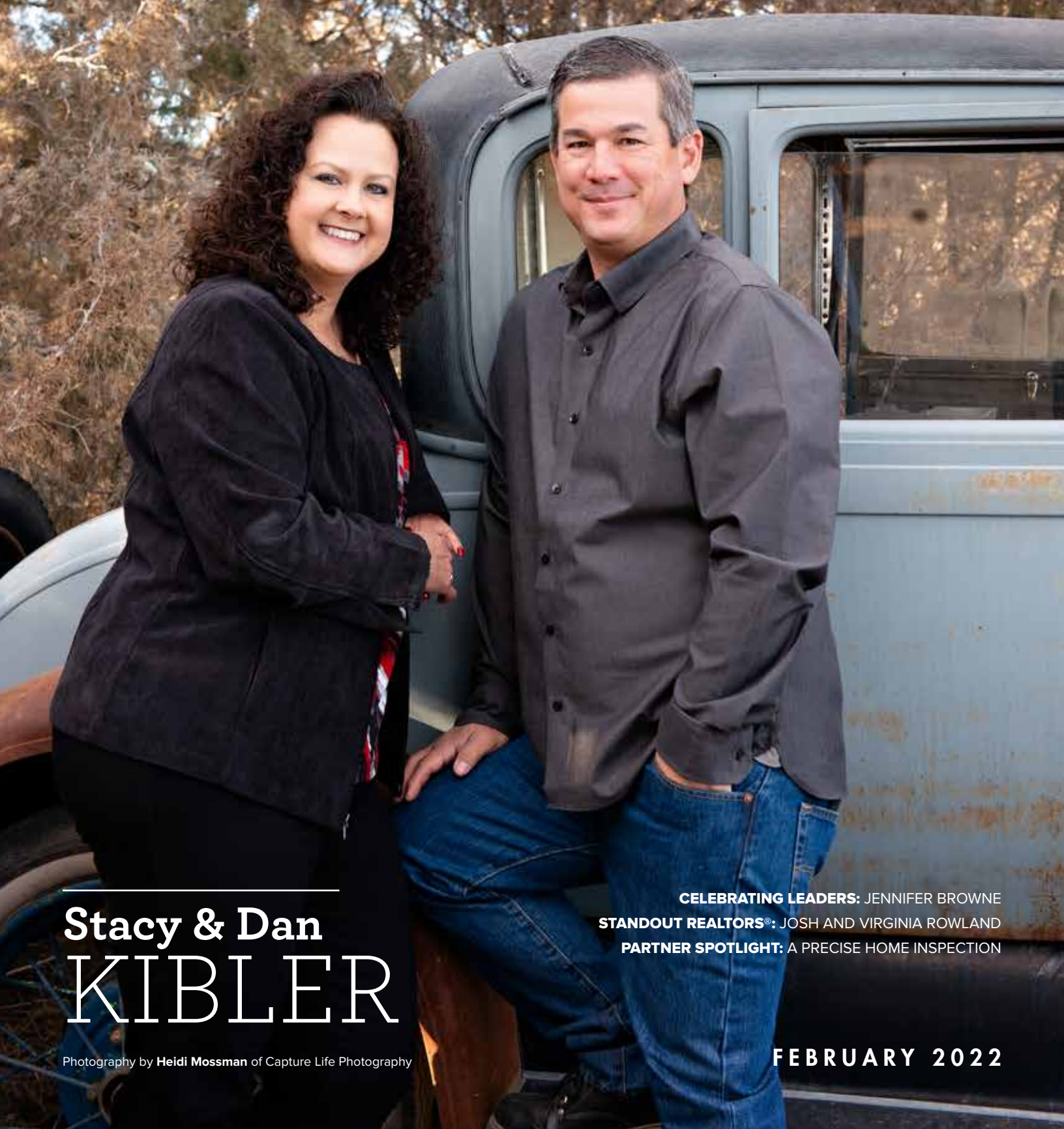


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David Weekley Homes



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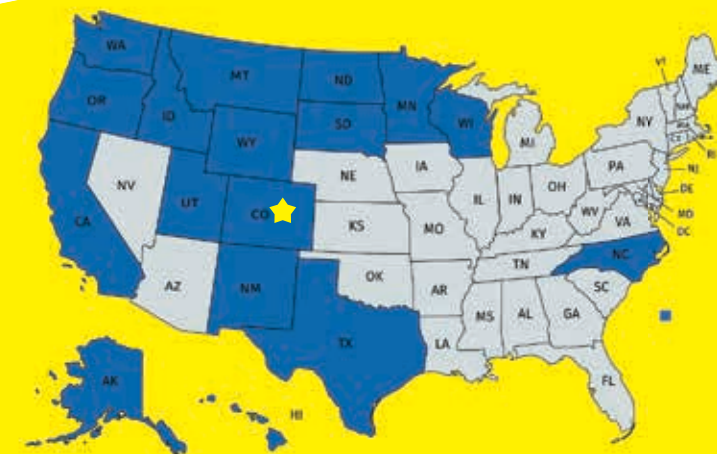
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▶ publisher's note

