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# Our Vision for Colorado Springs Real Producers:

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

## MEET THE COLORADO SPRINGS REAL PRODUCERS TEAM



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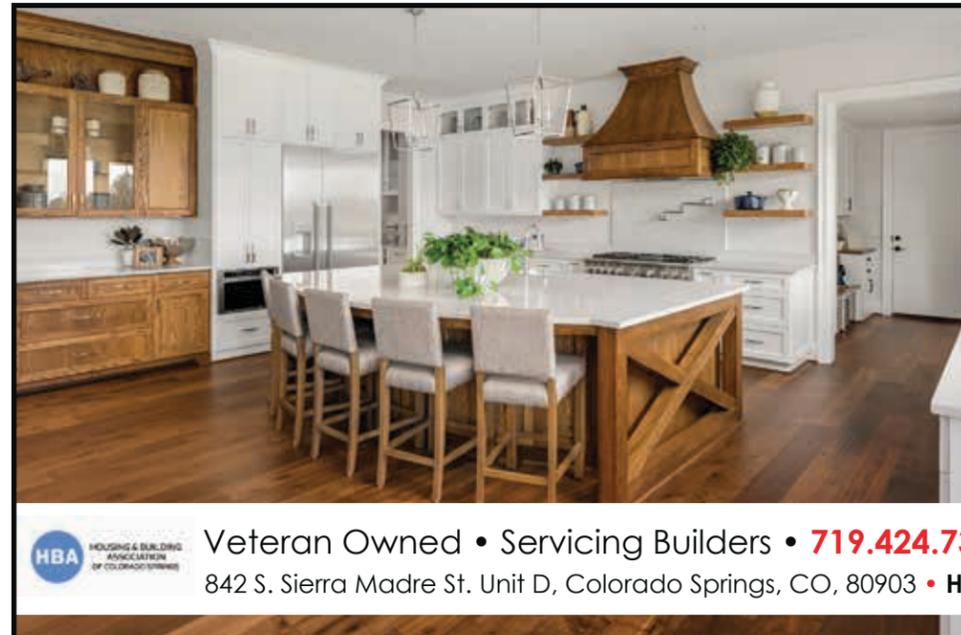
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# THE RP AWARDS



## ► publisher's note

Real estate friends and professionals, as I write this, we're in the early stages of planning the biggest event we've ever hosted: the RP Awards!

The event is loosely based on the Oscars, only for real estate agents; several other Real Producers franchises across the country have had success hosting such events. If it weren't for the support and devotions so many of you have shown me, I doubt I would have the confidence to take on such an endeavor!

My vision for this event is to help encourage a culture of real estate agents celebrating other real estate agents. By asking you, the real estate community, to nominate your colleagues for our diverse award categories, I'm hoping each of you will be excited when others take home the prize. The event won't go perfectly; I'm sure some of you will disagree with the nominees and winners, but there's no way to completely avoid that. I'm hoping this will be a fun, positive event where everyone leaves a little lighter than when they came in.

Expect more excitement to come from *Colorado Springs Real Producers* this year!

**Brian Gowdy**  
Area Director | Advertising Sales  
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**Left:** Brian and his girlfriend, Jamie-Lynn, testing out Brian's new Real Producers-branded mountain bike in Ute Valley Park.



**Right:** Brian and Jamie-Lynn at Albuquerque Tango Festival.



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Tina Swonger



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(and several more indirectly!)

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If you know of a business that should be advertising with us, please share! Several of our categories are about to “sell out,” so don’t wait! And if you already use one of our vendors, we welcome you to let them know you saw their ad in Real Producers!

Thank you sincerely,

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of Capture Life Photography

# *Talitha* POWERS





Desperate to find her way out of the darkness, Talitha Powers found her power in real estate. After years of emotional and physical abuse nearly taking her life, Talitha found herself emotionally vacant, hopeless, and penniless, but not alone. She recalls the day she took a step forward instead of back and chose to reclaim her life instead of allowing her abuser to take it from her. Previously working in a new build sales office, she describes herself as “possibly the worst salesperson ever,” making very little money and seemingly succumbing to her life of abuse. As she started seeing the light, the REALTOR® community stepped up and provided her with support and furniture to begin again. This, coupled with the support of friends and the El Paso County Sheriff’s victim’s advocates, a space was created that allowed her to reset and reinvent herself, become more confident, stand taller, and believe she could achieve and deserved something better.

With something to prove to herself, the power of belief was so strong that her sales skyrocketed, and things started falling into place. Talitha recalls, “there were many times I thought of giving up but remembering where I was and how I did not want to return to that place, I knew I had to keep pushing forward.” Despite having worked in the new build real estate industry for almost five years, it wasn’t until she met Cameron, her now-husband, that she discovered the true sense of love, encouragement, and self-confidence to reach even higher and obtain her real estate license.

