you have the more flexibility you have on the financing side.
- Learn the ins and outs of mortgage lending.
- You should have 4-5 lenders in your “portfolio” 1-2 of direct, correspondent, and broker.
- You can never bother the loan officer too much! When in doubt call, call, call, and then call again...If the loan officer is not answering the phone on weekends, fire them.

If you have any questions or want to talk about any scenarios Michael Floren NMLS: 1574886 is available from 7 am – 11 pm MST 7-days a week at **720-448-6610** or email at **Mike@LCMLoans.com**



Low Cost Mortgage is a Division of Mann Mortgage, NMLS# 2550

No matter where your journey takes you...

WE'LL GET YOU THERE!



LOCAL

Your local move in the Colorado Springs Metro Area for a worry-free experience.

COMMERCIAL

Every detail is handled with expert care and professionalism.

WHITE GLOVE DELIVERY SERVICE

Projects handled with expert precision from accepting items for storage, delivery, and set up in their home.

INTERSTATE

We leverage the power of our national van line network to move across the country effortlessly.

STORAGE

Need Storage? Ask about our 20,000 sq ft, Dept of Defense approved for our military members' state-of-the-art facility with 24 hr surveillance.

CALL OR EMAIL TODAY FOR A FREE ESTIMATE

719.227.7755

info@5starmovingandstorage.com

5starmovingandstorage.com

"I refer all my clients to Melysa at 5 Star. She takes great care of them and they are always very satisfied with the job her team does. I highly recommend 5 Star Moving for local and national moves."

—Darrell Wass, RE/MAX Integrity



Moving & Storage, Inc.

Woman AND Locally Owned & Operated



A BETTER CLOSING EXPERIENCE FOR EVERYONE






5-star closings. More referrals.

WFG's MyHome® provides you and your clients unparalleled transparency, real-time updates, and post-closing home information in a secure web environment. All this and more, right at your fingertips.

Personalized communication via text, email, or dashboard notifications alert all parties involved about important milestones, creating confidence in the timelines that lead to a successful closing day. **MyHome** has been designed with you and your clients in mind and works seamlessly on any device.

Contact your local WFG Sales Representative to schedule a demo.

-  Instant access to essential file details
- Contact information for all parties involved
-  Timeline view of the entire escrow process
- Real-time updates via text, email, or personalized dashboard
-  Introduction and prior to close videos of the escrow officer
- Access on desktop, tablet or mobile**

WFG National Title Insurance Company

8610 Explorer Drive, Suite 105. Colorado Springs, CO. 80920

Office: 719 598 5355

colorado.wfgnationaltitle.com

WANT YOUR FACE IN ONE OF OUR ADS?

SHARE A TESTIMONIAL FOR ONE OF OUR PREFERRED VENDORS!



» in the know

FUN FACT:

Every business I have signed on to advertise in *Real Producers* was referred to us by a top-producing agent in town! That's why, when you see Rampart Roofing's ad on our front inside cover and A Precise Home Inspection in our back inside cover, you have Greg Luczak and Cherise Selley share their experiences with them. In my opinion, this makes a highly effective ad and I want more of them!

I would love to have *you* share your positive feedback with one of our vendors to possibly use in an ad!

To make this happen, please shoot me a quick email with your headshot + your positive comments (the shorter the better) and I will approach the vendor to see if they would like to include it.

Thank you for your influence and readership!



Email your testimonial to brian.gowdy@realproducersmag.com

Thorough, Fast & Easy Home Inspections Start at \$300

PROTECT YOUR DEALS BY PROTECTING YOUR CLIENTS

How We're Different: Buying a new home should be fun and hassle free. We talk with you and your clients not at them or around them. We bring the knowledge without all the typical tech talk and scare tactics.

Feel confident moving forward with \$100,000+ of warranties, guarantees, and extras!

360° HOME PROTECTION PLAN INCLUDED WITH EVERY HOME INSPECTION

- 'Buy Your Home Back' Guarantee
- \$100k Structural Warranty
- 100-Day Zero Deductible Inspection Warranty
- 90-Day New Mold Warranty
- 90-Day Warranty Against Sewer Line Breaks
- 5-Year \$3,000 Roof Leak Warranty
- 200% Money-Back Guarantee
- BuildFax Property History
- Advanced Thermal Imaging Scan
- RecallChek© for all Appliances and Systems

All 3rd-party warranties may have deductibles and/or max coverages. Read the fine print for exact coverages. Home protection plans may vary by state. Check with local inspector for details.



