COLORADO SPRINGS

REAL PRODUCERS®

DECEMBER 2026



Vanessa & Ricky Marquez

CASA BAY PHOTOGRAPHY

CONNECTING. ELEVATING. INSPIRING.

ARROW
MOVING & STORAGE
COLORADO • TEXAS

Moving Colorado Springs



- **Free** in-home survey to design a customized move plan.
- **Full** packing services and specialized moves.
- **Fair** and binding pricing — no surprises.
- **Secure** storage available.
- **Commercial** and industrial services.
- **Licensed**, bonded and insured.

Agent for Mayflower

TRUSTED. PROFESSIONAL. STRESS-FREE MOVING.

Household & Commercial Relocations.
80 Years of Experience Moving You with Care and Confidence.

Contact Arrow Moving for a FREE MOVING QUOTE. **ArrowMoving.com | 719-573-3460**





Trusted by Top Colorado Agents

Stage & Sell Faster

ELEGANT BY DESIGN
PROFESSIONAL HOME STAGING

Colorado's Preferred Staging Company

SCAN TO CONNECT
719-582-2999
www.ElegantByDesignStaging.com



ONE CALL. HOME READY.

From punch lists to full remodels, we get properties ready to list, sell, rent or move in.

QUICK TURNAROUNDS | ONE TRUSTED TEAM | NO JOB TOO SMALL

DRYWALL | PAINT | TILE | BATHROOMS | BASEMENTS | REPAIRS + MORE

PATCH DOCTORS
REPAIRS • REMODELS • RESULTS
COLORADO SPRINGS' ONE-STOP PROPERTY REPAIR & REMODELING PARTNER

GOT A PROPERTY THAT NEEDS WORK?
Scan here. We'll take it from there.
SCAN OR CALL

SERVING COLORADO SPRINGS SINCE 1992
ONE CALL. HOME READY.
719.922.5311 | patchdoctors.com
FAMILY OWNED & OPERATED

CO ROOFING & SOLAR

PIKES PEAK ASSOCIATION OF REALTORS®

'25 PPAR AFFILIATE OF THE YEAR

ZACK STARK

COROOFING.COM • 719-232-8747

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ASSISTANT TASKS
The On-Call Assistant
(719) 602-9490
theoncallassistant.com

BUILDER
Structure Custom Builds
(719) 649-7195
structurecb.com

CUSTOM FRAMING / ART GALLERY
Orly's Art Gallery & Custom Framing
(719) 630-3371
orlysgallery.com

DEVELOPER
Gold Hill
(719) 633-2202
goldhillmesa.com

DRYWALL REPAIR
Patch Doctors
(719) 922-5311
patchdoctors.com

ECONTRACTS
RE-Sure
(619) 994-2737
resure.realestate

ESTATE SALES & AUCTIONS
Schur Success Group
(719) 667-1000
schursuccessgroup.com

EXCAVATION SERVICES
Absolute Excavating, LLC
(719) 440-6000
absoluteexcavatingllc.com

FLOORING
HOMEstretch
(719) 900-8257
home-stretch.com/cos

GARAGE DOORS
ASAP Garage Doors
(719) 749-8904
asap-gds.com

GIFTS
Leah's All Occasion Baskets, LLC
(719) 280-2341
leahsalloccasionbaskets.com

GLASS REPAIR
Lightning Glassworks & Screens
(719) 649-4001
lightning.glass

HANDYMAN
On Top Roofing & Restoration
(719) 432-9886
ontoproof.com

HOME IMPROVEMENT
That 1 Painter
(719) 491-7031
that1painter.com/colorado-springs

HOME INSPECTION
A Buyer's Choice Home Inspections - Pikes Peak
(719) 368-4225
abuyerschoice.com/pikes-peak

Brick and Mortar Home Inspection Inc.
(719) 648-2835
bandmhomeinspections.com

Ground Floor Home Inspection
(719) 641-1555
groundfloorhomeinspection.com

The Elevation Team - Pillar to Post
(719) 633-5639
joshuadeck.pillartopost.com

HOME PREPARATION SERVICES
HOMEstretch
(719) 900-8257
home-stretch.com/cos

HVAC
Cheyenne Mountain HVAC
(719) 330-1839
cheyennemountainhvac.com

INSULATION
Koala Insulation
(719) 394-0033
koalainsulation.com/colorado-springs

INSURANCE
American Family Insurance, Sam Brossard Agency
(719) 370-9729
amfam.com

Elevated Insurance Team
(719) 301-0095
elevatedinsuranceteam.com

The Agency
(719) 785-1330
theagencysprings.com

INTERIOR DESIGN
Colorado Home Interiors
(719) 619-8153
cohomeinteriors.com

JUNK REMOVAL
HOMEstretch
(719) 900-8257
home-stretch.com/cos

Junky Town
(719) 799-8622
junkytowncos.com

LANDSCAPER
Freedom Landscapes
(719) 301-4000
freedomlandscapes.co

MAKE READY SERVICES
Patch Doctors
(719) 922-5311
patchdoctors.com

MARKETING
Connect Grafiks & Marketing
(719) 679-2626
connectgrafiks.com

MORTGAGE
Broker House Mortgage
Hans Fetterhoff
(719) 686-3652
brokerhousemortgage.com

Central Bank
(719) 309-3339
centralbank.net

Fidelity Mortgage Solutions
Vaughn Littrell
(719) 290-0415
vaughnlittrell.com

Low Cost Mortgage
Mike Floren
(719) 362-0439
LCMLoans.com

NFM Lending
Mary Greenwood
(719) 649-6656
nfmlending.com

Planet Home Lending
Eric Newman
(719) 313-3570
EricNewmanGroup.com

Rate
Andrew Deyo
(719) 725-1024
rate.com

The Key Collective Team
Leanna Selander
(719) 660-5370

MOVING & STORAGE
5 Star Moving & Storage
(719) 227-7755
5starmovingandstorage.com

Arrow Moving and Storage
(719) 573-3460
arrowmoving.com

MOVING SERVICES
iHaul iMove
(719) 357-5865
ihaulimove.com

ODOR REMOVAL
1-800 WATER DAMAGE of Colorado Springs
(719) 684-9200
1800waterdamage.com/colorado-springs

OUTDOOR LIVING
Freedom Landscapes
(719) 301-4000
freedomlandscapes.co

PAINTER
HOMEstretch
(719) 900-8257
home-stretch.com/cos

That 1 Painter
(719) 491-7031
that1painter.com/colorado-springs

PHOTOGRAPHER
Casa Bay Photography
(541) 213-5435
CasaBayPhotography.com

PHOTOGRAPHER | REAL ESTATE MEDIA
Freedom Real Estate Photography
(719) 675-5115
freedomrephoto.com

Vibrant Media Co
(719) 259-0061
vibrantmediaco.com

PLUMBING
Bill's Plumbing & Drain
(719) 598-4775
billsplumbinganddrainservice.com

PROPERTY MANAGEMENT
All County Colorado Springs Property Management
(719) 445-7172
allcountycs.com

Dorman Real Estate Management
(719) 213-9100
coloradospringsproperty.management

REMODELER
Colorado Home Interiors
(719) 619-8153
cohomeinteriors.com

RESTORATION & REMODELING
Patch Doctors
(719) 922-5311
patchdoctors.com

ROOFING
CO Roofing & Solar
Zack Stark
(719) 232-8747
coroofing.com

On Top Roofing & Restoration
(719) 432-9886
ontoproof.com

SOLAR
CO Roofing & Solar
Zack Stark
(719) 232-8747
coroofing.com

STAGING
Elegant by Design
(719) 582-2999
elegantbydesignstaging.com

TAX PREPARATION
Eldridge Tax & Advisory
(719) 205-5504
eldridgetaxes.com

TITLE & ESCROW
Chicago Title
(719) 593-1661
colorado.ctic.com

Empire Title of Colorado Springs
(719) 884-5300
etcos.com

Exact Title
(303) 669-4664
exact-title.com

TRANSACTION COORDINATOR
Peak Transaction Coordinating
(972) 268-5369
PeakTransactions.com

WATER DAMAGE RESTORATION
1-800 WATER DAMAGE of Colorado Springs
(719) 684-9200
1800waterdamage.com/colorado-springs

WINDOW REPLACEMENT
Lightning Glassworks & Screens
(719) 649-4001
lightning.glass

Windows America
(719) 597-8544
windowscoloradospringsco.com

WINDOW SCREENS
Lightning Glassworks & Screens
(719) 649-4001
lightning.glass







Contents

PROFILES



42 **Ricky Marquez**



16 **Madison Lopez**

IN THIS ISSUE

4 **Preferred Partners**
8 **Meet the Team**
11 **Publisher's Note:** When Plans Change
12 **Reflections from the Editor**
16 **Rising Star:** Madison Lopez
22 **Partner Spotlight:** Bill's Plumbing & Drain Service
26 **Standout Agent:** Jessica Brown
30 **Real Producers Events:** Real Producers Represents at The Edge by Tom Ferry
32 **Partner Spotlight:** Lightning Glassworks & Screens
36 **Cover Story:** Vanessa Marquez
42 **Cover Story:** Ricky Marquez
48 **Around Town:** Agent and Vendor Snapshots

If you are interested in nominating people for certain stories, please email us at: brian.gowdy@n2co.com



Meet The Team



Brian Gowdy
Publisher | Advertising Sales
719-313-3028
brian.gowdy@n2co.com



Tabby Halsrud
Editor
cosrealproducerscontent@n2co.com



Sue Hunyady
Ad Specialist
COSads@realproducersmag.com



Stefy Ruiz
Event Coordinator



Maria Bay
Photographer
541-213-5435



Aimee Garske
Client Concierge



Sara Cripe
Social Media Manager
sara@connectgrafiks.com

Do you know someone who should be more involved with *Colorado Springs Real Producers?* Email brian.gowdy@n2co.com

DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.



Our Mission

To build a more tightly knit real estate community.

Through our magazine, we feature agents and tell their stories so you can get to know one another on a real level. Our events bring agents and vendors together in a relaxed environment outside of a transaction, helping build genuine relationships across the industry.

Everything we do is designed to strengthen connection within the real estate community with the goal of creating more patience, empathy, and collaboration during transactions.

Our advertising partners are trusted vendors who we invite aboard our platform to build relationships with real estate agents.

THE BUSINESS OF CONNECTION

THERE ARE PEOPLE YOU HAVEN'T MET YET WHO WILL CHANGE YOUR BUSINESS.

THE QUESTION IS WHETHER YOU'LL HAVE THE COURAGE TO MEET THEM.



Andrew Deyo NMLS: 1889231
Producing Partnership Branch Manager

Think about the people who matter most to your business.

The client who became an advocate.
The agent who became a friend.
The introduction that opened a door.
The conversation that somehow became something much bigger.

There was a time when you didn't know any of them.

They were strangers.

That's the part of business we don't talk about enough. We talk about leads. Units. Valume. Conversion. Market share.

But some of the most consequential opportunites in your career will begin before there's anything to measure.

They begin in the unknown space between two people.

THE PERSON ACROSS THE ROOM.

You walk into an event and see someone you've wanted to meet.

Your mind starts negotiating with you. So you grab a drink. Talk to the people you already know. And maybe you leave without ever crossing the room.