Enjoying a celebratory dinner to relish in a work accomplishment, Talitha met Cameron by happenstance and says the rest is history since this first meeting. As an adopted child herself, she and Cameron were blessed with the opportunity to adopt in January 2020, when her son, Cayden, was born the day before her birthday. “Cayden is our miracle and the light of our lives. His selfless birth mother changed our lives when she gifted us his life, the gratitude for which is truly beyond words.” Having grown up with loving and supportive parents in Sierra Vista, Arizona, she’s thankful to now call Colorado Springs home and loves the people, the weather, and the beautiful landscape.





“

*Cayden is our miracle and the light of our lives. His selfless birth mother changed our lives when she gifted us his life, the gratitude for which is truly beyond words.* ”

Diving in head-first, real estate became her saving grace from a life of pain and there was no looking back. Talitha believes God has had a hand in it all. After receiving her license as a REALTOR®, Talitha met Ryan and Jenn Moberly, forming The Moberly Team. She continued to grow personally and professionally, initially serving as an office assistant and associate agent and gradually building a pipeline of referrals and clients, and eventually taking on the role of team manager and training new agents. She is grateful for the financial freedom that being a REALTOR® has offered, but Talitha is mostly driven by the

fruits of making a difference in the lives of her clients and creating an easier and more enjoyable home buying/selling experience for them. She recognizes the need for agents to be genuine and driven to serve their clients first and foremost and enjoys instilling these guiding principles while training the new members of their team. “The success of my team brings me joy.”

Talitha was honored to be featured in the Moms in Real Estate podcast and spoke earlier this year at the Flourish event in Arizona. The Moberly Team contributes to the men and women

who selflessly serve our community day and night through the Homes for Heroes organization, and Talitha desires to expand this mission to assist men, women, and children in finding their way out of circumstances of domestic abuse. “I want them to know they are not alone. That they have someone who understands their pain and will fight with them. There is a light at the end of that tunnel.” Talitha summarizes her new sense of self and her mission to help others in a quote, “You are not the darkness you endured. You are the light that refused to surrender.”  
- John Mark Green.

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JOB TITLE  
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# WINDY BAILEY

“You never really know where life is going to take you...” Such a quote rings true for Windy Bailey. Over the years, Windy has had various jobs and opportunities, each one helping to bring her a little closer to where she’s at today. As someone who has worked hard and, at times, faced uncertainty, one of Windy’s priorities now is helping those who are starting out in the real estate industry. She believes it is important to help new agents develop the skills and expertise that will allow them to achieve success and meet their professional goals.

Windy’s originally from Texas and while she was in school was initially studying law and English. She eventually received an associate’s in interactive graphics and later a bachelor’s in business. Shortly after, she landed a job as a website designer until she met her husband and got married. Due to her husband’s career in the Air Force, they moved around a bit, which also meant she had a number of different jobs, including being a telemarketer.

When they got stationed in Las Vegas, Windy had the opportunity to open up her own store. She had a thriving skate shop just off the strip in the Arts District and actually helped outfit skaters for some of the Cirque du Soleil shows! Windy regards Las Vegas as one of the most memorable places she has lived and says it was good for her soul.

Windy and her family moved to Colorado Springs when her husband got stationed at Peterson AFB in 2014. Once they settled in Colorado Springs, she got a job working the front desk at Equity Colorado Real Estate. After 18 months of working in that position and assisting with real estate transactions, Windy decided to go to real estate school. Windy says the drive to get her license came from a desire to work and make a positive impact. She wanted to know that no matter what she could always stand on her own two feet. She had fallen in love with the industry and felt she could assist in growing the business she was working for if she were a licensed REALTOR®.



HER ROLLER DERBY NAME WAS

# “ BEAT-HER BAILEY.”



In another unexpected turn of events, one of the brokers with Equity, Al Palmonari, was offered an opportunity to open his own branch. Upon receiving that offer he then proposed a business partnership to Windy partly due to her expertise on the administrative side of things. She accepted and that was the start of her journey on her path in the world of real estate.

Windy says the business grew really quickly due to its unique model and family culture. She describes her first year as a “tornado”! She remembers working nonstop and trying to manage everything from buying/selling, running a brokerage as well as trying to get training in place for all of the agents. In addition to all this, her husband was deployed at the time so she was also parenting a pre-teen all on her own!

