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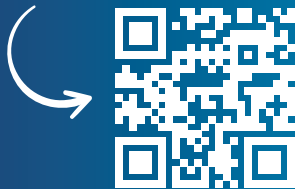
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Our Vision for Colorado Springs Real Producers:

To elevate the culture in real estate so agents know each other better and treat each other more humanely. Better communication results in smoother transactions, happier clients and more repeat business for everyone involved.

ON TOP ROOFING & RESTORATION

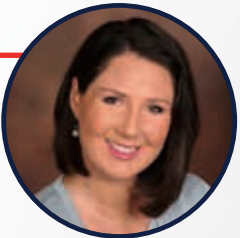


In 2010, I started On Top Roofing & Restoration in Colorado Springs, combining my passion for service with my roofing skills. We have served some of the largest track and custom home builders in the area and are trusted by top insurance agents and property managers. We deliver quality roofing with a personal touch, treating every project with care and attention with a focus on communication.

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-Rachel Pugia



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Brian Gowdy and Bobby Wright, the National Product Director of Real Producers, atop Camelback Mountain (January 2025)



Asking for Help

How many of you, like me, struggle to ask for help? I’m someone who likes to appear as if I really “have it together” — and when you’re someone who has it together, you don’t need help from others... This mindset has cost me so much over the years.

Hours ago, we hosted our 2nd annual Real Producers Dodgeball Tournament for Charity (look for photos in next month’s magazine!) and, while it was a hit, we had less participation than we did the first year. One notable difference between the two years was, the first year I asked for help from some of my closest friends in the industry to help me promote it. This year I didn’t ask for help promoting it. I didn’t ask anyone to share the posts; I didn’t tag people in the posts, etc... I assumed I could ride the coat tails of the success of the previous year. And while the event was still a success, we had less teams registered and, in the end, a lower donation to the charity chosen by the winning team. All because I didn’t want to ask for help.

Where is not asking for help costing you in your business? In your life?

On that note, there are a lot of ways I could use your help. The best thing any of you can do to help me and this platform is to support our advertising vendors and let the owners know you saw their ad in Real Producers. Another way you can help us is, when you meet a real estate vendor who is looking to grow their business with real estate agents, you can connect them with me via email or text. Last, if you ever see us promoting an event, it’s a huge help if you can share it. Social media algorithms are more challenging than they used to be and, to be blunt, I can use all the help I can get.

Thank you all for everything you’ve done for me in my professional journey. I’m grateful for you,

Brian Gowdy
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Reflections from The Editor

What is your morning routine? The way I consistently begin my days is enjoying my coffee while I write in my journal. I write about the events of my life, the big questions I’m exploring, the challenges I’m facing, the patterns I see in the guidance I am receiving... and so much more. This is my meditation, my form of prayer, my way of cultivating self-awareness, and my path to insight. Some days I fill many pages and other days, I only write a paragraph or two. What’s important to me is that I write. I know when I’m done and I don’t force anything that’s not there.

Have you tried a journal writing practice? How did it help you? Or, if you struggled with it, what felt difficult

for you? Sometimes the hardest part is just getting started. Many have told me they don’t know what to write about or “how” to journal. The beauty is, there is no wrong way to do it. All journal writing is in response to some type of question... even if the question is “What happened today?” or “What did I learn today?”

If journal writing isn’t your thing, what DOES help you in creating a GREAT start to the day?



Tabby Halsrud
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Courtney Hafer



What brought you to this field & what do you love about it?

I like talking to people on the phone about the homes they are buying and getting to see the photos!

Fun facts:

I like to be outside. I take my two adorable, retired Greyhounds hiking every morning before work. I really enjoy cooking, running, reading, and golfing with my husband. I also volunteer in the nursery at my church, where I get to hold cute little newborns.

Rej De Mesa



What brought you to this field & what do you love about it?