WHAT IF YOU DID?

Walk over. Say hello. Ask the question. Because you have no idea what might exist on the other side of that conversation. Sometimes the greatest opportunities in our businesses begin with having the courage to walk toward something we can't yet see.

> Your future isn't empty simply because you can't see it yet

That's why I don't believe relationships are something we turn toward only when we need more business. **They're the business we're building every day so opportunity already exists when we need it.**

DO THE SCARY THING.

Meet the people you think you're too small to walk up to and talk. Ask the impossible questions. There will always be someone in the room who seems more successful than you. Walk over anyway.

DON'T OUTGROW YOUR CURIOSITY!

When we're new, we'll talk to anybody. We do it because everything still feels possible. Then we get experienced. Our calendars fill.

We can become so efficient that we stop encountering the unexpected.

Walk into a room where nobody knows your production. Talk to someone who can't do anything for you - yet. Ask the question you worry might sound ridiculous.

ALL THINGS COME AND GO.

Markets change. Deals come and go. Great years will challenge us, and difficult years will give way to something new.

But there are still people you haven't met. Conversations you haven't had. Rooms you haven't entered. pportunities you can't see from where you're standing today.

Look forward like a child looks forward. With wonder. With expectation. Then walk across the room.

Someone you haven't met yet may be waiting on the other side.

Andrew Deyo
(719) 725-1024

Applicant subject to credit and underwriting approval. Restrictions apply. Operating as Guaranteed Rate, Inc. in New York Guaranteed Rate, Inc.D/B/A Rate;NMLS#2611; For licensing information, visit nmlsconsumeraccess.org; CO - Regulated by the Division of Real Estate EQUAL HOUSING LENDER



Gold Hill's story began well before its first front porch. It is a story of industry, reinvention, community and a distinctive piece of Colorado Springs finding new purpose.

Today, the neighborhood is taking shape with distinctive architecture, from **Toll Brothers**' modern brownstone and modern farmhouse designs to **Vanguard Homes**' contemporary designs.

The place is Gold Hill. Connect with our builders at **GoldHill.com**

GOLD HILL

Toll Brothers | VANGUARD

142 S Raven Mine Dr #200 | Colorado Springs, CO | 80905



When Plans Change

Every year, my dad and I try to take a father-son trip where we challenge ourselves to reach destinations you won't find on traditional roads.

This year we went to Ouray, CO. The plan was to explore their beautiful and challenging mountain passes on our dirt bikes. And things didn't quite go according to plan.

A few weeks before our trip, my dad's Toyota 4Runner developed transmission problems. Fortunately, he was in a position where he was able to purchase a Jeep Wrangler to replace it. Then, on the very first day of our trip, his dirt bike started having mechanical issues while we were descending Mineral Creek—a challenging trail. Thankfully, we made it down safely, but our motorcycle riding was finished for the trip.

Instead, we spent the remaining days exploring the mountains in the Jeep and on foot. We still had an incredible time, and some of my favorite memories were simply relaxing at our cabin each evening, watching our favorite YouTuber's motorcycle adventure videos together.

At the end of the trip, my dad told me that despite everything, he considered it a huge success. I agreed.

It reminded me how easily we can become attached to our plans rather than the reasons we made them in the first place.

Real estate certainly requires flexibility. Markets change, deals fall apart, and goals sometimes take longer to reach than expected. But a change in plans doesn't necessarily mean failure. Sometimes the experience can still be worthwhile, even if the outcome looks different than we imagined.

As we close out another year, thank you for being part of our Real Producers community. I'm grateful for the relationships we've built and look forward to continuing that work together in the year ahead.

Brian Gowdy
Publisher | Advertising Sales
719-313-3028
brian.gowdy@n2co.com

Close to everything in a place all its own.

Gold Hill brings that remarkable location together with far-reaching views, distinctive homes and a genuine sense of community.

Downtown, Old Colorado City, Highway 24, I-25 and the Pikes Peak foothills are all within easy reach.

Walk the neighborhood, tour model homes, explore available home lots and meet the builders, **Toll Brothers** and **Vanguard Homes**.

GOLD HILL
GoldHill.com

Reflections from the Editor

Behind every successful real estate career is a story that goes far beyond the business itself. Personal challenges, unexpected turns, and the important relationships in our lives often influence not only the paths we take, but also the professionals we become. For this month's featured agents, their experiences have helped define a purpose: making a meaningful difference in the lives of others.

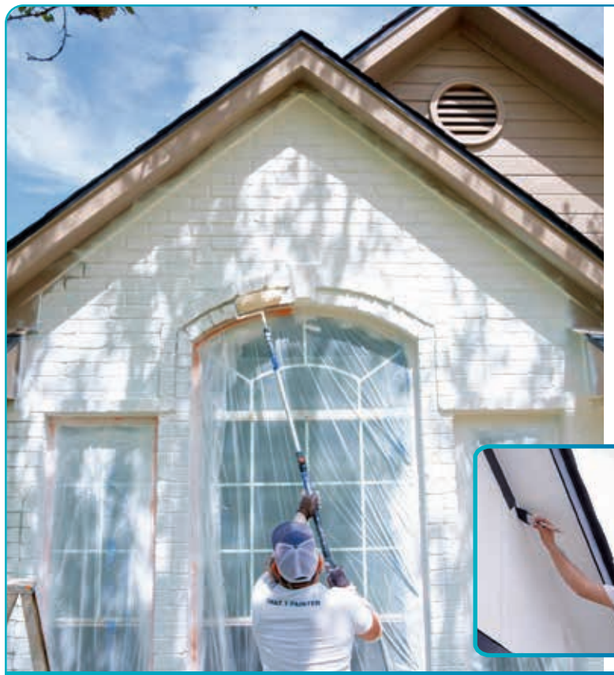
These agents understand what matters most to clients, build relationships that last beyond the closing table, and let their career reflect their values.



I hope you enjoy reading the stories!

Tabby Halsrud
Editor
cosrealproducerscontent@n2co.com




That 1 Painter's
"Sell Ready Services"
can help
boost your home's appeal and value
for a quick sale.

Our team knows what buyers are looking for and will get your property in prime condition to attract serious offers. ***Let us make your home stand out!***

THAT 1 PAINTER

GET A **FREE ESTIMATE** IN 24 HOURS
(719) 491-7031

INTERIOR & EXTERIOR PAINTING • CARPENTRY • POPCORN CEILING REMOVAL
ODOR REMOVAL • DECK STAINING • PRESSURE WASHING







Wishing You a Joyous Holiday Season!

We handle your to-do list with local & remote pros, so you can focus on high-value tasks—***or just breathe.***

The On-Call Assistant is the leader in as-needed real estate services.



Casa Bay Photography

The On-Call Assistant

Michael Shenuk
CEO/Co Founder

Aimee Garske
COO/Co Founder

Theoncallassistant.com
719-602-9490

The Pillar To Post Elevation Team

GETS YOU TO CLOSING FASTER!

Happy Holidays



We provide premium services to support confident homeownership, tailored to you and your clients.

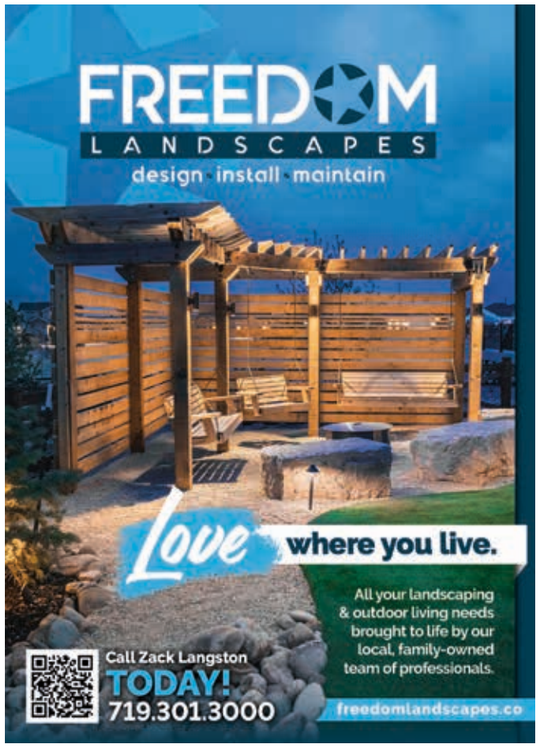
Book an inspection today!

The Elevation Team
719-633-5639
joshua.deck@pillartopost.com
joshuadeck.pillartopost.com

PILLARTOPOST HOME INSPECTORS
THE ELEVATION TEAM

FREEDOM LANDSCAPES

design · install · maintain



Love where you live.

All your landscaping & outdoor living needs brought to life by our local, family-owned team of professionals.

Call Zack Langston
TODAY!
719.301.3000

freedomlandscapes.co

Central Bank

Mortgage Expertise You Can Count On.

With over 15 years in the mortgage industry, Kim Majors knows how to make your home financing smooth and stress-free. From Conventional and Jumbo to FHA, VA, and down payment assistance mortgages, she'll guide you every step of the way with clarity and care.

Call today!

Kim Majors
719 964-4624
NMLS #840748

5278 N Nevada Ave Ste 100 Colorado Springs, CO 80918

EQUAL HOUSING LENDER

This is not a commitment to lend or extend credit. Applicant subject to credit and underwriting approval. Not all applicants will be approved for financing. Receipt of application does not represent an approval for financing or interest rate guarantee. All rates, programs, and fees are subject to change without notice. Other restrictions may apply. See bank for details. The Central Trust Bank NMLS #407985 MEMBER FDIC 238 Madison St. Jefferson City, MO 65101. Copyright Central Bancompany. All rights reserved.

