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Jennifer
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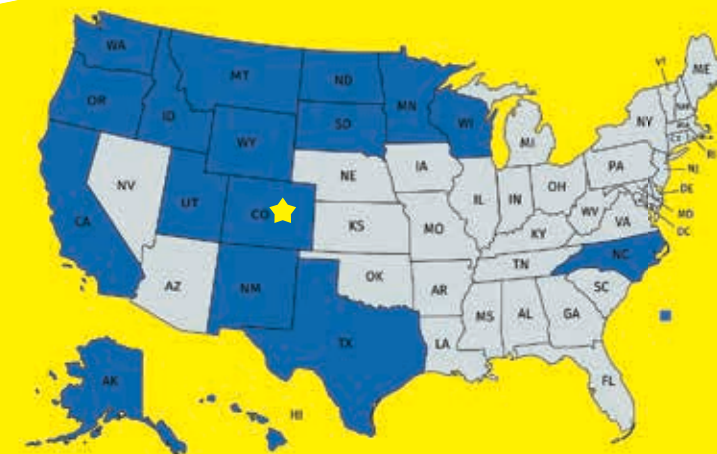
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MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



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



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:

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your IMPACT

▲ publisher's note

Our mission at *Colorado Springs Real Producers* is to strengthen the culture in the real estate industry so that agents (and vendors) know each other better and therefore will treat each other more humanely.

We feel that, if you can read a fellow agents' backstory, learn what they've been through to get to where they are now, it will be a bit easier to communicate on an even playing field. Better communication means a smoother transaction, happy buyers, happy sellers, and more repeat business for everyone involved.

I recognize that this is an idealistic vision and we will likely never get 100% of the way there, but I've heard enough stories from agents in the field who have leveraged our magazine, our events, or even my social media posts to connect on a deeper level with their fellow agents in the market, that progress is being made. I will continue working hard to continue delivering on this dream.

Here's how you can help:

- Utilize our advertisers. Each of them has been referred to us by a local agent in town, so they are all pre-vetted for you! If you already work with a vendor, it goes a long way to share that you saw their ad in *Real Producers*!
- Introduce us to potential advertisers. If you know a vendor that wants to grow their business, we welcome you to share the advertising opportunity with them!
- Read our magazine. We put a ton of work into our stories so that you can get to know your fellow agents better!
- Attend our events. Several times a year, we will host or collaborate on an event specifically for real estate agents. We often will raise money for a charity at the event, so the more faces we have, the better!

Thank you so much for your support in our journey. You are respected and appreciated,



Brian Gowdy
Publisher / Advertising Sales
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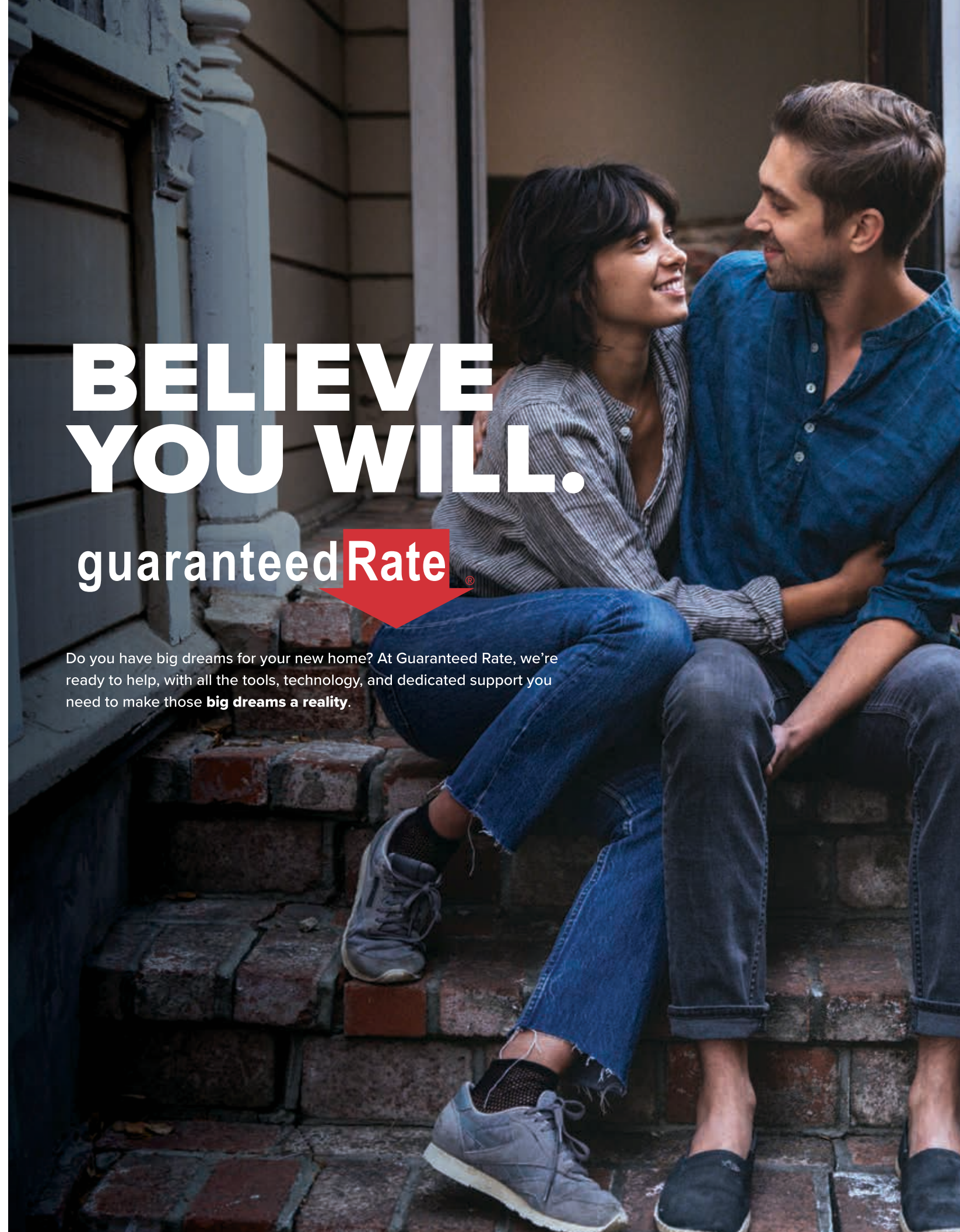
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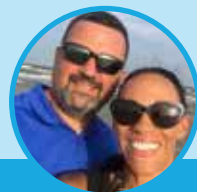
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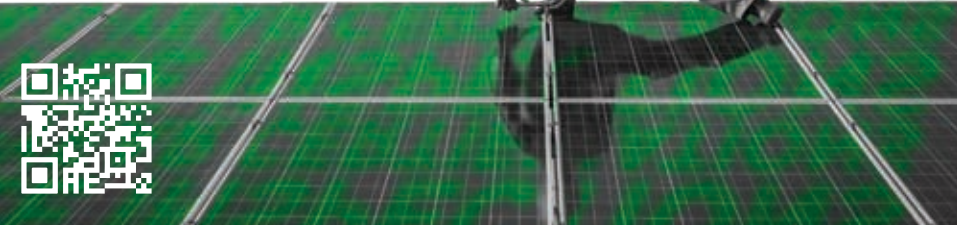
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Thank you sincerely,

