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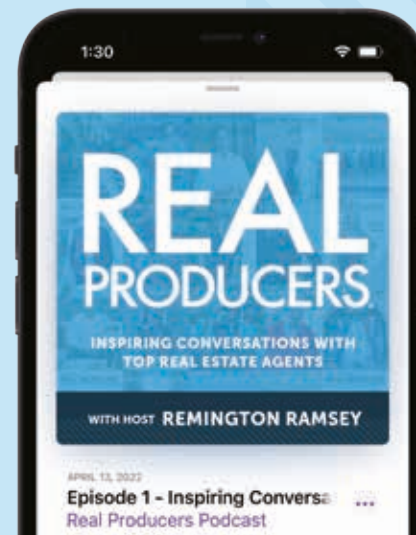


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THANK YOU!

It is hard to believe that four years ago, I welcomed the Top 300 agents in Northern Colorado to the brand-new Real Producers community!

► publisher's note

I am humbled and so grateful for the support from all of you, our REALTORS® and Preferred Partners. YOU are the ones that make this community happen! It continues to be my honor to serve you by telling your stories and bringing inspirational energy to this community through the monthly magazine and our events. It has truly been a blast making great new friendships and being able to do what I love most: connecting people and celebrating your successes!

THANK YOU from the bottom of my heart to our Preferred Partners, many of whom have been with us since the very first issue of *NoCo Real Producers!* To my phenomenal staff and team — you are the magic

behind this platform, and I literally could not do it without you!

Cheers, Real Producers community, as we enter our fifth year! We can't wait to see you at our 2024 events.

If we haven't had the chance to meet, please reach out to me. I'd love to grab a cup of coffee and get to know you!

Warmest regards,
Mary Burrell
Mary.Burrell@RealProducersMag.com
970.732.0469





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looking back ◀◀



Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Amy: This year, we started our own brokerage, and it has clearly been the path we were supposed to take. When I stop to think about it, I become overwhelmed by all the goodness that flows into our lives when we do what we are supposed to do in this world and connect with like-minded souls

who want to help others. My biggest advice is to learn who you are and lean into that. Then surround yourself with people who will lift you up as you grow into who you are meant to be.

Where do you see yourself in 5 years?

Amy: In 5 years, I hope to continue growing the people on our team. When I say that, I don't necessarily mean the number of people on our team, but investing in the people we have so they can live fulfilling lives and achieve their dreams.

AMY TALLENT

Tallent Co. Real Estate. | Featured September 2023



What has been the biggest change for you since your featured article?

Agi: My daughter, Christin, joined Agi Realty, and she had an amazing first year in the business. She is nominated as the Rookie of the Year for 2023, and we hope she will be the winner!

Have there been any challenges that you've had to overcome?

Agi: I was recovering from breast cancer when the article came out. I

am now a 3-year cancer survivor and going strong. Yippee! I have had my Managing Broker license for many years, but now I'm using it to teach all aspects of real estate and how I have built my business over the last 24 years. Super exciting times!

What's your favorite thing about NoCo RP events?

Agi: I love seeing all the beautiful agents and mingling. The different venues have been fantastic. I've met the most amazing people during the events, and some of them I connected with afterward, which is such a blessing.

AGI DONAHUE

Agi Realty LLC | Featured March 2021

What was the best part about having your story featured in Real Producers?

Chresa: I love that it featured me as a working mom and hopefully gave encouragement to other working moms. I also like that it highlighted the relationships built with my clients.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Chresa: 2022 was my best year in real estate! This year is definitely different with the changes in the economy, but I am still so blessed by the referrals I have gotten and the trust I have with my past clients.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Chresa: "The Intentional Year" by Glenn Packiam and "The 12 Week Year" have been my top 2 books this past year.

Where do you see yourself in 5 years?

Chresa: Still doing Real Estate! Coaching my kids' soccer teams, still doing CrossFit, and building my real estate investment portfolio.



CHRESA ANDERSON

C3 Real Estate Solutions | Featured September 2021

What was the best part about having your story featured in Real Producers?

Courtney: People hearing my story and the reactions I've had from their perspectives.

Have there been any challenges that you've had to overcome?

Courtney: The change in the market and learning to pivot to stay relevant.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Courtney: Learning to communicate with clients differently, as there is more fear in the market.

Where do you see yourself in 5 years?

Courtney: With a managing broker's license and teaching others how to grow in this business.



COURTNEY MAZAL

Bliss Realty Group | Featured June 2023



What has been the biggest change for you since your article was featured?

Christine: I have changed brokerages and am scaling my business. I have started helping other agents develop their own brands. I have quite a few gals getting ready to skyrocket in the industry, and I will be SO proud to watch them soar.

Christine: Where do you see yourself in 5 years?

Christine: The BOLD Collective powered by LPT will be a commonly known Real Estate team that has helped a minimum of 50 agents develop their brand, learn marketing, and be a driving force in advertising.

What's your favorite thing about NoCo RP events?

Christine: It is truly the only time I can network and mingle with the top-performing agents in our area. I appreciate the respect they give me as a "newcomer" in the Industry. Every single event has been a blast!

