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# Your Impact

# >> publisher's note

# Why do you work?

For some, the answer comes immediately; for others it's not so quick. I remember when I first discovered my "why," I followed an exercise where I wrote down every possible "why" I could think of, stream of conscious-style, until, four pages later, something real finally surfaced. That was a career ago for me and things in life shift around... In short, my "why" then is different from my "why" now. With Real Producers, the "why" behind why I work is so I can build a stable business where I don't have to focus on growth; instead focusing on delivering value for the clients who I've already signed up. The good news is, we are getting close!

I've had the joy of sitting down with several note-worthy agents over the past year and a half and, regarding the "whys" I hear, the recurring theme is that it's about others and not themselves.

Of course, everyone's "why" is their family, their kids... But in real estate, my favorite "whys" are those that are centered around your preferred vendors. Every home you sell is food on the table for your family-but it's also food on the table of your preferred lender's family; same with your home inspectors, title reps, etc...Whether you're on track to sell twenty, thirty, or fifty homes in 2021, consider how many businesses you've supported! You, as real estate agents, are driving the wheels of our local economy.



I'd love to add one more component to the mix:

When you use one of our Preferred Vendors (see our index on pages 8-9), you're not only supporting that business, but you're also supporting mine. *Real Producers* is 100% funded by advertising so every loan, every inspection, every roof you are able to refer out brings value to our partners, helping them grow, and solidifying their loyalty to the *Real Producers* platform.

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Please consider *Real Producers* to be one of your partner vendors. Your help goes further than you know.



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

# MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



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A story of the ultimate circle of kindness and perseverance. With tenacity and positivity Michelle Bies (pronounced "Beez") pursued a realty career earning early accolades from her peers and clients, but it wasn't until a brush with death that she learned the true depth of her tenacity and the power of positivity.

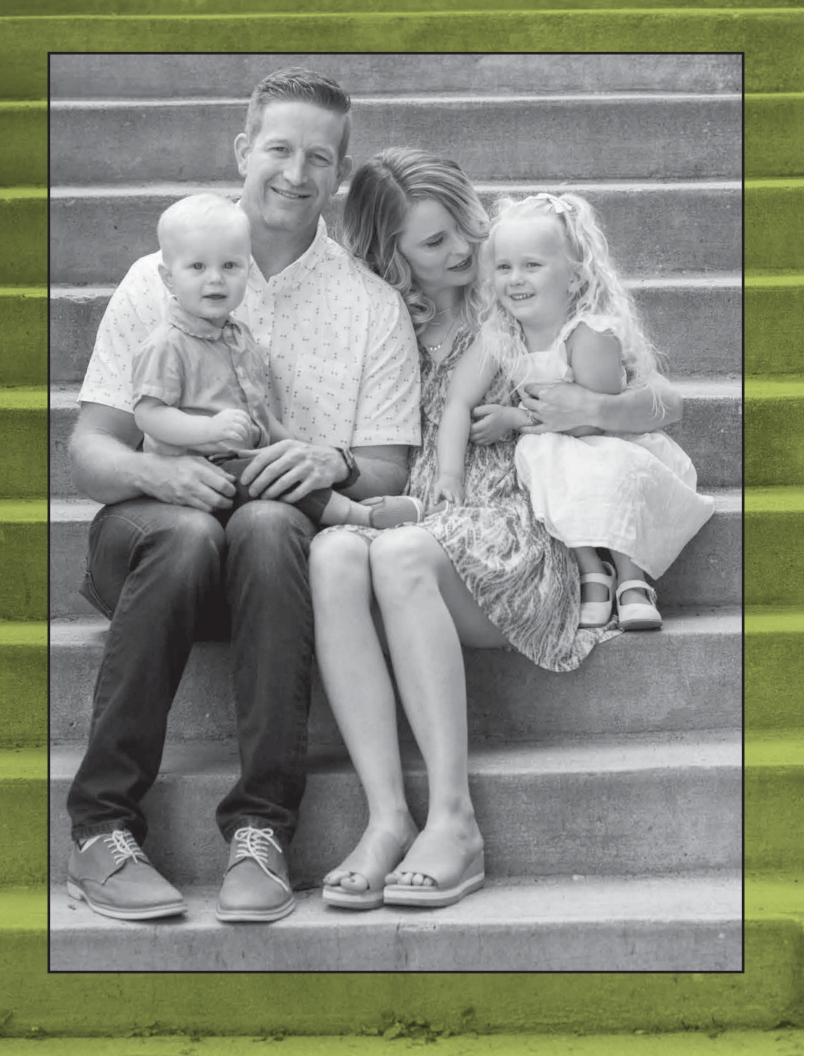
Realty is in her blood with a REALTOR<sup>®</sup> grandfather and two REALTOR® brothers, but she was ultimately inspired by her REALTOR<sup>®</sup> husband, Michael, to join the Kenney & Co. team for the flexibility of family and to satisfy a strong desire to help her community. Armed with a strong will and dedication to become a REALTOR<sup>®</sup>, she worked full time as a special events coordinator for the City of Colorado Springs while attending night school to obtain her real estate license. But that wasn't all, she was also simultaneously preparing for the birth of their first child. She reports this sequence of events in a rather matter-of-fact manner, "once I decide on a path, I'm all in." She credits her father for this can-do attitude and her mother for being present and a pillar of strength through her life's events. Growing up, her father affirmed her every dream - no matter how lofty - and would foster ideas to help