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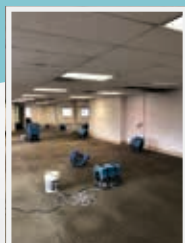
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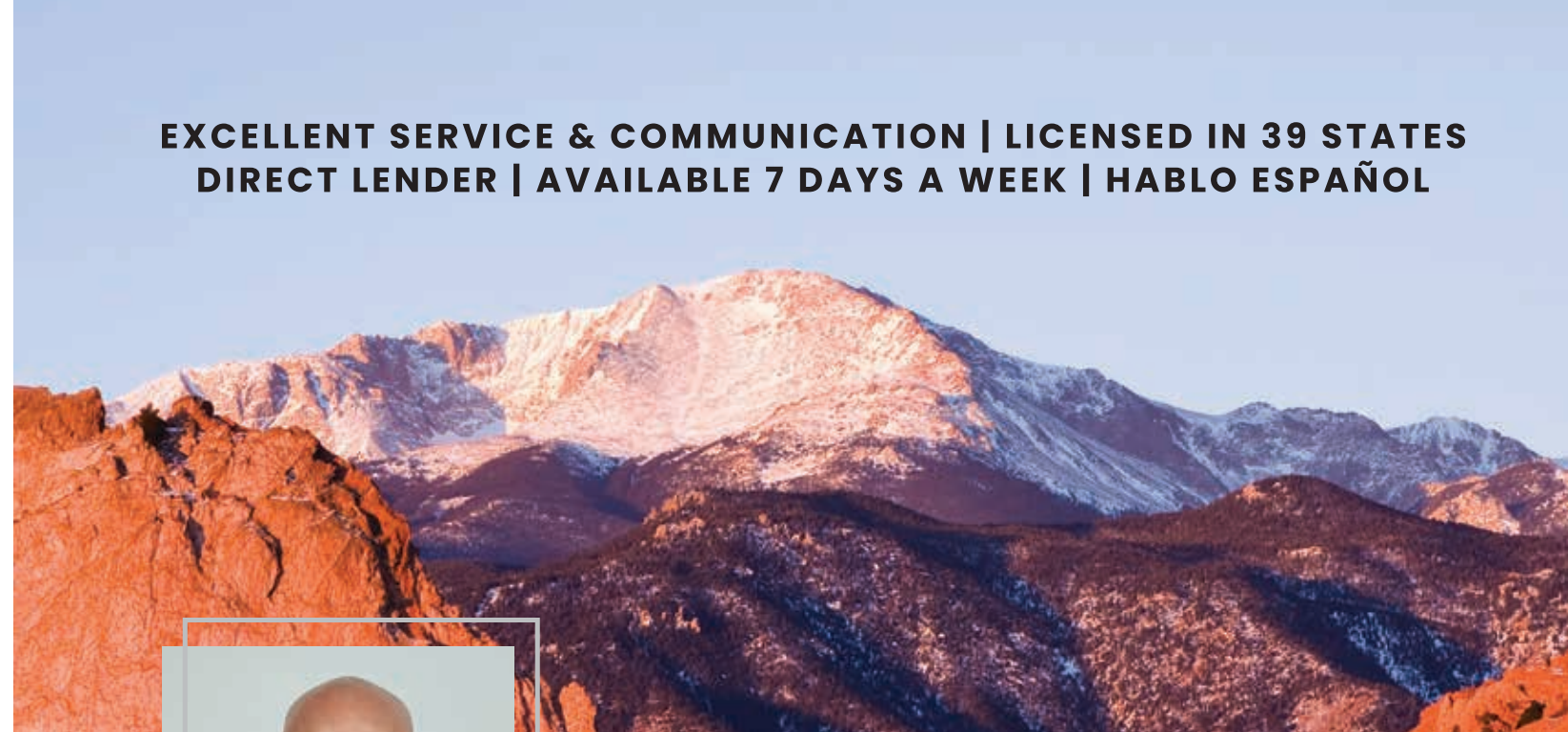


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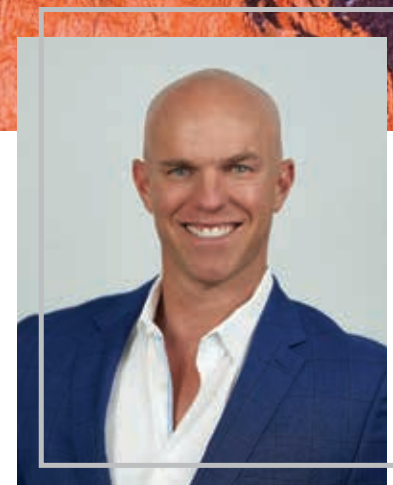
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Kim BOURGOIS

» rising star

By **Brian Gowdy** and **Kim Bourgois**
Photography by **Heidi Mossman**
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THE BOUGIE GROUP

Real estate changed Kim Bourgois's life.

Kim's career before real estate was working as a receptionist in the D49 school district. Before that, she was a stay-at-home mom with four kids. In her early twenties, she was waitressing and barely making it by living in her car.

Kim was seventeen years old when she had her first baby and had four kids by the time she was twenty-five. Kim fell into an abusive relationship from the time she was twenty-two and escaped when she was thirty-three. "I had fallen into a few bad relationships, being young, when I met my ex-husband. Things were not good. My ex was abusive, both physically and verbally; the relationship brought a lot of bad into my life and, when my children were young, I didn't have custody due to the fact that I was living in my car and I didn't have a stable job. Back then, I would save money waitressing to get a hotel room a couple of times a week, so I could shower and sleep in an actual bed."

Today, Kim works as hard as she does to ensure she will never have to count on a man for support. "I will never stay in a relationship because I have to; I will stay because I want to."

Kim exited her career as a waitress to start helping out at her kids' school, Pikes Peak School of Expeditionary Learning. With her foot in the door, she landed a full time job. She then went on to work for Falcon High School and then onto Patriot Learning Center.

Kim's friend Alan encouraged her to earn her real estate license. Looking for a place to start, she met Stacy and Danny Kibler, eventually joining the Kibler Group. "I wasn't planning on quitting my job at the school but Stacy sat me down and convinced me to do real estate full time. I admit, I didn't want to tell her no, so I left my job and D49 and gave real estate my all." Looking back, if Kim hadn't listened to Stacy, she would still be living paycheck to paycheck and not enjoying life anywhere near where she is today.

Kim's first year was both frightening and enthralling. "One of my first tasks was to cold-call 1,000 leads; stacked, the papers were the size of a phone book! I would literally stalk Danny Kibler, showing up on his appointments so I could hear exactly what he did. I went to every real estate class I was told to attend. I was talking to everyone I met about real estate

...





•••

simply because I enjoyed it so much! It's been a whirlwind but I love it so much. What better way to help others than investing in their future? Every day I wake up, I'm able to help people reach their dreams." Not only did Kim love what she was doing but she was able to make a living that allowed her to contribute to her family and take some of the stress off her husband.

When things get difficult, Kim looks at her family and she looks at all that she has achieved so far. "I stand up, I count my blessings, and I keep moving forward."

Kim is outstanding at building lasting relationships with her clients. "I truly care about them and their families. I stop by often, as if they were my friends. I go above and beyond to ensure they know I appreciate earning their business and I have their best interests in mind. And I joke and tell them they're stuck with me for life!"

"I want to thank Stacy Kibler for believing in me, pushing me to do real estate full time, and reassuring me that I've got this. She spent endless hours pouring into me and her team so that we have the knowledge to be successful. I'm so grateful for my experience in the Kibler group."

"I'm also incredibly thankful for Jen Crosby. When I decided it was time for a change, for growth and making myself uncomfortable, I called Jen at nine o'clock at night asking if I could join her brokerage. I didn't know Jen personally but I knew that Springs Home Finders was where I wanted to start this new journey. Despite the late hour, Jen didn't hesitate and welcomed me into her brokerage family. She has since become a close friend, mentor, and inspiration. I am very blessed to be at Springs Home Finders."

Granted her background, Kim loves to give back. "Every Thanksgiving, we provide dinner to as many families as we can; we bake meals for nurses, cops, and firefighters, dropping them off on holidays and even random days of the year just to say 'thank you!'" Kim loves giving because she knows, through her actions, her kids will learn the power of giving as well.

