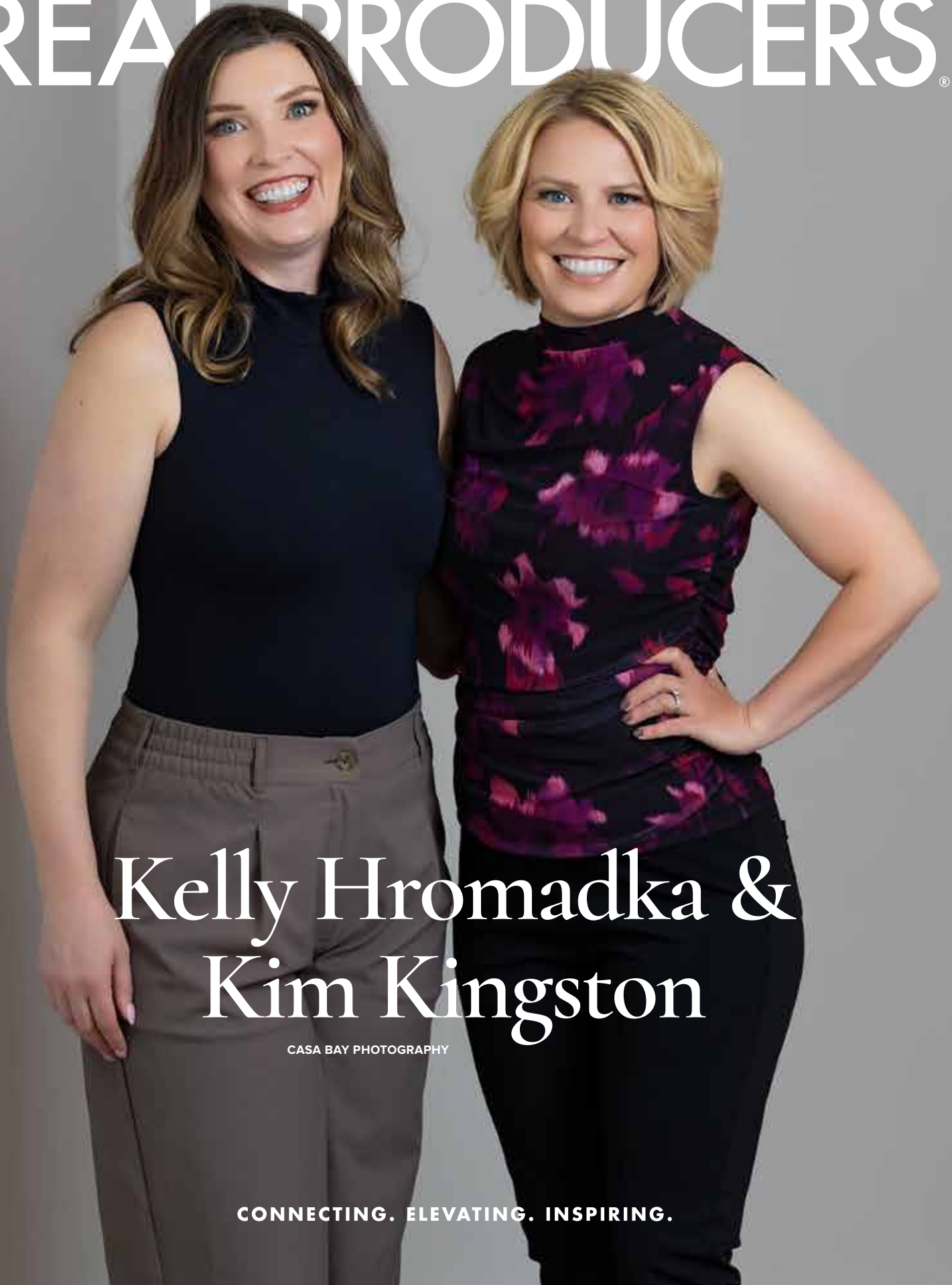


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# JARED BRYANT



Jared Bryant's path to real estate was shaped by a long history of leadership, service, and relationships. While he officially entered the industry in 2021, the skills that drive his business today were developed over decades of professional and personal experience.

Originally from Washington State, Jared grew up just south of Seattle in Renton. When he was about 15, his family relocated to North Carolina after his father John accepted a new job opportunity. It was there that Jared met the woman who would later become his wife. After a few years, he returned to Washington, where he and his wife Rachel eventually married and began building their life together.