# High Winds!

Real estate friends, welcome to our February edition of *Colorado Springs Real Producers*! As I write this, it's Friday, December 17; just two days ago, the wildest windstorm I've ever experienced rocked Colorado Springs. My neighborhood, Shooks Run, is in uproar, with two 30+ foot pine trees uprooted on my yard alone (at least they knocked down the scooters!). It's coincidental how such a storm can hit right as another storm is carving through my personal life. In the past, I would shift my focus to only the positive, but I'm recently learning that when you focus only on the positive

and you shut out the negative, you never grow...

Back to the windstorm...I'm thankful for the contractor contacts I've made in my advertising-sales meetings... Every business advertising in *Colorado Springs Real Producers* is pre-vetted — we don't let any business advertise unless they have been referred to us by a top 500 realtor. I would never expect any of you to suddenly drop a ten-year relationship with your roofer, but if you ever have a contractor that is unavailable, please consider our advertisers for

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If you have any feedback for me and *Colorado Springs Real Producers*, I'm always open to improving. My goal is to serve the industry.



Thank you,

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# jennifer browne

After working for the Colorado Springs Police Department for seven years, Jennifer Browne found herself having to make a career change due to medically retiring. Jennifer spent many years working as a patrol officer and in a specialized unit before retiring. After being a stay-at-home mom for almost two years she went back to work for CSPD in the Grants Unit as an analyst. In 2013, she realized she needed to follow her dream and that was how she started her journey into real estate.

Prior to police work, she had a background working in security and loss prevention for a couple of different retailers, so real estate was a pretty significant shift. She also completed a lot of schooling and it took over 11 years for her to complete her two associate degrees, bachelor's degree, and master's degree in criminal justice. However, Jennifer got a peek into the industry when she medically retired from law enforcement and was pregnant with her son. During that time, she began working for Dave Kaercher as a transaction assistant. She loved learning the business but later returned to the police department and worked in the grants unit. In 2013 she decided to leave the grants unit (but continued to volunteer in other areas of the police department) and enrolled in real estate school. Although she loves her role as a realtor, she still misses police work and would probably still be there if it weren't for medically retiring. She still has a passion for law enforcement and is heavily involved in efforts to support

the community's local departments.

Once she received her license, Jennifer returned to work with Dave Kaercher and his team at RE/MAX Real Estate Group. She remembers her first six months being very challenging and only selling one home! But she was determined to put in as much work as was needed in order to build her business during that first year. She says determination and persistence are just natural parts of her personality and a big part of what kept her going. Jennifer says she really used this time to learn and absorb as much information as she could, taking over 50 continuing education credits. She says things really started to fall into place during her first full year and she began to feel more comfortable with the overall business of real estate. Over time, as her experience increased so did her income and she's since been able to double her business every year since starting out in 2013. After 2 1/2 years with Dave, Jennifer decided it was time to go out on her own and



•••

eventually started her own team in 2017. Today she continues to grow her business each year and is so proud of the solid foundation she was able to build during that first tough year.

Melissa Radke is a member of The Browne team. Melissa has been an agent with her for going on 3 years and they get along like they have known each other their whole life. In less than 3 years Melissa has grown her real estate business around 300% and continues to grow each year. She is also a native of Colorado Springs and is married with two beautiful children. Prior to her real estate career, she was an EMT for over 10 years with AMR and has absolutely cherished her career with AMR and loves her new career as a realtor. Melissa is always very invested in giving back to our community and supporting organizations like SHIELD 616. Jennifer is very proud of the time and effort that Melissa has put into growing her business and is proud to have her on her team.

In early 2021, Jennifer became a managing broker at REMAX Real Estate Group and began managing the training program. She currently coordinates training courses, provides training on resources available through REMAX, and teaches the agent development course to brand new agents coming into the industry. She also prides herself on taking care of her clients and walking alongside them during each step of a transaction. She says it's important to her that her clients feel fully informed when buying or selling a home rather than being stressed out about the real estate process.

In addition to her persistent personality, Jennifer has her husband and son to thank for always being supportive of her throughout her career. She says that even though they may get annoyed with her for having to work a lot they always push her and encourage her to do her best. She also says her dad is always willing to help her with putting up signs as well as with staging homes and for that she is very thankful. Jennifer acknowledges all of her family is very supportive and she feels incredibly fortunate to have so many people in her life supporting her and her career.