CHRISTINE GWINNUP

LPT Realty | Featured August 2023



Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Duff & Liz: We have grown as a brokerage and expanded to 81 agents in our Loveland and Greeley offices, with future expansion into Fort Collins and Cheyenne. We have been able to offer more options for agents, including 401K and healthcare

options. As a corporation, we have also established an international presence, growing to over 650 offices.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Duff & Liz: William and Oliver's in Windsor is a great place to eat and they have a couple of very good bourbons.

Where do you see yourselves in 5 years?

Duff & Liz: The 5-year goal is to have over 250 agents in Northern Colorado, as well as offering commercial services, property management, and coaching.

DUFF KNOTT & LIZ MONTOYA

Realty ONE Group Fourpoints | Featured April 2023



What has been the biggest change for you since your article was featured?

Dusty: The team has grown. We are now a team of four agents who are able to cover a wide array of real estate needs.

Top-producing agents are always learning and growing. Tell us a

little about your growth over the past 2 years!

Dusty: Over the last two years, I have spent time adjusting our tools and setting up processes to make things easier to handle more clients as well as building the team.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Dusty: One of my new hobbies is woodworking.

DUSTY KRAFT

Realty ONE Group Fourpoints | Featured September 2022

What was the best part about having your story featured in Real Producers?

Elaine: It was an honor to be recognized as an agent involved in the community, featuring Patriot Anglers, a 501(c)(3) charity for veterans by veterans. It allowed me to share this wonderful organization.

What has been the biggest change for you since your article was featured?

Elaine: I changed my brokerage affiliation. I love all that Realty ONE Group Fourpoints has to offer. It is not just a local brokerage but a national and international brokerage! The

opportunities are endless. I am grateful for my local leadership under Duff Knott and Liz Montoya. When they say they care about your personal success, they mean it! As an Associate Broker with Realty ONE Group Fourpoints I am allowed to run my business as the individual business owner that I am.



ELAINE J BRADLEY

Realty ONE Group Fourpoints | Featured May 2020



What was the best part about having your story featured in Real Producers?

Jack: Reconnecting with people in real estate that I had not talked to in too long!

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Jack: Learning to keep in mind

that it is necessary to keep life and work in the right perspective.

Where do you see yourself in 5 years?

Jack: Driving a team of horses, hunting more, and enjoying beach time in Mexico!

Anything else you'd like to share that we didn't ask?

Jack: I find the articles about other REALTORS® very interesting and I enjoy knowing more about them as a person!

JACK TAYLOR

The Group, Inc. | Featured September 2023

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Amy Long

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What has been the biggest change for you since your article was featured?

Jared: I've changed brokerages to Windermere and created a sub-brand (Petrol and Properties) with Dexter from Elevations Credit Union. We sponsor automotive events and market our services to fellow automotive enthusiasts.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Jared: I acquired and rebuilt a 1923 Ford Roadster and renovated an 1898 house in Old Town Loveland with my girlfriend, which has become a sort of hobby. A.K.A. Kitchen/Rock Coast Brewing has become our neighborhood hangout since moving to downtown Loveland. Lately, I've added a bunch of new country records to my collection (about 500 pieces of vinyl) from artists like Paul Cauthen, Orville Peck, and Cody Jinks.

JARED SICKELS

Windermere Colorado Professionals | Featured December 2019



Have there been any challenges that you've had to overcome?

Jennifer: My biggest challenge was venturing out on my own and not having a partner. In all of my 19 years, I have always worked with someone. Now, I am responsible for everything, and it has been challenging creating new organizational skills, balancing work, and raising my 4-year-old while still managing to make every day count!

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Jennifer: My latest hobby has been learning to ride horses in the English style of riding. I've always loved them and have done Western riding in the past, so this is a new and challenging discipline that has taught me so much!

JENNIFER MOODY STEYER

RE/MAX Alliance | Featured June 2021

What has been the biggest change for you since your article was featured?

Jason: I moved over to a new brokerage, LIV Sotheby's, and partnered up with Koa Schumann, who started as a licensed assistant. This partnership has been hugely successful for both of us. Teaming up has allowed us to help our family, friends, and clients more effectively.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Jason: We are always learning, and no two transactions are the same!

Having a business partner has helped balance my life out. Our clients love getting both of us; we each bring similar yet different perspectives that add lots of value. Having a transaction coordinator that LIV Sotheby's provides has been a big game changer. If you don't have one, get one.



JASON FILLER

LIV Sotheby's International Realty | Featured March 2021

What was the best part about having your story featured in Real Producers?

Jim: It was fun to work with everyone.

What has been the biggest change for you since your article was featured?

Jim: Sharing life stories with people who didn't know me prior to real estate.

Have there been any challenges that you've had to overcome?

Jim: I believe that every year presents new challenges and changes to the business.

Where do you see yourself in 5 years?

Jim: I will be in Fort Collins.



JIM HAUAN

The Group, Inc | Featured March 2023



What has been the biggest change for you since your article was featured?

Jennifer & Jared: We've had a couple of really good years since then in business and decided to make a couple of hires to help with the load: a VA and an assistant, and some TC help here and there.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Jennifer & Jared: Amid super busy periods, we've learned to better maximize our time on a personal scheduling basis and to leverage our efforts by taking the small risk of making hires and learning to train and rely on other people. Getting better technology and business partners has allowed us to grow as well.