In 2018, Windy and Al decided to part ways and she purchased his half of the branch where her focus is now more on the agent, rather than buying and selling to the consumer. Windy’s business continues to thrive and she has really found her niche in leadership and mentorship. Windy says she loves working with new licensees and helping them grow their businesses. She recognizes many of them are making big life changes and taking leaps of faith to get into this industry. She wants to make sure they swim rather than sink and believes one of her strongest areas is mentorship. Windy serves on the board of directors for the Pikes Peak Association of REALTORS® and is the chair of diversity and fair housing. Additionally, Windy recently graduated from the National Leadership Institute

training for the Women’s Council of REALTORS® and she’ll be the state liaison for the Women’s Council for Colorado for 2022. Further, she was recently accepted to Columbia College’s graduate program to pursue a Masters of Business Administration with an emphasis on Real Estate Management through the National Association of REALTORS® Academy. Windy also serves on the community relations committee for PPAR and has brought Working Fusion to their attention as their beneficiary for 2021. Working Fusion is a tiny home development targeted towards helping young adults ages 18-24 who are experiencing homelessness and instability. Windy is extremely passionate about giving back and uses her platform on the committee to help raise awareness on various community issues.

In looking back on her career, Windy has a lot of people to thank, but a few people stand out to her the most. She credits Anne Marie Smith, VP of members at PPAR, as being a major influence in her success. As someone who has been with the association most of her life, she says Anne Marie has seen the good, the bad, and everything in between but continues to show up with a smile and sincere kindness. Donna Major has been another important influence and someone that has helped pave the way for Windy and other women like her. Liz Bowen, owner of Red Bow Realty, is another person whose support and advice Windy is extremely thankful for.

When she’s not working, Windy enjoys spending time with her family. She and her husband have a 19-year-old son, Trevor. He is currently studying criminal justice at UCCS and hopes to have a career in law enforcement.





BE THE CHANGE YOU WISH  
TO SEE IN THE WORLD.  
- GANDHI



During their downtime, they all enjoy riding motorcycles, spending time at the range, and hanging out with their black lab, Shelby. Windy is also an avid skater. When she was living in Las Vegas she was on a top-ranked roller derby team and traveled the country competing against some of the best skaters in the world! Her roller derby name was “Beat-Her Bailey,” and at one point, she was voted most feared! When she’s not lacing up a pair of skates, she also enjoys doing arts and crafts and repurposing various items.

Additionally, she is always seeking out opportunities that will allow her to make a positive impact and continues to be involved in various fundraisers and benefits. And she has a steadfast dedication to her agents. They are a huge part of why she loves living in Colorado. That, and the fact that she’s able to actually have all four seasons. Like her favorite quote by Gandhi, “Be the change you wish to see in the world,” Windy focuses on the good and strongly believes in doing her part to make this world a better place.

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▶▶ veteran REALTOR®

Written by **Ingrid Bruske**  
Photography courtesy of **Katie Luster-Work**  
of Katie Marie Photography

# LEIF JACOBSON

Working as a police officer for 12 years, Leif Jacobson was starting to feel it was time for a change. Although he loved serving and protecting his community, the years of police work had led to some burnout, and the shift work was taking away from precious time with his family. He needed to do something different so he decided to put all of his focus into his cleaning and restoration business. Knowing that law enforcement was not going to be a lifelong career, he had started the business as a side hustle during his years as a police officer. So in 2013, he left the police force to work solely in his cleaning and restoration company. In addition to that, he had developed a keen interest in real estate investing along the way and had acquired a number of rental properties. After 4 years of operation, his company had grown immensely and Leif made the decision to sell it and pursue real estate full time as a broker. He had grown weary of managing a mobile service business as well as dealing with some of the challenges that can come from having employees. He says the shift was a great fit as he operates better as a solo agent and feels completely in his element being his own boss.



[Leif 's] goal is to always be truthful and consistent in his communication.



Although Colorado is now home, Leif is originally from Kirkland, WA, home of Costco's signature brand. During college, he took a year to study abroad in England and Austria where he spent some time mountaineering in the Swiss and Austrian Alps. He later served as a police officer in Anacortes, WA, a beautiful small town that sits on an island. The town is also the gateway to the San Juan islands with service to British Columbia. Despite the beauty of the Pacific Northwest, Leif ended up making the move to Colorado in search of sunshine. He says much of the beauty of the northwest is due to the fact that it rains most of the time. While all that rain is good for nature it can be really hard and depressing for people. He loves that Colorado is dry and sunny pretty much year-round! Sunshine, along with the friendly, casual culture and tons of outdoor activities are what he loves most about living here. He enjoys life in Colorado with his wife, Eileen, and their four children. Leif and Eileen met while they were guiding backpacking trips for students during college. They then began mountaineering together and fell in love over the course of three years of dating. They were married in 2001 just two days before 9/11 and actually left the country on their honeymoon on September 10!