her think about ways to fulfill those dreams. He never told her she couldn't do something, which instilled security and confidence in her that has served her well. Her mother's support was also instrumental in encouraging Michelle to practice self-care, and she never hesitated to pause her world and support Michelle after the birth of her children. Michelle affirms that one's tenacity and commitment don't carry the day without the support of family and community and is eternally grateful for these relationships.

Having grown up in Monument as an equestrian show jumper, she developed a strong work ethic, and a sense of commitment and trust in herself at an early age. She attended Colorado State University obtaining a degree in journalism and dreamed of living in a big city. With the encouragement of her father, she secured an internship in New York City with the Martha Stewart marketing department but ultimately missed her roots and sense of family and community in Colorado and soon returned. A career-driven go-getter, Michelle engrossed herself in realty with vigor earning the Rising Higher Award in her initial year in 2017 and Member of the Year in 2019 from the Colorado Springs Rising Professionals organization. These accolades were the result of her strong

work ethic, starting her days at 5:00 a.m. at the gym and dedicating her waking hours from early morning until ten or eleven o'clock at night serving her clients to ensure they were "taken care of so they get what they want and doing whatever is necessary to get that job done." While she reports those days as long and sometimes exhausting, she was exhilarated by the satisfaction of helping her community and providing her clients a sense of stability amidst the emotional chaos of buying a home. She particularly loves serving families transitioning from their first home and feels she is especially empathetic to the emotion of selling a first home and gifted at assisting them in making choices that will serve their family and needs for the future. She often tells clients, "in this tough market, I won't give up on you if you don't give up on me - we're in this together for the long haul." It is much more than a job for Michelle and she takes pride in helping and connecting people in ways that make life a little gentler and happier. Even talking with Michelle for a short time, it's easy to see her as a beacon of reason and element of calm for her clients. While she believed then that she had a life

...



. . .

and find her way back to her children, she channeled balance between developing a successful realty career and spending time with her children by alternating her tenacity but couldn't have done it without her faith days at home with her husband, she now realizes true in God and the community that cared for her children balance also requires self-care and presence in all that and supported her world while she focused on recovyou do for yourself and others. ery with her husband by her side.