What's your favorite thing about NoCo RP events?

Jennifer & Jared: Mary and the team really know how to create events that make you feel special and help you get to know other folks in our industry in a great, cheerful, and collaborative environment.

JENNIFER & JARED CLINKSCALES

Keller Williams Realty NoCo | Featured February 2021



What was the best part about having your story featured in Real Producers?

John: So many people mentioned that they did not know how I felt and what I did.

What has been the biggest change for you since your article was featured?

John: I am even more humbled by the article and the people

involved in helping me, from Mary Burrell forward.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

John: I think less about myself and more about how I can help others.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

John: I try every day to live by the Four Agreements.

JOHN VALENCIA

Sears Real Estate | Featured September 2023



Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

June: I bought my dream house, enrolled in coaching & development programs, made significant changes from systems to my leadership style, helped start The Millionaire Business Network for small businesses, and delivered my first keynote speech for Genesis (Single Mom's Ministry House).

Have you discovered any new books, movies, music, hobbies, or local hot spots?

June: I've read numerous books including "Atomic Habits," "Crucial Conversations," "Leadership Secrets," and "Pound the Stone." I enjoy local hotspots like Charley & CO, the new library, and Chef's Table at Cacciatores in Windsor. I also got a new golden doodle puppy named Ottis.

Anything else you'd like to share that we didn't ask?

June: I lost 100 lbs as I started trying to be more balanced and take care of myself.

JUNE LEMMINGS

Keller Williams Northern Colorado Realty | Featured August 2020

What has been the biggest change for you since your article was featured?

Kareen & Tyler: Kareen's dad, Lou Kinzli, is fully retired. We have taken the lead. We've had a generational changing of the guard. Also, as of October 1, Kareen is now President of the Fort Collins Board of Realtors.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Kareen & Tyler: Kareen has poured countless hours over the past two years into FCBR, and has learned about all the incredible services and resources that

our local, state, and national boards provide to Realtors. She has also had a chance to network with fellow Realtors, Industry Partners, and Affiliates, which has enhanced her career more than she ever anticipated.

Where do you see yourself in 5 years?

Kareen & Tyler: Here, selling real estate with this incredible team.



KAREEN KINZLI LARSEN & TYLER JAMES

Kinzli Team with RE/MAX Alliance | Featured March 2021



What has been the biggest change for you since your article was featured?

Katie: I started my own brokerage with my fellow fly-fishing guide buddy Coy Wylie. We met on the river volunteering 7 years ago. Clients as well as colleagues across NOCO have been incredibly supportive.

Top-producing agents are always learning and growing. Tell us a little

about your growth over the past 2 years!

Katie: I think agents are always focusing on how to build business. Always asking what is working for others and what shifts we need to make. In the last 2 years, it has never been more important to get back to basics. When you are serving people like REALTORS® do, listening and reaching out to past clients and answering the phone has been the "secret" of most agents' success. The more I lean on my colleagues with 30+ years and now mentor agents in my company, the secret is love and service.

KATIE BEAMON

Home Love Colorado | Featured February 2022

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Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Andria: Strategic hiring and vetting have been a big part of the growth process for us. Rather than building a job around someone we like, we are seeking partners and associates who are capable of being a great fit for the job we are offering. The growth process is still in motion as we're looking to build a team and diversify our offerings.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Andria: We live in Windsor and are charmed by the constant additions to the downtown area and how much the Windsor Chamber invests in this special little town. You can find us walking around Windsor Lake almost daily! As far as hobbies are concerned, the majority of our time is spent with our kids. We've enjoyed using The Little Gym in Timnath and have an active figure skater in the Fort Collins Figure Skating Club.

ANDRIA PORTER STASHAK

Keller Williams DTC | Featured April 2022



What has been the biggest change for you since your article was featured?

Martine: I've gained more confidence.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Martine: I've gained more high-end listings.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Martine: The Angela Merkel Movie on Netflix.

Where do you see yourself in 5 years?

Martine: Still selling real estate.

MARTINE BONHOURE

Coldwell Banker Realty | Featured July 2023

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Kelly: Learning to lean more heavily on great lenders and title partners, as well as leaning into my real estate colleagues to overcome market challenges, has been really rewarding.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Kelly: We're loving our local spots more than ever, like Star of India, Nick's Italian, and Pizza Vino.

Where do you see yourself in 5 years?

Kelly: Right here, engaging in Northern Colorado. With a recent newborn and hopefully one more on the way, in five years, I suspect a lot of our time will be spent attending dance class, swimming lessons, and school activities



KELLY MCBARTLETT

The Group, Inc. | Featured February 2021

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Matt: I continue to be a voracious reader & listener of all things real estate & mindset-related - books, podcasts, videos, and articles. Continuous learning is the key to success.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Matt: Books: Ed Mylett - The Power of One More, David Goggins - Can't Hurt Me, Cam Hanes - Endure.

Music: Christine Alice is an exceptional local musician. Not new, but live music at Washington's is always a good time.

Where do you see yourself in 5 years?

Matt: Still enjoying a career in real estate in NoCo.



MATT THOMPSON

The Group, Inc. | Featured June 2023



Have there been any challenges that you've had to overcome?