Rocket Station, a virtual staffing company. Before receiving any formal training, I was fascinated by the gorgeous homes I saw in magazines and wondered how people would determine which one they wanted to purchase. I love the people I work with and assisting with scheduling inspections for these amazing properties.

Fun facts:

On July 26, 2018, I watched 24 episodes of The Big Bang Theory Season 11 for 15 hours, with no sleep! I enjoy spending time with my three cute doggos. I love to sing and cook. I can understand and speak four Filipino dialects: Tagalog, Cebuano, Waray-Waray, and Ilocano.



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BY TABBY
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Absolute Floors & More, founded in 2014, and Absolute Water Damage and Mitigation, founded in 2023, provide a variety of services including water damage restoration and repair, dry outs, extractions, mold remediation, carpet and pad reinstallation, carpet cleaning, carpet repair, and air duct and dryer vent cleaning.

Founder Nate Lemieux was born in Germany but his military family moved to Colorado when he was six months old. After graduation, Nate joined the Marines which prompted a move to North Carolina and brought overseas travel to places like Africa, Tunisia, Egypt, Spain, Italy, Greece, and Israel. At the end of his military career, Nate wasn't sure what he wanted to do and explored different jobs such as sheet rocking and bike sales. While he succeeded at selling BMX, mountain bikes and road bikes, he hit a financial ceiling. A friend of his offered Nate a night-time gig cleaning carpets, which Nate ended up falling in love with. Later, he worked for a carpet cleaning company for five years and although he achieved success, he was longing for more and ventured onto the entrepreneurial path.

Nate first opened Natural Carpet, planning to offer repair services. He ended up being subcontracted to help with water damage mitigation, and was hired by other carpet cleaning

companies to teach and mentor their employees in effective carpet cleaning. In 2014, Nate opened Absolute Floors & More and purchased his first company vehicle. He marketed his new



NATE LEMIEUX



company initially through Home Advisor and Angie's List and soon after, won several awards. Later, he developed relationships with real estate agents, which was a huge step toward the company's growth.

What makes Absolute Floors & More unique is that Nate and his business partners Brandon McKim and Bruce Davis hold patents for their approach to cleaning carpets, including neutralizing chemicals to protect the carpet as it's being cleaned. He hopes to make the process available more broadly so homeowners can safely clean their own carpets without voiding carpet warranties. Additionally, Nate prides himself on never "upselling" the client - he had to do that in prior jobs and didn't like that approach. Instead, he focuses on offering the best value at the lowest cost without hidden fees. According to Nate, going the extra mile for clients is standard.

Nate reminds us that not all carpet cleaners are created equal. "Anyone can buy a van and start cleaning carpets with no training. The chemistry behind carpet cleaning is often ignored and misunderstood, which leads to safety issues." With chemicals involved, safety is paramount. Nate shared that many carpet cleaners shortcut the process and leave shampoo residue on the carpet which is dangerous to pets and children. Nate recalls a story from a past client whose dog obsessively chewed his paws because the chemicals were burning him. This story changed his outlook

and the way he approached carpet cleaning. Nate asserted, "Just because someone says they have a biodegradable chemical doesn't mean that it's safe. It's still a chemical and those chemicals need to be neutralized after the carpet has been cleaned."

Nate encourages real estate agents to ask carpet cleaning vendors tough questions, such as: How are you cleaning the carpet? How can you prove that it's clean and the shampoo and chemical residue is removed? He shared that carpet cleaners should be able to perform a PH test on the carpet to prove that it's clean.

In February, 2023, Nate opened Absolute Water Damage and Mitigation with the support of his business partners, Bruce Davis and Brandon McKim, whose bios have been included below.

Nate has created his sense of fulfillment through his businesses and the business partnerships he has developed along the way. He loves seeing happy clients, knowing that he gave them the service they wanted.

Nate and his wife Jenna have been together 23 years. When he's not working, he loves to DJ and has been a not-for-profit DJ since 1996; the cost of his services are donated to charities that help kids. DJ Natural Nate enjoys mixing music for break dancing, set the world record for the fastest mixing DJ, and invented online DJ video streaming. He also created a website platform that helps other talented DJs get noticed. Soon, DJ Natural Nate will be featured in Rolling Stone Magazine!