Leif and his family moved to Colorado Springs from Washington fairly early into his real estate career so one of the initial challenges was making the right connections. He says it was really difficult not knowing anyone while jumping into such a competitive market. He says he's not someone who's big on prospecting or mass networking but rather is more about one on one relationships, the kind that usually takes time to build. So it took a little time, eight months, to be exact, before he got his first deal in Colorado Springs! Another challenging aspect during this time was he felt he wasn't getting his needs met at the brokerage he was with and was on the verge of having to get another job in order to support his family. It was then that he "made the switch to eXp Realty, which quintupled his business" and has been the best decision he's made during his real estate career. He has since been able to build valuable relationships in the community. Leif places great importance on genuine connections and works to serve his clients and fellow realtors with the highest degree of integrity and skills. Over time, many of those relationships have turned into referrals and today he is a top producing ICON agent with eXp and things are falling into place! He strives to keep making positive connections that extend

beyond the closing table into lifetime relationships. One of the things Leif believes sets him apart in such a competitive industry is his excellent communication. He says his goal is to always be truthful and consistent in his communication. He recognizes this is an area in which many realtors are lacking in so communication is always a priority for him. In fact, he says he usually tends to over-communicate which can sometimes be a bit overwhelming for some. But nonetheless, he works to approach others from a place of authenticity and believes that oftentimes it's the simple things, like following up and following through, that make the biggest impact.

Leif attributes his father and the values he instilled in him as significant factors to his success. He says his father instilled incredible drive and persistence which helped him develop an extraordinary ability to get things done and make things happen.

...he “made the switch to eXp Realty, which quintupled his business” and has been the best decision he’s made during his real estate career.

He also says he always has at least three mentors in his life who surpass him by a few decades in both age and wisdom. He identifies one of those mentors as the “godfather” of real estate in Colorado Springs. Leif also likes to pass along the wisdom he’s gained to those who are just starting out in the industry. He’s currently a certified mentor with his brokerage and takes on newly licensed agents to help get them up and running on their own. He says it is a huge undertaking but definitely worth it if they embrace the opportunity.

Outside of work, Leif loves music and is a passionate drummer! He is also involved in an organization called “The Crucible Project,” which provides experiential training for men who are in the process of healing from trauma and seeking emotional wellness. As someone who underwent severe emotional abuse as a child himself, Leif recognizes the amount of time and effort it takes to heal from trauma. He says his goal now is to be “as wholehearted and connective as possible.” When it comes to having fun with his family he says they all enjoy taking part in business ventures. They’re teaching their children to run small businesses themselves while he and Eileen have investment properties in other states that they manage as short-term vacation rentals. The whole family is drawn to entrepreneurship and it’s a way for them to all have fun together. At the end of the day, Leif continues to seek ways to grow as a person and as a broker by showing up with authenticity and making meaningful connections one person at a time.



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*Have you dug deep to find your big why? Our whys evolve over time. As soon as our primary needs are met, we find the capacity to look outside ourselves to expand our focus and impact our community and the world around us. Dianna Dalton-Daily is crystal clear on why she is a REALTOR and where she can make an impact.*

...

# DIANNA DALTON-DAILY

*What's Your Big Why?*





As a child, Dianna’s family moved frequently until they fell in love with the Rocky Mountains on a summer vacation in 1981. After living in six states, Colorado Springs became home at the age of 14. “We moved here from St. Petersburg, Florida and initially, I wasn’t a fan, but I quickly adapted and graduated from William Mitchell High School where I made lifelong friends.”

Dianna married young and followed her first husband to Toledo, OH for his job. “Unfortunately, he was a bit of an alcoholic and after 4 ½ years, the marriage ended.” Her ex-husband moved to Germany and she stayed in Toledo determined to make it on her own as a young single mother. She did discover the true love of her life in this moment, her daughter, Amber Nikolle. Dianna calls her “my best little adventure buddy.”

Dianna believes in love. With high hopes, she remarried in her twenties with dreams of a healthy relationship, and a good father figure for Amber. She moved to Dallas, TX, and eventually Chicago, IL with her new husband. Unfortunately, her 2nd husband proved to be a high-functioning, abusive alcoholic. Dianna desperately wanted to help him and lived in denial for several years, before acknowledging the living environment had become toxic and dangerous. To protect her daughter, she packed everything she owned on a Uhaul, hitched

a tow dolly to the car, and drove away with herself and her daughter, and a dream of creating a better life for her and Amber.

As a single mom, Dianna found herself. This move back to Colorado Springs was finally a move made for her. Not someone else. At age 28, Dianna took back her power, and her why started to solidify. Family.