Marnie: Market changes are always challenging, but they also provide an excellent opportunity for learning and growth. I feel I have learned so much and continue to add to my toolbox, which in turn leads to greater success for my clients while boosting my confidence and commitment to this craft.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Marnie: I've streamlined my systems, added new tools to my toolbox, and focused on deeper connections with my clients and peers, leading to a more enjoyable work environment.

Where do you see yourself in 5 years?

Marnie: Providing top-notch service to my clients while learning, growing, laughing, playing, and traveling with all the people that I love - enjoying all the things.

MARNIE LONG

The Group, Inc. | Featured March 2022



What has been the biggest change for you since your article was featured?

Megan: I moved to The Group as a Partner.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Megan: I continue to nurture my relationships with past clients.

I take pride in working with 95% repeat and referral clients. Always staying in the flow.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Megan: I love the clubhouse and views at TPC. I play adult kickball!

Where do you see yourself in 5 years?

Megan: Still being a partner at The Group and loving it! I'm hoping to be more in the role of a mentor for rookie agents.

MEGAN WACHTMAN

The Group, Inc. | Featured March 2021



Have there been any challenges that you've had to overcome?

Nicole: The changing interest rates exposed a lot of my weaknesses and how I was running my business. I have been doing a deep dive into my systems and giving my entire business an overhaul in 2023 to create more sustainability. One of the best things I have done is hire a virtual assistant to offload 20 hours of busy work so I can focus on growth.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Nicole: "10x is Easier Than 2x" and "The Gap & the Gain" by Ben Hardy and Dan Sullivan have been game changers for me this year!

What's your favorite thing about NoCo RP events?

Nicole: There are genuinely some amazing agents and vendors in our area. We are really lucky to have a close-knit community where we strive to work together and collaborate.

NICOLE JOHNSON
Co Vision Real Estate Group | Featured June 2020

What was the best part about having your story featured in Real Producers?

Roberto: Working with such an awesome team and getting to know everyone.

Top producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Roberto: I am a strong believer in being informed and keeping educated.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Roberto: I pretty much do the same things to stay focused on whatever life brings. A

hotspot I would have to mention is Cave Creek, Arizona, for motorcycle bike week.

Where do you see yourself in 5 years?

Roberto: Hopefully passing the torch on to Edith Dore or my daughter Venus Ortiz to keep the business going!



ROBERTO ORTIZ
Ortiz Realty with Assist 2 Sell | Featured August 2021



Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Ryan: I learn something new on every deal, from contract negotiations to how to effectively communicate with different clients. My business has grown every year since I started, but this year will most likely not be my best year. It is hard not to

compare yourself to others in this business, but I've tried to understand that we all have different values and family situations.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Ryan: Goose is one of my new favorite bands that I came across this year. Jesus Christ Taxi Driver is a fun, local band from Fort Collins that just had their record release show at the Aggie this summer.

RYAN MAGNUS
C3 Real Estate Solutions | Featured April 2021

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What has been the biggest change for you since your article was featured?

Sarah: The biggest change for me is that my sister Allison has moved to Wyoming and is no longer practicing real estate locally. I miss her dearly!

Top-producing agents are always learning and growing. Tell us a

little about your growth over the past 2 years!

Sarah: In addition to running my real estate business, I am now a commissioner on The Loveland Planning Commission, and I have enrolled in the Leadership Program of the Rockies that will last the next 9 months.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Sarah: Everyone likes to joke that I don't leave the zip code of 80537. There are plenty of fun hot spots in downtown Loveland!

SARAH WARNOCK

RE/MAX Alliance | Featured November 2021



What was the best part about having your story featured in Real Producers?

Mary & Dick: It was fun being part of Real Producers; clients, friends, & family were thrilled to see it!

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Mary & Dick: We think, growth-wise, we have a more balanced life between work and play. After so many years of

constant work, we are now enjoying what we have built while continuing to build and discover new ways to help our clients. We love what we do.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Mary & Dick: The best book I've read this year is "Demon Copperhead" by Barbara Kingsolver. For a fun read, "Lessons in Chemistry" by Bonnie Gramus (Apple TV is making it into a movie). As for hobbies, I'm working on my flower garden and aiming to have the greenest lawn in my area!

MARY & DICK GREENBERG

New Paradigm Partners LLC | Featured October 2022

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Stephanie: Being a team lead, having a business partner, and then transitioning to a solo agent. Adapting and knowing I don't need all the other noise that comes with the team.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Stephanie: Lima Coffee in Ft. Collins and Duck Donuts in Johnstown.

Where do you see yourself in 5 years?

Stephanie: Plugging away at a business I love and enjoy.

What's your favorite thing about NoCo RP events?

Stephanie: Everyone is so kind and nice, and the events bring in top-notch affiliates and other agents. Always well-done events!



STEPHANIE WOODARD

RE/MAX Alliance | Featured March 2022

What was the best part about having your story featured in Real Producers?

Marcus: It was just fun to tell my story. Many times, people, or at least I, forget a lot of the journey. I am very lucky to be in real estate.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Marcus: Oh, great question! The new season of Virgin River is out! Also, I now co-host an Emmy-nominated TV show about real estate in Colorado. I

am always reading a new book; my favorite is a very old book called "Meditations" by Marcus Aurelius (a much cooler Marcus than myself).