MADISON LOPEZ

CASA BAY PHOTOGRAPHY



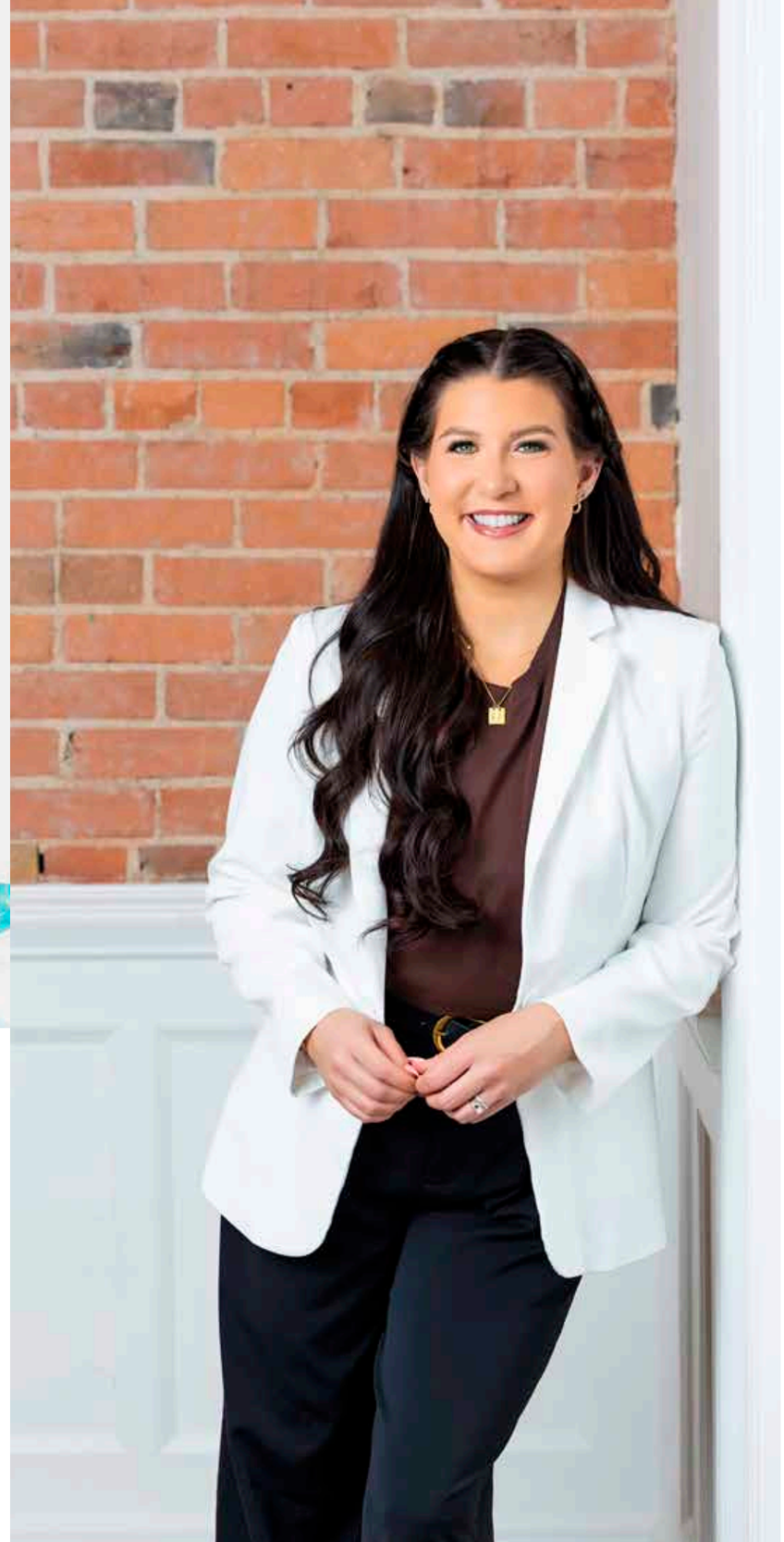
HELPING FAMILIES FEEL AT HOME:
A Community-First Approach to Real Estate

When Madison Lopez and her husband decided to leave Arizona, it wasn't because they had a long-term plan to relocate to Colorado. In fact, they had only visited Colorado Springs once.

After spending 30 years in Arizona and raising two young boys in the Phoenix suburb of Peoria, they reached a point where the Arizona summers no longer fit the life they envisioned for their family. "With it being 120 and having two toddler boys in the house, we just could not do it anymore," Madison recalled. The family took a leap of faith, packed up, and made the move to Colorado Springs. Nearly two years later, they haven't looked back.

Before entering real estate, Madison earned a communications degree from Grand Canyon University and spent five years with USAA as a property adjuster. After the birth of her first son, she stepped away from her career to become a stay-at-home mom, knowing she wanted to be home while her children were young.

Even then, real estate was already in the back of her mind. Her mother had worked as both a flight attendant and a real estate agent in Arizona, but Madison's interest extended beyond the industry itself. What appealed to her most was the opportunity to become deeply involved in her community.



That passion was already evident long before she earned her license. As a young mom, she naturally found herself organizing events that brought people together. She hosted children's book swaps at local coffee shops, planned themed craft days for moms and kids, and partnered with neighbors to create community gatherings. After moving into Bradley Heights, she launched Food Truck Fridays, creating another opportunity for residents to connect.

As much as Madison loved being a stay-at-home mom, she found herself again longing for something that belonged to her professionally while still allowing her to prioritize her family. Once she made the decision, she moved quickly. She completed real estate school in just six weeks, earned her license, and jumped into the business.

She found growth through communities that offer mentorship and accountability such as MOMward, a network of approximately 600 real estate professionals led by South Carolina agent Taley Hunt. Through weekly Zoom meetings, educational speakers, and in-person events, she has built the kind of professional environment she was searching for as a solo agent.

That commitment to learning has translated into remarkable early momentum. Within the first year of her real estate career, Madison surpassed 20 transactions, an uncommon milestone for a brand-new agent. This year, her first full year in real estate, she is on track to close over 35 transactions. Rather than relying on traditional prospecting alone, she focused heavily on building relationships through social media.

Today, platforms like TikTok, Instagram, and Facebook serve as her largest lead sources. She also created a Facebook group for people relocating to Colorado Springs. The group didn't take off overnight. "When I started out, I had 20 people, and I was just talking to myself every day," she recalled.

> I knew what I needed and **what I wished I had** when I moved here... When clients tell me I made them feel more comfortable, that fills my cup. I remember how I felt, and I'm glad **to take that anxiety off of someone else** moving here."



Instead of becoming discouraged, she continued posting consistently. Over time, the audience grew into a thriving community of almost 2,000 members, generating multiple relocation inquiries each week from people preparing to move to Colorado Springs.

In addition to social media, Madison spent much of her first year hosting open houses, another strategy that helped establish relationships while she built her business.

Outside of work, life revolves around family. Madison and her husband have two young sons, with their oldest in kindergarten through homeschooling. Her husband has also recently entered the real estate industry, making real estate very much a family business.

When they're not working, the Lopez family can usually be found exploring Colorado Springs. Hiking local trails, visiting coffee shops, discovering kid-friendly attractions, and attending community events have become regular family activities. Those experiences also shape Madison's online content, where she shares much more than homes for sale.

She regularly highlights local businesses, parks, family activities, and hidden gems throughout the city, helping both newcomers and longtime residents discover places they may have overlooked. That perspective comes directly from her own experience relocating across state lines. Madison vividly remembers how overwhelming it felt trying to choose the right neighborhood after only one visit to Colorado Springs. That memory continues to influence how she serves clients today.

"I knew what I needed and what I wished I had when I moved here," she shared. Now, when relocation clients tell her they feel less anxious because of her guidance, she knows she's providing exactly the kind of support she once needed herself.

"When clients tell me I made them feel more comfortable, that fills my cup," she said. "I remember how I felt, and I'm glad to take that anxiety off of someone else moving here."

For Madison Lopez, real estate has become more than helping people buy homes. It's an opportunity to welcome families into a community she quickly grew to love herself, while helping them feel at home long before move-in day.

HEADSHOT FRIDAY

A PROFESSIONAL
HEADSHOT
YOU'LL ACTUALLY LOVE

Book a polished professional headshot session with Casa Bay Photography in Colorado Springs. A guided studio experience designed to help you look confident and camera-ready.

---- What's Included ----

- 45-minute session
- 2 outfit options
- 2 professionally retouched digital images
- Delivered within 24 hours

$250 per person • By appointment only

BOOK YOUR HEADSHOT SESSION



CASA BAY
— PHOTOGRAPHY —

casabayphotography.com/headshotfridays
Casa Bay Photography • Colorado Springs



No matter where your journey takes you…

WE'LL GET YOU THERE!

Happy Holidays & Happy New Year!

LOCAL Your local move in the Colorado Springs Metro Area for a worry-free experience.

COMMERCIAL Every detail is handled with expert care and professionalism.

WHITE GLOVE DELIVERY SERVICE Projects handled with expert precision from accepting items for storage, delivery, and set up in their home.

INTERSTATE As an Interstate Agent for Wheaton World Wide Moving, we leverage the power of our national van line network to move across the country effortlessly.

STORAGE Need Storage? Ask about our 20,000 sq ft, Dept of Defense approved for our military members' state-of-the-art facility with 24 hr surveillance.

5STAR Moving & Storage, Inc.

CALL OR EMAIL TODAY FOR A FREE ESTIMATE

719.227.7755

info@5starmovingandstorage.com

5starmovingandstorage.com

Woman AND Locally Owned & Operated

2026 Best of the Springs by the Gazette

2026 Best of the Springs Winner

Wheaton WORLD WIDE MOVING *We move your life®*

USDOT 70719 | MC 87113



MAGAZINE STYLE PHOTOS

For the listing that needs more

Call us to learn more | 719-259-0061

DORMAN REAL ESTATE MANAGEMENT

EARN $500 PER REFERRAL

Refer a client for property management and earn $500 for every home we take on.

Trusted, top-rated service. We don't handle sales—so you'll never compete with us if your client decides to sell in the future.



Meet the owner/operators

Todd Dorman
Employing Broker/CEO

Alex Yoder
Managing Broker/COO

Call or visit online

719-213-9100

DormanRealEstate.com

THE DREAM IS FREE.

THE HUSTLE IS SOLD SEPERATELY.



FIDELITY MORTGAGE SOLUTIONS

Vaughn Littrell

Vlittrell@fidelityms.com

(719) 290-0415

NMLS # 1092985

15455 Gleneagle Drive, Suite 230 | Colorado Springs CO 80921 | FidelityMortgageSolutions.com | NMLS #476792

Regulated by the division of Real Estate

BILL'S
Plumbing & Drain Service



CASA BAY PHOTOGRAPHY

BUILDING ON 50 YEARS OF TRUST

After more than 50 years in business, Bill's Plumbing & Drain Service continues to grow without losing sight of what made the company trusted in the first place: local ownership, family leadership, practical problem-solving, and a commitment to doing the right thing for customers.

Founded in the 1970s and now second-generation owned, Bill's has long been a familiar name in Colorado Springs. The company celebrated its 50th anniversary recently, a milestone that carries special meaning for co-owners Mike Podczervinski and Justin Raulie. The business has remained local, family-driven, and rooted in the community through decades of market changes.

"To be local and second-generation owned is important to us," Jenn says.

Bill's also recently returned to the podium for Best of the Springs, marking its fifth time being recognized. For Justin and Mike, the award matters because it is voted on by the public and reflects the experience of actual customers. At the same time, the company has invested more intentionally in digital marketing, and its Google reviews have continued to grow organically — another sign, Jenn says, that customers are responding to the service they receive.

Over the past two years, one of the biggest operational milestones has been the company's expansion into excavation. For decades, Bill's provided plumbing and drain services while subcontracting excavation when a job required digging. As the company continued to grow, bringing that work in-house became a natural next step.

"We've subbed it out for the last 50 years," Justin says. "We were missing out on some of that work, and we wanted to be able to handle more of it ourselves."

For Bill's, the decision was not about expanding into a completely different trade. It was about strengthening the company's niche. Bill's has always focused on plumbing and drain service rather than trying to become a broad home-services company. Adding excavation allows the team to better serve customers from start to finish when a drain or sewer issue requires more than a cleaning or inspection.

Justin and Mike explain that the company would often identify a problematic line, only to refer the excavation portion to someone else. Now, Bill's can inspect, diagnose, bid, repair, and maintain more of those issues internally.

"We're plumbing and drain," Jenn says. "That's our niche. Excavation felt like the next step because it helps us be more all-encompassing as a drain company."

The timing came together quickly. Bill's had already been discussing excavation when they hired Nick, an experienced plumber with excavation knowledge who recently earned his Master Plumber license. Around the same time, another local plumbing company began liquidating equipment, giving Bill's the opportunity to purchase what they needed to launch the service. Today, the company can handle many repairs from the house to the street, giving customers and real estate agents a more streamlined experience.