Aside from having lived in Salt Lake City, UT for six months due to work, Jennifer has lived

•••





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in Colorado her entire life. She says growing up, she was heavily involved in BMX racing and says it was a huge part of her upbringing. She also played competitive soccer for most of her life, so between the two activities, there was a great deal of travel. Jennifer met her husband while they were both enrolled in the police academy together and today they have a 12-year-old son. She says he loves to play hockey and baseball. Her favorite thing about living in Colorado is the chance to enjoy all four seasons as they love going camping and spending time outdoors as a family. They

also enjoy raising cows and currently have five black Angus cows and three miniature ones.

Having grown up in Colorado Springs, Jennifer is proud to be able to live and work in this community and believes her background as a police officer provides her with a unique perspective and helps in her work as a realtor. When she's not working in real estate she works closely with Shield 616, a nonprofit that helps provide police departments and officers with ballistic gear. Jennifer is also passionate about helping to support

youth sports so she advertises and donates to baseball and softball teams as well as her son's hockey rink. In her free time, she enjoys watching her son play sports, playing with her cows, making custom cakes, and just relaxing with her husband and family. Jennifer continues to use her persistence and does not easily give up once she's decided to do something. She's not one to let stereotypes get in the way either saying one of her favorite quotes is "Anything a boy can do, a girl can do better". She believes in putting 150% into whatever it is she's doing and believes a little bit of girl power can go a long way!

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# A Precise

HOME

INSPECTION

TOM GEORGE WAS AN INFANTRY SOLDIER BEFORE HE WAS A HOME INSPECTOR. HE SPENT FIVE YEARS IN THE ARMY, DEPLOYING TWICE AND ELEVATING TO FIRE TEAM LEADER, BEFORE MEDICALLY RETIRING.

In need of a new career, he began interviewing in several fields. With his background in construction and interest in a variety of trades, his resume was ideal for a home inspector. After the third interviewer told him he should become an inspector, he took the hint. Already living in Colorado Springs, he saw that one of the best inspection schools was just north in Boulder. Taking it as a sign from God, he followed the opportunity.

In 2017, Tom launched Cheyenne Home Inspections, named after his daughter, and ran the company until he encountered Lance Hayward, the previous owner of A Precise Home Inspection, who offered him a proposition. Lance offered Tom a position as his protege, grooming Tom to take over the business once he retired. A year later, in

...

## ▶ partner spotlight

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

WHAT SEPARATES A PRECISE HOME INSPECTION IS THEY TAKE THE EXTRA STEP TO ENSURE THE HOMEBUYER UNDERSTANDS THE INSPECTION REPORT.





April 2019, Tom was the owner of A Precise Home Inspection.

Tom's passion for inspection stems from his passion for education. Whether he's training an inspector on his team, mentoring an inspector across the country, or educating a new home buyer on the state of their soon-to-be-home, Tom loves helping others find their footing.

What separates A Precise Home Inspection is they take the extra step to ensure the homebuyer understands the inspection report. In the instance that a client isn't present for the actual inspection, Tom or one of his inspectors will call them, day or night, to walk them through the report and ensure they are properly educated through the home buying process.

Tom's advice for REALTORS® is to set proper expectations. "If your

buyer is looking at a home built in the 50s, there are going to be a lot of issues. Warning them ahead of time will alleviate hesitation when it comes to moving forward." Also, be sure to do your own research on the inspectors you refer out. Colorado is an unregulated state; anyone can start inspecting homes tomorrow, without any training or a license.

Outside of inspecting homes, Tom loves racing four-wheelers. He got into it when his daughter was exploring the sport. His son has since taken it up as well! Tom also loves shooting and is working to earn his NRA Instructor certification. He even plans to host conceal carry classes for REALTORS® in the future!

"It's not a big deal until you make it a big deal."



Tom George on his four-wheeler (photo not by CasaBay Photography)