Brandon McKim, Field Coordinator / Sales

Brandon has been an "absolute" master of the water damage / mold industry for over two decades. He is one of the best restoration and mitigation techs and owners in the State of Colorado. Brandon holds certification in multiple areas such as water damage, mold remediation, lead and more. He is a sales specialist, a major property manager for Absolute Water Damage And Mitigation, and one of the nicest guys you'll ever meet.



Bruce Davis, Operations Manager

Bruce has been a field project manager for over two decades. He is a phenomenal customer service rep and has a knack for starting and finishing projects with incredible management skills. With his strong attention to detail, he keeps the jobs on target until completion. He is driven to find the best solutions to the toughest questions and most challenging jobs.

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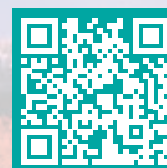
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BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

Treasure Davis has always been passionate about serving others. She has dedicated years to the March of Dimes, contributing as a volunteer, employee, and financial donor. She also played a major role in supporting the Ronald McDonald House, leading projects such as the installation of a healing garden, two family rooms, and a new house. Additionally, through the Hometown Heroes program, the Treasure Davis Team has donated over \$100,000 to service members—something Treasure is incredibly proud of.

Treasure started her real estate journey 20 years ago as a solo agent. A pivotal moment in her career came when she met Leighanne Potts on the other side of a transaction. Impressed by Leighanne's professionalism and care for her clients, Treasure saw something special. "Leighanne handled everything so seamlessly that I had no idea she was a new agent! I knew I wanted to build a relationship with her because I admired the way she worked."

As their friendship and mutual respect grew, Treasure began referring clients to Leighanne. Eventually, Leighanne expressed her desire to join forces. After thoughtful conversations, Treasure agreed—and that decision became the foundation of the Treasure Davis Team,

which has since grown by leaps and bounds.

Today, the team is more than just agents. They have strong administrative support, an operations manager, and a runner, creating a structure where everyone thrives in their strengths. "Our agents excel at taking care of clients, each other, and even the other brokers. We build great relationships because we know we'll work together again. Our goal is always to create a win-win for everyone."

Treasure first entered real estate thinking it would be fun to look at houses—only to quickly realize that was just 10% of the job. She now encourages agents to treat real estate as a full-time business, emphasizing the importance of planning, financial tracking, and strategy.

Beyond her team, she is committed to helping other agents in the industry. Through resources, support, and Masterminds, she provides guidance because she remembers what it felt like to be new. "Real estate is challenging, and I want every agent to have someone they can turn to. I remember what it's like to be a new agent—we all had a day one. We need to have each other's backs." For Treasure and her team, collaboration is key.

"This is a big city but a small town, and we all work together. We have some

of the best REALTORS® here! We've proven our resilience—whether it was being deemed non-essential during COVID, adapting to keep clients safe, or navigating the NAR settlement. I'm proud of how we handle people's biggest investments. We guide clients through life's biggest transitions—losing a loved one, divorce, becoming empty nesters, or military families navigating moves. It's about relationships, meeting people where they are, and treating every transaction with integrity—no matter the size."

"It's been an incredible 20 years! I'm grateful for the lessons, the mentors and coaches who shaped me, and the REALTORS® and brokers I've worked alongside. I'm especially proud of how we support the agents on our team, setting them up for success—whatever their goals may be. Through the highs and lows, we stand by each other, and that has been the most rewarding part for me."

But above all, Treasure is most proud of her team. "The Treasure Davis Team isn't just me—it's all of us, working together for our clients and truly taking care of people. This team is made up of individuals who choose to work alongside one another, and I am honored that they are receiving the recognition they deserve. They deserve the world."