Let's Talk!

Colorado Springs Schedule 719-900-5282
COS@inspectionovercoffee.com

Learn all the reasons to love us & schedule online at homeinspectionovercoffee.com/phoenixhomeinspection

DARREN WILLIAMS

A second bite in the career apple, Darren Williams found himself following in his father's footsteps as a real estate agent. Born and raised in Bremerton, Washington, Darren grew up as the son of a United States Air Force recruiter of twenty years who transitioned to being a real estate agent of thirty years. Darren found himself on the same path joining the United States Air Force in 1992 and 25 years later joining the ranks of the real estate world. Darren says, surprisingly, he did not intentionally follow his father's path. Perhaps some things are truly run in the bloodline.



During his 25 years in the United States Air Force, Darren served as a satellite systems operator leading over a hundred airmen, contractors, and government employees. Throughout his service, he and his family lived all over the world, including Australia and England, and he spent over seven years away from family on deployments or assignments in more than 45 countries. He recalls his most interesting residence in Australia, where emus and kangaroos wandered through the yard. When Darren retired, he did so at one of the highest ranks, senior master sergeant.



Darren has two children, a daughter who is a United States Air Force Reserve captain, and a son who is a recent University of Colorado at Colorado Springs graduate embarking on a criminal justice career (or perhaps a real estate career, if Darren is

sufficiently persuasive). Darren can credit his current, more positive relationship with real estate to meeting his girlfriend during a showing and intruding in her space while she cleaned the residence. After striking up a conversation and being impressed with her structured and organized approach, he asked her to help out with another client, and one thing led to another. They are now raising her 11-year-old son, who has just joined the middle school ranks.

Darren initially became interested in real estate when purchasing a rental property and meeting Michael Porter, who would ultimately become the inspiration for his post-Air Force career. He recounts coming away from that transaction knowing that he would become a real estate agent

...



“ MY TEAM IS MY DRIVING FORCE. THEY HELP ME GROW, AND I’M HUMBLLED TO RETURN THE FAVOR. ”





when he finished serving his country. Years later, he decided to take the leap in real estate, learning under his friend and mentor, Dave Sanders.

As an extrovert, his biggest challenge was going from interacting with hundreds of people on a daily basis to essentially working alone. He recalls wondering if he made the right choice in this solitary profession. Still, he kept himself busy with the stress and anxiety of managing twenty-nine transactions in the first year without the well-oiled efficiencies he has in place today. Darren drew his motivation to succeed from knowing that his clients rely on him for their livelihoods, so making mistakes is not an option.

Today, Darren has moved away from being a solitary agent. He is proud to lead The Williams Team, a Keller Williams Partners subsidiary. He states, "My team is my driving force. They help me grow, and I'm humbled to return the favor."

He is thankful to have worked through the turmoil of being a new agent and having to endure colleagues moving and lost

relationships to be wiser and more determined to succeed for the people he serves. He credits his familial foundation coupled with his military training for his motivation and perseverance to succeed. Darren is also thankful for his extensive military family, to whom he loves giving back. He and his team sponsor events at Schriever and Peterson Space Force Bases, giving away thousands of dollars of swag and recently sponsoring fifty young Airman and Guardians to attend the Air Force Ball at the Broadmoor. The Ronald McDonald Charity House is also close to his neighborhood and his heart, with his team having donated supplies and cooking meals for families staying there. In Darren's spare time, he's watching or quoting movies or found in the mountains or on the water enjoying all the Colorado outdoors has to offer. Darren closes with his inspirational quote of choice, "That some achieve great success, is proof to all that others can achieve it as well." - Abraham Lincoln

Photo by Valerie Patrick
VP Photography

WE ARE YOUR TRUSTED SOURCE FOR RADON MITIGATION AND TESTING.

We also offer several Indoor Air Quality improvements from crawl space encapsulation to home air filtration.