Kim has lived in Colorado Springs since she was a baby and has never left. She loves the mountains, camping, boating, visiting the zoo, and all there is to do in the community. She further admits some of her most cherished moments were growing up in the Cheyenne Meadows neighborhood.

Kim is married to her husband, Jeremy. The two met through their daughters; in fact, it was Kim's daughter who encouraged her to go

“

Every Thanksgiving, we provide dinner to as many families as we can; we bake meals for nurses, cops, and firefighters, dropping them off on holidays and even random days of the year just to say 'thank you!'

”



•••



“
When I’m gone,
I hope my
kids, friends,
and family
remember me as
being an honest,
hard-working,
loving mom,
wife, and friend.”

••• on a date with him! Kim admits that she finally got the nerve to ask him at three in the morning one night. The two spent New Year’s together and haven’t parted ways since.

Kim and Jeremy are parents to five children: Christian (25) graduated from the AFA in 2021 and is stationed in Las Vegas; he going to school to be a drone pilot. Taylor (21) is a licensed real estate agent; she and Kim work together. Madison (20) recently had Kim’s first grand-baby, Kingston Jay; Madison has worked in healthcare and is hoping to switch to working

with animals. Brodie (17) is attending high school, works full time, and is overall just the best. Emerson (14) is a freshman at Pine Creek and is growing up way too fast.

Kim loves spending time with her family, admitting those are the best moments of her life. “When I’m gone, I hope my kids, friends, and family remember me as being an honest, hard-working, loving mom, wife, and friend. I love everyone with all my heart and they will definitely remember my hugs because I never meet a stranger.”



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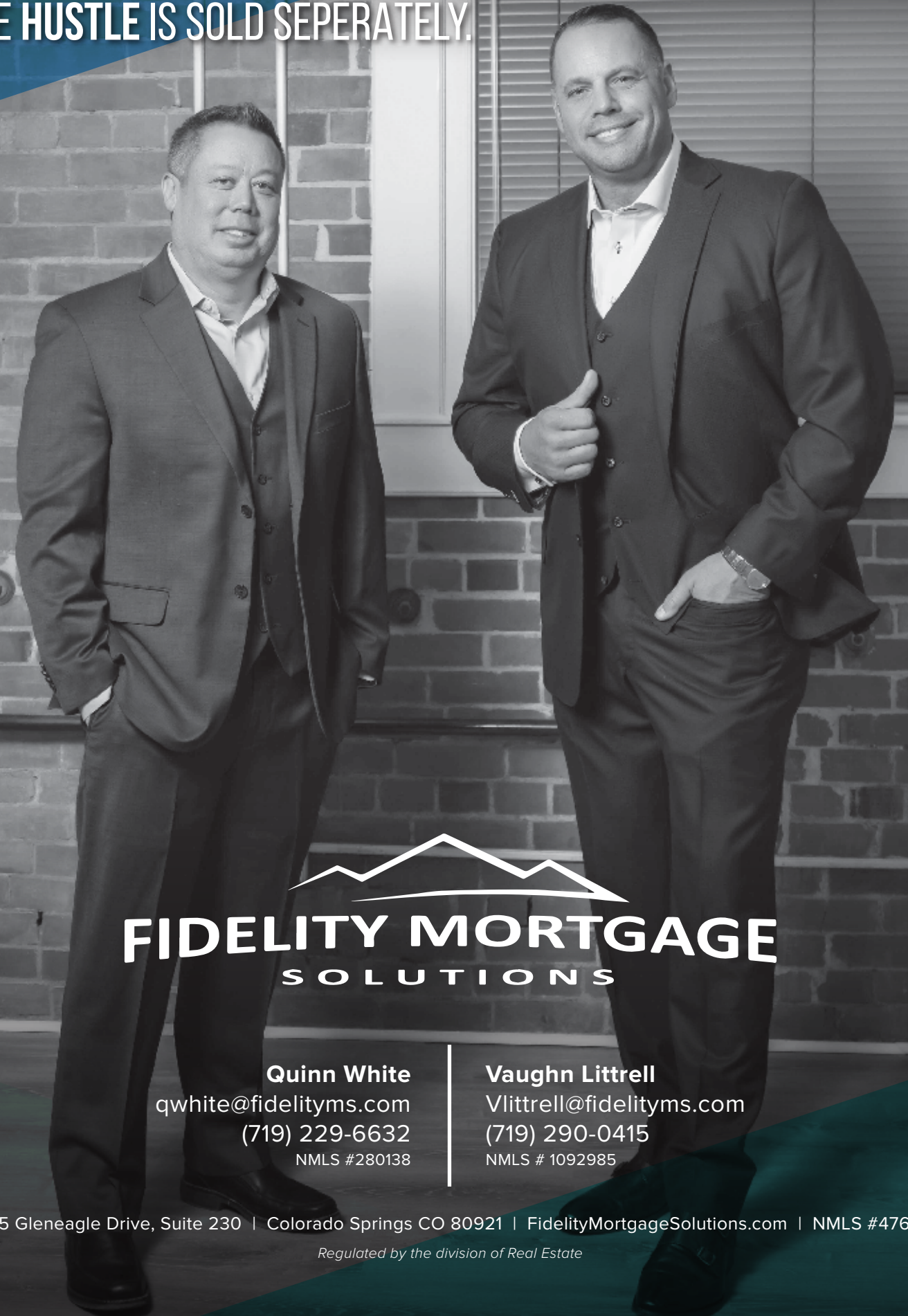


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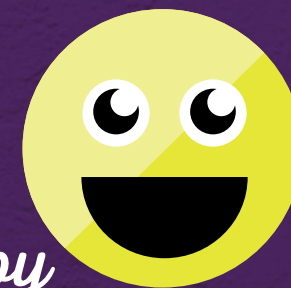


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Ashlee Nath



»» overcomer

Photography by **Maria Bay** of Casa Bay Photography
Written by **Brian Gowdy** and **Ashlee Nath**

Ashlee Nath was 9 years old when the doctors told her she wouldn't survive through the night. Hospitalized after a freak go-kart accident, she proved the doctors wrong once when she survived the first night and a second time after reclaiming movement in her right arm. Such an experience forged Ashlee into the champion she is today.

Ashlee spent the next several years of her childhood being bullied because of her arm, and so she started to find ways to hide what made her different.

Today, she embraces herself and inspires others to know that it's okay to be different; that being yourself is your superpower, that there is only you in this world, and that it's okay to embrace it. Here is Ashlee's story, told by Ashlee herself:

"At the age of 9 years old, I was in a life-changing go-kart accident. My six-year-old cousin and I were playing race car driver with his new go-kart at our grandparents' home in Jefferson, MD. Driving, I realized the throttle was stuck (no brakes—cue panic!), I swerved around a tree and lost control, crashing into a boat trailer. The clip cut my right arm almost entirely off from the chest, (broken ribs, broken collar bone, torn chest muscles) ... my arm was hanging on literally by the skin."

"My grandfather had been mowing the lawn and witnessed the entire thing. He scooped me up and rushed me inside as my grandmother called 911 and applied an extreme amount of pressure to me, attempting to not let me bleed out. As the EMT arrived, they assessed the situation and knew it

was too serious to send me to the county hospital. Instead, they had the MediVac land in my grandparents' nine-acre backyard. En route to Children's Hospital in DC, I was given two blood transfusions and a transfusion of platelets. Upon arrival, They rushed me into surgery to stop the bleeding. My grandparents called my parents who rushed to DC from our small town three hours away."

"When I finally woke from the surgery, the first thing I said was 'Did I mess up my nails?' as I had just had them done that morning. After a moment of confusion, I blurted: 'Where is my arm?' it was paralyzed - no feeling or movement. The doctor went on to tell my parents that I would never regain the use of my right arm. A week later, I was allowed to go home."