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Sondra Casey

Treasure Davis Team

Real estate wasn't a lifelong dream for Sondra Casey, but she always had an unwavering fascination for homes, unique layouts and most specifically, their design. She would often tour model homes just for fun, starting at a young age. Ultimately it was her background in the food and beverage industry that helped her realize sales may just be "her thing." She has bartended and managed restaurants in the past with her most recent position being a Sales Manager for a collective of catering companies.

BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

While she loved her career in catering sales, she noticed several of her friends shifting into very successful real estate careers. This continually piqued her interest and when her catering position began to run its course, she pondered what to do next. It was then that she decided to take the blind leap and pursue the world of real estate. As part of her exit strategy, she shared the news of her career shift with her catering clients. One of those clients was a mortgage lender and he quickly connected her with the Treasure Davis Team.

At first, Sondra considered being a solo agent but didn't know much about the industry. She asked her real estate friends for guidance and they recommended she join a team, mainly for the education and support that is needed for new agents. She is now glad she followed that advice and has appreciated the constant support and continual education that a team provides. "There's no way I could have started solo. The thought of not having the team and Treasure to lean on when I had questions/concerns, is frightening. This team, the people on it, my mentor Leighanne... they created comfort and reduced my fears. I know I always have people to count on and I'm grateful I had that experience as

a new agent. Treasure is amazing, the camaraderie is phenomenal and the team members are there for one another. I'm so happy to be part of this team."

“
I can have a little spark, a little spiciness in me. I realized early on that there is a good chance I will cross this person's path again and that we are all here to get to the same finish line, so keep your cool and keep the transaction moving!”

Originally from Elgin, IL, a small town about an hour northwest of Chicago, Sondra is a devoted Chicago sports fan. Most of her family is still there and she tries to return annually to visit. She loves to travel and explore new places, soaking up the culture, different culinary styles and of course, the architecture and design. Her goal is to "travel small, at least once a month, with a few large trips sprinkled throughout the year." An

avid reader, she's known to have a book in her hand when she has the spare time. She is still passionate about design, which may have been a missed calling, and loves recreating spaces in her own home while helping her friends do the same. She is married and with her husband came three lively boys, who are now 22, 15, and 13. The family has a spunky old lady cat named Buster who will be 19 this year, which Sondra said "is likely to outlive us all."

Sondra mostly enjoys the "feel good" of working with first-time and first generation homebuyers. She shared one of her earliest lessons learned, which was how small the industry is and how important it is to approach challenging situations with care. She expanded, "I can have a little spark, a little spiciness in me. I realized early on that there is a good chance I will cross this person's path again and that we are all here to get to the same finish line, so keep your cool and keep the transaction moving!" As Sondra approaches the end of her third year, she is most proud of the fact that she nearly doubled her transactions and income in her second year. She admits she is competitive, financially motivated, and driven. She loves competing with herself the most - wanting to always do better than she's done before.

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Tyler Hoshide

Treasure Davis Team

Although he was born in Hawaii, Tyler Hoshide grew up in Colorado. He worked five years as a general manager for VASA Fitness and helped grand open the south location here in Colorado Springs. Tyler watched some of his team members leave VASA for real estate and many asked when he would make the shift too. It wasn't until Tyler started feeling burned out from company changes that he was drawn to explore a new career. He interviewed with the Treasure Davis Team, left VASA, and treated studying for his license as a full-time job, completing it in only five weeks.

BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

Tyler acknowledges that he started his new career when the market was great. When the market shifted, it became more challenging but he is proud of the fact that in one of the most difficult years for the real estate industry, he had his highest number of transactions. Tyler reflected on his first three years, sharing, "It has been fun. I love the balance and being able to travel and spend time with my family while I focus on my clients." Tyler values being in control of his day and accountable to himself, which provides the opportunity to be very successful.