All Colorado Radon

CDPHE
CO
AARST
SAFELY MEASURING RADON
SAVING LIVES

Ben Ingalls
(NEHA/NRPP CMT# 105986)
All Colorado Radon Mitigation, Inc.
Denver: 720.726.4556
Loveland: 970.966.7853
Colorado Springs: 719.599.8908
www.AllColoradoRadon.com

**Thank you to all our industry friends and family.
We are grateful for your business and partnership.
Have a happy holiday season!**

Fidelity National Title

1277 Kelly Johnson Blvd | Suite 100 | Colorado Springs, CO 80920 | 719-590-1711 | fntcolorado.com



We are excited to introduce to Academy Connect, a unique benefit offered to Academy Mortgage customers. This no-cost, easy, and convenient service saves your clients' time and money—connecting them with products and services like Internet, home security systems, local utility providers, and so much more.

HOME SERVICE CONNECTIONS ALL IN ONE PLACE.



How It Works:

In no time at all, your clients' are connected to a world of home services and savings.

- 1 Consult.** Our Academy Connect Agent will reach out to discuss your clients' home service needs.
- 2 Research.** Our Agent will create a custom home services plan that fits your clients' budget and needs.
- 3 Select.** Our Agent will present a customized plan that includes great products and competitive rates from top providers like AT&T, ADT, and many more. Your client can choose the services that are right for them.
- 4 Connect.** Our Agent will coordinate the installation of services at times that work best for your client.

I invite your client to try out this complimentary service.

Contact us today! Visit connect.academymortgage.com to learn more.

Briargate Branch

D: (719) 266-8183 | F: (719) 314-1799

1880 Office Club Pointe
Colorado Springs, CO 80920
academymortgage.com/briargate



AN INSURANCE ADVISOR YOU
AND YOUR CLIENTS CAN TRUST

"I recommend Kody Miller with ALINK Insurance Services® to all of my clients as they go through the buying process. Most realtors don't realize how crucial this step is for their buyers. He's able to shop to get them the best coverage while also saving them money, and gets it done QUICK! I highly recommend Kody and am thankful for his integrity and honesty with each and every client."
- Mason Buck | Coldwell Banker Realty



Kody A. Miller, TRA
Senior Insurance Advisor

Kody@ALINK2ins.com | Direct: 719.219.8505 | Cell: 719.494.9718 | ALINK2insurance.com



LIVE LARGE. LIVE CLOSE.
EXPANSIVE LOTS AVAILABLE NOW

RETREAT AT TIMBER RIDGE FEATURES:

- RV Garage Options
- Larger Lots from 80' Wide to 2.5 Acres
- Award-Winning D-20 & D49 Schools
- Access to Powers and Woodmen

Call 719.495.9825
or visit VHCO.com

VANTAGE HOMES MODEL HOURS

Monday - Saturday • Sunday by Appointment
Summer Hours | 10:00am - 5:30pm
Winter Hours | 10:00am - 5:00pm

VHCO.COM



EARN up to \$24,250
FOR 10 CLOSINGS.

EARN MORE WITH VANTAGE HOMES

Now through December 31st, Realtors with qualifying new construction contracts that result in a closing are eligible for these bonuses in addition to sales commission.

1st Closing | \$250 2nd Closing | \$1,000
3rd Closing | \$2,000 4th Closing and up | \$3,000 ea.

See Sales Associate for Terms and Conditions. Conditions may apply.



Academy Connect is a division of Academy Mortgage Corporation ("Academy Mortgage"). Purchase of any service is not a requirement of your loan documents and does not affect the terms; nor will your home be used to secure payment for any services you choose to purchase. The services offered by Academy Connect are fulfilled by independent third-party Vendors. Academy Mortgage is not affiliated with, nor does it sponsor, any Vendors' services, products, or plans herein. Additionally, Academy Mortgage is not responsible for the actions of any Vendor or their agents, contractors, employees, or other representatives. Academy Mortgage does not guarantee any specific service will be available in your state or suitable for your particular situation. Therefore, you accept and assume full responsibility for the evaluation, selection, and suitability of any specific service. For real estate professional use only and should not be considered an advertisement to the general public. | Corp NMLS #3113 | Equal Housing Lender | MAC922-1477126



▶▶ veteran REALTOR®

Written by **Colleen Kern**
Photography by **Heidi Mossman**
of Capture Life Photography

DAVE

— SANDERS —

Dave Sanders is a
man of action.