During those years in Washington, Jared purchased his first home and experienced the process of buying and selling property firsthand. He and his wife went on to have another

home built which Jared eventually sold by owner and reinvested the money into another new build property. While real estate was not yet a career path, those early experiences gave him an understanding of homeownership that would later prove valuable.

Years later, the couple decided to move back to Raleigh, North Carolina. Jared said it was important for his wife to experience living there again as an adult, since she had always wondered what it might be like to return. The move provided clarity. "We eventually decided that Raleigh was not where we wanted to raise our family long-term," he shared.

During that season of life, Jared was pursuing opportunities in ministry. Faith and church involvement had always been central to his life, and he spent significant time leading worship and exploring ministry roles. If you spend any time with

Jared, you will quickly learn he is a follower of Jesus, which greatly impacts his decisions and direction in life. While those opportunities ultimately did not materialize vocationally, they led him to a different professional chapter.

Jared accepted a role with AT&T Advertising Solutions in the Charlotte area, where he sold digital marketing services to small and medium-sized businesses across the country. He quickly found success in the corporate environment, starting in sales and eventually rising to the role of district sales manager. The position gave him valuable leadership and business development experience, but he eventually began to sense it was not the long-term direction he was meant to pursue.

That realization set the stage for another move. A former colleague, Pete Heiniger, who had taken a position in Colorado Springs with an organization called Outreach encouraged Jared to explore an opportunity there. After connecting and interviewing with the leadership team, Jared and his family relocated to Colorado Springs in April of 2014, beginning a new chapter in the community they now call home.

Years later, another professional shift began to take shape. A former colleague named Don Hammons, who had once worked for Jared and was now thriving in real estate with Keller Williams in Washington, had been encouraging him to consider the industry for some time. Jared had always hesitated

as the transition from an executive role with a steady paycheck and benefits into a commission-based business felt like a major leap.

That conversation resurfaced unexpectedly during a birthday phone call. Jared had called Don simply to wish him a happy birthday, but the conversation turned toward work challenges Jared was experiencing at the time. Don listened and then offered direct encouragement. "He said, 'Jared, I am killing it in real estate, and all I'm doing is what you taught me to do when I worked for you before,'" Jared recalled.

The comment stuck with him. After discussing the idea with his wife, Rachel, and prayerfully considering it together, Jared decided to explore the possibility more seriously. He reached out to local real estate veteran Bruce Betts, whom he already knew through church. Jared asked if they could meet for coffee so he could share his background and ask for honest feedback.

He left the meeting with clarity and encouragement. Betts believed Jared's skill set and leadership experience were a natural fit for the business and encouraged him to pursue a license. Jared moved quickly. He completed his real estate licensing process in about seven weeks and officially launched his business, Bryant Homes Colorado, in May of 2021.

The early months required patience. Although he understood the fundamentals of building a business and committed himself to doing the right activities, momentum

took time to build. His first transaction did not close until November of that year.

“It was a long road,” Jared said. At the same time, he was navigating the transition as the sole provider for his household while his wife focused on caring for their children and home. Despite the pressure, Jared remained confident that consistent effort and God’s hand of provision in his life would eventually pay off.

Because he had spent so much time serving in churches across the city leading worship, many people assumed that was his full-time role. Jared realized he needed to intentionally communicate his new career path. “I spent a lot of time wearing my REMAX pin, trying to help people understand that I was doing something different.”

The work paid off. In his first full year in the business in 2022, Jared closed more than 20 transactions and earned Platinum Club recognition with REMAX. Since then, he has continued to maintain strong production while steadily growing his client relationships. He believes that a successful real estate business must run on the dual tracks of competence and care and he aligns his business with other professionals that agree with this principle. “If either of these two elements are missing, people will fail in this industry.” Jared continued, “Keeping this in the forefront of my focus is essential for my client’s success and satisfaction.”

For Jared, the work itself aligns closely with how



“**EVERY DAY I GET UP AND TRY TO DISCOVER WHAT THOSE WORKS ARE AND GET AFTER THE BUSINESS OF WALKING IN THEM WITH PURPOSE & INTENTIONALITY.**”

he views people and relationships. He describes himself as someone who naturally gravitates toward guiding and supporting others. “I consider myself to be a shepherd of people. I like serving, leading and guiding people in life and through life’s transitions. In the Bible, Ephesians 2, it says that we are God’s workmanship and that He created us with a purpose and has prepared good works for us to do. Every day I get up and try to discover what those works are and get after the business of walking in them with purpose and intentionality,” said Jared.