That matters in real estate transactions, where time, trust, and clarity are critical. Bill's has long been known among agents for handling inspection-objection items, sewer scopes, drain cleaning, hydro-jetting, and repair work. With





excavation now in-house, the company can help agents resolve more issues without adding another vendor into the transaction.

Real estate agents often call Bill's when an inspection reveals plumbing concerns, sewer issues, leaks, water heater problems, or small repairs that need to be addressed before closing. Jenn says those smaller items are part of what Bill's does well.

"Our niche is service plumbing," she says. "We like the little stuff because all the little stuff adds up."

The company also understands the pressure agents face when inspection items could make or break a deal. Bill's works to be fair, honest, and practical in its recommendations. The team is not interested in upselling unnecessary work or creating panic around a problem that can be managed another way.

"We know you have a deal to make," Jenn says. "If something needs to be fixed, we're going to fix it. But we're not going to pressure people into things they don't need."

Second opinions are another area where Bill's has become especially valuable. Justin and Mike say the company is often called after another provider has recommended a major sewer repair or full line replacement. In some cases, Bill's has found that a smaller repair and ongoing maintenance will solve the issue for a fraction of the cost.

"We're honest about it," Justin says. "We're not going out there trying to sell $50,000 jobs when a repair and maintenance plan will do."

That approach has helped save transactions and protect homeowners from unnecessary expenses. In one memorable situation, Justin discovered that a gas line installation had damaged a homeowner's sewer line. The homeowner had been forced to pay a significant amount for repairs, but Bill's documented the issue through photos and video. Eventually, the homeowner was reimbursed.

For agents, Jenn's advice is simple: do not skip thorough inspections, even on newer homes. Bill's has seen issues in properties only a few years old, including sewer lines that were never properly connected. New construction, she says, should still be treated with the same diligence as an older home.

Behind the scenes, Bill's is also investing in the future of the trade. The company was recently approved through DORA as an apprenticeship site, a process that took nearly a year. This gives Bill's the ability to train apprentices through a recognized structure and continue developing licensed plumbers from within.

Justin and Mike say that one of the things they are most proud of is the team they have built. Several employees have been with the company for five or more years, and some have grown from apprentices into licensed journeymen. For Jenn, that represents one of the most meaningful parts of owning a family business.

"Employing people who are working toward a career is really rewarding," she says. "You see them build their lives, support their families, and grow in the trade."

After more than five decades, Bill's Plumbing & Drain Service continues to evolve while staying focused on the same foundation: family, integrity, service, and trust. For real estate agents, that means having a local partner who understands the pace of a transaction, knows how to communicate clearly, and is prepared to help solve problems from inspection to closing.



"Our niche is service plumbing. We like the little stuff because all the little stuff adds up."

Low Cost Mortgage

HELP YOUR CLIENTS SAVE THOUSANDS.

— ON YOUR CLIENTS' HOME LOANS

LOW RATES at a LOW COST

December

CELEBRATE WHAT MATTERS.
WE'LL HANDLE THE REST.



From dream homes to holiday plans, we're here to help you **every step of the way.**

WHY REALTORS CHOOSE LOW COST MORTGAGE

- Fast Pre-Approvals
- Clear Communication
- Quick and Reliable Closings
- Always Available

YOUR HOME
YOUR MEMORIES.
OUR MISSION.
LET'S MAKE IT HAPPEN.



719-362-0439 | (1-844-LCM-SAVE) 1 844-526-7283 | LCMLoans.com

EQUAL HOUSING LENDER

Low Cost Mortgage LLC • NMLS #2357261
*Savings amount based on a comparison of loan estimates. Individual results may vary.

Jessica Brown

The Heart Behind the Home



CASA BAY PHOTOGRAPHY

Some careers begin with a carefully mapped plan. Others emerge from recognizing that the skills you've spent years developing are meant for a different kind of service.

For Jessica Brown, that realization came after years as a licensed clinical social worker. While the profession would eventually change, the purpose behind it never did. She simply found a new way to help people through some of life's biggest transitions.

Originally from Rochester, Illinois, just outside Springfield, Jessica spent her college years at Southern Illinois University Carbondale, earning both her undergraduate degree and a master's degree in social work. Her husband's career in the chemical weapons industry meant the family relocated several times, living in multiple states before finally settling in Colorado Springs more than a decade ago.

Today, Colorado has become home, but the experiences that brought her here continue to shape the real estate agent she has become.

From Social Work to Real Estate

Jessica spent years working for the Department of Veterans Affairs as a licensed clinical social worker, serving veterans facing mental health challenges. It was meaningful work, but emotionally demanding.

When the family relocated to Colorado, Jessica knew she wanted a career that would allow her to continue helping people without carrying the same emotional weight. Real estate quickly rose to the top of the list.

Looking back, the transition feels natural.

"Real estate has so many roller coasters of emotions," she explains. "Whether someone is buying or selling, understanding where they're at emotionally is so important because it's not just a transaction."

Years spent helping veterans navigate difficult circumstances gave Jessica an ability to listen carefully, empathize, and guide people through stressful situations. Those same skills now help her navigate inspections, negotiations, financing challenges, and the countless emotions that accompany buying or selling a home.

Instead of leaving social work behind, she simply found a new setting in which to practice many of the same principles.

Building Something Lasting

Jessica intentionally waited until she knew Colorado would be a long-term home before pursuing her real estate license. She wanted to build a business in a community where she could establish lasting relationships.

A conversation with another parent at her daughter's preschool ultimately pointed her toward Pink Realty.

"I've been there ever since," Jessica says with a smile.

She earned her license in 2015, joining Pink Realty when the brokerage was still in its early stages. More than a decade later, she proudly considers herself "one of the OGs."

The loyalty runs both directions.

Jessica credits broker-owner Monica Breckenridge with helping launch her career by providing opportunities, mentorship, and an environment where she could grow independently.

Over time, Jessica transitioned from relying on company-generated leads to building a business fueled almost entirely by repeat clients and referrals. Today, she no longer accepts brokerage leads, instead serving a client base that has grown organically through relationships cultivated over the past eleven years.

That progression took years to build.

Her first year in real estate gave her the confidence she was on the right path.

"I had a lot of success my first year," she recalls. "That was my proof that I could do this."

That confidence continued to build as her business grew, eventually becoming one of Pink Realty's top-producing agents for many years.

More Than a Transaction

Although Jessica enjoys working with a wide variety of clients, first-time homebuyers continue to hold a special place in her heart.



"I think it's the handholding that I like," she says.

Her social work background naturally lends itself to education and guidance, helping clients feel supported throughout what can often be an overwhelming process.

She remembers purchasing homes before becoming an agent herself. One real estate agent in Illinois left a lasting impression through exceptional communication and genuine care. Others, she admits, made her feel like just another transaction.

That experience became a blueprint for the professional she wanted to become.

"I want clients to remember that I was there for them," she says. "Even if it was stressful, I want them to remember they never felt alone."

Jessica's goal extends beyond simply getting someone to the closing table.

"I always tell clients my goal is not to have you call me in a few years to sell because if you don't, that means you bought the right house."

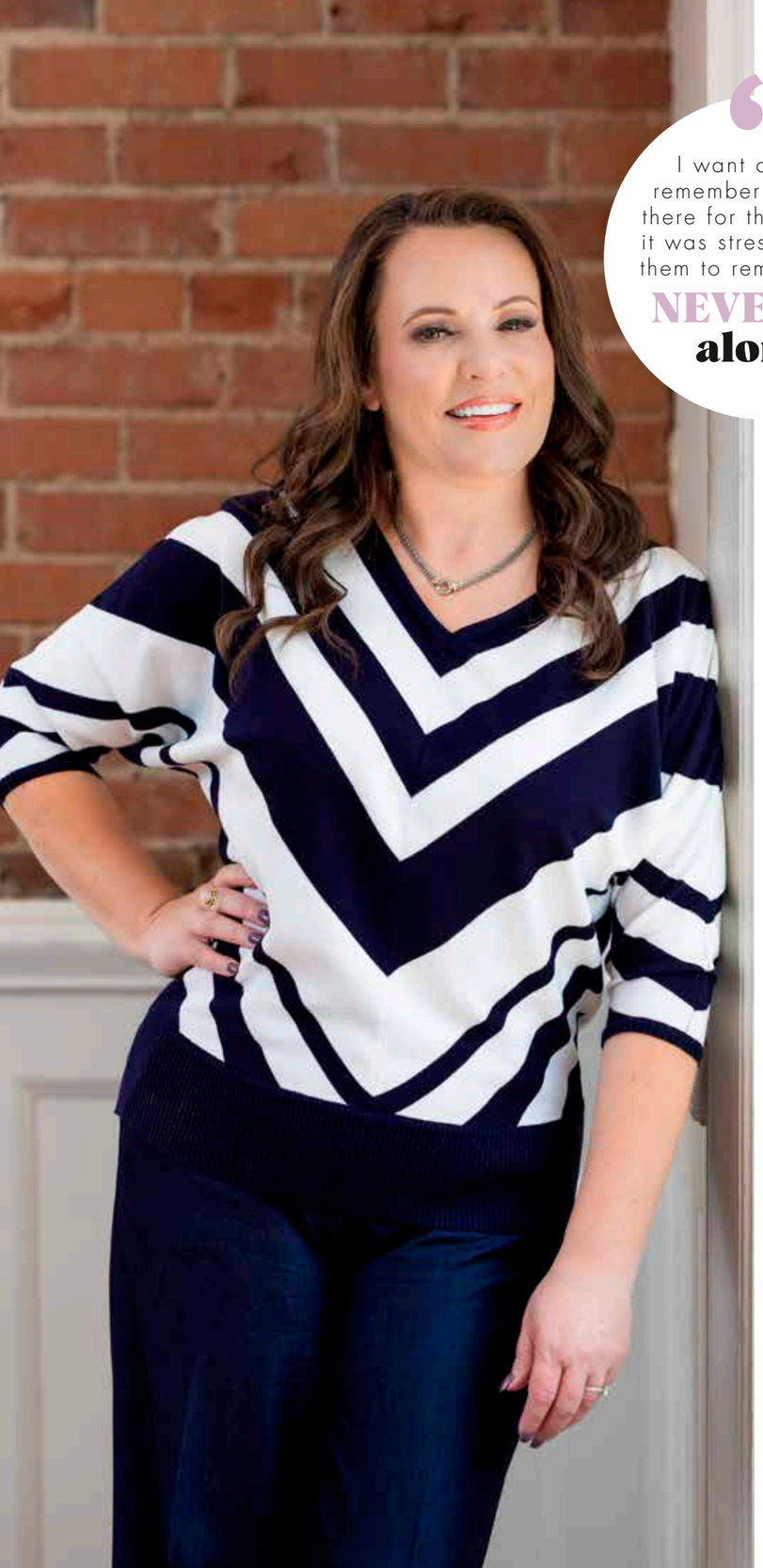
It's a perspective that places long-term client success ahead of generating another transaction—a philosophy that has earned lasting trust from the people she serves.

Rooted in Relationships

One characteristic that consistently surfaces throughout Jessica's story is loyalty.