...

•••

After 26 years in the Air Force, retiring provides an opportunity for a brand new identity and career. Even with planning for the next phase, Dave Sanders still had to face that question we've all asked ourselves countless times...What do I want to be when I grow up?

Staring this question in the face at first appeared paralyzing and with good reason. Dave's time in the United States Air Force exposed him to positions within the security

forces, working as a paralegal, and as a commissioned officer working within a missile combat crew and in satellite operations. The choices and paths available with Dave's experience are not only numerous but also varied. So which way to go?



At first, Dave gave Corporate America a try. He found the experience discouraging, as many of us have. With two different positions at Fortune 500 companies, he learned that working on hitting quotas and turning a profit left him feeling demoralized at best. There was a constant push to put profit over people, and the lack of care for frontline workers left him disheartened. Thankfully, advice from a couple of friends in real estate pointed out that he was

in a perfect position to take a stab at becoming a realtor. A friend mentioned, "you are financially stable and would make a great realtor, you should give it a shot." Within a few weeks and after some investigation, Dave enrolled in real estate school. The decision made

Finding those people, and making sure they are good quality people who do the work at a fair price, was a steep learning curve.

him "extremely happy as it allowed me to help people put their best interests front and center."

After a whirlwind first year in real estate, Dave walked away with some hard-learned key lessons. His friend and mentor, Michael Morris, helped him learn the ins and outs of contracts, working with people, and the invaluable soft skills required to succeed during that first year. Primarily, in your early days, the people you surround yourself with are critical to your success. There is a laundry list of connections necessary to be successful: an extraordinary title rep, lenders, home inspectors, electricians, plumbers, and HVAC technicians. "Finding those people, and making sure they are good quality people who do the work at a fair price, was a steep learning curve. You need them to care about your clients as much as you do." Following some trial and error at the end of year one, Dave had a terrific team in place, and they're still the foundational network he relies on to provide excellent work for his clients (less those lucky ones who've gone on to retire for real).

The end of Dave's first year also brought the knowledge that if he wanted to take his own skills to the next level and be counted among the best, he needed to make a change. He was very thankful to the brokerage he started with and had helped him figure out how to keep what works and

dump the rest. However, he wanted to work among those top producers he was seeing everywhere. Dave started meeting with the realtors he sought to emulate and the brokerages that had name recognition in Colorado Springs and beyond. He felt like he had really found his path once he moved to RE/MAX Real Estate Group. Dave still remembers his interview with RE/MAX owner Dave Kaercher who asked why he should bring him on. Dave took it as a challenge.

The challenge wasn't always without doubt. Toward the end of Dave's third year, he started to feel as though he was at the breaking point and had reached a crossroad. It had been a successful year, with a successful team closing about 125 deals and Dave closing a ton himself; however, he was burnt out, worn out, and ready to call it quits. He reached the realization that in three years, he'd spent 100% of his time building his business with no time spent on his personal life. He had absolutely zero gas left in the tank and needed a break.

Entering year four, Dave decided he had "a pretty good thing going and just needed to work 'smarter not harder.'" He invested the first two months of the fourth year in planning and strategy. Before he got back to work selling real estate, he put systems in place and delegated tasks that didn't need his personal attention to be completed. He automated or delegated bookkeeping, taxes, and transaction coordination.

•••



•••

The result was finding a semblance of work-life balance, increasing his profit by \$1,000 over the 10 months versus working the full 12 months of the previous year, and he was able to spend far more time with family and friends.

You could say that strategy is integral to everything Dave does. His clients note he genuinely cares for their best interests and listens to their needs. These excellent soft skills combine with his varied background to create a cohesive strategy for the logistics and timelines required when people buy and sell homes simultaneously, especially when clients move to a new city or state. After moving 13 times in 26

years himself, you could say Dave has expert insight into the details that go into a peaceful move experience.

Dave doesn't just keep all his strategy and insights to himself. Passionate about mentoring up-and-coming realtors and collaborating with his peers, he credits his friend and fellow realtor Aimee Fletcher (and her team) for being instrumental to his success. Aimee and her team are always there to lend a hand if he needs it. Dave notes it's "an important point that many realtors seem to forget. You can help others and not hurt yourself and Aimee and her team exemplify this." Together, they bump business ideas and challenges off each other

to resolve client issues to benefit their clients and fellow realtors.