That mindset has shaped how he approaches real estate. While some transactions are joyful milestones, many involve difficult life circumstances. Jared has learned that buying or selling a home

often occurs during challenging transitions. “There’s so many things that cause an impactful life transition that is going to result in a purchase or sale of real estate,” he explained.

Because of that, he values the opportunity to come alongside clients during those moments, helping them navigate complex decisions and move forward with clarity. “To be able to guide people through that and get where they’re going in an effective manner is very rewarding and fulfilling.” Jared often reminds people that, while it is a mystery to them, God knows exactly where they are going to end up and how things will all play out and that he is excited to join them on the journey of discovering that new place in the Lord’s perfect timing.

Outside of work, faith, family, and community remain central parts of Jared’s life. Music has been a lifelong passion. He has been singing in church since he was three years old and continues to lead worship regularly at his home church, Rocky Mountain Calvary, as well as other churches throughout the area and across the state. He enjoys playing basketball whenever he can and describes himself as a food enthusiast who especially enjoys exploring Asian restaurants around Colorado Springs.

In addition, Jared invests time mentoring young adults through the E4Life Gap Year Initiative, a gap-year program for students ages 18 to 24 who are working to discover their

purpose and direction in life. Recently, he co-taught a class on biblical manhood for young men in the program and it brings him great joy to see young people becoming who God has called them to be. “Knowing who God is and knowing who YOU are in light of who God is are two of the most important things you will discover in life,” Jared explained.

At home, he and Rachel stay busy raising their four children. The couple recently celebrated 25 years of marriage and are parents to twin sons, Jackson and Jaden (age 19), daughter Kylie (age 16), and youngest daughter Kendall (age 12). You will often find Jared’s kids joining him in his work and ministry, and at local restaurants and coffee shops all over town. As the kids and business have grown over the last several years, Rachel has also stepped into a key role at Bryant Homes Colorado, managing the back end as an assistant and transaction coordinator. Jared stated, “I wouldn’t be able to do all the things I am able to do in business and ministry in this community without the support of my wife Rachel. My clients love her as much as I do because she is great at what she does.”

With a growing real estate business, a deep commitment to his calling and his community, and a family that keeps life full, Jared approaches each day with gratitude. He always has time for you, for coffee, and for any of your referrals... ❏

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Specializing in water damage restoration, fire and smoke restoration, sewage cleanup, mold mitigation, and odor removal, Rob's company focuses on helping agents and homeowners identify legitimate issues while avoiding unnecessary panic. One of the services gaining particular traction with local REALTORS® is their moisture audit process.

When a home inspector flags possible mold or moisture concerns, buyers and sellers are often left unsure how serious the issue really is. According to Rob, not every discoloration or water stain represents an active mold problem. His team performs detailed moisture audits that include humidity readings, temperature readings, thermal imaging, particle counts, and photo documentation to determine whether active moisture or mold is actually present.

The result is a professional report agents can use to help clients make informed decisions. "An inspector's job is to point out concerns," Rob explains. "Our job is to determine whether there's truly an active issue that needs mitigation."

That practical approach has already helped several transactions continue without unnecessary delays or alarm. In many cases, what appears concerning turns out to be evidence of an old issue rather than an active one. By identifying the difference, agents are better equipped to negotiate confidently and keep clients informed.

Beyond mold and moisture concerns, Rob encourages REALTORS® to think proactively about warning signs inside homes. Discoloration on drywall, warped flooring, unusual odors, or evidence of previous leaks can all warrant a closer look. His team often helps agents assess whether something is cosmetic, an active problem, or simply part of normal home aging.

Another area where Rob provides value is education. Having personally navigated the restoration and insurance world, he has become passionate about helping agents understand how restoration, insurance coverage, and inspections intersect. During presentations to brokerages and real estate offices, he walks agents through topics many homeowners — and even industry professionals — do not fully understand, such as flood insurance exclusions, crawlspace vapor barriers, and common misconceptions surrounding water damage claims.

His presentations have already generated strong responses from agents looking for practical knowledge

that directly impacts their clients. "What I try to do is tie my world, the insurance world, and the REALTOR® world together," Rob says. "Most people simply haven't had to navigate these situations before."

That educational mindset also shapes how his company approaches service. Rather than creating fear around inspection findings, Rob focuses on communication, clarity, and realistic solutions. Agents are encouraged to call with questions, send photos from listings, or ask for guidance before situations escalate unnecessarily.