She has remained with the same brokerage since earning her license. Many of her clients continue returning years after their first transaction. Even outside of business, relationships remain central to how she approaches life.

Recently, Jessica and her family found a new opportunity to give back after moving to Black Forest. Living near the United States Air Force Academy inspired them to become a host family for a freshman cadet, providing a home away from home during weekends and school breaks.



> I want clients to remember that I was there for them. Even if it was stressful, I want them to remember they **NEVER felt alone.”**

“It’s something we’re really looking forward to,” she says.

The opportunity reflects a recurring theme throughout Jessica’s life: creating spaces where people feel supported, welcomed, and cared for.

Finding Balance

Outside of real estate, Jessica embraces Colorado’s outdoor lifestyle whenever she can.

She enjoys hiking, whitewater rafting, and exploring the state’s countless trails and parks, particularly near her home in Black Forest. Travel is another passion, and she laughs that some of her busiest workdays seem to happen while she’s on vacation.

“I’ve written so many offers and negotiated so many deals inside airports,” she says.

Fortunately, years in real estate have taught her how to balance both.

Serving People, Wherever They Are

While Jessica’s career has evolved—from social work to real estate—the thread connecting both professions remains remarkably consistent.

She enjoys helping people navigate significant moments in life with empathy, patience, and steady guidance. Whether she’s working with a nervous first-time buyer, welcoming a cadet into her home, or helping longtime clients through another chapter, her focus is the same: making sure people feel seen, supported, and never alone.

That commitment has been the foundation of her success for more than a decade, and it’s likely to remain the hallmark of her career for many years to come.





Real Producers Represents at The Edge by Tom Ferry



Colorado Springs and Denver Real Producers were able to gift a block of tickets to their local real estate communities to the Edge by Tom Ferry. Thank you to all who attended!





















Lightning
Glassworks & Screens

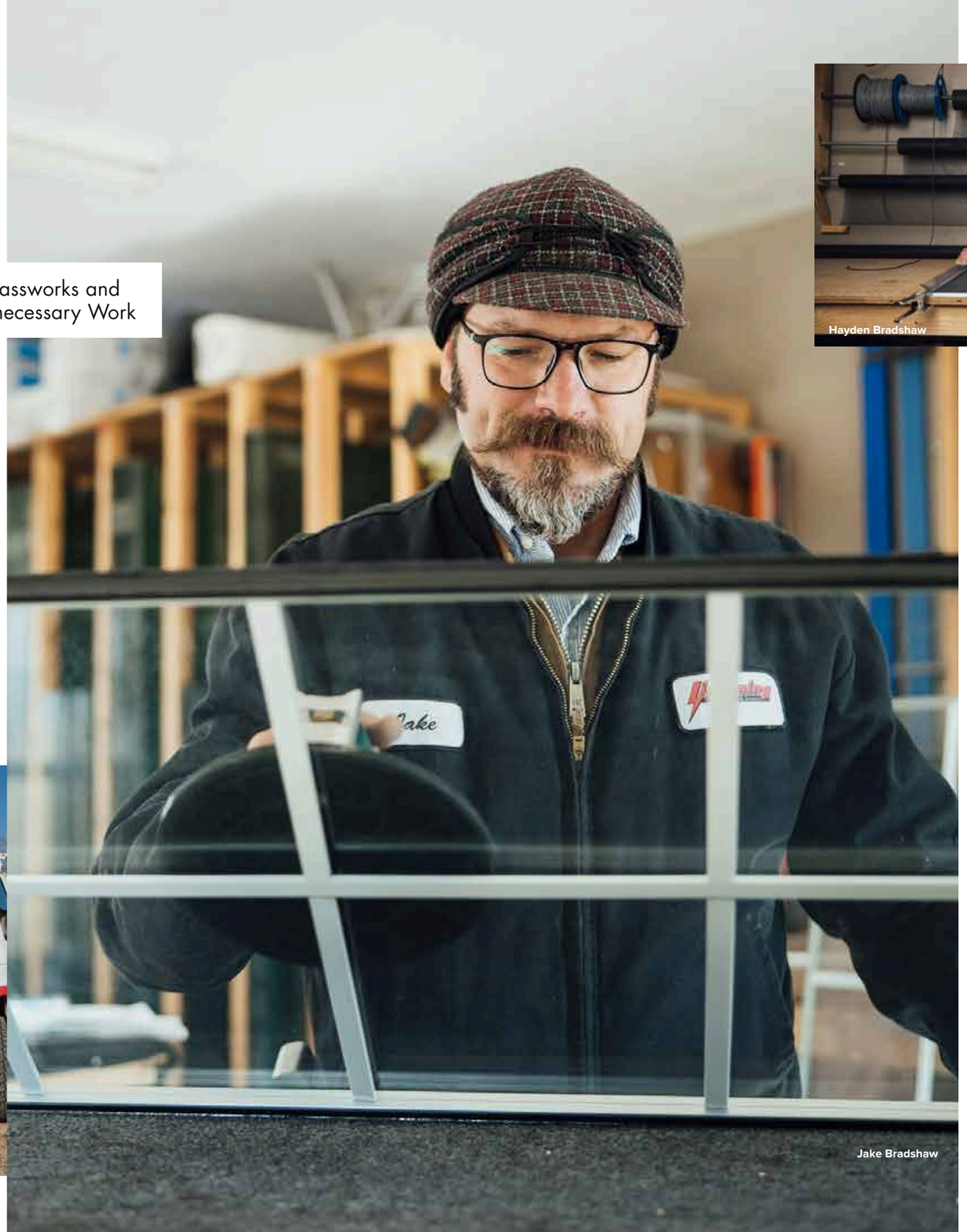
REPAIR WINDOWS BEFORE REPLACE: How Lightning Glassworks and Screens Helps Real Estate Agents Save Time, Money, and Unnecessary Work

For Jed Bradshaw, the glass business has never simply been a career. It has been part of his family for as long as he can remember.

Jed was born in Denver in 1990, the same year his father, Marshall Bradshaw, started Lightning Glassworks and Screens. The family's connection to the trade goes back another generation: Jed's maternal grandfather originally worked in glass repair, and when an extended hospital stay temporarily took him away from the business, Marshall stepped in. Jed was born in Denver in 1990, the same year his father, Marshall Bradshaw, started Lightning Glassworks and Screens. The family's connection to the trade goes back another generation: Jed's maternal grandfather originally worked in glass repair, and when an extended hospital stay temporarily took him away from the business, Marshall stepped in. When Jed's grandfather recovered, the two spent the next three decades building the company into what it is today. Rather than let a successful family business end with one generation, Jed approached his father about creating a broader family partnership.

"My dad had been keeping this going for 30 years," Jed says. "I thought, we might as well keep it going for at least another 30."

Today, Lightning Glassworks and Screens remains family owned and operated, with multiple members of the Bradshaw family involved in estimating, scheduling, accounting, installation, marketing, and customer service. That continuity has helped preserve a philosophy that has guided the company for 35 years: whenever practical, repair windows first and replace only when necessary.




Hayden Bradshaw



Repair Before Replacement

Lightning Glassworks' primary focus is repairing glass and windows rather than automatically recommending complete window replacement.

Many window problems that homeowners assume require an entirely new window can instead be addressed by replacing individual components. The company can repair glass, tracks, wheels, locks, and other operating parts. Complete window replacement is generally reserved for cases where damage extends significantly into the window frame.

That distinction can be particularly valuable during a real estate transaction, where unnecessary work can add significant expense and delay.

One of the most common issues Lightning Glassworks encounters is fogging between panes of insulated glass. Double-pane windows are made from two pieces of glass sealed together. Colorado's temperature swings repeatedly cause that seal to expand and contract, and over time the insulated glass unit can fail. Moisture and minerals then enter between the panes, leaving

condensation or streaking that cannot be wiped away from either side.

Instead of removing the entire window, Lightning Glassworks can manufacture a new sealed double-pane glass unit and install it into the existing frame.

“We make our own double-pane glass units, locally in Colorado” Jed explains. “In many cases, replacing just the glass is about half the cost of replacing the entire window, and it’s just as effective.”

Producing much of their glass in-house also helps shorten timelines. While a full replacement window may take four to six weeks to arrive, many glass repairs can be completed within one to two weeks. Window repair is also considerably less invasive, often taking only around 20 minutes. Removing the window down to the framing can take an hour or more and is more invasive.

Lightning Glassworks backs the products it installs with a variety of warranty options.

The company is also EPA-certified for lead-safe work, an important consideration in homes built before 1978. Because many of their projects involve repairing components rather than disturbing the full window opening, homeowners may also be able to avoid some of the additional disruption that accompanies complete window replacement in older homes.

A Resource During Real Estate Transactions

For real estate agents, the biggest advantages often come down to cost, communication, and timing.

When an inspection identifies damaged or fogged glass, agents can contact Lightning Glassworks to determine whether the problem truly requires full window replacement or whether a more economical window repair will accomplish the same goal.

Their team is accustomed to the compressed timelines surrounding closings and works to accommodate them whenever possible. Because glass is custom manufactured for a particular



opening, however, certain products—especially tempered safety glass—must be specially ordered and can take longer.

When a repair cannot be completed before closing, Lightning Glassworks regularly works with agents, buyers, sellers, and title companies to create a practical solution. Payment can often be handled through closing, with installation coordinated directly with the buyer afterward.

Jed believes setting that expectation early makes the process easier for everyone.

“Most of the time, we can meet the closing deadline,” he says. “But some glass has to be specially ordered. We’ll always do our best, and if it can’t happen before closing, we’ll work with everyone involved to get it handled afterward.”

For agents choosing any contractor, Jed recommends prioritizing communication and track record over whichever company simply promises the fastest answer.

“Look for somebody who communicates and tells you the truth,” he says. “You might not always get the timeline you want, but you want someone who is honest about what they can actually do.”

Built Around Family

That approach reflects the structure of Lightning Glassworks itself.

Marshall remains closely connected to the business, while Jed’s mother, Amy, handles much of the accounting. His brother Jake works extensively in installation and estimating; his sister, Jessi, manages scheduling, ordering, and payment coordination; and Hayden contributes in estimating, and installation roles. Jed spends much of his time in marketing, estimating, customer communication, and guiding clients before and after installation.

For Jed, working alongside family is one of the most rewarding parts of the company.

“When things are busy or when things slow down, we’re all pulling in the same direction,” he says. “We’re trying to support each other.”

Outside of work, Jed enjoys hiking with his dogs, reading, movies, and science fiction—including a longstanding appreciation for Star Wars. But much of his professional focus remains on continuing what his father and grandfather began.

For Colorado Springs real estate agents, that legacy translates into something practical: an experienced local partner willing to look for the simplest appropriate solution first. Whether the issue is fogged glass, damaged hardware, a sliding glass door, or a window that appears destined for replacement, Lightning Glassworks and Screens offers another option before taking the most expensive route—helping agents protect timelines, manage costs, and keep transactions moving.

Lightning Glassworks & Screens

How much will your client lose while waiting?

Everyone is talking about rates. The better question is:
What is the financial impact of waiting?

planet HOME | ERIC NEWMAN GROUP



What happens if prices rise when rates improve?

What happens if buying power changes before your client is ready to act?

What opportunities could your client miss by focusing on rate alone?