Dave, his wife Aileen, and their son Zachary (17) started calling Colorado Springs home in 2007 when stationed at Schriever Air Force Base. His military career allowed Dave and his family to live all over the world. Some of their favorite spots are Misawa, Japan, Stavanger, Norway, Ramstein, Germany, Vicenza, Italy, and Suwon and Kwang Ju Air Bases in South Korea.

While Dave's been all over the world, he enjoys the countless benefits and beauty of the Colorado mountains. He's originally from a small town in Northern Minnesota where the headwaters of the Mississippi River start, called Park Rapids. Each year, the family spends time at their Minnesota lake home and sees Dave's family still living in Park Rapids. If you visit, you can quite literally walk across the Mississippi.

Truly a man that favors action, Dave's favorite quote captures him nicely: "The way to get started is to quit talking and begin doing." – Walt Disney

A man in a grey suit, light blue shirt, and dark cap with 'AF RETIRED' on it is smiling broadly. He is standing in front of a large, olive-green military aircraft on display. The aircraft is mounted on a concrete pedestal. The background shows a grassy area with trees and a fence.

The way to get started is to quit talking and begin doing.

– Walt Disney



Most interior Designers don't wear tool belts.

This one does.

Full Service Interior Design
Residential & Commercial
Home Renovation
New Home Construction
Fix & Flips



www.CarriannJohnson.com
719.338.2803

The kitchen is a main focal point for buyers.

Upgrading appliances will greatly increase your kitchen's visual appeal while staying within your budget!



AO
Appliance Outlet

Your Favorite Appliances at Outlet Prices

Most appliances come with a 1 year warranty. Extended protection plans available up to 4 years.

www.aocolorado.com | 3325 N Academy Blvd | Colorado Springs, CO | 719.573.5802



YOU'RE TOO BUSY FOR THIS
Simplify with **SPRINGS TRANSACTIONS**



Meet Karen Harvey

Licensed REALTOR for 22 years
Manager of Springs Transactions LLC

Years of experience working with highly successful agents

Listings, Contract to Close, Re-sale, New Construction, and more...

We do it all, and with a team of 7 TC's we will never be too busy for YOU!

719-238-5707 • SpringsTransactionsLLC@gmail.com



WHEN YOU NEED **PICTURE PERFECT FAST!**

- Fully insured & Bonded
- Quick Turn Around
- Move-In/Move-Out Ready
- Fully sanitized
- Last-minute Appointments Accepted



(719) 323-6651 • MOLLYMAID.COM

▶ market stats



SEPTEMBER 2021

Supply & Demand 

Contributed by Darrell Wass, owner of RE/MAX Integrity

Single Family / Patio Home El Paso County Price Ranges	All Listings as of Sept 20 2021	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	4	13	2.17	1.85
\$150,000 to \$199,999	1	32	5.33	0.19
\$200,000 to \$249,999	8	89	14.83	0.54
\$250,000 to \$299,999	17	436	72.67	0.23
\$300,000 to \$349,999	28	1172	195.33	0.14
\$350,000 to \$399,999	67	1784	297.33	0.23
\$400,000 to \$449,999	62	1467	244.50	0.25
\$450,000 to \$499,999	114	1026	171.00	0.67
\$500,000 to \$599,999	117	1165	194.17	0.60
\$600,000 to \$699,999	83	619	103.17	0.80
\$700,000 to \$799,999	48	291	48.50	0.99
\$800,000 to \$899,999	31	196	32.67	0.95
\$900,000 to \$999,999	28	103	17.17	1.63
\$1MM to \$1,499,999	46	143	23.83	1.93
\$1.5MM to \$1,999,999	24	29	4.83	4.97
\$2MM to \$2,499,999	14	8	1.33	10.50
\$2.5MM to \$2,999,999	10	9	1.50	6.67
\$3,000,000 Plus	10	4	0.67	15.00
Total	712	8586		

Fodor Billiards

GAMEROOM DESIGN CENTER

Established 1975

YOUR "Big Kids Toy Store"



**Quality
THAT LASTS**

- POOL TABLES
- SHUFFLEBOARDS
- COUNTER AND BAR STOOLS
- DARTS & SUPPLIES
- THEATER SEATING
- POKER TABLES
- ART WORK
- CUSTOM CUES