At first, Dianna spent time working as an Executive Assistant and an Office Manager however, she found her calling and started to get the entrepreneurial bug within a local manufacturing company. The owner had Dianna spend time working with each department to get a full understanding of each employee’s role and the impact they had on the company. She eventually went to a trade show so that she could gain even more insight into the company and its products. It was here that her sales and bulldog spirit truly sparkled. Dianna would chase customers down the hall to ask why they weren’t interested and to overcome the knee-jerk “no” responses so that prospects understood the product and how it could solve their pain points. The owner saw her sales potential and promoted Dianna to VP of Residential Retail Sales, opening the door to use her creative abilities and work with customers at stores such as Pier 1, Williams Sonoma, and Restoration Hardware. She was also traveling, and while this was something she truly loved to do, it was also a downside to the sales role that she enjoyed.

The travel was hard on her daughter. As a single mom, Dianna had to lean on her friends and her daughter’s friends’ parents to help with providing care when she was away. It was demoralizing and after missing several important school events, Dianna decided something had to change. She recognized these were precious moments that were vital and she wouldn’t get

*The road to success is not a*  
**SMOOTH STRAIGHT PATH.**  
*It involves twists, turns, and long nights.*





...  
these moments back. The big why started to pop back up and Dianna started exploring what working for herself would look like.

Then divine intervention?

Dianna experienced her 2nd layoff in 2 years. The company decided to focus its resources on its commercial division. Turns out, Corporate America isn't any more secure than being self-employed. A friend said, "You would be great in Real Estate! You're great with numbers and people, you really care about serving others."

Dianna was a Girl Scout troop leader and one of her Scout's parents was a Real Estate Broker. He advised, "Don't Do It Dianna!" when she consulted him about it. Her parents also thought it was a terrible idea. They said, "It's a dog eat dog world." "They were rightfully concerned about how I was going to support myself and Amber".

Dianna took the naysayers' advice as a double-dog dare and enrolled in Jones Real Estate College in January 2000. Failure was not an option. After almost 22 years, she can claim she's succeeding.

"Strength is what we gain from the madness we survive!" - Unknown

The road to success is not a smooth straight path. It involves twists, turns, and long nights. As a single mom, Dianna had to produce an income while she finished Real Estate School, established herself as a Realtor, and provided for her daughter. She made the decision that she would trade business suits and high heels for jeans and tennis shoes in the evenings and start her own commercial cleaning business.

For 2 ½ years, Dianna would clean bars and hair salons from 2 am - 7 am, seven days a week, run home at 7 am, feed her daughter and get her on the school bus, go back and finish cleaning until 9 am, go sell real estate during the day, be in bed by 10pm to wake up at 1:30 am to start all over again. For 2 ½ years!

She says she gained a lot of humility from that experience and a newfound respect to not judge people for where they may be in life. They may have a very good reason "why" they are cleaning public restrooms. While not glamorous, it was lucrative and kept the lights on and food on the table! As real estate became more profitable, she let the cleaning accounts go one at a time. By the fall of 2002, Dianna had given up all her cleaning accounts.

In her 21 years as a real estate broker, Dianna has only worked for two brokerages: McGinnis GMAC Real Estate and The Platinum Group. "My managing Broker at McGinnis, John Moher, had a "sink or swim" mentality which meant that I had to be self-reliant, self-motivated, resourceful, and a problem solver". "I will always be grateful for his tough love approach as it helped make me the agent I am today!" Dianna also met Laurie Klipfel at McGinnis. She quickly identified Laurie as someone that could be a good mentor for her. "Laurie was incredibly gracious with her time, patient, and knowledgeable. She would take my calls at night and on weekends. She has always been there for me and today is one of my dearest friends."

When the opportunity opened to join The Platinum Group in February 2005, she knew she had found her home. "It was absolutely the best business decision I have ever made!"

"The owners of TPG, Mike McGuire, Steve McFarlane, Ed Behr, and Dean Weissman are some of the most generous and kindest humans that I have ever had the privilege of knowing. They are not only my mentors, but I consider them some of my closest friends. They are right there with us every day, in the trenches, sharing their knowledge and resources, and when necessary, a dose

of tough-love. They keep it real! I know, unequivocally, that I would not be where I am today without their love and support. Honestly, we are one big work family! The synergy is unlike anywhere I have ever worked! We all respect each other and are so willing to openly share any knowledge, tips, ideas, industry news. Honestly, I have never experienced the "dog-eat-dog" mentality in real estate. I have found, in the Colorado Springs community, Brokers are generally respectful and kind. I have many friends that work for other companies and when I see them, we greet each other with hugs and smiles. It's exciting and I am privileged every day to be a part of it!"