This realization strongly resonated with Michelle The community that she had so fervently served for last October when her world changed forever and her the past three years was now giving back. Friends moved into her house and seamlessly took care of tenacity and work ethic were redirected to survival. As a lifelong equestrian, she often decompressed by riding their children and ran her household so she and horses. After one particularly stressful day at work Michael could focus on her care and recovery. A friend checked in and took the trash out every day. last Fall, she was riding horses and developed a headache. As the evening progressed, Michelle's symptoms Former employers sent a fire truck, police car and worsened and she ultimately experienced a cerebral dump trucks to the house to celebrate her daughaneurism rupture resulting from an arteriovenous malter's third birthday that Michelle missed while in formation in her brain. While inconceivable that she the hospital. A community organization even sent lived through the rupture, she was delivered to Denver Santa to her house to see the kids at Christmas. She gratefully recounts, "the community support allowed on flight for life for what became the fight of her life. In her usual spirit, she resisted the flight for life arguing my kids to be protected from what was really going on with the nurses that 'you will not take me away from and the fear of the circumstances which gave me the ability and strength to focus on and achieve miracumy babies.' If the initial shock of losing his wife to lous recovery in an incredibly short time." In reality, the rupture wasn't enough, Michael faced two more harrowing waits as the medical team worked to relieve the community outpouring of support is a testament to Michelle's character and the extent to which she blood from Michelle's brain, each time having to wait five minutes to learn whether his wife would respond served her community and offered kindness to others, to the treatment or drift away. Almost two weeks in the who were now paying it back in her time of need. ICU and three brain surgeries later, she was a medical miracle and as determined as she had ever been. She As the mother of two, Olivia (age 3), born a week says, "my eye was on the prize and I needed to get out prior to Michelle passing her real estate test, and of the hospital and back to my family." Driven to live Carson (age 1), born in April 2020 amidst a pandemic

# MY FAITH HAS BEEN VITAL TO MY RECOVERY -



doctors said that my recovery does not make medical sense and I truly believe that God performed a miracle on me.

and mere months before Michelle's brain injury, it's clear the Bies have been on a wild ride the past few years. She tearily and joyously



recounts her reunion with her children saying, "that moment was like no other. I was sensitive to light and sound from the injury and it was physically painful to hear the screams when they saw me, but the joy it brought my heart wiped away any physical pain." Her daughter said, "mommy, you got a really bad haircut while you were away," and the joy of that moment was the ultimate reward for her will and tenacity to live

. . .



••• through those harrowing moments. Michelle's faith in God is a source of her strength. "My faith has been vital to my recovery – doctors said that my recovery does not make medical sense and I truly believe that God performed a miracle on me."

> While her recovery has been slow, she reports starting each day at what she perceives as 100%, but each new day seems improved from the 100% she experienced the day before. Starting each day with such positivity is surely a critical element of her recovery. She proclaims that "you can't serve from an empty vessel, so I owe it to my family and the clients I serve to self-care and rest so I can, once again, be sure to have a vessel from which to serve

those that need me." And the circle continues with Michelle's tenacity and vigor for life, family and service to her community and clients but with a renewed sense of balance and presence. A common quote for Michelle is "sprinkle kindness like confetti." The gratitude her community exuded by mirroring her sense of kindness and service during her time of need will surely again circle back to those Michelle is entrusted with in the hopes of making the world a little better place. She wants more than ever to leave her stamp on the world through the people she helps, shows kindness to and makes feel a little more appreciated, heard and cared for as she was in her time of need.

Michelle is now grateful for the opportunity to focus on the joys of today since tomorrow is never a guarantee. She and Michael recently decided to renew their vows sobbing their way through the true gravity of what it means to take the other in sickness and in health. Michelle will once again be 100%, but new and improved because she now appreciates



that it's not just about building a business or successful career, it's about enjoying life and the people you are entrusted with. She says that no one ever wants something like this to happen, but she regards her new and improved life as a gift from the near tragedy. A true inspiration in career and life!



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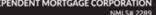
always very satisfied with the job her team does. I highly recommend 5 Star Moving for local and national moves."

# —Darrell Wass, RE/MAX Integrity



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<sup>B</sup>

# Whitney Ward

Whitney Ward had always wanted to become a REALTOR®. Working a full-time job, she studied in the late hours of the night, preparing for the ever-daunting real estate exam—until her current employer found out she was planning to change careers and let her go before she could!