My strategies will help your clients build long-term wealth, and you will be the hero for referring them.



Eric Newman
Retail Branch Manager
NMLS ID# 97776
p: 719-313-3570
e: eric@planethomelending.com

Equal Housing Lender. © 2026 Planet Home, a DBA of Planet Home Lending, LLC | 321 Research Parkway, Suite 303, Meriden, CT 06450 (203) 265-5090 | NMLS ID# 17022 | For licensing information, go to: www.nmlsconsumeraccess.org. This is a business to business communication meant for use by mortgage professionals only. It is not intended for distribution to consumers or other parties. It is not an “advertisement” as defined in Section 1026.2(a)(2) of the Truth-in-Lending Act. Product information is subject to change without notice. The DBA “Planet Home” is not authorized for use in the following states and territory: WY.

Vanessa MARQUEZ

Building a Life by Design

CASA BAY PHOTOGRAPHY

Ask Vanessa Marquez about the future, and she'll probably tell you she already has a spreadsheet for it. She says it with a laugh, but careful planning has become one of the defining characteristics of her life and business. From moving across continents to building a successful real estate business, she's learned that while life doesn't always follow the plan, having a vision for where you're headed can make all the difference.

That perspective has carried her through an extraordinary journey.

Born and raised in Germany, Vanessa spent the first 17 years of her life attending German schools while her father served in the military. Unlike many military families, they remained in one place, allowing her to experience a stable childhood before eventually moving to the United States. She grew up as a regular German girl who just happened to have a Dad who worked for the US military.

The family first landed in New Jersey, but after only a few months decided it wasn't the right fit and relocated to Florida, where Vanessa attended college.

It was there that another important chapter of her life began.

At just 18 years old, she accepted a position with a luxury home builder that specialized in custom homes for high-profile clients. Looking back, she still credits the owners with shaping some of her professional outlook.

"They became mentors to me," she says. "They believed in me before I even knew what I wanted to do."

Without parents who had navigated the American college system, Vanessa often relied on mentors for guidance. They encouraged her to pursue a degree in finance - a decision she still appreciates today because of how much it strengthened her business instincts.



"They really helped shape my future," she says.

After college, life took her to Texas, where a simple card game would unexpectedly change everything.

A mutual friend needed a fourth player for a game of Spades and invited a young soldier named Ricky Marquez. The two connected almost immediately.

At the time, Vanessa was raising a two year old son. While she had dated before, she hadn't met many people who embraced both her and her child.

When Ricky left the military, they moved to Arizona. Although Arizona itself wasn't where Vanessa envisioned building a long term life, the move proved to be another stepping stone toward where they were meant to be.

A couple years later, a visit to Colorado Springs to see a lifelong friend from Germany changed everything.

"It had been a really rainy year," she says with a smile. "Everything was green. We drove through the mountains, and I thought, "This place is beautiful. We should move here.'"

She jokes now that Colorado "catfished" her before introducing her to its famously dry climate, but by 2015 the Marquez family had officially made Colorado Springs home.

By then, real estate had quietly become part of Vanessa's story.

Her mother had earned her own real estate license after moving to the US from Germany, and Vanessa had briefly explored the industry while living in Arizona. Combined with her experience working for a luxury home builder, the profession seemed like a natural fit - particularly because it offered flexibility for raising a growing family.

"I thought if I could sell one house a month, I'd be happy," she says.

Instead, she sold ten homes during her first six months.

"I realized pretty quickly I was onto something."

Initially, the business was simply meant to provide extra income for vacations and savings. Her husband enjoyed his career in law enforcement, and financially the family was comfortable. There was no pressure to build a large business.

Then everything changed.

In 2021, Ricky suffered a leg injury during a charity soccer match between the Colorado Springs Police Department and the Fire Department. What was expected to be a few months of recovery turned into five surgeries and almost a year away from patrol.

At first, the injury felt catastrophic. Looking back, Vanessa sees it very differently.

"We thought it was the end of the world," she says. "Now I think it was one of the biggest blessings."

For the first time in years, Ricky experienced life without night shifts, missed holidays, and the constant demands of police work. He was home



> We believe in doing the right thing and we know that God will provide for us in return.

for family dinners, bedtime routines, birthdays, and everyday moments that had often been sacrificed to the job.

Watching that transformation, Vanessa began thinking differently about the future.

“I realized there might actually be a way for us to do this together.”

When Ricky eventually decided to leave law enforcement and join her full time in real estate, it wasn’t simply a career change - it was the beginning of a new chapter for their entire family.

Today, Vanessa continues to lead much of the strategic vision behind the business. She thrives on serving clients, creating systems, marketing, attracting clients through social media, coaching, and continually pushing toward personal and professional growth.

At the heart of it all, she and Ricky are deeply driven by their values and their family, with a commitment to doing the right thing.

“We believe in doing the right thing and we know that God will provide for us in return.” Vanessa and Ricky have risen to the top one percent of agents in Colorado Springs not by chasing numbers but by advising, protecting, and nurturing relationships.

Today, Vanessa and Ricky own six homes in Colorado Springs and have built a life and career that aligns with their vision. Despite the business they have built, they are careful to not let real estate become their entire identity and consume their life. “We work hard but we also enjoy life hard,” Vanessa says, adding that her favorite quote is “Don’t sacrifice the life you seek in the hustle to pursue it.”

At home, she’s equally intentional. Between raising three children, supporting competitive athletics, traveling back to Germany whenever possible, and with a passion for health, wellness, and staying active, life stays full.

She also knows none of it happened overnight.

Building a successful business alongside her husband required learning to let go of control, trust each other’s strengths, and create clearly defined roles.

“It took work,” she says. “But now we know our lanes.”

That willingness to adapt has become one of Vanessa’s defining characteristics.

Whether moving across countries, launching a business, raising a family, or navigating unexpected setbacks, she’s approached each season with the same steady philosophy: work hard, stay flexible, and keep building toward something bigger than yourself. Build your own dream, don’t get lost in chasing someone else’s.

For Vanessa Marquez, success has never simply been about selling homes. It’s about creating a life her family gets to enjoy together - and designing it with intention every step of the way.



The Market Changes. Our Commitment Doesn’t.

Your Lending Partner Through Life’s Every Season.

Responsive | Proactive | Solution Based

From the first conversation to the closing table and every step in between. **Markets shift. Seasons change. Our standards don’t.** We do the **right thing** every time. That’s the standard we bring to **each deal.**



TAYLOR GUTIERREZ
Loan Originator
NMLS# 2137813
Cell: **719-440-4453**
tgutierrez@nfmlending.com
1150 Kelly Johnson Blvd Suite 140
Colorado Springs, CO 80920

NFM Lending®
Ready. Set. Mortgage.™

Springs PEOPLE’S CHOICE 2025

WE WILL NEVER ASK YOU TO WIRE MONEY! BEWARE OF PHISHING EMAILS REQUESTING A BANK WIRE. PLEASE CALL AND SPEAK WITH YOUR LENDER, TITLE COMPANY AND CLOSING ATTORNEY TO CONFIRM ANY WIRING INSTRUCTIONS BEFORE YOU WIRE ANY FUNDS. The information in this email is confidential, privileged, and/or proprietary to NFM Lending and/or its affiliates. The information transmitted herewith is intended only for use by the individual or entity to which it is addressed. Access to the email message by anyone other than the addressee is unauthorized. If you are not the intended recipient, any disclosure, copying, or distribution of the message, or any action or omission taken by you in reliance on it, is prohibited and may be unlawful. If you have received this email message in error, please immediately notify the sender and/or NFM Lending by calling (888) 233-0092 and return and/or destroy the original message.

LIFE'S BETTER WHEN YOUR HOME IS PROTECTED UNDER OUR ROOF

CALL (719) 888-1079 FOR A NO-OBLIGATION FREE QUOTE.



AMERICAN FAMILY INSURANCE®

Brossard & Associates, Corp.
Samuel Brossard, Agent
(719) 888-1079
sbrossar@amfam.com
brossardagency.com

American Family Mutual Insurance Company, S.I. & its Operating Companies, 6000 American Parkway, Madison, WI 53783 ©2015 006441-01 – Rev. 7/25 – 30431329-MOD

CONNECTGRAFIKS & MARKETING

YOUR DATABASE IS SITTING THERE...
Let's actually talk to them!

Done-for-you MONTHLY EMAIL MARKETING that keeps you connected, top-of-mind and trusted in your community.



HYPER-LOCAL CONTENT
Local events, businesses, restaurants, market insights & more.

CONNECTS WITH YOUR DATABASE
Useful, relevant content they actually want to read.

POSITIONS YOU AS THE EXPERT
Builds trust, credibility and keeps you top-of-mind.

STRATEGIC + CONSISTENT
Nurtures relationships, builds authority and drives referrals.

DONE-FOR-YOU
No more staring at a blank screen wondering what to send.

NURTURE OR AUTHORITY EMAIL
$55 MONTH
One focused email. One powerful purpose.

COMBINED NURTURE + AUTHORITY EMAIL
$85 MONTH
Stay connected. Build authority.

COMPLETE TWO-EMAIL STRATEGY
$100 MONTH
The ultimate combination for long-term results.

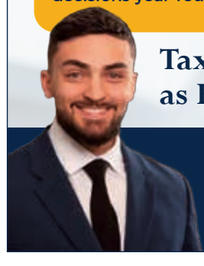
Let's create email marketing that works for you!
sara@connectgrafiks.com | connectgrafiks.com

ET&A ELDRIDGE
TAX & ADVISORY, LLC

Strategy Today. Peace of Mind Tomorrow.

Tax Strategy for Realtors & Real Estate Investors
Helping you reduce taxes, maximize deductions, and make smarter financial decisions year-round.

- Real estate & investment tax strategy
- Business and 1099 income planning
- Year-round advisory—not just tax season

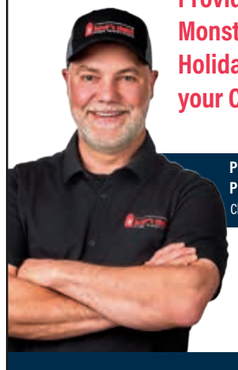


Tax Planning That Works as Hard as You Do.

START PLANNING TODAY
Winston Eldridge
(719) 205-5504
eldridgetaxes.com

a buyer's choice® HOME INSPECTIONS
Inspected Once. Inspected Right!

Providing a Monster Free Holiday for your Clients!



PROTECTING YOUR CLIENT…
PROTECTING YOUR REPUTATION
Clear communication • Scheduling ease • Solution-oriented

NATHAN LILJESTRAND
Certified Professional Inspector
NACHI25040615
Backed by Years of General Contractor Experience

719-368-4225
Nathan.liljestrand@abuyerschoice.com
abuyerschoice.com/pikes-peak

SCAN TO LEARN MORE

ON TOP ROOFING & RESTORATION



Quality roofing with a personal touch.
We treat every project with care and clear communication.
Trusted since 2010 by top builders, insurance agents, and property managers.

ROOFING • GUTTERS • SIDING • WINDOWS • PAINT
FENCES • DECKS • HANDYMAN SERVICES

"Chris and On Top Roofing deliver outstanding service. He communicates clearly and responds quickly—from the first call to the final invoice. I've worked with him for years and referred him to many clients, and every experience is smooth and stress-free. He handles every job promptly and professionally. After working with many roofing companies, none compare—I wouldn't consider anyone else."
Donna Hilderbrand
CRS, QSC, ABR, LHP, CDPE, SHORT SALE EXPERT!