*The Best Selection
of Bar Stools in Town!*

FodorBilliards.com

COLORADO SPRINGS
5959 N. ACADEMY BLVD., 80918
719-598-4611

PARK MEADOWS
5740 E. COUNTY LINE PL., UNIT 1, 80126
303-770-7771

LARKRIDGE CENTER - THORNTON
16565 N. WASHINGTON ST., 80023
303-920-0800



House Not Selling In **THIS MARKET?**

**We Will Buy It For Cash Today—
NO INSPECTIONS. NO OBJECTIONS!**

Keep Your Commission!



BENJAMIN KENNEDY

INVESTMENT GROUP

**Your Trusted, Local Resource
to Get Your Sellers Out of
Difficult-to-Sell Properties!**

Why Sell To BK?

Benjamin Kennedy, your friend, colleague, and 30-year Springs resident makes selling your home fast and easy with no inspections, no appraisals, no commissions, and no repairs needed. Our group uses in-house resources to purchase homes cash with no need to wait for additional funding. We will purchase any home or property, no matter the condition of the home.

Not Ready To Sell?

BK also offers a variety of programs that allow homeowners to stay in their homes if they're not ready to sell just yet.

BK Investment Highlights

Over 300 homes bought and sold since 2010 • Access to pre-listed and off-market properties • In-house cash resources • Knowledgeable project management team with excellent risk analysis • We buy in any condition, no matter what • Close on the same day!

BKbuyshomes.com • 719.310.1914 • kennedy_investments@yahoo.com

**THE DREAM IS FREE.
THE HUSTLE IS SOLD SEPERATELY.**



**FIDELITY MORTGAGE
SOLUTIONS**

Quinn White
qwhite@fidelityms.com
(719) 229-6632
NMLS #280138

Vaughn Littrell
Vlittrell@fidelityms.com
(719) 290-0415
NMLS # 1092985

15455 Gleneagle Drive, Suite 230 | Colorado Springs CO 80921 | FidelityMortgageSolutions.com | NMLS #476792

Regulated by the division of Real Estate

BRITTANY WILLIAMS

(Brittany Williams Home Staging & Decor) considers herself to be quirky, unfiltered, and the definition of organized chaos. But that is what makes her who she is... "A flamingo in a flock of pigeons."



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!

around town ◀◀

fun facts

ABOUT YOUR FELLOW AGENTS & PARTNERS



ELLIOT BANNISTER has sung professionally!



GISELA "SELA" SPENCER'S favorite place to get away is the zoo!



Despite his career in real estate, **EDDIE HURT** isn't a "Type A" personality and admits he is more introverted than extraverted!



THERESA BYRD'S dream job is to be a professional poker player!



creative carpet & care Restoration

719.641.8600
www.ColoradoSpringsCarpetClean.com

Refresh your carpets before the holidays!

Happy Thanksgiving

Family Owned & Operated
Free Estimates

Carpet Cleaning | 24/7 Water Restoration

719.388.8509



AmeriDri.com



COLORADO SPRINGS RESTORATION EXPERTS SINCE 1992

Deposit Earnest Money in Seconds with...



Start in Here
Mobile Deposit

Hassle-Free and Contact-Free!



HTC Heritage Title Company
Commonwealth

EILEEN WOLFF Sales Executive 719.963.5273	KERYN DERUBIS Sales Executive 719.930.3447	SHELLY FARMER Sales Executive 719.330.1624
--	---	---

1975 Research Parkway, Suite 105
Colorado Springs, CO 80920 • 719.592.9933

90 South Cascade Ave., Suite 950
Colorado Springs, CO 80903 • 719.639.7810

heritagetco.com



Happy Painting Company

- Interior and Exterior Painting
- Residential and Commercial Painting
- Window Replacements
- Stucco Repair
- Carpentry



happypainting.biz | (719) 373-5550

YOU'VE FOUND THE TOP INSPECTORS!

Mention this ad for **\$50 OFF** any Premium Home Inspection!
Expires: 10/30/21

WE'LL BUY YOUR HOME GUARANTEE
* IF WE INSPECT HOME - WE'LL BUY YOUR HOME BACK

Radon Testing • Mold Testing • Sewer Scope Inspection
Thermal Imaging • Water Testing

TOP CHOICE'S TOP TIP:
It is time to turn on your irrigation systems. Remember, Top Choice Inspectors will do a free irrigation inspection if you mention this ad.