Backtracking, Whitney moved to Colorado Springs from Altamonte Springs, FL (just outside of Orlando). She was in the third grade at the time and her father's job had been relocated. While Whitney misses the beaches and cooling off in the neighborhood pool, she's grown to appreciate the variety of Colorado's four seasons and the beauty they bring.

Whitney is the second-oldest of four children. Her older brother, Jared, lives in North Dakota working as a strength and conditioning coach for a local college. Her younger brother, Josh, is back in Orlando and works in the music industry. Her youngest sister, Tori, lives with Whitney here in the Springs! Her parents are still happily married and just celebrated their thirty-first wedding anniversary; the two live in Virginia, having relocated there in September of 2020.

Whitney's professional life has been a colorful one! Her first real job was working at Salsa Brava as a waitress. Next, she spent a year teaching preschool. After that, she worked as a nanny. Nothing seemed right for her, so she continued to soul search...

"I always had loved teeth and I knew I would be happy working in the dental field. Also, fun fact: in Colorado you don't have to have any

...



schooling to be a dental assistant, if a dentist wants to train you on the job, they can do so." Taking action. Whitney reached out who she knew in the dental field to see who was hiring for a front desk position or, even better, would train her to become a dental assistant. Her friend Morgan texted me back right away, telling her to bring in your resumé, which she did, earning her a sit-down with the dentist of a hybrid pediatric dental and orthodontics office. Impressed with her experience with children, he took her under his wing and that she would be starting next Monday.

"I worked for that dental practice for twoand-a-half years, growing close to the parents and children who came in regularly. The job was fulfilling for me at the time and I'm proud to say I became fully trained in both pediatric dentistry and orthodontics... Though, after a year-and-a-half of working there, I wanted more in my life. So many of the parents that came in were entrepreneurs and they helped open my eyes to being my own boss. "Until one day, I was in the operating room helping fill a cavity. It turned out the child's mother was a REALTOR®. I had never met her before but something inside me told me, "If she can do it, so can I!' So I that night and signed up for real estate school. And I didn't tell a soul.

"I started studying the day I received my books. I would work at the dental office from 7:45AM-6:00PM; then I would go to the gym for an hour; I would run home, eat dinner; and then I would sit at the Starbucks on Barnes and Powers five times per week until they closed at II:00PM. That was my weekday routine for six months.

"The first time I took the test, I didn't pass so I continued studying and I took it again. Around that time, my boss found out what I was up to. He called me to wish me luck but also shared that they were suddenly overstaffed. He knew I was

I hope the people in my life always know how much I love and care about them. I would do anything for the people in my life that I love!

"Another secret about me is that, from a very young age, I had always wanted to become a REALTOR®. My dad had always told me I would make for a good agent and, to this day, I remember watching House Hunters as a little girl; the thought of showing houses for a living was the coolest idea. But at twenty-three years old, I didn't know anyone in the industry or how to get started... taking off for a wedding in two weeks and, despite my two-and-a-half years there, he told me to not come back to work after. I admit, that was painful at the time, but the wound healed and made me stronger. And everything solidified. Real estate was the only option!

### ...





to click. She and another of her teammates door-knocked and ran open houses together, building their businesses the old-fashioned way. After a few months at Keller Williams Partners, Whitney's friend called her wanting to partner so I went back to RE/MAX Real Estate Group and spent the majority of her career there. Today, Whitney and her partner Allen Taylor run their own team in which Whitney is the manager. She's also proud to share that her and Allen have been named Peak Producers!

Outside real estate, Whitney is a yogi, admitting that she is obsessed with yoga. She also loves to travel to Mexico and Florida (anything with a beach!) She loves hanging with her friends as well as her dog, Whimsy. Lastly, she recently started going back to church and shares that it's been amazing for her soul.

Overall, Whitney is driven by her care from others. She strives to be a warm-hearted person always as well as to serve as a role model for anyone who needs one. "I hope the people in my life always know how much I love and care about them. I would do anything for the people in my life that I love!"