Where do you see yourself in 5 years?

Marcus: FOCO 4 LIFE!



MARCUS VALDEZ

Berkshire Hathaway Home Services | Featured July 2022



What has been the biggest change for you since your article was featured?

Jason: I've doubled my brokerage size with incredible agents who work at a high level.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Jason: Read "The Giving Tree"

by Shel Silverstein and, after you've read it, look in the mirror and ask yourself if you are a giver. If you are not, you should probably not be in our industry and definitely should not lead a brokerage.

Where do you see yourself in 5 years?

Jason: Five years older, but probably still laughing at fart jokes.

JASON KINGERY

Coldwell Banker Realty | Featured November 2021



Have there been any challenges that you've had to overcome?

Duan: The residents of Northern Colorado are engaging and very supportive of their community. The challenge is being able to connect and develop relationships with so many friendly people. My strategy for building quality, meaningful relationships is to simply be my authentic self and be intentional in my actions.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years

Duan: I have learned so much about the residents and the local real estate market, connected through networking with wonderful people, and explored Colorado outdoors, including visiting several ski towns.

What's your favorite thing about NoCo RP events?

Duan: What I enjoy about attending NoCo RP events is the positive energy from everyone in attendance, the quality networking opportunities with like-minded individuals, the possibility of creating intentional relationships, and, of course, the delicious appetizers and drinks.

DUAN ROCKETTE

The Group, Inc. | Featured November 2022



What has been the biggest change for you since your article was featured?

Paul: I have achieved the ownership and business goals I set out to achieve.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Paul: I have been able to maintain a great business while focusing even more time on my children.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Paul: "Discipline is Destiny" is my new favorite book.

Where do you see yourself in 5 years?

Paul: Running a thriving real estate business and spending a ton of time doing fun things with my sons!

PAUL HUNTER

Windermere Real Estate | Featured December 2019

What was the best part about having your story featured in Real Producers?

Beth: Sharing the Boss Mom issue with three other amazing mothers who have built successful businesses in real estate was so fun. It was such a joy to be honored for balancing the raising of a family with the juggling of the day-to-day workload of a thriving business.

What has been the biggest change for you since your article was featured?

Beth: Since that May article, my son

Koby has joined me full-time as a licensed agent on the Bishop Real Estate Team. My husband actually hints that he is somewhat jealous that the two of us get to hang out together each day, collaborating, serving our clients, and selling homes. It is always a fun workday!



BETH BISHOP

The Group, Inc | Featured May 2022



What was the best part about having your story featured in Real Producers?

Celina: I think the best part is having the opportunity for every one of us to be completely vulnerable and express that we are real people just like anyone else, and no one person is the same. We come from different walks of life and have so much experience from different places.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Celina: This year in 2023, I have been very spontaneous and impulsive with the motto "you only live once." With that being said, a couple of weeks ago, I went skydiving for the first time at Mile Hi Skydiving in Longmont, CO. So never hold back on something you want to do! I highly recommend it!

Where do you see yourself in 5 years?

Celina: I see myself in 5 years with my dream single-family residence, along with 2-3 rental properties in northern Colorado!

CELINA RODRIGUEZ

The Group, Inc. | Featured March 2023

Happiness & Joy

Best wishes for a happy holiday season filled with family, friends, and joyful festivities. I love being part of your team, and wish you a very merry 2024.

Happy Holidays!



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What has been the biggest change for you since your article was featured?

Newt: Our Loveland Shorewood Real Estate office converted to our larger brokerage, Your Castle Real Estate, in March 2023. I was also invited to join our Envision Advisors Team with Your Castle Real Estate, allowing me to work

with more investors than before and exposing me to new experiences, such as hosting a monthly market update podcast with our other team members.

What's your favorite thing about NoCo RP events?

Newt: I firmly believe that a person is the average of the 5 most successful people they surround themselves with. I appreciate NoCo RP events because they bring all of the best northern Colorado real estate professionals together in the same room. By hanging out with the best, you're destined to be one of the best!

NEWT WYLAR

Your Castle Real Estate | Featured May 2020



What was the best part about having your story featured in Real Producers?

Ben: It was fun hearing from agents and friends I haven't connected with in a while. Oh, and free ice cream. Need I say more?

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Ben: I've been going back and reading books of my favorite movies.

Backwards? Yep. Fun? Definitely! I also took up cliff-jumping for the first time from the cliffs featured at the end of National Treasure 2 (featuring the greatest actor of all time, Nicholas Cage hahaha). The water was so cold that I could barely breathe. It was a blast!

Where do you see yourself in 5 years?

Ben: Well, both of my kids will be driving by then. So... the passenger seat, holding on for dear life.

BEN EMSLIE

RE/MAX Alliance | Featured September 2021

Have there been any challenges that you've had to overcome?

Andrea: I was blessed to go on another maternity leave, and it is always tough to balance a new baby and the nonstop pace of Real Estate. I have an incredible team, partners, and support from my clients to get me through my time away to love on my family. I am back and working harder than ever to serve all of the people that mean so much to me!