CONTACT US TODAY
OnTopRoof.com
719.432.9886

PROTECT YOUR DEALS WITH TRUSTED EXCAVATION EXPERTS

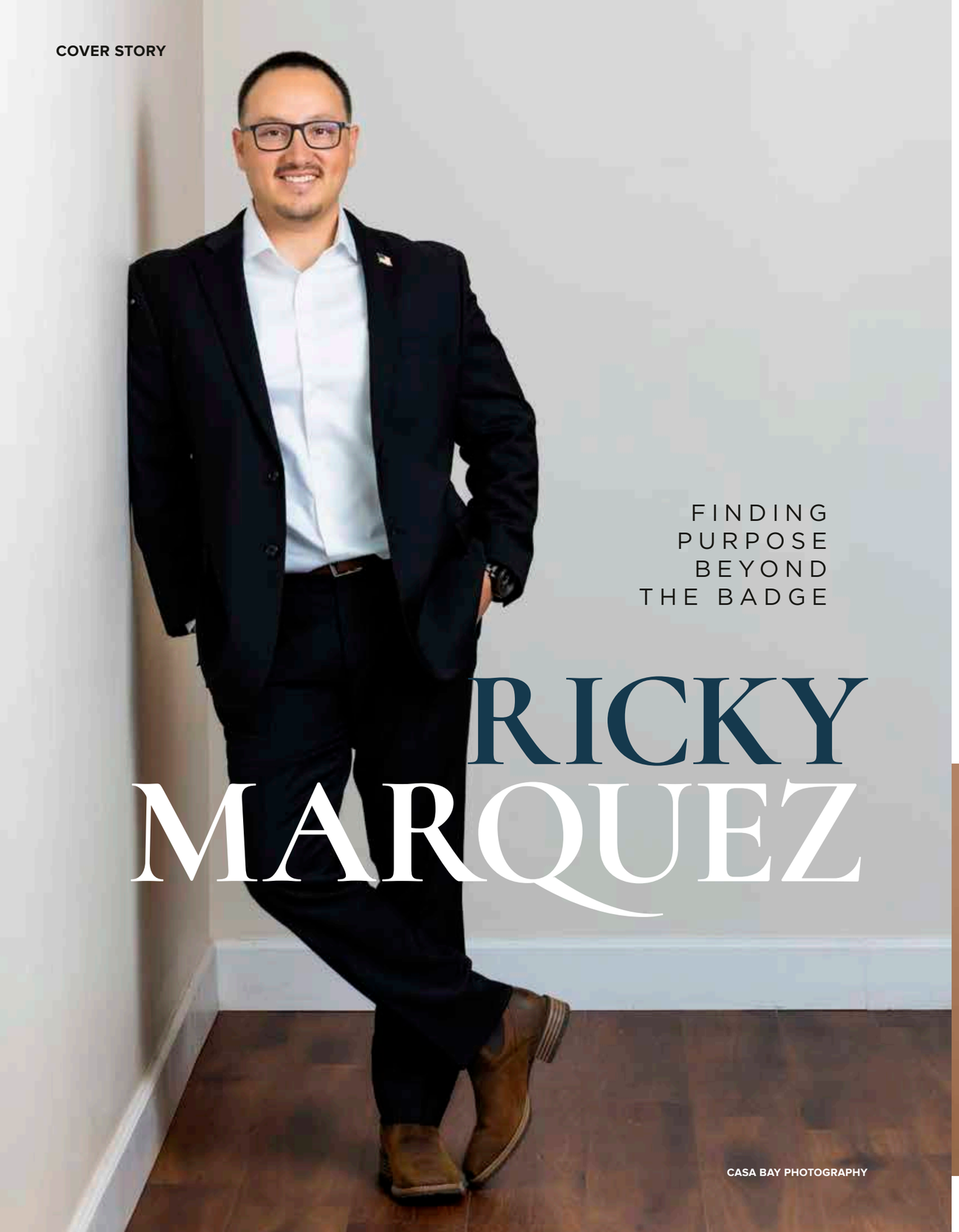


ABSOLUTE EXCAVATING LLC

Sewer & water line repairs, septic systems, and camera inspections - done right the first time.

- Licensed & insured
- Advanced inspection technology
- Efficient, dependable service

CALL OR VISIT ONLINE TODAY
719-440-6000 • Absoluteexcavatingllc.com



CASA BAY PHOTOGRAPHY

FINDING PURPOSE BEYOND THE BADGE

RICKY MARQUEZ

Growing up, Ricky Marquez learned early that where you begin doesn't have to determine where you end up.

His childhood was anything but easy. Raised in Southern California before eventually moving to Arizona as a teenager, Ricky experienced circumstances that could have easily sent his life in a very different direction.

"I have a lot of people from where I grew up who didn't make it out," he says.

Some ended up in prison. Others lost their lives. Ricky himself admits he struggled as a teenager, dropping out of school during ninth grade and finding himself headed down a path he knew couldn't continue.

Instead of accepting that future, he chose another one.

At 18, Ricky enlisted in the military.

That decision became the first of several defining moments that would shape both his career and his character.

Military service eventually brought him to Texas, where an ordinary evening with friends unexpectedly changed the course of his personal life. A mutual friend invited him to join a game of Spades, introducing him to Vanessa—a young mother who immediately caught his attention.



Just a few months later, the two moved to Arizona together, beginning a partnership that has now lasted more than fourteen years.

While building a life together, Ricky also built a career in law enforcement.

He began working in the Arizona prison system, including assignments in one of the state's highest-security facilities housing death row inmates and validated gang members. Later, he served with a sheriff's department before eventually joining the Colorado Springs Police Department after the family relocated to Colorado.

For Ricky, corrections became an unexpected classroom.

Working inside a prison meant there were few tools available beyond communication.

"You learn how to talk to people," he says. "You're surrounded by individuals who have nothing to lose. You have to learn how to build respect and communicate."

Those experiences would later become some of his greatest strengths—not only as a police officer but eventually as a real estate agent.

During his years with the Colorado Springs Police Department, Ricky served in several specialized roles, including the department's hostage negotiation team. The work demanded calm under pressure, careful listening, and the ability to earn trust during someone's worst moments.

Ironically, he says real estate sometimes feels even more personal.

"People ask if real estate is easier," he says with a laugh. "Honestly, sometimes it's not. You're helping people make one of the biggest financial decisions of their lives. You're dealing with their savings, their future. That carries a different kind of responsibility."

For years, policing wasn't simply a job—it was an identity.

The schedule, however, came with sacrifices.

Working nights meant missing holidays, birthdays, sporting events, bedtime routines, and many of the everyday moments that make up family life. Vanessa carried much of the responsibility at home while simultaneously growing a successful real estate business.

Neither of them realized how much they had been sacrificing until life unexpectedly forced them to slow down.

In September 2021, Ricky participated in a charity soccer match between the Colorado Springs Police Department and the Fire Department. During one play, a collision with the goalkeeper resulted in a severe fracture of his tibia and extensive ligament damage.

What initially appeared to be a straightforward recovery became far more complicated.

Five surgeries followed.

A few months stretched into almost a year away from patrol.

At first, Ricky fully intended to return.

Instead, something unexpected happened during recovery.

For the first time in years, he was home.

He was there for school activities. Family dinners. Bedtime routines. Holidays. Everyday conversations that his work schedule had often made impossible.

"It really opened my eyes," he says. "I realized how much I'd been missing."

As recovery continued, another realization began to take shape.

Real estate—where he had already been helping Vanessa behind the scenes—offered an opportunity to continue serving people while being fully present for his family.

The decision to leave law enforcement wasn't easy.

"It was scary," Vanessa recalls. "But once we ripped the Band-Aid off, it just felt right."

Today, Ricky has found a role that plays directly to his strengths.

While Vanessa focuses heavily on vision, strategy, marketing, and business development, Ricky prefers being out in the field. He handles showings, inspections, contractor meetings, and many of the face-to-face interactions that keep transactions moving forward.

"I hate sitting behind a desk," he laughs. "She loves building the business. I love being with people."

Their partnership works because each recognizes the other's strengths without trying to duplicate them.

For Ricky, the communication skills developed throughout his military and law enforcement career have become invaluable in real estate. Whether navigating inspection negotiations or helping nervous buyers through difficult decisions, his ability to stay calm often brings confidence to everyone involved.

Outside of work, Ricky invests much of his time in his family. Together, he and Vanessa are raising three active children whose schedules revolve around martial arts, baseball, and Brazilian Jiu-Jitsu.

He also continues giving back to the veteran community through organizations like Wild Warrior Adventure and Operation Surf, which connect combat veterans through outdoor experiences and shared healing.

Golf provides another welcome outlet whenever time allows.

Looking back, Ricky never would have predicted that the injury he once viewed as devastating would ultimately reshape his future.

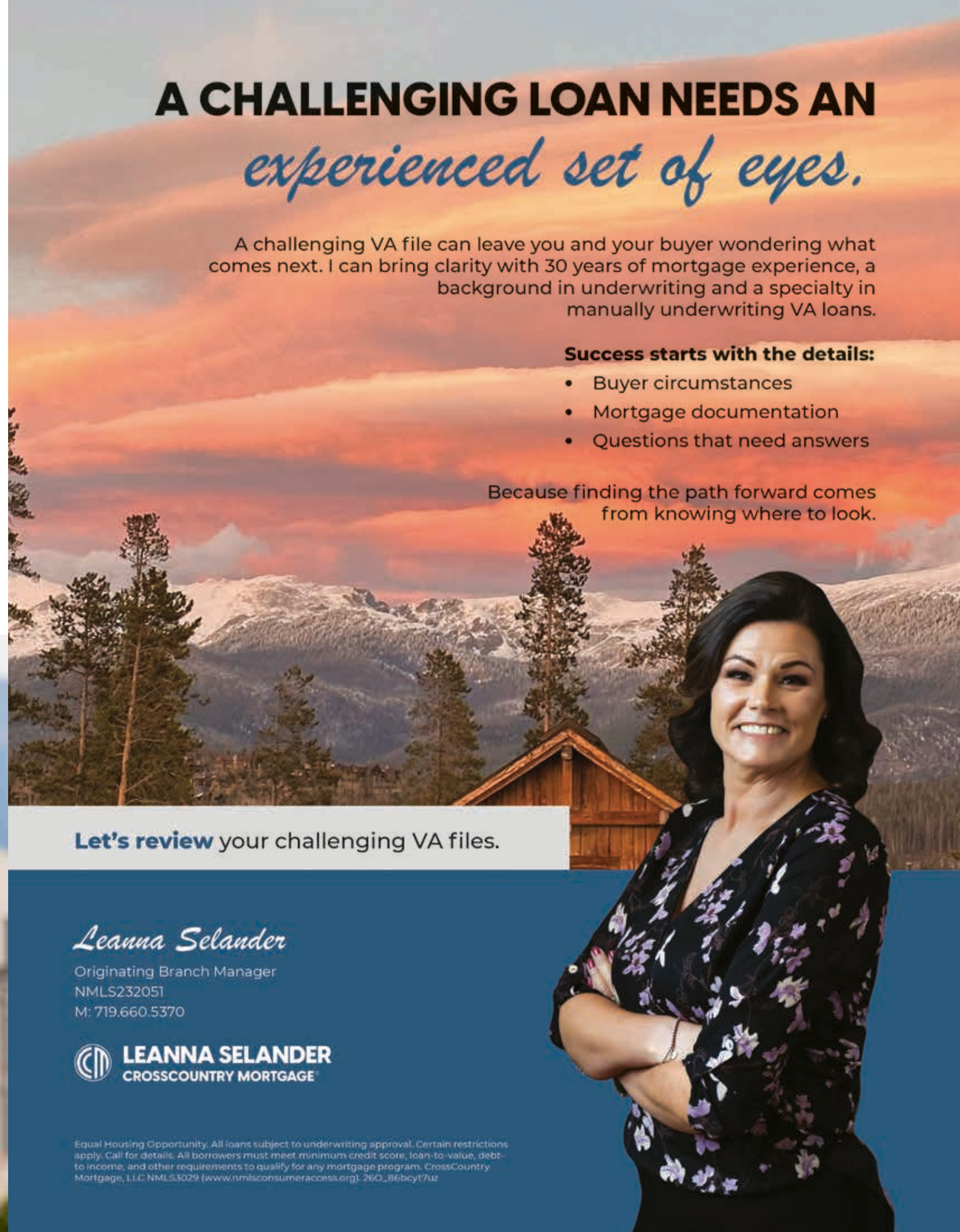
"It ended up being a blessing," he says.