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"I finally passed the test just before my twenty-third birthday—it was the best birthday present I could ask for!"

...

Whitney kicked off her real estate career as an assistant at RE/MAX Real Estate Group doing open houses every weekend until she landed her first client. She then ventured over to Keller Williams Partners, joining another team-Whitney admits that this was when things started

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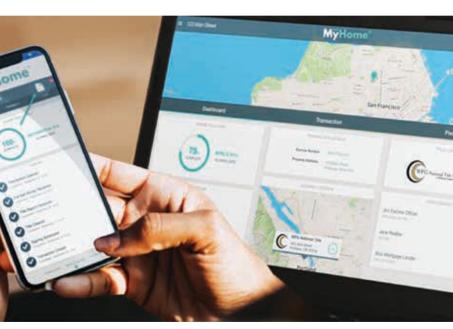
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Swedish army veteran Peter Svedin immigrated to the U.S. in 2001. After a stint in Hawaii to attend college, he landed in Colorado and dabbled in the home-improvement business, almost by accident. Working with companies specializing in windows and siding, he quickly amped up his knowledge and expertise, and took notice of the industry's strengths - and its weaknesses. Customer service, quality installation, and savvy marketing strategies were sub-par at best. So, Peter set out to change the trajectory. Lifetime Windows and Siding, LLC was born. The business began its humble operations out of Peter's apartment under the slogan "Quality Before Quantity."

For 10 years, Lifetime Windows and Siding enjoyed a booming business while operating exclusively in this industry space. Yet time and again, Peter found himself fielding requests for roofing replacements and repairs. To deliver on his clients' needs, Peter launched Lifetime Roof and Solar in 2016. U.S. Navy veteran Jeff Gray took the helm as general manager, bringing a unique perspective from his work acquiring seismic data for energy companies in the GeoScience industry.

Together, Peter and Jeff have built Lifetime Roof and Solar into Colorado's most trusted roofing and solar company. They are proud to select and offer clients and homeowners the top roofing materials, products, and customer service on the market.

The two veterans are committed to supporting the military community as well as Colorado-based businesses. "The only way our local economy succeeds is by investing in each other," says Jeff. With that mindset always front of mind, Peter and Jeff keep Lifetime's marketing dollars local. They are passionate supporters of GAF's Roofs for Troops rebate program, which offers a \$250 rebate for



. . .

active military; Lifetime Roof and Solar proudly matches the \$250 rebate. They also serve as the official donor to the Food Bank of the Rockies. Lifetime Roof and Solar offices are conveniently located in Colorado Springs and Denver with a Fort Collins office coming soon.

Last year, with business hitting a new level of propulsion, Peter and Jeff recruited Audrey Congleton, award-winning communications and engagement strategist, to join the team as Business Development Director. Audrey's well-honed expertise in local and regional publishing, audience acquisition, and business strategy drives Lifetime's client and industry relationship growth forward. She has created a specialized niche in building the company's connections to the region's top-producing real estate agents.

"Lifetime continues to grow its cadre of business-to-business contacts. We know that REALTORS® need a quick turnaround when it comes to inspections, and we commit to working around inspection objection deadlines to get the job done," Audrey shares. "We also welcome every opportunity to refer prospective buyers and sellers to our team of REALTORS<sup>®</sup>. It is a very synergistic relationship that serves us, the real estate community, and our clients well."

Lifetime Roof and Solar offers Colorado's only double lifetime warranty on all roofing jobs as well as free inspections and free five-year certifications. Over 95 percent of jobs are finished over the course of one day. The team is distinctively comprised of former adjusters and certified roofing inspectors who are able to tap their insurance regulation and claims credentials to provide clients a holistic level of service.