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Andrea: In the past 2 years, I have continued business coaching with Ninja Coaching (a branch of Ninja Selling) and have worked very hard on my mindset, positive affirmations, and creating the space to take time for my family while not missing an opportunity to serve my clients and their needs.



ANDREA TUELL

The Group, Inc. | Featured September 2022

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Benjamin: The big change has been transitioning much more into the Steamboat market, which was the whole plan! It is coming together organically and intentionally.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Benjamin: New hobby... mountain biking. Kind of scary but full of

adrenaline! A new band I like a lot: King Gizzard and the Lizard Wizard. Yeah, that is a band's name!

Where do you see yourself in 5 years?

Benjamin: Sending the kids off to college and starting to travel around the world with my lovely wifey!



BENJAMIN BLONDER

Keller Williams Realty NOCO | Featured September 2020



What was the best part about having your story featured in Real Producers?

April: It was very encouraging to take the time to think about the journey that my family and I have gone through and how much growth had been accomplished during those years.

Top-producing agents are always learning and growing. Tell us a little

about your growth over the past 2 years!

April: I have enjoyed being on the Homeowner Advisory Board of Directors and seeing all the tools available for helping with home retention and housing stability. Most recently, an organization we volunteer with - Neighbor 2 Neighbor - was instrumental in distributing the HAF Covid Relief grant, and it was a pleasure to help educate hundreds of households on how they could benefit from this grant. I also became a certified Buffini educator. Also with the support of my past clients, referrals, and reviews, I ended up receiving the 5280 Top Agent award again this past year, making me a 3-year recipient.

APRIL NEUHAUS

Neuhaus Real Estate Inc. | Featured January 2021



What was the best part about having your story featured in Real Producers?

Brett & Brittany: The article helped our current and future clients learn more about us. We work in an oversaturated business, so being able to differentiate ourselves from the competition is always helpful. The article really helped show our values, who we are, and how we serve our clients.

Have there been any challenges that you've had to overcome?

Brett & Brittany: Being a married team is wonderful, but it also has its challenges! We added a wonderful assistant and got Starlink internet on our travel trailer so we can be "available" when we want and need to be.

Q: Where do you see yourself in 5 years?

Brett & Brittany: Expanding our family and thriving in real estate! We pray that God will bless us with at least two more children.

BRETT AND BRITTANY SALL

The Sall Team with C3 Real Estate Solutions | Featured February 2021



What has been the biggest change for you since your article was featured?
Chad: Our team has grown. I am back at RE/MAX where I started 10 years ago and am looking forward to continued growth and success, even in the current market.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?
Chad: "How To Do The Work," a

book written by a holistic psychologist to overcome past trauma and stressors. Over the past few years, I have been focusing a lot of time and energy on my mental health and continuing to grow and overcome the past.

Anything else you'd like to share that we didn't ask?
Chad: With the current real estate market and clients' fears, we need to remind each other that everything is going to be okay. We need to keep our heads up, cut down our budgets as much as possible, while still investing as much time as possible into our business, and focus on our sphere.

CHAD NIXON
 The Nixon Team at RE/MAX Alliance | Featured September 2021

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!
David & Lisa: We've been able to increase our volume by adding Lisa to the team. Now that she has a couple of years' experience, our business has really expanded. Most importantly we've implemented the Ninja training skills into our business - it's been a game changer.

Where do you see yourselves in 5 years?
David & Lisa: All our kids will be in college, and we will be empty nesters - fingers crossed! We would like to travel a little more and enjoy that stage of life while still being trusted advisors to our clients.



DAVID & LISA POWELL
 The Group, Inc. | Featured March 2021



What was the best part about having your story featured in Real Producers?
Diana: It was just an honor to be recognized.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Diana: We just keep plugging away and try to stay in touch with the people we work with.

Where do you see yourself in 5 years?
Diana: Slowing down a bit. I'm looking to retire in the next 7-10 years.

DIANA LUTHI
 The Group, Inc | Featured May 2021

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What has been the biggest change for you since your article was featured?

Gary: I'm celebrating my 30th year in real estate. Our daughter graduated from BHS and is now at CSU and in the process of getting her real estate license.

Have there been any challenges that you've had to overcome?

Gary: With changes in the market, we've relied on the fundamentals of real estate brokerage and adapted to the new normals, such as they are.

What's your favorite thing about NoCo RP events?

Gary: Networking, seeing friends, and enjoying beer!

GARY MAGGI
RE/MAX Town & Country | Featured January 2022



What was the best part about having your story featured in Real Producers?

Kyle: It was fun to share my story, and how often do you get to be in a magazine?!

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Kyle: I've experienced record years. It's gratifying to embrace growth and gain insights from evolving markets.

Ultimately, we reap the rewards by consistently presenting ourselves as professionals and aiding individuals during times of necessity.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Kyle: My hobbies include traveling, mountain biking, boating, and more. I've come to appreciate the importance of "YOU" time, which involves traveling and exploring new hobbies. This dedicated approach to life and business has fostered both personal and professional growth, along with self-discovery.

KYLE BASNAR
The Group, Inc. | Featured March 2020

What has been the biggest change for you since your article was featured?

John: We opened a Greeley office, welcomed more agents into our company, opened NuWay Title & Escrow, and continued to grow our sister mortgage and lending company, along with our property management company. Our dream to have an elite company with professional Realtors, Managers, and Staff Members has required hard work and sacrifice; however, today we have 200 people that make up the C3 family.