For REALTORS®, that accessibility matters. Transactions move quickly, and having a restoration expert willing to answer questions promptly can help agents avoid delays, reduce uncertainty, and better guide their clients through difficult situations.

At its core, Rob's approach is built around helping people understand what is truly happening inside a property — and giving agents the information they need to move forward confidently. In an industry where confusion and stress can easily derail momentum, that steady partnership has become a valuable resource for the real estate community.

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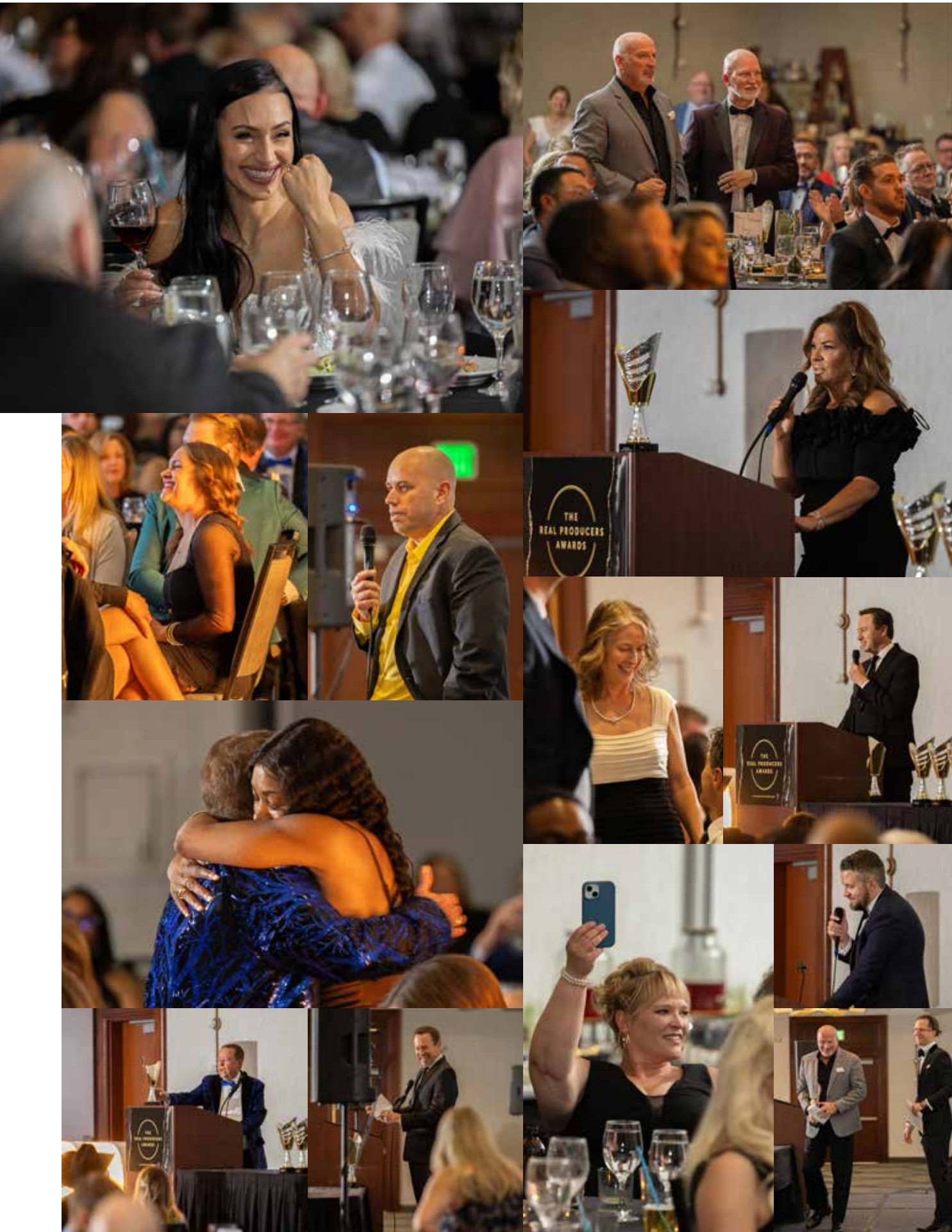
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# RETAINING WALLS

## Buyers Beware!

BY JOHN NEWBILL, FREEDOM LANDSCAPING

Whether you're on the Front Range with rolling hills or tucked against the side of our stunning mountains, retaining walls are a normal part of life in Colorado. They create backyard space where there wasn't any before, support steep grades, and in some cases help protect the very ground a home sits on. Most homeowners hardly think about them—until they have to.