He appreciates that the team provides tools to help with his success and business progression. He values the camaraderie and enjoys the nice office space and working with his team members. When he first shifted to real estate, his overall goal was to buy more of his time back; he wanted to have flexibility and work/life balance. He desired to live his life to the fullest and he and his wife knew they wanted to have kids. They have recently welcomed their first child - a baby boy - and the team was proactive in working with him to take care of his clients while he was away. His team members offer support when he takes time off to travel or when he enjoys long weekends at a family member's condo in Breckenridge, where they

snowboard. Tyler also spends a lot of his time golfing in the warmer months. The couple has two dogs, Tux and Daisy, and enjoys spending time with local extended family members.

Tyler shared a unique fun fact: he has no body odor so he has never purchased or worn deodorant! Additionally, he used to be paid to play video games and traveled to tournaments as a member of a competitive team.

Tyler is passionate about helping first-time homebuyers and those transitioning out of their first home to something a little bigger. It's important to him to guide clients through the process of upgrading in a way that sets them up for financial success in the long term. He provides resources to help them explore the possibility of keeping their first home as a rental. He's proud of the trust he had built with his clients and that he's not received a review under 5 Stars, a testament to the level of service he provides. Tyler acknowledges that you need to have a certain type of personality to succeed in this field and that his engaging and outgoing personality helps with his success. He desires to be his clients' REALTOR for life and help them with all future transactions.

“
It has been fun. I love the balance and being able to travel and spend time with my family while I focus on my clients.”

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Dean Jaeger

Treasure Davis Team

Dean Jaeger grew up in the Denver area but moved to Colorado Springs for a teaching job. He received many accolades during his decade-long career, including Teacher of the Year in his final year. In spite of his successes, Dean was feeling plateaued and realized his income potential was capped. When his sister left her teaching career to chase her dream, it inspired Dean to do the same. Thinking real estate sounded fun, Dean enrolled in real estate school, working toward his license in the evenings while he brought his teaching career to a close.

BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

He jumped into real estate full time in 2014, not understanding at first how difficult it would be. Dean admitted he floundered that first year and he contemplated returning to teaching. Things began to shift for him after he joined the Treasure Davis Team, a connection that came through Leighanne Potts' husband Brad, who Dean had taught with.

Dean said he was humbled his first year, "It was eye opening to leave a career at the top of my game and having to start over. But once I joined Treasure's team, I put my head down and never looked back." Dean sought guidance from others on the team and soaked up all the knowledge he was receiving. He took his new career very seriously and dug into systems, received coaching, and learned the ins and outs of the contracts. He saw evidence of his growth when he was able to create offers quickly and review the details of contracts with clients from memory. To grow his business, Dean tapped into his personal sphere and the former students, teachers, and community where he taught. "It was a great way to get things going. It was an organic and natural approach to growing my business." Only two years into his new

“It was eye opening to leave a career at the top of my game and having to start over. But once I joined Treasure's team, I put my head down and never looked back.”

career, Dean was able to pay off all of his debt and purchase his first home.

In 2017, Dean faced a personal hardship that rocked his world but thanks in part to the support he received from his team, he persevered. Dean reflected, "The team stepped in to give me the time and support I needed. I came through knowing that I can handle life's setbacks and use them to grow and get better... that anything is possible. Now I know things happen for a reason, which translates to real estate: When you offer on a house but don't get it, something better will come along later." Dean loves the Treasure Davis Team and the camaraderie, professionalism, and willingness to collaborate and help each other out. "Everyone wants to see

each other succeed. It's been a great environment to be in the last ten years," Dean elaborated.

When he's not working, Dean is motivated to work toward a personal goal of running a marathon in every state. He has recently checked two states off his list - West Virginia and Arizona - and even ran one in Ireland. Dean confessed that he is a minimalist and prefers a clutter-free home, so he never wanted pets. When a friend convinced him to dog sit on a weekly basis, Dean was reluctant at first. Now, these dogs have their own bedroom in his home and their own Facebook following. Dean's clients sometimes invite the dogs to come to showings, and when their Facebook fans see the dogs out with their owner, they ask - "Why do you have Dean's dogs?"