Beyond her career paths, a defining moment in Dianna's life was the day her daughter, Amber, was married. Her husband, Michael, had just graduated from the Air Force Academy which meant Amber would be moving away. For the next 5 years they lived in N. Carolina, and as grandbabies came, Dianna would visit every 6 to 8 weeks, until they received orders that they were moving to Germany. "My family was my world and visiting would become less often."

The day they moved away, Dianna admits she had a series of pity parties and ugly cries... Which led to her realizing it was time to discover herself. "I had always been a mom, a Gigi, and a real estate broker... It was time to become something for myself."

She started out on a series of adventures, traveling and trying new hobbies, discovering that new people, places, food, and environments light her up! She also discovered that she loves running. "I wasn't good or fast, but being outside running on the trails and in the mountains was a freedom I hadn't experienced before." Her passion for adventure grew into discovering new places to run and exploring new trails. She has since gone running all over the US, Mexico, Germany, Switzerland, Hawaii, just to name a few. She has run 5K and 10Ks, a half marathon, 3 Pikes Peak Ascents, and the Garden of the Gods 10 mile. "I love it when the grandkids go for a run with me! Those runs may not be much of a training run but precious memories I will treasure always!"

Another defining moment came in March of 2011, when one of her best high school girlfriends passed away from breast cancer, leaving behind a 13 year old daughter, Eva, and a 16 year old son, TJ. Eva was struggling, as anyone would have been at that age and, in 2013, Eva moved into Dianna's house to begin a new journey. It had been 7 years since Amber had moved out and going from a quiet home to playing parent to a hostile teenager wasn't for the faint of heart...there were many tears, laughter, and some tough love. Eva graduated from CU Boulder in 2020 and Dianna admits she couldn't be more proud of her and all she's worked to overcome! "We are very close now, she calls me Boo, my grandkids call her Aunt Eva, and I told her she's stuck with me forever whether she likes it or not!"

Granted her past, Dianna has a big heart for single mothers and loves volunteering her time to help whenever she can. "I want to be the best version of myself that I can so that I may have the privilege to help someone else that may have gone through something similar to me. I believe we're all here to serve and love each other and share our God given gifts with the world. Love is about serving. I didn't get to where I am without a whole lot of people loving me, helping me and guiding me. Now I want to be able to give that back."

Reflecting on her career, Dianna can still feel the hustle of her first 15 years. "I had my head down, working 7 days a week, holidays, sometimes 12+ hours a day, some years just trying to put food on the table, investing in my business where and when I could." It wasn't until about 6 years ago that she began to see the fruits of her labor. From the outside, it's easy to focus on where she is now, but the real truth lies in where she came from. "Those are the years to be respected. For those are the years that remind me to appreciate where I am now and never forget where I came from and how I got here".

...

If she could go back in time and give herself advice, she would say:

1. You're going to be scared, so what, be scared and do it anyway!
2. We are defined by our actions and how we treat others, not the actions of others towards us. When someone treats you badly, they're showing you who they are, not who you are!
3. BOUNDARIES! Define them, set them, and defend them fiercely!
4. Your mind will always believe everything you tell it; You are the story you tell yourself!
5. We are not given a good life or a bad life. We are given a life. It's up to you to make it good or bad.

Discovering your why is a gift, one that most people chase their entire lives. But discovering it, achieving it, and watching it evolve into something greater is truly magical. Dianna's why has evolved from raising her daughter to visiting her grandkids wherever they lived around the world, to helping to raise Eva, and now to contributing to others. Through real estate, through volunteering, and through sharing her story, Dianna's big why is empowering others to change their whole world.