TOP CHOICE INSPECTORS

719-581-7080 • topchoiceinspectors.com • fastreply@topchoiceinspector.com

From our Home to Yours,
Have a Happy Thanksgiving!





Colorado Best Team
@Pikes Peak Dream Homes Realty
(719) 265-5600
COLORADOBESTTEAM.COM

Your dependable HVAC team that treats every customer like family.



PEAK HOME PERFORMANCE
HEATING • AIR CONDITIONING • INDOOR AIR QUALITY
www.GoWithPeak.com

We are currently offering 10% off a new AC, FURNACE, or INDOOR AIR QUALITY unit when you mention *Real Producers* magazine.

- NO HIGH-PRESSURE SALESPEOPLE
- HIGHEST EPA CERTIFICATIONS
- 10-YEAR PARTS WARRANTY ON INSTALLED HVAC EQUIPMENT

Serving Colorado Springs, CO | (719) 280-2201 • www.gowithpeak.com



THE FARM

LIVE ABUNDANTLY

OUR LATEST REASON: THE GATHERING PLACE

At The Farm, we just keep growing, and growing reasons for you to move here. One fresh example is our spectacular new Gathering Place, including the clubhouse, pool and outdoor amenities. Not only perfect for a warm day's splashing and hanging out, but equally accommodating of indoor fitness—with plenty of space for entertaining and events, as well. Come see for yourself. It's an ongrowing invitation.

Visit our models today. For more information, visit TheFarmColorado.com

GOETZMANN CUSTOM HOMES
From the mid \$700s • 719.548.1338
goetzmannhomes.com

VANGUARD HOMES
From the low \$500s • 719.487.8957
vanguardnewhomes.com



SADDLETREE HOMES
From the \$800s • 719.284.5337
saddletreehomes.com

VANTAGE HOMES
From the low \$500s • 719.597.6373
vhco.com

Custom homesites are available, but only **2** remain! Info@BoldStreetProperties.com

Prices, specifications and availability subject to change without notice or obligation. ©2021 The Farm Colorado



A PRECISE HOME INSPECTION

NOW OFFERING ROUTINE HOME MAINTENANCE PLANS FOR HOMEOWNERS!

“ Tom George and the entire group at A Precise Home Inspection have a proven track record of providing top-notch home inspections for our clients. Tom is a leader in the inspection industry. He goes to great lengths to make sure they go above and beyond for our clients and us. We trust them because they are extraordinarily proficient and take the time to explain the report to the client, which equips them with the knowledge to make the best decision about the purchase. They have saved our clients from moderate to huge cost inspection items that would have otherwise gone unnoticed, even in new construction. We cannot thank them enough for their service and attention to detail. ”
- Cherise Selley



Shawn Eaton, Jessica Martinez, Ryan Lewis, Janet Whiteman, Tom George, Jacob Dehart
Katie Marie Photography

Thermal Imagery-Certified

Complimentary Thermal Imagery with every inspection

Drone Inspections

-No roof is too steep or snowy to reach!
-Licensed by the Federal Aviation Administration.

Convenient

-Online Scheduler
-Reports Built and Delivered On-Site

Communication

Reports reviewed to ensure your clients understand their report

Happy Customers

800+ 5-Star Google Ratings

Schedule Your Client's Inspection Today!
APreciseHomeInspection.com • 719.272.0100 • office.aprecise@gmail.com



*We Don't
Succeed
Unless
You Do!*

Empire Title of Colorado Springs

5555 Tech Center Drive, Suite 110, Colorado Springs, CO 80919

Phone: (719) 884-5300 - Fax: (719) 884-5304

www.etcos.com



Empire Title of Woodland Park

350 N. Pine St., Woodland Park, CO 80863

Phone: (719) 686-9888 - Fax: (719) 686-8208

www.empirewp.com



Empire Title of Canon City

1220 Main St., Canon City, CO 81212

Phone: (719) 275-4900 - Fax: (719) 235-5029

www.empirecanon.com



A locally-run company in it's 19th year of serving the Pikes Peak Region