"After nearly a year of having my arm paralyzed in a sling and splint, my step-dad met, by complete luck, a renowned doctor who specialized in neurology who thought he could help. Next thing I knew, the neurosurgeons at Union Memorial in Baltimore were giving me the news of a lifetime; they could maybe help me regain feeling and some movement!"

...

“After a 12-hour surgery transferring nerves from my left leg and an artery from my right leg, I eventually regained movement in my elbow, wrist, and shoulder, though my hand had atrophied too much at this point and would never be able to be fixed. The surgery led to an extensive recovery period which included relearning how to walk and a ton of physical therapy. Since, I’ve had multiple surgeries to keep my progress going. Around my senior year of high school, I had two more surgeries with an orthopedic surgeon to help the formation of my fingers and my wrists movement.”

“I feel that this happened to me for a reason. Without it, I wouldn’t be who I am today and I have a completely different outlook on life now. Overcoming this hurdle was no easy feat but, looking back, I don’t think I would change anything. It led me to meet my husband and having our children. It’s given me such a big heart for the disabled outliers of our community, I know what it’s like to be different and to be treated differently – it’s not fun.”

Ashlee has had an interesting journey into real estate. She met her husband, Joel, over Facebook in 2010 while he was still living in London. But, by 2013, they were

married and Joel was stationed at Fort Carson; they’ve stayed here ever since. “We love it here because it feels like home. The only other place I would consider living is in a cottage in England’s beautiful countryside with the rest of Joel’s family.”

After moving to Colorado, Ashlee was a stay-at-home mom until 2015 when she started working as a scheduler at Colorado ENT and Allergy. In 2017, she started her own home staging business and in 2019, she became the Transaction Coordinator for the Top Notch Home Team, until she became licensed that August. “I had always

wanted to be a REALTOR® but, after the accident, I had been burdened with self-doubt. It wasn’t until I had been working with other agents that I knew that real estate was something that I could do. I was ready to take the leap!”

Like anyone, Ashlee’s first month was challenging. “My self-doubt kicked in and I felt like I couldn’t do it was going to fail. I would cry in the office so often that my teammate, Eric Council, would give me pep talks telling me to get that famous ‘drunk monkey’ off my back! With Eric’s pep talks and Joel’s constant support, I knew I couldn’t quit.”



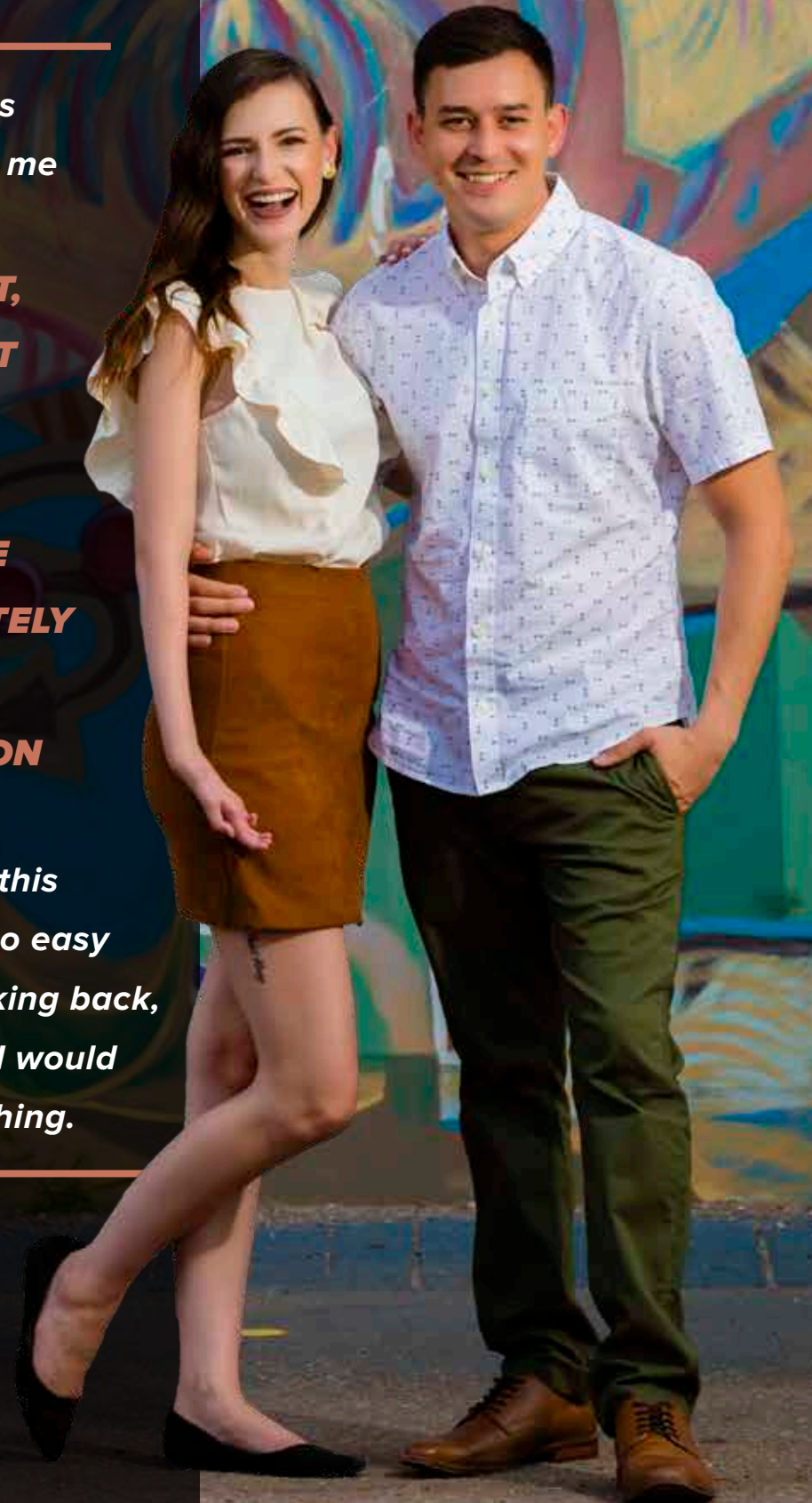
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Overcoming this hurdle was no easy feat but, looking back, I don't think I would change anything.

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Disproving her own limiting beliefs, Ashlee had an incredible first year. “I worked non-stop. I was always doing something real estate-related whether at home or at the office. I would wake my husband up at three in the morning to tell him that I had the greatest idea. It became something I was so passionate about that I knew I couldn’t fail.” Ashlee sold nine homes between August and December of 2019 and 37 in 2020. As of writing this (August 8, 2021), she has sold 32 homes this year with another six under contract!

“Looking back, I have to thank my husband, Joel, for being a constant rock through the good and bad of real estate and life in general. To this day, he believes in me more than myself sometimes. After him, I have to thank Eric Council for his pep talks faith in me and for always being there to cheer me up. Last, I have to thank my mom for always being there to helping with the kids and freeing us up whenever we need time. She understands how crazy our schedules can be and

is always a phone call away when we need to show homes at 8 p.m.” Ashlee admits that, without real estate, she would likely still be a stay-at-home mom, stuck feeling unfulfilled with her life. Real estate gives her purpose because it allows her to truly help others. Granted, what she has overcome, Ashlee is passionate about organizations that help prevent bullying and child suicides. “I’ve been bullied because of my arm and for being different. I know how

it feels to eat lunch in the bathroom, having done it many times in high school. I know how it feels to be picked on for looking different and it hurts. This behavior is something that needs to be stopped and controlled.” Today she loves showing others that it’s okay to be different. She started making TikTok videos on her arm and has amassed over one million views on her videos! Ashlee is married to her husband Joel and together they have three children, Rowan (7) and Emersyn (4), and Indie (2).