Recently, Dean shifted to supporting Mayberry, a new builder development community, as the lead sales person. Dean was previously familiar with new builds as a buyer's agent, but now as a builder representative, he has been learning more about the permit and building side of things. What Dean loves most about real estate is seeing people achieve their dreams and experiencing the reality and excitement of becoming homeowners.



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Leighanne Potts

Treasure Davis Team

Leighanne Potts began her real estate career in 2010 when she took a job doing leasing and marketing for a luxury apartment complex housed in Denver. After working in property management for two years, she and her husband moved to Colorado Springs and she switched to residential real estate sales. Leighanne officially became the first licensed REALTOR® on The Treasure Davis Team in October of 2013.

BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

Leighanne reflected on her transition from a solo agent to being a member of a team, “It was reassuring to know that the right opportunities would be there. It’s amazing to have so many resources and people to collaborate with right at my fingertips. I’ve been on the team for over 10 years and it’s been more than a blessing.”

Now, as the sales coach and mentor on the team, Leighanne takes great pride in the mentorship program and training she has helped develop and deliver, equipping teammates with the tools to grow their businesses. She finds it deeply fulfilling to witness the success of both past and present agents, knowing she has played a meaningful role in their accomplishments. For Leighanne, seeing others excel is not only a testament to their effort but also a reflection of her unwavering commitment to their growth and success.

Leighanne and Treasure are both community-based and share common values. They believe in a culture that operates a little more like a family, focusing on relationships with each other and their clients. The core values for the team spell “CHARITY” and they are active in the community, choosing a non-profit each quarter with which to volunteer. “We come from

a desire to help and to do what’s right for our clients. We really aim to work collaboratively with other agents; we are all working toward the same end goal. Sometimes the right thing isn’t the easiest thing, but our clients are number one.” For Leighanne, the relationship with her clients is a relationship for life. “I still have clients who have moved out of state or overseas who I just love. I check in with them and I want them to feel valued.”

Leighanne believes in treating everyone how you want to be treated. “In real estate, you’re competing against other agents to win business and transactions, and you’re not always the winner. For every ‘no’

“

We come from a desire to help and to do what’s right for our clients. We really aim to work collaboratively with other agents; we are all working toward the same end goal.”

there’s a ‘yes.’ You just have to keep that positive mindset, always practice for better skills, and continue with the daily habits that make you successful.”

Leighanne and her husband have two daughters, ages 10 and 7, and the family loves traveling. Originally from South Carolina, Leighanne loves going anywhere near the ocean and with a beach. The family enjoys trips to the mountains, camping, and just being outdoors soaking up sunshine. Leighanne said some may be surprised to hear she is a fan of college football. She is also an avid reader.

Summarizing what she loves about the Treasure Davis team, Leighanne shared: “I really believe in the definition of team - Together Everyone Achieves More. Investing in the opportunities and leaning into the resources has taken my business and my personal life to a whole new level that I honestly never thought would be imaginable. I’m grateful for the camaraderie I get to have with my teammates each day. We hustle and we get our work done, but we have a lot of fun and laugh too! In a team environment, you become family and make friends, and there’s always other people you can bounce ideas off of or seek help from. You’re never alone in your journey.”

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Gisela Spencer

Treasure Davis Team



Before she became an agent, Gisela Spencer worked in retail management.

In her role as sales manager, she worked with several real estate professionals who were seeking additional income sources during the recession. Several of them suggested that she would make a great agent because she was amazing with clients and was bilingual, a very valuable skill in the industry.

At first, Gisela wasn't interested in making a change because the consistent salary and structured schedule were well-suited for the stage of life she was in.

BY TABBY HALSRUD
CASA BAY PHOTOGRAPHY

When her grandfather was diagnosed with cancer, Gisela reordered her priorities and became his full-time caregiver. Two years later as she was preparing to return to the workforce, she decided it was time for something different and found real estate to be an intriguing option. Her husband, who is in the Special Forces, was supportive of her exploring a new career. But Gisela was concerned with finding childcare for their youngest child. She confided in her best friend, who not only encouraged her to give it a go, but who also offered to babysit! Now, Gisela knows that real estate is what she is meant to be doing and frequently asks herself, "Why didn't I do this sooner?"