John: You will find a library in every C3 office. Most books on self-development and leadership can be found at C3, as we always focus on self-development. As for hot spots and hobbies, GET OUTSIDE, as we live in one of the best places in America.

Where do you see yourself in 5 years?

John: We love what we do and will continue to serve our immediate family, our C3 family, and all of our customers.



Have you discovered any new books, movies, music, hobbies, or local hot spots?

JOHN SIMMONS
C3 Real Estate Solutions | Featured March 2020

What was the best part about having your story featured in Real Producers?

Matthew: It was great marketing and my momma loved it!

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Matthew: I've started my own brokerage and property management company. We're also doing sober living!

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Matthew: I'm learning to play the guitar, and I got my hot yoga teacher training certification.



MATTHEW FUGATE
The Fugate Property Group | Featured February 2020



What was the best part about having your story featured in Real Producers?

Kennan: It was an honor to be recognized and to be able to tell my story. It made me feel confident in what I do, and going forward, it reminded me of why I do what I do.

Top-producing agents are always learning and growing. Tell us a little

about your growth over the past 2 years!

Kennan: In the last 2 years, I've encountered more complex situations and learned a lot about real estate and how to navigate tough situations.

Where do you see yourself in 5 years?

Kennan: Continuing this journey in real estate and trying to focus more on what I can give back to my community.

What's your favorite thing about NoCo RP events?

Kennan: The connections in the industry that I've built. Meeting great agents has helped for sure!

KENNAN RAZEY
The Group, Inc. | Featured March 2020



Have there been any challenges that you've had to overcome?

Max: The birth of my son and the process to do so, going through IVF, was an incredibly challenging time. But we pushed through and made it happen. Now, we have a happy, healthy baby boy.

Top-producing agents are always learning and growing. Tell us a little about your

growth over the past 2 years!

Max: I've mastered interacting with Spanish-speaking clients, achieved the #1 position in my brokerage, and started handling my own listings. We are tackling all areas of the business!

What's your favorite thing about NoCo RP events?

Max: I love the fact that everyone at the events is humble. We have the chance to work with each other all the time, and this experience opens up lots of great communication and networking opportunities.

MAX SEPULVEDA
Kittle Real Estate | Featured December 2021



What has been the biggest change for you since your article was featured?

Pete & Jessica: We continue to have a small impactful brokerage. However, as part of our life plan, Jessica has moved on in her career. Her passion for water education and conservation has culminated in her excelling in her new role as the DEI Program Leader for the Water Center at CSU. Pete has taken on a bigger role at CSU as well as a Real Estate

Instructor and the Acting Director of the Everitt Real Estate Center.

Where do you see yourselves in 5 years?

Pete & Jessica: Jessica will continue to make her mark on the water industry and is also working on her PhD, with a plan to complete it within 5 years. Pete would like to continue teaching Real Estate at the collegiate level and implement changes to get an approved real estate curriculum that encompasses more water rights education and leverage partnerships from the other colleges in the University.

PETE & JESSICA THRASHER

Headwaters Realty | Featured January 2020

Have there been any challenges that you've had to overcome?

Ryan: The market has been on a downturn. I've been taking advantage of builder incentives.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Ryan: I've been mentoring new agents, which has helped me look introspectively and correct my own faults.

Have you discovered any new books, movies, music, hobbies, or local hot spots we need to know about?

Ryan: "Scars and Stripes" by Tim Kennedy was really motivating. Being unapologetically American is something I value a lot.

What's your favorite thing about NoCo RP events?

Ryan: The excellent people. It's always great talking with other top producers and gaining their perspective. Iron sharpens iron!



RYAN LIVINGSTON

RE/MAX Alliance | Featured October 2021



What has been the biggest change for you since your article was featured?

Sean: I'm more involved at the State & National level: I have been the Chair of Government Affairs for CAR, 2020 - 2021; VP of Legal & Risk Division for CAR 2022-present; NAR Pro Standards Committee from 2019 - present.

Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Sean: I have actually chosen to reduce some business in the last 2 years. The previous 2 years had been exhausting!

What's your favorite thing about NoCo RP events?

Sean: It's nice to rub shoulders with the movers & shakers in the area.

SEAN DOUGHERTY

RE/MAX Alliance | Featured July 2020

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What has been the biggest change for you since your article was featured?

Todd: We were recruited by The Group in 2022, which was a significant change for us. There were many business decisions to be made during the conversion. It was challenging to find time for that without compromising the high level of customer service support we provide to our clients.

Where do you see yourself in 5 years?

Todd: I'll be 65 years old in 5 years, so

thoughts of some version of retirement may be in the works with my daughter/partner Lauren. In all honesty, real estate feels like something I could do forever. I really enjoy it, especially working with my daughter, which is such a treat.

What's your favorite thing about NoCo RP events?

Todd: The BEST people in Northern Colorado are there. I just love the staff at NoCo RP and the agents and vendors that support it. It's a group of fun people who love what they do, the kind of people I like to be around!

TODD GALBATE

The Group, Inc. | Featured June 2021



Top-producing agents are always learning and growing. Tell us a little about your growth over the past 2 years!