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Chris FRANQUEMONT & Bryan YANINEK



▶▶ partner spotlight

Written by **Brian Gowdy**
Photography by **Heidi Mossman** of Capture Life Photography

GUARANTEED RATE

Chris Franquemont and Bryan Yaninek's vision for their team is to create a national presence where they can impact families across the country with a well-communicated, low-stress, education-based mortgage experience. They understand the importance of being advised correctly when purchasing a home.

Their growth plans focus on expanding further into military towns so they can take care of their database of soldiers when they PCS every four years. Eventually, they want to have AVPs planted in every military city across the country so they can help people on a high level no matter where they live.

Chris and Bryan both have a passion for giving back. Some of the non-profits they support are the USO, The Colorado Springs Conservatory, and the Ronald MacDonald House. They recently ran a back-to-school drive where they purchased backpacks and school supplies for a school. During the pandemic, they provided printers for teachers in need. They recently donated to a local dance studio as well as Christmas Trees for the Troops. On top of the fun events they're always throwing for their REALTOR® partners, they're always looking to grow their charitable footprint.

Chris and Bryan would like to share a special thank you to their team:

- Admin Asst.: Amber Scott
- Licensed Sales Assistants: Sean Morrissey, Shane Lees, Scot Powell, Sean Powell, Danielle Johnson, Cameron Waldron
- AVP Mortgage Lending (an LO on our team): Adam Hubbell
- Processors: Tyna Sawyer, Nicole Thompson
- Loan Officers: Ashley Burgan, Shauna Andrews, Ray Hishmeh, Sarah Lathrop, Nichole Milenski



ABOUT CHRIS:

Chris Franquemont was born in Charlottesville, VA, and has lived in Colorado Springs since he was 3 years old. He admits, while he has a personality for change, the Springs has proven to be a perfect home base. His love of the mountains and sunshine has far outlasted any inclination to leave.

Chris's first taste of the mortgage industry came through an internship as he was earning his degree in economics. Growing up, his friend's dad was a lender and he was constantly encouraging Chris and his friends to follow in his footsteps. When the day came that he was seeking his internship, there was only one person he could call. His friend's dad took him on and he was shortly after introduced to one of the top producers at the firm, Bryan Yaninek...

Given his passion for people, numbers, and self-improvement, the mortgage industry was a fantastic

fit for Chris. Not only is he always looking to learn but he is always seeking others who are willing to teach. Chris's mentor in the industry is Bryan Yaninek, admitting that, so far in his career, Bryan has answered roughly 10,000 questions of his. Through Bryan's mentorship, Chris has learned to take pride in educating his clients through videos and walking them through different options and structures. He follows an ethical approach, presenting his clients with more than just one option and talking through the positives and negatives of each.

What Chris finds most fulfilling about the mortgage industry is the opportunity to help educate clients on how loans work and how they can vastly improve their financial situation. One of his favorite stories was a client who, after working with Chris, shared that "Retirement never felt real until this moment." And while there are several other quality lenders in the Springs, there are some that aren't

and Chris is always ready and willing to help someone out of a bad situation when a lender didn't have their best interest at heart.

Chris's advice for real estate agents is to understand that lending is always changing and evolving. As an agent, it's important to know the basics, but when it comes to the heavy details, it's best to rely on the mortgage partners who are staying up to date. Just because you've seen something

done before doesn't mean it's ethical or allowed. Chris prides himself in always showing up as his genuine self in his real estate agent partnerships as well as communicating honestly, early, and often.

Chris and his wife Kelsie are parents of their two children: Carter (2) and Brooks (1). In his free time, Chris loves snowboarding and off-roading in his Can-Am!

ABOUT BRYAN:

Bryan Yaninek entered the mortgage industry as a way to make ends meet while he was earning his nursing degree. Given his sales background and brain for numbers, the part-time gig turned into a full-fledged career, and his nursing diploma is still collecting dust to this day.

Born in Panama, Bryan moved to Colorado Springs when he was 4, and then at age 12, he moved to Grand Junction. His college basketball career eventually led him to UCCS in 1992, and he's been in the Springs ever since.

What sets Bryan apart from others in the mortgage industry is his extreme knowledge of the game. Many lenders claim to be experts but they aren't. Bryan receives calls from other lenders, locally and nationwide, asking for advice on how to best structure loans. With his immense knowledge of guidelines and rule interpretations, great pricing, and smooth process, he always delivers. His average loan is twenty-one days and has closed in as short as eight days!

Like any real estate agent, Bryan loves getting people into homes where they will be raising their families. But where Bryan finds fulfillment in lending is his ability to take someone who has lived in their home for a few years and accumulated some credit card debt and restructuring that debt to



Bryan Yaninek

allow them to become financially secure later in life. Having grown up in a low-income household, Bryan knows the importance of empathy, ethics, and putting his clients before his wallet. After all, there's nothing more rewarding than showing his clients that they could save \$3,500 per month simply by restructuring their debt.

In his twenty-six years in lending, Bryan has had clients come to him for their first home and then come back for their refinance and their second, third, and subsequent homes. What is

really rewarding is when their children come to him for their first homes. Bryan's influence spans generations!

Bryan's advice for real estate agents is to get educated. As a veteran of the industry, it's obvious when agents understand the process from their side. When you become a master of the trade, the value you bring to your clients reaches the sky and beyond.

Bryan and his wife, Krystal, raise six children: Anndera (26), Caleb (18), Kailey (15), Riley (11), Brayden (5), and Dax (2). When not spending time with his family, Bryan loves racing sports cars. Recently at the Pikes Peak Airstrip Attack, he ran 206MPH.



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JENNIFER JENKINS



JENNIFER JENKINS WAS MEANT FOR REAL ESTATE.

Growing up in Philadelphia, PA, Jennifer's parents were real estate investors; before she was even out of the house, they had her managing the properties. Further, her father was always listening to the real estate radio talk show hosted by Jay Lamonte, the founder of the Real Estate Institute at Temple University. "I remember that talk show always on in the background of the house. It felt natural to make real estate my career."

Jennifer earned her license at 18 years old. "I had been working as a loan processor in Bucks County and I remember reading the real estate contracts and thinking, wow, real estate agents make a lot of money; I need to get my license!"

Jennifer had a friend whose father was a builder and she worked for his company while earning her AA degree in real estate. The opportunity not only taught her selling and new construction but also how to get a buyer to the closing table based on the financial aspects of the deal. "Back then, interest rates were high and I had no choice but to learn a lot of creative financing options." Beyond the mechanics of the job, she also took away values that she carries with her to this day. "I learned to adapt and adjust and always be early. The most

successful mentors I had, were always the first ones in the office. Faith – sometimes you have to believe in what you cannot see and have two feet in!"

Things clicked when Jennifer moved to California. "I was interviewing with the managing Broker at RE/MAX of Napa Valley. She read my resume and saw that I had worked for Joe Clement of RE/MAX Properties for ten years. She had known Joe from attending broker conventions and had even served on a panel with him! She went on to tell me, 'If I had lasted with Joe for ten years, I was automatically hired!' They had a director of training position and a manager position for the commercial division. I told her I would do both. In short, it was an amazing two years in Napa!"

As a former military spouse, Jennifer has lived all over the country. She originally moved from Philadelphia to Colorado Springs in 1992, after visiting the city with her childhood friends. "We liked to ski and mountain bike and after a visit to Colorado, we ended up packing up our cars and moving out here!"

The military took Jennifer and her family to California, where she worked for RE/MAX of Napa Valley for two years. Later they moved to Kentucky where she worked for RE/MAX Executive Group in Elizabethtown for five years. Both were amazing places to experience, but the most memorable place she lived was London, England.