In 2022, Gisela was again caring for her grandfather and taking him to medical appointments. She wanted to find a team that would support her in this role of primary caretaker. "It was very important to me that I be able to prioritize my family. Treasure's response to that was 'Absolutely.' She was the first person who made me feel like I could do real estate, care for my grandfather, be there for my kids, AND still be successful in my career. It

“Treasure is an incredible mentor who really understands the real estate industry. She recognizes the always evolving nature of the market and stays open to learning and adapting.”

brought a sense of relief to know that I would have a supportive team.”

Gisela still loves her team and the guidance she receives from Treasure. "Treasure is an incredible mentor who really understands the real estate industry. She recognizes the always evolving nature of the market and stays open to learning and adapting. Working with her makes it easy to navigate changes and keep things moving forward, ensuring we stay on the right path to reach our goals."

One of the biggest lessons Gisela has learned over the span of her real estate career is the importance of maintaining relationships

with her sphere and her clients. Gisela strives to provide clients with care, honesty, and integrity while creating long-lasting relationships. She believes in doing what it takes to stay top of mind and relevant, and she wants people to know they can reach out to her whenever they need help. She is proud of having built a very loyal sphere and wants to be the first person her clients call when they need guidance.

Even though Gisela is working more now, she loves the flexibility her schedule provides. It allows her to pick up her kids and attend their school events while also giving her family a sense of security. "You can do as much business as you want to, but when you need to step back for a while, you have the freedom to do that too."

Gisela and her husband have four children: Dominick, age 7; Grace, age 15; Tristan, age 17; and Catherine, age 25. Gisela's fluffy frenchie Mila is a service dog, who loves joining her at listing appointments and closings. Gisela is a frequent visitor at the Denver and Cheyenne Mountain Zoos and enjoys traveling to other zoos throughout the United States.



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CASA BAY PHOTOGRAPHY



Hillary Flory

Originally from Honduras, Hillary has lived in several states, with Florida being the last stop before settling in Colorado. She earned her Business degree from UT Austin and discovered her passion for real estate while managing an Airbnb. She loved helping people find the right space, making it feel like home, and seeing the impact it can have. That experience, combined with her military service, inspired her to build a career focused on serving others. Outside of work, Hillary loves traveling and exploring new places with her husband, family, and two dogs. Whether it's a big trip or discovering hidden gems, she thrives on new experiences. For her, real estate isn't just about transactions - it's about helping people find where they truly belong.



Ashley Frye

Ashley isn't just a real estate agent—she's a mountain soul through and through. As a Colorado-based REALTOR® who calls the mountains home, she helps others find their perfect retreat in nature. Passionate about continuous growth, she's currently working on her master's degree while building her real estate career. Ashley loves the mountains, and it's her passion to help others move here and find their dream mountain home. She says there's nothing better than helping people turn their dreams into reality. Outside of work, Ashley is all about adventure—hiking, snowboarding, yoga, scuba diving, camping, and anything outdoors. She's also a huge dog lover and loves exploring the mountains with her pups. Ashley's dream vacation would be to take a scuba diving trip on a boat, diving with hammerhead sharks!



Chelsea Jackson

Chelsea is a dedicated REALTOR® with a passion for homes that began when she and her husband renovated their basement in their first home. Beyond real estate, she's a talented baker who earned a pastry arts degree alongside her grandmother. A social butterfly, she loves camping, playing cornhole, board games, and enjoying dinner and drinks with friends. As a military brat, she's built friendships worldwide and has a deep love for travel, having explored Paris, Germany, and Egypt—though Italy remains her dream destination. With a full life as a REALTOR®, wife, and mom of four with two dogs, she balances her career and passions seamlessly. Whether helping clients find their dream home or baking a delicious treat, she brings warmth, dedication, and adventure to everything she does.