Jacob Dehart



Shelby Hoover



Tom George



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# DECEMBER 2021

## Supply & Demand



Contributed by **Darrell Wass**, owner of RE/MAX Integrity

| Single Family / Patio Home<br>El Paso County Price Ranges | All Listings<br>as of<br>Dec 2021 | Total Listings<br>Sold Last 6<br>Months | Avg. Sales<br>Last 6<br>months | Current<br>Supply in<br>Months |
|---|-----------------------------------|---|--------------------------------|--------------------------------|
| \$50,000 to \$149,999                                     | 4                                 | 8                                       | 1.33                           | 3.00                           |
| \$150,000 to \$199,999                                    | 2                                 | 24                                      | 4.00                           | 0.50                           |
| \$200,000 to \$249,999                                    | 3                                 | 64                                      | 10.67                          | 0.28                           |
| \$250,000 to \$299,999                                    | 4                                 | 197                                     | 32.83                          | 0.12                           |
| \$300,000 to \$349,999                                    | 25                                | 729                                     | 121.50                         | 0.21                           |
| \$350,000 to \$399,999                                    | 28                                | 1438                                    | 239.67                         | 0.12                           |
| \$400,000 to \$449,999                                    | 50                                | 1760                                    | 293.33                         | 0.17                           |
| \$450,000 to \$499,999                                    | 95                                | 1265                                    | 210.83                         | 0.45                           |
| \$500,000 to \$599,999                                    | 68                                | 1339                                    | 223.17                         | 0.30                           |
| \$600,000 to \$699,999                                    | 41                                | 738                                     | 123.00                         | 0.33                           |
| \$700,000 to \$799,999                                    | 44                                | 357                                     | 59.50                          | 0.74                           |
| \$800,000 to \$899,999                                    | 33                                | 191                                     | 31.83                          | 1.04                           |
| \$900,000 to \$999,999                                    | 35                                | 122                                     | 20.33                          | 1.72                           |
| \$1MM to \$1,499,999                                      | 37                                | 172                                     | 28.67                          | 1.29                           |
| \$1.5MM to \$1,999,999                                    | 14                                | 31                                      | 5.17                           | 2.71                           |
| \$2MM to \$2,499,999                                      | 10                                | 13                                      | 2.17                           | 4.62                           |
| \$2.5MM to \$2,999,999                                    | 9                                 | 8                                       | 1.33                           | 6.75                           |
| \$3,000,000 Plus  | 10                                | 6                                       | 1.00                           | 10.00                          |
| <b>Total</b>  | <b>510</b>                        | <b>8462</b>                             |                                |                                |







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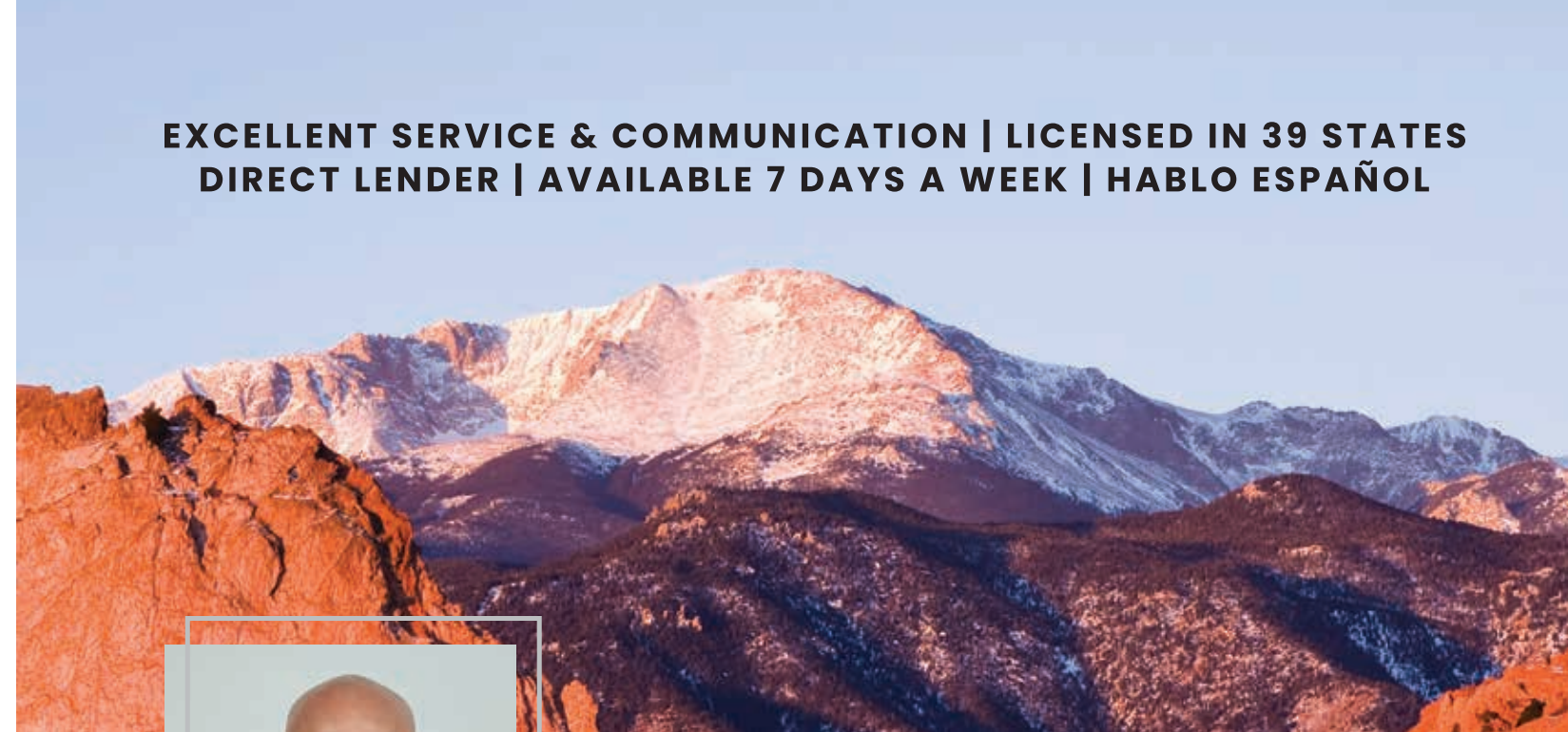
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# Josh & Virginia Rowland