▶▶ standout REALTOR®

Written by **Brian Gowdy**
Photography by **Maria Bay**
of Casa Bay Photography

•••

Back in school, Jennifer participated in a study abroad program in London where she studied architecture. Everything about it was memorable. "Whatever style of architecture we were learning about that day would be our classroom. When we learned about Perpendicular Gothic, our class was held at The Henry VII Chapel at Westminster Abbey. When we learned about Romanesque style, our class was held at Canterbury Cathedral; Baroque at St. Paul's Cathedral; etc...I was only there for a semester but it gave me a lifetime experience and a world of knowledge in the history of architecture." During her time abroad, Jennifer also did her first (and last) parachute jump in Kent, England, and backpacked through England, Ireland, Scotland, and Wales.

Even with London in the mix, Jennifer admits Colorado Springs is her favorite place she has ever lived. "I love the outdoor lifestyle, the beauty, and being a part of the growth of our city. From the people to the history to the culture and art community, our city is special." Outside of work, two of her favorite hobbies are hiking and mountain biking. She even raced

“
FAITH
SOMETIMES YOU HAVE
TO BELIEVE IN WHAT
YOU CANNOT SEE AND
HAVE TWO FEET IN!
”



mountain bikes when she was living in Kentucky, placing third in the state! Her favorite places to bike here are Cheyenne State Park and Stratton.

Jennifer shares that her two children are her core motivator and the "why" behind her work. "My daughter is 20 years old; after a few years at CCU in Lakewood, CO studying business management, she decided to follow her passion in the wine industry. She is studying viticulture and enology and will soon be leaving to work on her first harvest at Cedarvale Winery in NJ. My son is 17 years old and will be a senior this year in high school. He plays football, is a straight-A student, and has an entrepreneurial spirit. He has aspirations to attend college at Temple University or West Chester University and wants to study physical therapy." Beyond her children, she is also grateful for her thankful for her parents, her siblings, and cousins who have been immensely supportive along the way.

“
**REAL ESTATE DEALS
CAN BECOME QUITE COMPLEX
AND MY THIRTY-FIVE YEARS
OF EXPERIENCE GIVES ME
A LOT TO PULL FROM WHEN
ISSUES ARISE.**
”

Jennifer has great sympathy for families affected by Alzheimer's and dementia. "My mom passed away in 2010 with frontal lobe disorder. The symptoms were much like that of someone who suffers from Alzheimer's. Our family learned a lot about dementia, and I have so much empathy for those families affected by this. My heart goes out them."

Back in 2011, she had the opportunity to honor her mother by helping a family whose father was suffering from vascular dementia. Jennifer spent several years taking the father to church during the week before work and helped the family juggle whatever they needed. Further, her niece is a survivor of brain cancer and her brother-in-law is a survivor of throat cancer; Jennifer shares that she's always interested in supporting others in similar situations. On top of that, Jennifer has been a volunteer for the U.S. Forest Service for years and still participates when she can.

•••

“

**ALWAYS BE KIND.
YOU NEVER KNOW
WHAT SOMEONE IS
GOING THROUGH
BEHIND CLOSED
DOORS.**

”



...

Beyond giving back, Jennifer prides herself on serving clients and solving problems. “Real estate deals can become quite complex and my thirty-five years of experience gives me a lot to pull from when issues arise.” Jennifer’s wealth of knowledge stems from selling vineyards in Napa Valley, CA to horse properties, dairy farms, and hunting land in Kentucky; from managing commercial and residential

condos in downtown Philly to working for the fourth-largest builder in the country to purchasing foreclosures for an investor in New Jersey; to her time working with the Clement family in Colorado. “I’ve gained the best and most experience from Joe Clement. When people ask me what it’s like working with him I told him it’s like The real estate Olympics and Joe is a tireless coach.”

“Always be kind. You never know what someone is going through behind closed doors.”

Jennifer’s designations:

- ABR, Accredited Buyer Agent
- CNHS- Certified New Home Specialist
- RCC- Residential Construction Certified
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- SRS – Seller Representative Specialist
- MRP- Military Relocation Professional
- Currently working on my CRTE – Certified Real Estate Team Specialist

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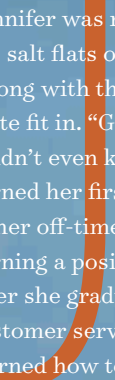
Jennifer

CROSBY

SPRINGS HOME FINDERS

énoquement: the bittersweetness of having arrived in the future, seeing how things turned out, but not being able to tell your past self.





Jennifer was raised in the middle of nowhere, on the salt flats of Stansbury Park, Utah. The area was strong with the LDS community and Jennifer never quite fit in. “Growing up, I was a super tomboy; I didn’t even know how to put on makeup!” She earned her first job at 16 working at a restaurant. In her off-time, she volunteered at a nursing home, earning a position as a certified nursing assistant after she graduated. “At the restaurants, I learned customer service. But at the nursing home, I learned how to truly care for people. I learned that, to be happy, people only need to be loved.”

Jennifer worked a variety of jobs though none held the substance of a career. In 2001, while working for a landscaping company, she was transferred from Utah to Colorado Springs. “I found a place in Woodland Park because, on the map, it appears to sit in-between Colorado Springs and Denver. I thought it would make commutes easier. I was wrong.”

In time, Jennifer found herself balancing three jobs: working for a Christian-based media company (“I had traded Mormons for Christians!”), selling PartyLite candles (this was the start of her career in sales), and working as a receptionist at Coldwell Banker (her first taste of real estate). After glimpsing the agents’ paychecks, realization dawned. “If they can do this, I can.” Jennifer admits she had to borrow money from her parents to pay for school, which, metaphorically, cost more in pride than it did in dollars, but it was necessary to follow her dream. Three jobs became three jobs plus night school and she was on her way to earning a real estate license.

Officially a REALTOR®, Jennifer went on to work for her favorite boss of all time, Paul Goldenbogen, at Heritage Realty. The day she started making enough money to leave her three jobs, the boss from her media job sued her! The situation was a nightmare and Paul helped her through it. It’s no wonder, to this day, Paul remains one of the most influential figures in Jennifer’s life.

In 2003, Jennifer was offered a sales position with Richmond Homes, a builder in town. She received her first-ever life-changing paycheck the day after she left an unfulfilling marriage. That day, she went from having \$5.32 to her name to making a six-figure income and being able to afford her own apartment!

In 2008, after five years of working for Richmond Homes, Jennifer returned to Heritage Realty, joining Harry and Lynn Wolf’s team. “Harry and Lynn couldn’t have been better mentors. Harry could sell, he loved new homes and people. Lynn was the contract expert, and I got the best of both worlds. And the cherry on top was being back with Paul Goldenbogen again.” Jennifer eventually joined Keller Williams as she needed more technology than what Heritage Realty offered. “I remember telling Paul that it would be a dream to have both him and KW...” Only, when Paul finally joined Keller Williams, he joined Partners and Jennifer was at Clients’ Choice.





The next year, Jennifer hit rock bottom. Since her days in Utah, she had harbored a bit of a drinking problem (“Just one more reason I didn’t belong with the LDS culture!”) and in 2009, she reached its apex. Rather than allow it to unravel her further, she went to her first twelve-step meeting on 04/12/2009, which also happened to be Easter Sunday. Later that August, she checked into The Meadows, a trauma and addiction center in Arizona to help her kick the problem for good. To this day, she hasn’t had a drink since.

Things were looking up. Jennifer was sober and successful. She had found her niche, connecting deeply with others and never allowing her ethics to take a back seat, even when no one is watching. She even started her very own team, Springs Home Finders, a brand she carries to this day.

And then, in July 2015, fate showed its crueler side once again. Jennifer caught her assistant and good friend embezzling a staggering amount of money from her business. Altogether, the situation wound up costing Jennifer over \$150k. “It was a massive and terrible event, and I was devastated. But I dug myself out without ever having to mortgage

anything. Anytime I needed money for something, I would find a way to earn that exact amount of money just in time for it to be due. It was serendipitous, to say the least!”