Jennifer: I have started to build a team again. In addition to my daughter Megan Kelly, David Nance is working with us as well. The goal of growing a team will allow me to expand my real estate business in Southwest Florida.

Have you discovered any new books, movies, music, hobbies, or local hot spots?

Jennifer: I am always listening to books and podcasts! The most recent Audible books that I would recommend are "Zero Limits" by Joe Vitale, "12 Rules for Life" by Jordan Peterson, and "The Quinn Essentials for Women" by Andrea Quinn. Local Hot Spot - I love the Wolverine! It is such a unique space with surprisingly healthy lunch options, along with a lovely coffee!

JENNIFER KELLY

Keller Williams Realty Northern Colorado | Featured August 2021

Have there been any challenges that you've had to overcome?

CJ: My first article in Real Producers magazine was a Rising Star article at the beginning of COVID. I think the true test of a Rising Star is being able to adapt to changes in the market and pivot to serve people in trying times. Continuing to grow my business during the COVID years took a lot of faith, work, and commitment. I was able to not only survive during this time but also grow my business by serving others and developing the skills necessary to pivot. I've been blessed to balance my passions

outside of real estate while sustaining a healthy real estate business that gets consistent results year after year.

Where do you see yourself in 5 years?

CJ: In five years, I see myself selling farm & ranch real estate throughout Colorado and several other Western states while continuing to service my clients locally. I see myself starting a family and continuing to pursue my passions in the outdoors.



CJ SEFCOVIC

C3 Real Estate Solutions LLC | Featured May 2020



Have there been any challenges that you've had to overcome?

Kelly: Honestly, this year personally has been pretty tough - lots of change, illness, and loss. But so thankful that whenever I needed to take time to focus more on myself and my family, I found that I had the most incredible support team with my partners at Hub who helped keep my business moving forward (I'm looking at you, Chris Phillips!).


Have you discovered any new books, movies, music, hobbies, or local hot spots?

Kelly: I love this! I am obsessed with Retreat Bakery... they have amazing pastries and some of the best customer service you could ask for. It always brings a smile to my face going there. You have to try the iced caramel macchiato; it's made with homemade caramel and will change your life. You ALSO have to try their scratch-made cheddar biscuits and gravy. My husband and I will pop in to treat ourselves from time to time after dropping Caleb off at school, and the trick is to ask them to cut it in half both horizontally and vertically if you're going halvesies so each person gets part of the crispy bottom!


KELLY GLOSSI

Hub Real Estate | Featured November 2020


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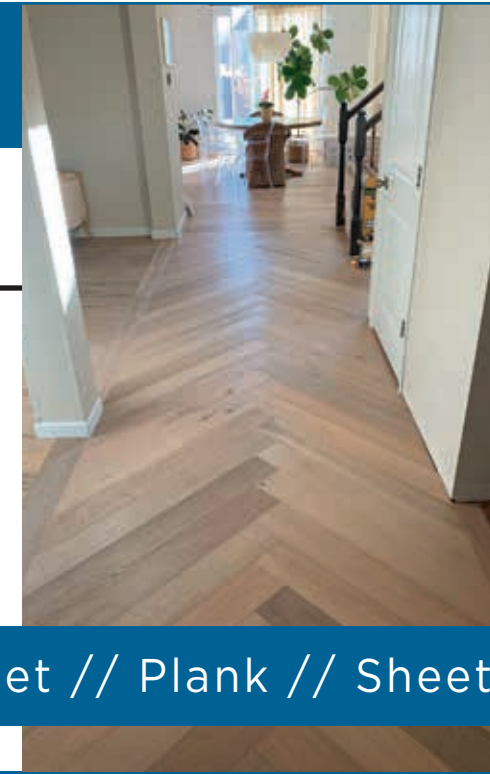
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The Best Time to Buy/ Finance a Home?

The best answer is *perspective*, not *predictions*

These days, I find myself fielding the same question, over and over: Is now a good/bad time to buy? And while this has always been on most homebuyers' minds (especially first-timers), it would seem that now, more than ever, this is **the** question that drives most real estate decisions - for better or worse.

On any day, one could find a dozen blogs, podcasts, and articles claiming the answer to this question, all with varying answers and justifications. Rates are high, and prices are high - What goes up, must come down, right? But inventory is low and demand is still high, so buy now, before it gets worse! With so many competing opinions, many buyers develop "paralysis by analysis," and desperately reach out for answers.

Unfortunately, the market has entered into a phase of uncertainty not seen in 15+ years, which makes it hard for anyone to produce an honest and pragmatic response.



Justin Crowley

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But I think we're missing the point in attempting to answer at all. Instead, we should pose a new question back: "If you don't buy a house now, what would you do instead?" - "You're needing a home for your family, now, correct? And you know what prices are today, and you know what interest rates are today, correct?"

This tends to shift the perspective away from trying to predict the future, and back towards managing the present - a far less risky proposition. And if they can find a home today, and find a tolerable financing solution today, then maybe the "best time" to buy is, well... today.

People will always need homes, and real estate never goes to zero. Timing the market, however, is impossible. As the Author T. Harv Eker says: ***"Don't wait to buy real estate. Buy real estate, and wait..."***

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