▶ standout REALTORS®

## SERVING IN A SACRED SPACE

Written by **Ruth Gnirk**  
Photography by **Maria Bay** of Casa Bay Photography



Josh and Virginia Rowland's ambitions are focused on purpose and are about God, family, and then business. The couple views their real estate business as a calling and sees their work as a ministry in a sacred space, rather than a job. Their goal and vision are to build a company that is designed to bless others.

“When we help clients buy a house, so many important facets of their lives factor into their decisions,” Virginia said. “Their family dynamics, their finances, their work, their relationships, even their approach to food and cooking affects their choice of a home. People open up to us more quickly and deeply than they would to their insurance agent or other service provider. We are honored by that and we see what we do as working in a sacred space.”

Josh added, “People trust us, and we get to care for them. We get to take care of people in a way that is tangible and impacts their quality of life. When they go to sell, the price they get for their home makes a tremendous impact on their financial picture. What we do matters.”

The road to real estate held some interesting turns for both of them. Josh gained some hands-on training in salesmanship in college and completed a logistics internship with a nationwide company. He discovered that he preferred personal interaction over desk work and that he had a gift for matching people with the right product *and* the right experience.

The summer before Josh's senior year at UCCS, he served with a non-profit organization in Cambodia. He taught budgeting, goal-setting, and English as a second language. After his return, he graduated with a degree in international business with an economics minor. After graduation, Josh started working

as an auto claims adjuster at USAA.

Virginia's parents pioneered a gold mine in Alaska north of the Arctic Circle. She grew up fishing, playing outside, and living off the grid with her family until age 9 when they moved to Oregon. She was determined to excel and graduated as a salutatorian from her high school. She attended Pepperdine University in Malibu, which she paid for by herself with scholarships, loans, and her own hard-earned wages. She worked up to four jobs at a time, and even cut her classmates' hair in front of the dorms to help make ends meet.

“It was worth it,” she said. “Pepperdine changed me. I was surrounded by the most amazing people—people who lived out the love and character of Jesus. It was there that my faith became real, and I made lifelong friends. I would pay for Pepperdine all over again.”

Virginia majored in Spanish with a non-profit management emphasis. She studied abroad in Argentina and interned in India for a software company. After college, Virginia worked various jobs before finding her career path in technology sales. She moved to Colorado Springs in 2009 when she was recruited to do business development for the software company she had interned for in college.

In February of 2010, Virginia and Josh crossed paths at a Switchfoot concert. They connected over their

shared Christian faith and passion for international business and ministry. Josh proposed a year later, and they were married in September of 2011.

The Rowlands spent a few years living in Oregon, and when they returned to Colorado Springs Josh was working a technology job for a friend. He had always had a dream of becoming a real estate investor and decided to pursue a career in real estate. He became a licensed REALTOR® in 2015.

Initially, Josh worked independently and was mentored by his brokers. He quickly saw success and did 13 deals his first year as a solo agent. Virginia saw how much Josh was enjoying his work and quality of life and eventually decided to follow suit. She quit her rewarding but stressful day job in tech recruiting and got her real estate license in 2017.

Although the Rowlands have seen 20% to 50% growth each year, they measure their success by their ability to bless others. One of the highlights of their 2021 year was helping a client who was laid off. They saved her from the danger of foreclosure by helping her apply for unemployment and forbearance on her mortgage. They then sold her home for enough profit to allow her to retire somewhere more affordable and start a new season of her life.