Once she was back on her feet, Jennifer returned “home” once again to work for Paul Goldenbogen, this time at Keller Williams Partners. And there she stayed until Paul’s eventual retirement. Today, she owns her own firm, Springs Home Finders. “Our vision at Springs Home Finders is to create an integrity-based company that empowers clients and agents to achieve their dreams and live their best life, as well as connecting with and supporting the local community. Our clients are our family!”

Giving back, Jennifer is passionate for victims of domestic violence, the homeless, and families in general who have hit a rough patch. “I do what I can where I can in my community. I tend to do my best to support other women, especially if they are struggling. When I started in real estate, I was going through a divorce and one of the administrative assistants at Heritage Realty allowed me and my daughter to live with them rent-free. The assistant’s mother even supplied daycare for Zayla,



*Our vision at Springs Home Finders is to create an **integrity-based** company that **empowers clients and agents** to achieve their dreams and live their best life, as well as connecting with and supporting the local community. **Our clients are our family!***



so I could work to earn enough money to get my own space. Dylan went to live with my mom and, although I wanted to move home, I wasn't allowed to leave during the custody battle with my husband, I was angry and felt trapped...but today, I thank my ex-husband (Zayla's dad) for making me stay. We are close and became amazing co-parents and really good friends."

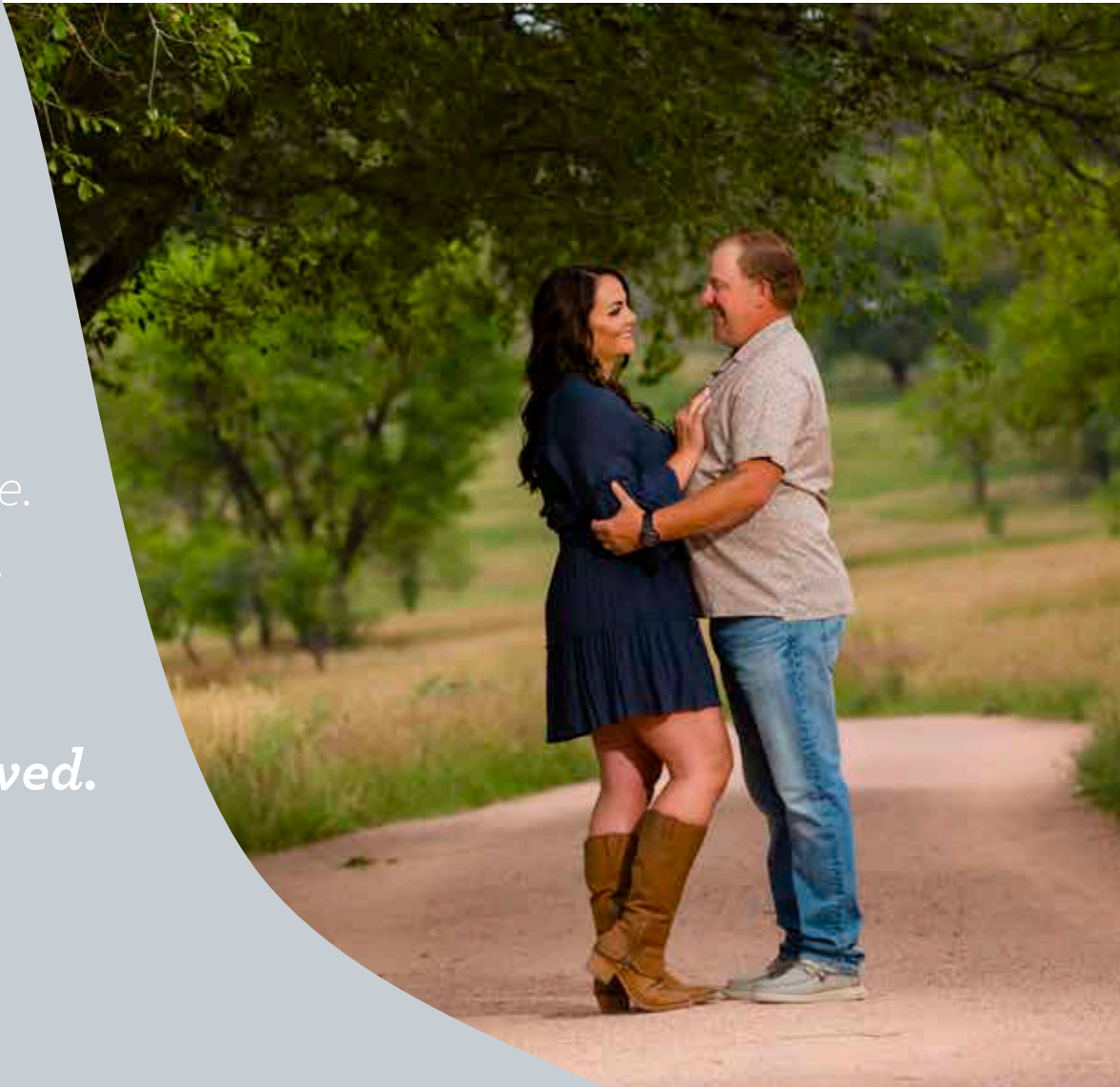
On top of that, she also seeks out a family or two each year who have either suffered a loss or financial hardship so that she can supply Christmas for, providing everything from food, gifts for the family, and even the Christmas tree! In short, Jennifer loves giving back to those who have been through similar situations to what she's been through, as well as supporting those who have supported her.

Outside of real estate, Jennifer loves being active and outdoors, especially deep-sea fishing! Some of her most cherished memories are deep-sea fishing with her father on the waters of the Sea of Cortez alongside Baja California Sur. And of course, she loves to travel. The best trips are when she can take someone along who has never had the opportunity to travel overseas before. Some of her favorite destinations are Mexico, Iceland, and Jamaica. In early 2021, she led a trip, along with her team, their spouses, and some of her vendors to Belize where they stayed in a treehouse!

Jennifer is married to her husband Mark Schoning, owner of 5280 Construction & Roofing, and has raised two beautiful children: Dylan (24) and Zayla (20). Dylan is in the army and Zayla recently joined her mother full-time in real estate!

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how to truly
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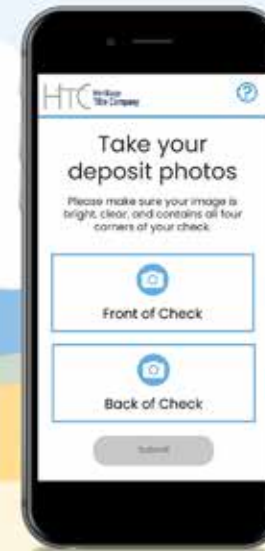
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MARKET statistics



By **Bill McAfee**,
owner at Empire Title

“Again, I haven’t seen that before!”

Just when we thought the shortage of listings and the demand for homes couldn’t affect pricing any more than it already has, we were wrong. In addition to souring prices, “days on market” has hit an all-time low. The market continues to climb at rates that are unimaginable. Just when you think we couldn’t set any more records; old records are shattered every month. Sometimes records can be set by the amount of time they hold in a certain area. The factors that are having a direct impact on our real estate market include companies like Amazon, In-N-Out Burger, Southwest Airlines, Space Force, and Space Command.

Never have I seen before have we had average sales prices above \$500,000.00 for two consecutive months. One would expect the median price to do the same thing, and it did, but the dollar volume was \$450,000.00. These numbers did not seem possible two years ago and as crazy as it sounds, both average and median prices are up 20.4% and 19.3% respectively. Is this sustainable? We are going to find out.