Their newest partnership is with the brand, F-Wave. F-Wave offers an unprecedented 5-Year Hail Warranty and replaces a roof free of charge if hit with hail 2 inches or smaller. No insurance work required. Lifetime is one of the exclusive roofers offering this product.

and pole mount. Today's solar panels integrate seamlessly with modern architecture, and Lifetime always provides free estimates to help homeowners see the dollar and environmental value of their investment upfront. The incredible rebates, low installation costs, and carefree maintenance Lifetime provides help clients across Colorado take advantage of affordable renewable energy.

Serving clients with the industry's top roofing and solar experts, coupled with the support of sister company Lifetime Windows and Siding, makes Lifetime Roof and Solar stand shoulders above the competition. The team celebrates its veteran leadership, its commitment to supporting fellow locally owned businesses, and its mutually beneficial relationship with Colorado Springs' top producing agents to exceed client expectations at every turn.

As a local Colorado Springs business, Lifetime Roof and Solar looks forward to serving you and your clients with all of their roofing and solar needs.

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The only way our local economy succeeds is by investing in each other.

Solar-panel installation has also become a rapidly growing side of the company Fueled by Colorado's temperate climate and abundant sunshine, solar has gained a mainstream following and popularity across the state. Lifetime Roof and Solar offers a range of customized mounting and design options to fit any style of home. Panels are able to be installed on roofs, garages, carports as well as by ground







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# MICHELLE BLESSING

2.7



Written by **Ingrid Bruske** Photography by **Heidi Mossman** of Capture Life Photography

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To say that real estate is a family affair for Michelle Blessing and Eddie Hurt would be an understatement. Michelle got into the family's real estate business after years of coaxing from their father, Bill Hurt, who owned ERA Shields for over 30 years. Michelle admits she was hesitant for so long because she does not like sales nor does she consider herself to be a true "salesperson". Her father eventually wore her down and 17 years later she is still in the business working alongside Eddie, her brother and business partner. Eddie began his career at ERA Shields over 20 years ago as a Broker/manager. He transitioned into sales after a few years, as he wanted the flexibility of being an agent in order to spend more time with his young sons.

Eddie and Michelle grew up in Denver and the family moved to Colorado Springs in 1974. While they have both lived in other places over the years, Colorado Springs is the place they love to call "home". Michelle lives here with her husband, Alex, who is a commercial real estate agent and former professional hockey player. Additionally, Michelle has two daughters and three grandchildren in Denver who she tries to visit at least once a week. Eddie lives in Colorado Springs with his wife, Alison, and their two teenage sons. One of Eddie and Michelle's favorite things about living here is the fact that their parents and two other sisters all still live in Colorado Springs. They have big family dinners virtually every Sunday.

CORONADO AOCCER

# Being an athlete has made me a better agent as I have learned to be **DISCIPLINED, CONSISTENTLY WORK** HARD, AND KNOW THAT SUCCESS WILL FOLLOW. ??

Before his career in real estate at ERA Shields, Eddie left Colorado for a while to attend Arizona State University. He later lived in Summit County where he worked in the ski industry doing marketing and spent a lot of time on the slopes! He then moved to Denver where he lived for some time before settling back in Colorado Springs. In addition to real estate, Eddie has a background in soccer and he coaches the men's varsity soccer team at Coronado. He gives a lot of his time and energy to the program and the difference it makes in the lives of these young players is amazing. He utilizes his coaching background and skills to help people purchase a home while trying to make the experience less stressful. One of the things Eddie loves most about Colorado Springs is the laid back lifestyle, the beautiful scenery, and the overall quality of life that comes with living here. Having been in Colorado Springs for so long, he's seen how the city and the real estate market has changed over time and he finds that helpful as he works with clients who are new to the city. Eddie embraces the challenges involved in real estate and believes they're a constant learning experience. He takes his role in helping people purchase a home (which is oftentimes their largest asset) very seriously and enjoys helping and guiding them through the process.