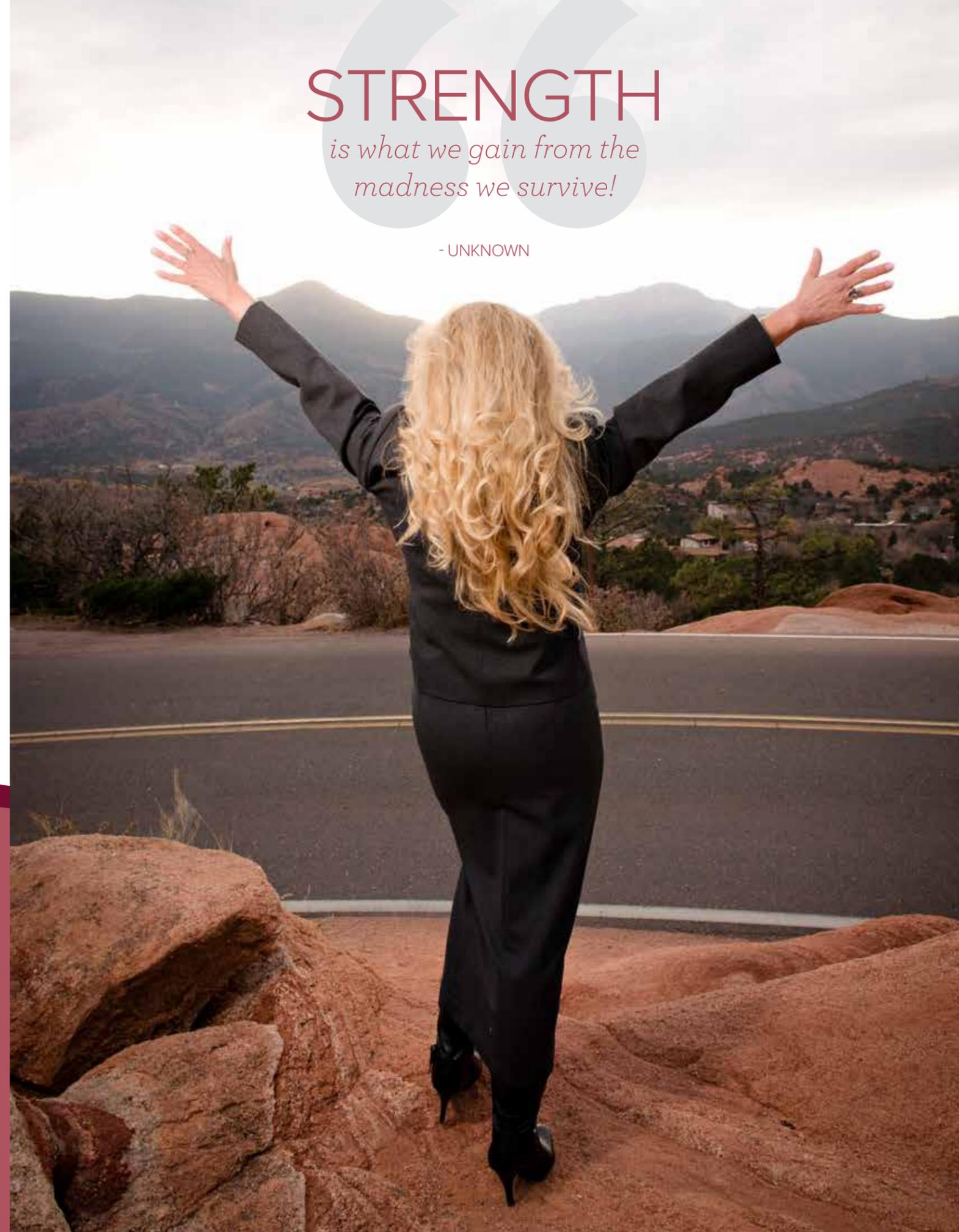
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## Supply & Demand



Contributed by Darrell Wass, owner of RE/MAX Integrity

Single Family / Patio Home El Paso County Price Ranges	All Listings as of Nov 13 2021	Total Listings Sold Last 6 Months	Avg. Sales Last 6 months	Current Supply in Months
\$50,000 to \$149,999	5	9	1.50	3.33
\$150,000 to \$199,999	12	62	10.33	1.16
\$200,000 to \$249,999	19	350	58.33	0.33
\$250,000 to \$299,999	29	1219	203.17	0.14
\$300,000 to \$349,999	51	1864	310.67	0.16
\$350,000 to \$399,999	68	1701	283.50	0.24
\$400,000 to \$449,999	61	1025	170.83	0.36
\$450,000 to \$499,999	61	677	112.83	0.54
\$500,000 to \$599,999	95	842	140.33	0.68
\$600,000 to \$699,999	52	417	69.50	0.75
\$700,000 to \$799,999	27	232	38.67	0.70
\$800,000 to \$899,999	20	112	18.67	1.07
\$900,000 to \$999,999	20	62	10.33	1.94
\$1MM to \$1,499,999	56	100	16.67	3.36
\$1.5MM to \$1,999,999	16	19	3.17	5.05
\$2MM to \$2,499,999	5	7	1.17	4.29
\$2.5MM to \$2,999,999	9	3	0.50	18.00
\$3,000,000 Plus	8	2	0.33	24.00
<b>Total</b>	<b>614</b>	<b>8703</b>		

▶ market stats





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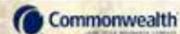
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Before becoming a military spouse, **MICHELLE GARRIGAN** had never traveled beyond the north-east side of the USA. Since becoming a military spouse and growing her real estate business, she has become obsessed with traveling and showing her kids all parts of the country and other cultures!