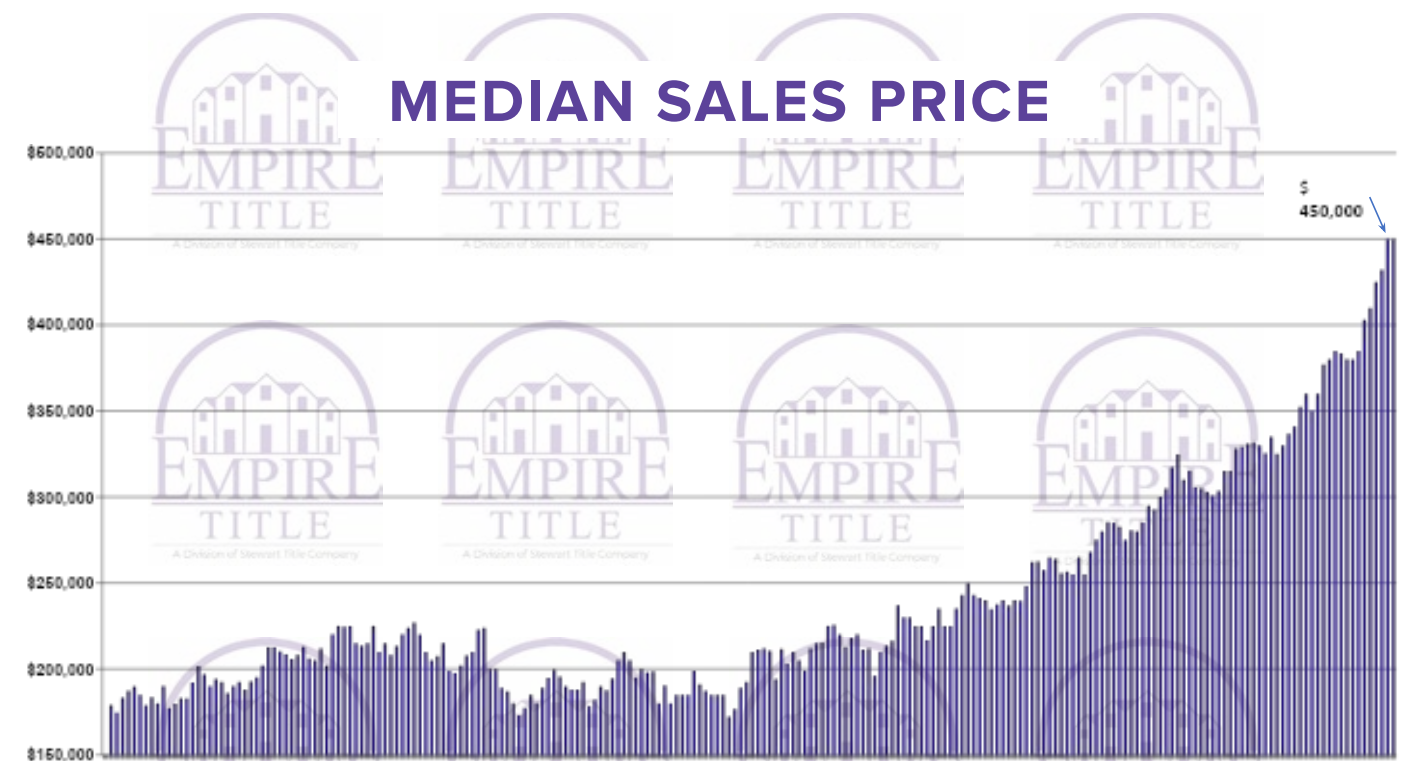
Similar to average and median prices, the days on market has also set a new record of seven days. It is truly remarkable to think that a home goes into the MLS on a Friday and is under contract by the following Thursday. This is absolutely crazy when the days on market in January 2019 were 46 days; January 2017, 44 days; January 2015, 106 days.

Days on Market will likely be very low over the next five years and possibly longer because of the companies coming to town. The anticipated employment of the new Amazon facility is more than 2,500 workers. In-N-Out Burger plans to hire 150 employees between both Colorado Springs restaurant locations. It is undetermined how many employees are to be hired at their distribution center off Interquest Parkway. Space Force and Space Command in the next ten years projects employing possibly 20,000 to 30,000 people. That is an average of 3,000 jobs a year. All though Space Command is going to be moved to Alabama, if I were a betting man, and I am, the odds of it moving are slim to none. Southwest Airlines will be a key player to handle the growth that is coming to Colorado Springs.

Colorado Springs home prices will continue to rise because of the low supply and high demand, which we currently have. All indicators including industry, both government and private sector, will continue to increase. The Colorado Springs market will continue to thrive because of the above factors, and it is an incredibly desirable place to live. Colorado Springs will set records in prices, days on market, and housing demand. This growth we are experiencing will leave me to say, again, “I haven’t seen that before.”

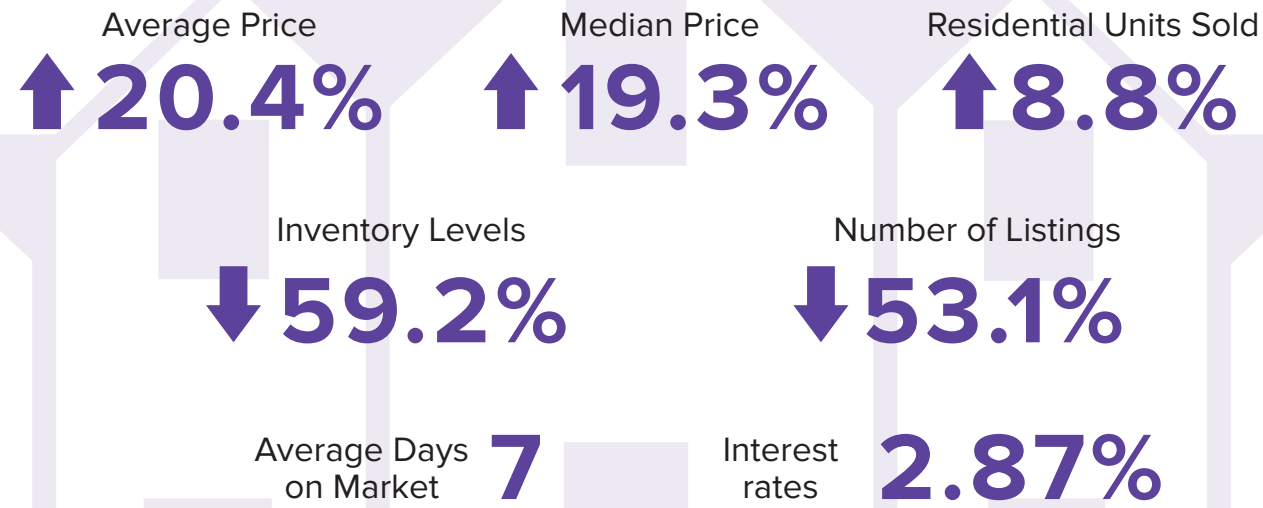


JULY 2021



JULY 2021

2021 YTD VS. 2020 YTD



*This information is deemed reliable, but not guaranteed. It is intended to show market trends and should not be used to evaluate individual properties. Sources for this information include but are not limited to: El Paso County Clerk and Recorder, El Paso County Public Trustee, Empire Title of Colorado Springs LLC, the Pikes Peak Multiple Listing System.

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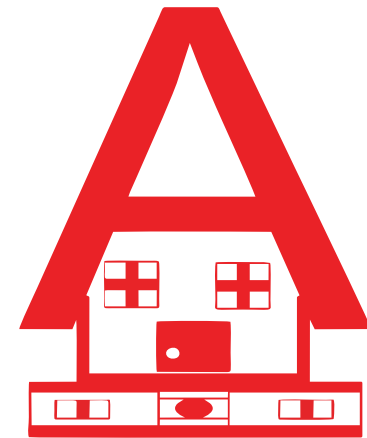
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