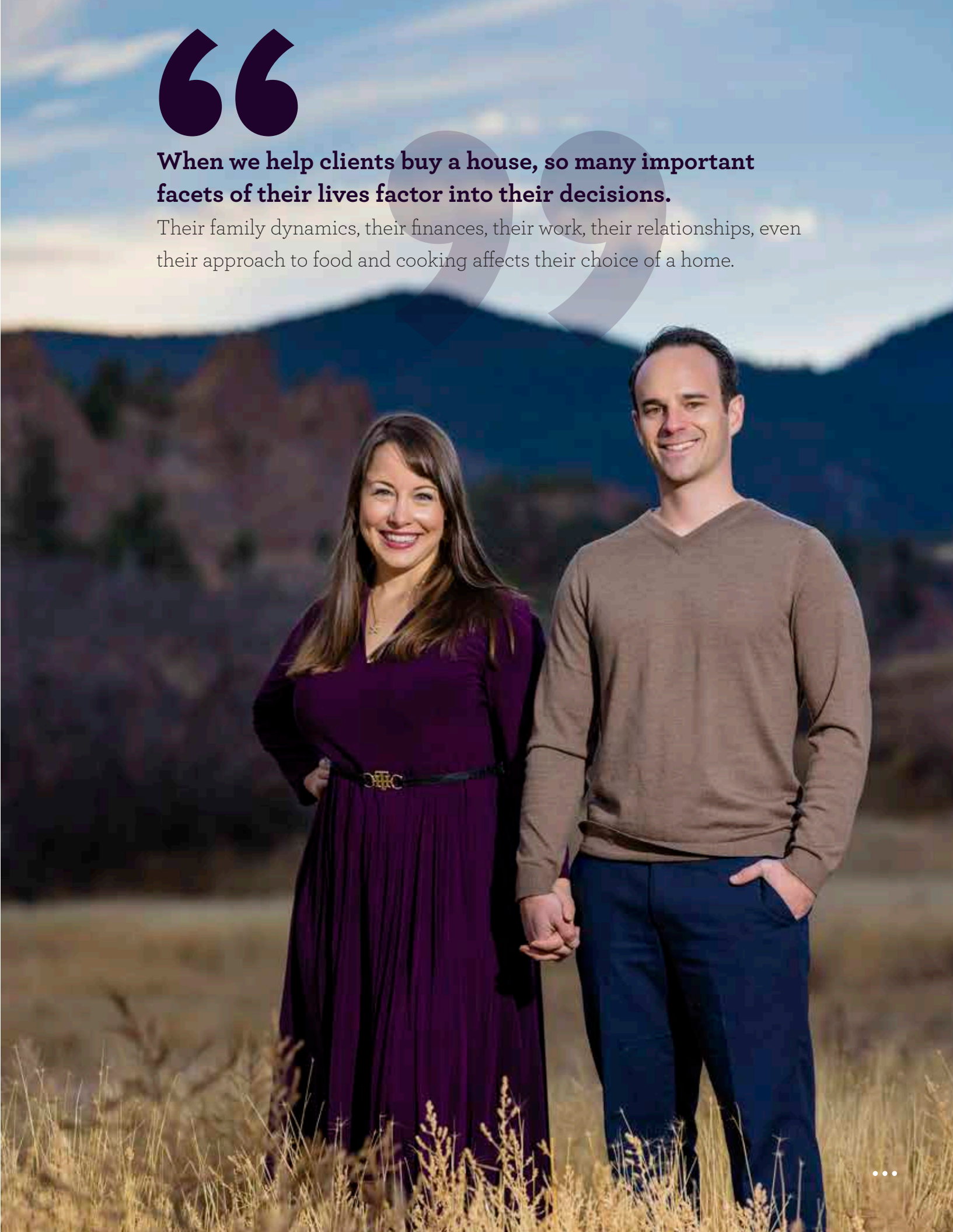
Josh and Virginia have worked together in real estate for four years. In 2019 their adorable daughter



Pearl was born, the third member of The Rowland Team. In 2021 Josh was inducted into the RE/MAX Hall of Fame, and they added a client care manager to their team. Deana Cox was a REALTOR® for seven years before she joined The Rowland Team so she could be more present for her family. Deana loves that the team fills each others' gaps so they can serve the community even more effectively, and is glad that Josh and Virginia's dreams are big enough to include others.

"I found 'my people,'" said Deana. "We are philosophically aligned. Josh and Virginia don't just *say* that they care about clients; they actually care about the clients beyond the transaction. They are community and family-focused, and servant-hearted. I respect their knowledge and competence, and admire how they meet people where they are and then help them take the next steps."