The badge may no longer be part of his daily life, but the principles that drew him to law enforcement remain unchanged: serve others well, stay calm under pressure, and leave people better than you found them.

Those values continue to define Ricky Marquez today.

Only now, they're helping families find home.





"YOU'RE BETTER OFF WITH FETTERHOFF"

Experience Sets Us Apart.

For more than 20 years, Hans Fetterhoff's partners value his experience, accessibility, and commitment to service, and he works hard to earn the trust behind every referral.



Loan Programs

- VA Loans
- Renovation Loans
- Down Payment Assistance
- FHA Loans
- DSCR
- Hard Money
- Conventional Loans
- HomeLight

When experience and dependable service matter, call Hans Fetterhoff today!
"You're Better Off With Fetterhoff"

Hans Fetterhoff
Broker House Mortgage
Owner | Mortgage Broker
NMLS# 273273
719-686-3652
hans@brokerhousemortgage.com

BROKER HOUSE
MORTGAGE

Lender Works, LLP dba Broker House Mortgage NMLS# 2002619 | 719-645-7994 |info@brokerhousemortgage.com | www.brokerhousemortgage.com | 802 S Tejon St Colorado Springs CO 80903 | Regulated By the Division Of Real Estate

HOME stretch | BEHIND EVERY GREAT LISTING

719-900-8257



BE THE AGENT WITH A PLAN, NOT A LIST.

The quick, affordable, worry-free updates that get a home ready to list faster and for more.

We take the chaos, you take the win.

www.home-stretch.com/cos

Pay-at-close available

ORLY'S ART GALLERY
CUSTOM FRAMING | FINE ART SERVICES



From fine art custom framing, to art shows, to vintage antiques, Orly's has the perfect touch for creating the perfect home environment.

719-630-3371
730 S. Tejon
Colorado Springs, CO 80903

SOMETIMES, SELLING THE HOUSE IS THE EASY PART.

THE FURNITURE. THE COLLECTIONS. THE INHERITED VALUABLES. THE YEARS OF BELONGINGS NO ONE KNOWS HOW TO MANAGE.

APPRAISALS | AUCTIONS | ASSET LIQUIDATION | DOWNSIZING SUPPORT



When your client needs help managing valuables, collections, inherited belongings, or an entire household, you need a partner you can trust to treat them with the same care you would.

Schur Success Group provides knowledgeable, compassionate guidance through appraisals, auctions, downsizing, and asset liquidation.

REFER WITH CONFIDENCE.
WE'LL TAKE CARE OF THE REST.

SCHURSUCCESS GROUP

LESS STRESS BUYING & SELLING

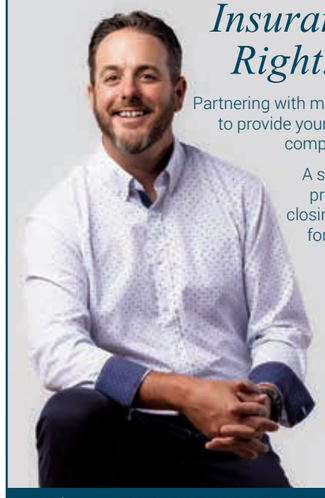
ONE TRUSTED LOCAL TEAM. FROM EVALUATION TO RESOLUTION.

Call: 719-667-1000
schursuccessgroup.com

Insurance-Done Right. Always

Partnering with multiple top-rated carriers to provide your clients with flexible, competitive options.

A seamless, stress-free process from quote to closing—so every deal moves forward with confidence.



Tony D'Alessio
President

Phone **719.301.0095** • Text **719.749.3420**
tony@elevatedinsuranceteam.com

Elevated INSURANCE TEAM



Elevate Every Listing



Junky Town delivers relievingly reliable same-day junk removal to ensure your money isn't tied up by junk.

- Timely move-out clear outs
- Yard cleanups
- Last minute "get rid of this!"

So your clients know you get things done - NOW

☑ Same-day service available
☑ Upfront pricing (no surprises)

Call, text or DM for a free quote
(719) 799-8622











AGENT & VENDOR SNAPSHOTS

1. Welcome **Leanna Selander** with The Key Collective at New American Funding back aboard *Colorado Springs Real Producers* as one of our Preferred Partners! Leanna was a partner with us for several years and we are grateful to have her with us again. Leanna specializes in manual VAs and is a great option for all agents who are working to get a client approved!
2. Welcome **Hans Fetterhoff** with Broker House Mortgage aboard *Colorado Springs Real Producers* as a Preferred Partner! Fun fact: Brian Gowdy and Hans first met via zoom in March 2020... 6 years later we are excited to have him as a part of our platform!
3. Welcome **Joshua Deck** with The Elevation Team - Pillar to Post Home Inspectors back aboard *Colorado Springs Real Producers* as a returning vendor partner! Fun fact: When Brian Gowdy took over the platform in January 2020, Joshua, along with Stewart Ritter, were the first clients he signed up as the new owner; their support helped Real Producers survive the ups and downs of 2020 and evolve into the platform it is today. Thank you for your support, Joshua!
4. From buying his first rental property at 21 to building a referral-based business that has thrived for more than 40 years, **Brian Maecker's** career is a testament to the power of consistency, relationships, and disciplined follow-through. His story offers a look at how simple habits, strong systems, and genuine client care have fueled decades of success in real estate. When he's not helping clients, you'll often find Brian and his wife hiking around the world, with adventures ranging from the mountains of Greece to the Amazon rainforest.
5. **Ramon Milano** has always been driven by curiosity, hard work, and a desire to keep learning. From manufacturing and operations leadership to classic car restoration and real estate, he has built his career by combining strong systems with genuine relationships. His story is one of continuous growth, thoughtful preparation, and never settling for "good enough."

Follow *Colorado Springs Real Producers* on social media for more agent snapshots!









ASAP
Garage Door Service



PRIORITY SCHEDULING & SPECIAL PRICING

FOR REALTORS, SELLERS & NEW HOMEOWNERS

A Modern Garage Door Makes a Powerful First Impression

- LOCALLY OWNED & OPERATED
- HIGH QUALITY GARAGE SERVICE
- COMPLETE GARAGE DOOR SOLUTIONS
- WE OFFER MILITARY DISCOUNTS
- SENIOR CITIZEN DISCOUNTS

Google
WE HAVE A 5 STAR RATING ON GOOGLE AS OF 10/22/26
TRUSTED BY 1,500+ COLORADO SPRINGS HOMEOWNERS



WINTER SPECIAL
$200 OFF
a new door purchase

Schedule your FREE estimate
719-749-8904

Mention this code for discount: Relator$200off Expiration 12/31/2026

PROTECT YOUR CLIENTS.
STRENGTHEN YOUR REPUTATION.



Insurance Is More Than Just A Policy; *It's About Peace Of Mind*

With access to multiple carriers, we find the right coverage at the right price—delivered with the service and communication you can trust.

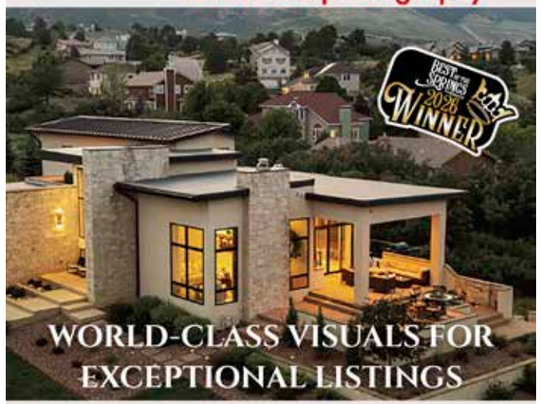
HOMEOWNERS • AUTOMOTIVE • COMMERCIAL

THE AGENCY
Comprehensive Coverage for All Your Needs



Michael Hendrickson
Office: 719-785-1330
Cell: 719-201-9200
michael@theagencysprings.com
2045 Mulligan Dr.
Colorado Springs, CO 80920

freedom
real estate photography



WORLD-CLASS VISUALS FOR EXCEPTIONAL LISTINGS

DECEMBER SPECIAL:
MENTION THIS AD TO GET A FREE 30-SECOND REEL ON YOUR FIRST SHOOT!

719.675.5115
freedomrephoto.com

RESTORING WHAT MATTERS MOST™

Your Full-Service Water Damage Restoration & Emergency Services Experts

1-800 WATER DAMAGE
A BELFOR COMPANY



Residential & Commercial
24/7 Emergency Services

- Water Damage Restoration
- Mold Remediation
- Fire & Smoke Restoration
- Sewage Cleanup
- Sanitizing & Disinfecting
- Cigarette Odor Removal

CONTACT US TODAY FOR A FREE CONSULTATION 719-684-9200
1800waterdamage.com/*colorado-springs*

STRUCTURE
CUSTOM BUILDS



WE CAN DESIGN FROM SCRATCH OR CUSTOMIZE ANY PLAN.



Realtor Commission 3%

WWW.STRUCTURECB.COM
719.649.7195



Dakota & Jenny Shafer
Owners

A PRODUCT OF
THE N2 COMPANY

9151 Currency St.
Irving, TX 75063

COLORADO SPRINGS
719.884.5300
5555 Tech Center, Ste. 110
Colorado Springs, CO 80919

COLORADO SPRINGS NORTH
719-884-5300
1710 Jet Stream, Ste # 200
Colorado Springs, CO 80921

CAÑON CITY
719.275.4900
120 N. 9th Street, Ste A
Cañon City, CO 81212

EMPIRE TITLE
A Division of Stewart Title Company

Changing Seasons, Consistent Service.

WE DON'T SUCCEED
UNLESS YOU DO!
EMPIRE TITLE • ETCOS.COM

Merry Christmas!