Shay Lach

Originally from southeast Georgia, Shay holds a deep appreciation for her faith, community, family, friends, and, of course, true southern hospitality. In college, she discovered her passion for real estate, and it's been her calling ever since. Growing up in the south instilled in her a love for great food, meaningful conversations, and creating a welcoming atmosphere. Shay's "why" is rooted in building strong relationships, offering guidance, and making the real estate experience enjoyable as possible for her clients. Outside of work, she enjoys staying active, soaking in Colorado's outdoor beauty, and hiking with her dog.



Sebastian Madsen

Real estate is more than a career for Sebastian—it's a passion for helping people find the right home while building a future for his family. With two young kids, Sebastian values the flexibility and opportunity this industry provides. Originally from El Paso, he moved to Oklahoma City in 2012 before settling in Colorado Springs in 2020. Before getting his license in Spring 2023, he worked in the fitness industry for four years and previously studied music production, running a successful concert company and performing as a DJ in the EDM scene. Outside of work, he enjoys going to the gym, golfing, hiking, and cooking. His dream vacation is visiting Egypt to see the Great Pyramids.



Justin Yates

Justin developed a passion for real estate because throughout his childhood, he never had a permanent place to call HOME. His family moved frequently, living in rentals, which made him realize how important it is to have stability and a home to call your own. He was born and raised in Pueblo, Colorado, and decided to pursue a career in real estate at a young age. In 2022, at just 19 years old, he became a licensed real estate agent, eager to help others find the perfect place to call home. Outside of work, he enjoys spending time with friends and going to the gym. One of his biggest dreams for a vacation is to visit Hawaii.

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Welcome our new Preferred Vendor: **Chris Higbee**, owner of **On Top Roofing & Restoration**, an experienced and elite team of people with an uncompromising commitment to the highest standards in sales, service and installation. Fun fact: Before Chris founded On Top Roofing & Restoration, he was a Police Detective!



Celina Ortiz

Born in El Salvador, Celina Ortiz's family relocated to the United States when she was seven and moved to Colorado Springs when she was in high school. After school, Celina worked as a CNA. As a former military spouse, Celina experienced relocations, which shaped her resilience and adaptability. She worked in the beauty industry for a while, but after two car crashes, long hours standing on her feet started to take a toll on her body. A few of Celina's clients were real estate agents, which piqued her curiosity and ultimately led to a career change in 2021. Celina loves working with the Latino community and is proud that she has helped one of her clients purchase three homes in three years. She views real estate as an opportunity to build wealth and create legacy. Celina served as a founding director of the Southern Colorado NAHREP chapter, which recently closed. When she's not working, she loves spending time with her children, ages 21, 16, and 14.



Welcome our new Preferred Vendor: **Ryan Warrum**, founder of **Freedom Real Estate Photography**. They will do what it takes to get the home ready to photograph and they have no cancellation or reschedule fees! Outside work, the team at Freedom Real Estate Photography enjoys volunteering with local food pantries and pouring into community!

Agent & Vendor Snapshots



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Welcome our new Preferred Vendor: **Fred Tolerico**, owner of **Junk-N-Haul**, which offers same-day service, low pricing, and they're locally owned!



Sumer Liebold

Originally from Gunnison, Colorado, Sumer Liebold and her husband enjoyed the island life for about a year before returning to Colorado Springs. Sumer joined her brother doing rentals at a corporate housing company before earning her real estate license in 2009. Now, she works with 8z specializing in the Old North End. She has built an expansive network of people she truly cares about. Sumer and her husband were involved in launching an organization called Couples Who Care, which raises \$10,000 per quarter for local charities. Sumer is proud to share that they have given \$225,000 so far! Sumer and her husband have three children, ages 14, 12, and 7. The family loves skiing and are eagerly awaiting a trip to Europe.



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