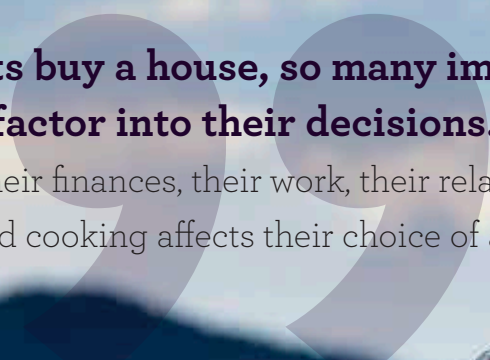
The Rowlands have used their time, talents, and treasure to care for the needy in their community. Their hearts are drawn to the poor, the refugee, and the marginalized. Through giving, volunteering, and board service, the Rowlands have supported



“

**When we help clients buy a house, so many important facets of their lives factor into their decisions.**

Their family dynamics, their finances, their work, their relationships, even their approach to food and cooking affects their choice of a home.



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The Rowlands love hiking as a family in Ute Valley Park and Red Rock Canyon Open Space. They also enjoy cooking together and having friends over for good food. They often serve exotic, international meals cooked from scratch. Virginia finds great fulfillment in being a mother to Pearl, now two,

as well as connecting with friends and journaling. Josh loves to mountain bike and ski Breckenridge and Winter Park.

Josh believes his career is about more than money. The Rowland Team gets paid when *everybody* wins, receiving a “success fee” after their *clients* have achieved success. Virginia is grateful that in real estate she gets to be an advisor, consultant, confidant, and friend instead of simply a salesperson. She loves learning what clients want so she can help them find the right fit. The Rowlands find out what is important to their clients and help them define their goals and dreams so they can use the sacred space as REALTORS® to help people's dreams come true.

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# STACY & DAN KIBLER

## Making the Most of Every Opportunity

Stacy and Dan Kibler have a combined 45 years of experience in the world of real estate. Family is very important to the Kiblers, and they want to help clients, agents, and business partners learn to recognize and act on opportunities for growth, improvement. They are also excited about helping others learn to build a business worth owning, a life worth living, and a legacy worth leaving. They are fulfilling their life passion to make the most of every opportunity while teaching others to do the same.

Stacy grew up a Rocky Ford girl with entrepreneurial parents. Her dad was a master plumber and continued the legacy of Jenner Plumbing, which was started by his wife's parents. Stacy's mom started her own business, Family Video Corner. Her parents also built a carwash and owned a laundromat, in addition to owning other houses and buildings. Their goal was to leave a legacy of entrepreneurship and financial security for their two daughters.

When Stacy attended the University of Denver, the small-town girl experienced big-time culture shock. She transferred to the University

in Pueblo so she could be closer to her family, then moved to Colorado Springs with her sister. At the age of 19, Stacy started working as a receptionist for Rawhide Company REALTORS®. She was promoted to accounts manager in 30 days. The knowledge she gained from Ken and Doug Barber, and her co-workers, was invaluable in her real estate journey.

Dan's childhood was very different from Stacy's. He lost his dad in a car accident when Dan was 14, then he was raised by his aunt. He didn't have much while he was growing up, and unlike Stacy, he had to work very hard for everything he wanted. Dan

discovered that he had a knack for fixing and building things.

Dan and Stacy met in high school. Years later, their paths crossed again and Dan asked Stacy on a date. They made the most of the opportunity, maintaining a long-distance relationship for about a year. Dan asked Stacy to move back to Rocky Ford so they could begin a life journey together. They were married in September of 2000.

Dan worked hard to provide for his family as an auto body tech, while Stacy remained a faithful Rawhide employee for eight years. The Kiblers weren't sure if they would be able







to have children because Stacy was diagnosed with endometriosis. She underwent surgery and prayed every night, promising God she would be the best mom she could be. Dan and Stacy welcomed their son Trenton into the world less than a year later, and Stacy gladly left the workforce to focus solely on her family.

When their son was one, Dan and Stacy started talking about business opportunities that would allow them to help others *and* create a family legacy. Stacy remembered all the big checks she used to distribute to the Rawhide REALTORS®, and Dan felt confident that Stacy had the skill and determination to make real estate the right path for her.

Stacy earned her REALTOR'S® license in 2002 and started selling homes through a company called Assist-2-Sell. She put her heart into helping people, providing outstanding customer service, and making sure her clients knew she cared more about *them* than selling them a home. Within six months, Stacy had helped enough families fulfill their dream of homeownership that Dan was able to leave his physically stressful job and pursue his dream of starting his own business! He became a certified home inspector and joined Stacy in the world of real estate with his company, Peak Home Inspections.