To read more about your fellow agents, add Brian Gowdy on Facebook. He posts short bios and fun facts about each agent to his personal page!

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

around town ◀◀

# fun facts

## ABOUT YOUR FELLOW AGENTS AND PARTNERS



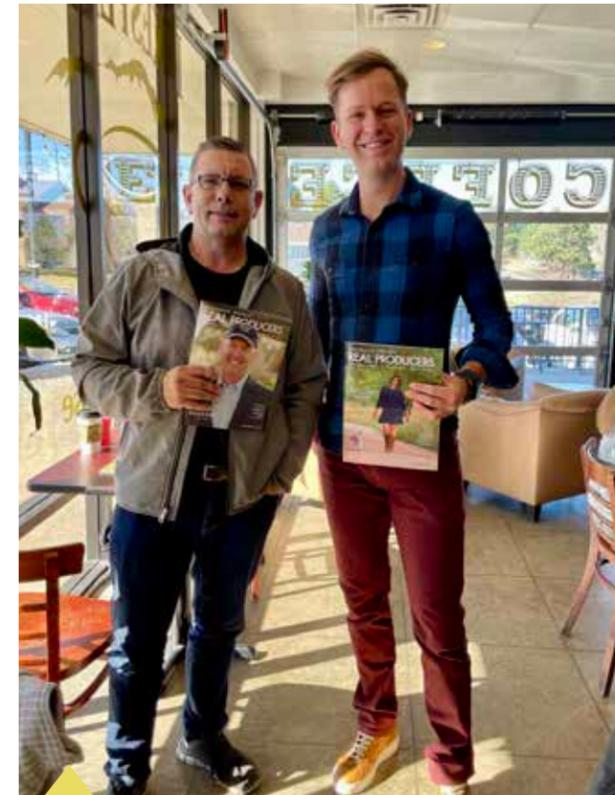
**JOSH ROWLAND** rebuilt a '69 Mustang as a teenager!

**VIRGINIA ROWLAND** grew up on a gold mine in Alaska!

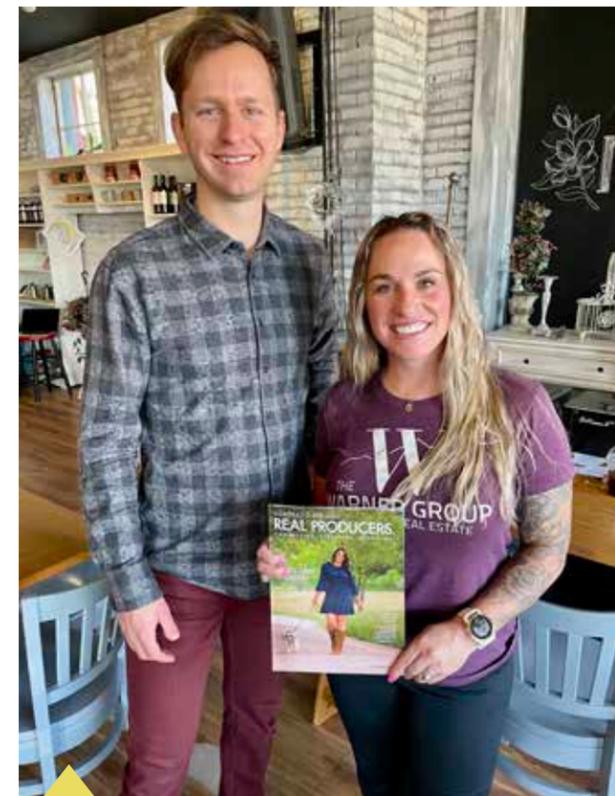
**Bonus fun fact:** Virginia fell off a canoe during an alligator hunt in the Amazon river!



**SEAN** was in the US Army Special Forces (Green Beret's) from 1994 - 2013 with numerous deployments to South America and Iraq. In Special Forces, Sean learned Spanish, French and Scuba Diving and still loves to dive any chance he can get!



**BRANDON KIRK'S** inspiration for his company, Planet Duct, comes from him being a sci-fi nerd. Their trucks are even named after fictional space ships!



**BOBBIE WARNER** used to race in downhill mountain bike races!

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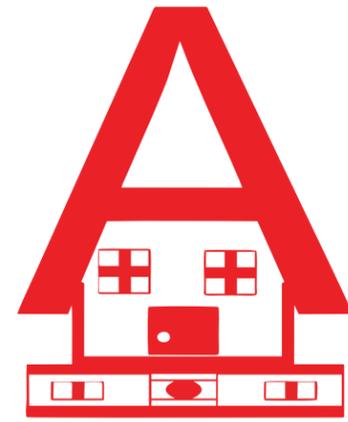


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