Michelle's background was in coaching and training athletes at the national and international level. She coached professional triathletes for several years at the Olympic Training Center and was the Olympic Coach for the men's and women's triathlon team at the 2000 Olympic Games in Sydney. She herself has also competed in numerous races and triathlons over

the years. One of the things Michelle now loves about being in re<mark>al es</mark>tate is the way in which it can be quite similar to coaching athletes. She believes that real doesn't take lightly.

estate mirrors coaching because whether people are buying a home or trying to make the Olympic team, they are putting so much of their trust in her to help them achieve a lifelong dream. She understands buying a house is a big deal for most people and it is a huge responsibility that she

Coming from an athletic background has taught her that nothing comes easy and being successful at anything takes a lot of dedication and hard work. This philosophy has helped her weather the many challenges she has encountered throughout her career. She admits that just like coaching at such a high level, there's a lot of stress that comes with being a REALTOR<sup>®</sup>, but she loves the challenge of solving problems! Michelle says "being an athlete has made me a better agent as I have learned to be disciplined, consistently work hard, and know that success will follow". Michelle says if she wasn't in real estate, she might still be coaching, as she's passionate about helping people thrive through helping them fulfill their goals. But, the rigid schedule and heavy travel demands of coaching at the National level make it tough to do much of anything else and she likes to try to have more balance in her life.

Michelle and Eddie both say they work really hard to be service-oriented and put the needs of their clients first, often working long hours. But they both also like the flexibility real estate provides so it makes the long hours worthwhile. This flexibility allows them the time to focus on other things and lead a more balanced life. They believe it is important to be involved in their community and giving back is very important to them both. Eddie takes the opportunity to mentor other agents in the company as often as possible. He also serves on the board of the Colorado Springs Executives Association and coaches the boys' soccer team at Coronado High School. Michelle currently serves as the Secretary for the Goodwill Foundation Board and is the President of the Board for Rocky Mountain Women's Film. Upon occasion, she has also been known to speak to groups on topics related to sports and the Olympics.

Eddie and Michelle both share similar backgrounds and values so they have a like-minded approach to their work in real estate and how they want to work with clients. Because of their coaching backgrounds, Eddie and Michelle see their role as more of a coach who provides guidance and advice to the people they work with as opposed to just being a salesperson and making a sale. They believe this is what makes their partnership work so well.

...





Michelle and Eddie welcome the CHALLENGES OF BUSINESS AND LIFE and see them as growth opportunities for themselves.

Michelle believes what sets them apart in this industry is their desire to always do right by their clients. She says she loves to collaborate and learn from others and strives to be client-focused and that her job is more about the relationship versus just closing a deal. What's most important to her is helping her clients make a decision they are proud of and that will be in their best long-term interest. She says she values building positive connections and wants to make lifelong clients and friends.

Eddie thinks that what sets their work apart from others is their willingness to serve their clients as they would want to be served. He also has a strong work ethic and is able

to be creative with solutions to help their clients. He says they strive to be professional and collaborative when working with clients. They also take this approach when they work with other agents in the market, as they understand the importance of these relationships when they are trying to get a deal to the finish line.

Another important component to their success has been their commitment to working as a team. Although they are part of the large ERA Shields family, their team is small and committed to the same work ethic and values. Pam Presas, who is their assistant and client coordinator, has worked with them for over 15 years and she helps their business run smoothly and

efficiently. Their other team member is marketing guru, Amy Mogck, who oversees all of their social media. Michelle and Eddie believe having a small team is an advantage because they truly get to know clients and often these clients become longtime friends and repeat clients.

Outside of the office Eddie and his family take full advantage of the outdoors and love getting away to the mountains as often as possible. Some of the things they enjoy during their spare time include skiing, camping, hiking, fishing and riding mountain bikes. They have an RV and love to travel around Colorado exploring new places. Michelle also has a passion for the outdoors and appreciates the active lifestyle the area has to offer. She is an avid cyclist, hiker, yogi, and trail runner. Recently she has been more focused on open water swimming, having competed twice in a swim race from Cancun to Isla Mujeres. This year she has another race coming up in October that will take place in Egypt! As you can tell Michelle and Eddie love virtually all sports (they have season tickets to Colorado College hockey games and Switchback soccer games), anything outdoors, and spending as much time as they can with their family and many friends.