By the end of Stacy's first year as a REALTOR®, she had helped 62 families buy a home, all by herself! In 2004, Ed Leyba from Keller Williams Partners Realty recognized Stacy's drive and potential and wanted her to come to Keller Williams. Stacy knew their models, tools, and systems would help assist even *more* people. In 2006 Dan sold his home inspection business and became a licensed REALTOR® so he and Stacy could form The Kibler Group. They have



They want to help other families succeed as well,  
and are thankful to play a part in their agents' success.

set goals together, and then work as a team to accomplish them.”

Their entrepreneurial son Trenton is a chip off the old block and is learning to make the most of every opportunity. When he was 19, the same age as Stacy had been when she got her first career-launching job, he and Dan started Great Dane Roofing. He is currently attending The University of Colorado, Colorado Springs, to earn his bachelor's in business and minor in marketing, while running his growing business full time.

Family relationships have always been important to the Kiblers. Stacy's brother-in-law, Doug, had safely returned home from active duty but suddenly died from an enlarged heart in 2006, leaving behind two daughters, ages 6 and 10. Dan and Stacy bought a

home one block from her sister so they could help care for the girls.

Just six short years later, Stacy's beloved sister was killed in a car accident. Stacy's nieces were raised by their grandparents, and Stacy and Dan and their son were always close. This second family tragedy made Dan and Stacy even *more* passionate about making the most of every opportunity and leaving a legacy.

They want to help other families succeed as well, and are thankful to play a part in their agents' success. One teammate put \$200K in savings during Covid, and another was able to quit her part-time job and do real estate full time. They've had many agents able to buy their dream car/truck, agents who have since moved on and built their own successful

teams. The Kiblers are always delighted when they are invited to celebrate the success of those they have mentored.

The Kiblers like fast cars and trucks. They like to race the quarter-mile at Bandimere in their SRT vehicles, and they love to ride side-by-sides in Taylor Park. They also enjoy camping and fishing. Dan and Trenton spend their summers preparing for, and participating in, demolition derbies and Stacy is their biggest cheerleader. They have matching "spirit shirts" they wear for every derby. The whole family is proud of Trenton for winning multiple demolition derbies, including three in El Paso County.

The Kiblers give back to the military community, and honor their beloved brother-in-law, by being a top Fort



been Peak Producers since 2013, and in 2021, they opened their own Keller Williams Falcon location.

One of their goals is to teach others, especially women, how to build their own real estate business. The Kiblers have been able to successfully pass on their models, tools, systems, skills, and passion, helping dozens of agents to become top producers within a year. Stacy said it can be bittersweet to train and love amazing people, knowing they will be leaving, but they are passionate about leaving a wonderful legacy for other families as well.

Stacy said, "Whether it is clients, agents, or business owners, I want people to say to our son, 'My life has changed because of your Mom and Dad.' Dan and I want to make the most of every opportunity in front of us at KW, and we want to offer opportunities to new agents and other agents from KW and beyond who want to build their own teams. Let us find a hole in your business and teach you how to fix it so you can grow to be even better and stronger!"

The first five years that the Kiblers worked together as a real estate

team they learned a lot about their strengths and weaknesses and how to collaborate successfully. They have now been serving together for 15 years and would do it all over again if they had the chance.

"We are like two chefs in the kitchen," laughed Stacy. "We are both so driven, and so skilled that neither of us thinks of ourselves as a sous chef. But over the years we have learned to recognize each other's strengths and each take responsibility for tasks and projects we're better at. We also





Carson sponsor. Every year their 3-person family contributes 2,000 pumpkins to military families. They made many family memories hand-picking the pumpkins from a field and putting them in a customized trailer. The Kiblers also sponsored the War Dog Run at Fort Carson, providing medals and t-shirts for all participants. The Kiblers give away bikes to the Fort Carson kids at the Easter event as a small token of their appreciation for soldiers and their families.

They also help contribute to three community resources that serve vulnerable people. Springs Rescue Mission provides rehabilitation services to those experiencing homelessness (springs-rescuemission.org). The ministry Reclaiming Hope serves children who have been rescued from child trafficking in the Colorado Springs region (reclaiming-hope.org). Mary's Home is



a local lifestyle mentoring program for single mothers (dreamcenters.com/marys-home).

The Kiblers started in real estate to get Dan out of his unhealthy job. Soon they realized the opportunities to impact lives and fulfill dreams. They stay in real estate because their purpose in life is to make the most of every opportunity to help others grow, improve, and be successful. They believe that making the most of every opportunity means they never fail, they just fail forward!

“

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**SANDI GREENFIELD**



NAME  
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JOB TITLE  
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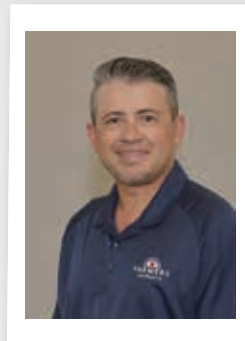
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