Michelle and Eddie welcome the challenges of business and life and see them as growth opportunities for themselves. They find this industry satisfying and they feel honored to be able to help others achieve positive growth along the way. They have lived in Colorado Springs for a very long time and they have a deep love for, and commitment to, this community. They hope to spend many more years helping others not only find homes, but also find their place in the community.

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market stats

Single Family / Patio Home El Paso County Price Ranges	All Listings as of June 20 2021	Total Listings Sold last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	0	15	2.50	0.00
\$150,000 to \$199,999	3	37	6.17	0.49
\$200,000 to \$249,999	6	115	19.17	0.31
\$250,000 to \$299,999	15	466	77.67	0.19
\$300,000 to \$349,999	35	1173	195.50	0.18
\$350,000 to \$399,999	79	1410	235.00	0.34
\$400,000 to \$449,999	63	1195	199.17	0.32
\$450,000 to \$499,999	85	797	132.83	0.64
\$500,000 to \$599,999	95	952	158.67	0.60
\$600,000 to \$699,999	71	482	80.33	0.88
\$700,000 to \$799,999	40	220	36.67	1.09
\$800,000 to \$899,999	27	154	25.67	1.05
\$900,000 to \$999,999	25	90	15.00	1.67
\$1MM to \$1,499,999	52	122	20.33	2.56
\$1.5MM to \$1,999,999	22	27	4.50	4.89
\$2MM to \$2,499,999	9	4	0.67	13.50
\$2.5MM to \$2,999,999	13	9	1.50	8.67
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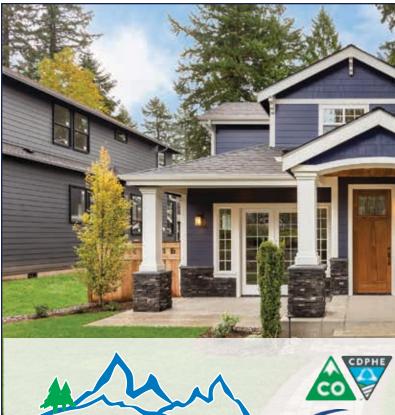
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To read more about your fellow agents, add Brian Gowdy on Facebook. He posts short bios and fun facts about each agent to his personal page!

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

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

**JOEL NATH** is a huge Tolkein fan and even proposed to Ashlee in New Zealand, (where the Lord of the Rings movies were filmed).



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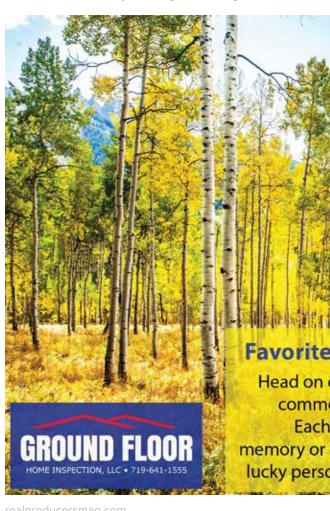
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In high school, **RYAN MOBERLY** was a competitive soccer player, an 8-time letterman in soccer and wrestling, held a 4.0 in college, and was a sponsored skateboarder!



TALITHA POWER'S eyes change color for green to blue!

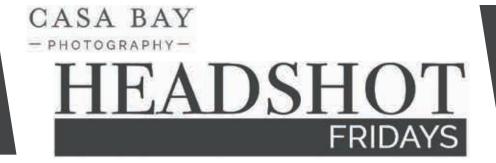


**CREED SPILLANE** is fluent in Albanian, has driven for the Secret Service, and arguably has one of the largest LEGO collections around!



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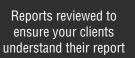
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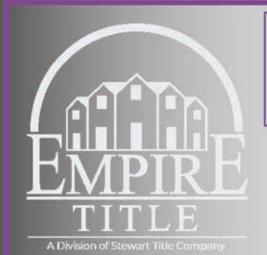


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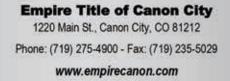
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