The reality is every retaining wall has a sunset on its function. Even well-built walls age over time, while poorly installed walls can fail much sooner. What starts as a small lean, crack, or separation can quietly turn into a major structural and financial issue.

It's a story we see several times each year. A homeowner buys a property knowing the old timber retaining wall in the backyard is deteriorating but figures it still has a little life left in it. A few years later, they finally decide it's time to replace it and discover the cost of properly rebuilding the wall can be tens of thousands of dollars.



Unfortunately, it's not just aging timber walls that become a problem. Poorly installed masonry block walls can come to the same conclusion. Walls begin leaning, separating, or failing long before homeowners ever expected.

One of the best parts of the landscape industry is helping families create dream outdoor spaces they'll enjoy for decades. The difficult side of that job is sitting across from a homeowner and explaining that a properly engineered retaining wall is often a major infrastructure project. Depending on size, drainage, access, and engineering requirements, replacement costs can sometimes exceed \$150,000.

For real estate professionals, this creates an opportunity to better protect buyers through education and due diligence. While many home inspectors do an

excellent job identifying concerns, retaining walls can occasionally fall outside the level of attention they deserve during a transaction. Large, leaning, cracked, or visibly shifting walls should always raise additional questions. When uncertainty exists, bringing in a structural engineer or retaining wall specialist can help buyers better understand potential risks before closing.

Retaining walls are one of the greatest "party tricks" in landscape design because they create usable space where none existed before. They turn steep, unusable terrain into places families can gather, entertain, and enjoy.

But when overlooked, they can also become one of the most expensive surprises a homeowner will ever face. Buyers beware!



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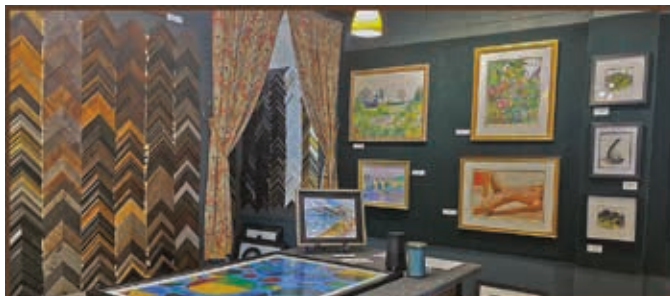
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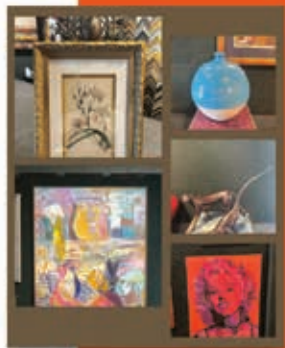


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# KELLY Hromadka

## CARRYING FORWARD A LEGACY OF SERVICE, FAMILY, & PURPOSE

CASA BAY PHOTOGRAPHY

When Kelly Hromadka talks about real estate, it's clear she doesn't see it simply as a career choice. For her, it's a continuation of something deeply rooted—family, service, and a commitment to doing the work the right way, even when it's hard.

Kelly, co-owner of The Reardon Partners alongside her sister Kim, has built a reputation in Colorado Springs real estate that reflects both professionalism and heart. But her path to real estate wasn't direct—and that, she believes, has made all the difference.

### From Education to Real Estate

Originally from New Jersey, Kelly moved to Colorado Springs with her family at a young age. After graduating high school, she left the state to attend Creighton University in Omaha, where she majored in education and Spanish. Teaching felt natural to her—she loved working with students and helping them navigate formative moments in their lives.

That passion led her to graduate school at Iowa State University, where she earned a degree in educational administration. At the time, Kelly envisioned a future in higher education, ideally serving as a dean of students. She was drawn to the behind-the-scenes work of student affairs—the guidance, structure, and advocacy that supports students during critical transitions.

After graduate school, Kelly returned to Colorado Springs for her sister Kim's wedding weekend and soon

accepted a position at a private high school in Denver. From 2006 to 2013, she worked as both a teacher and administrator, gaining leadership experience and refining skills that would later prove invaluable.

Then came the phone call that changed everything.

### Answering the Call Home

In 2013, Kelly's mother, Debbie Reardon, reached out with an unexpected question: would Kelly ever consider coming back to Colorado Springs to help with her real estate business?

At the time, Debbie had built a high-performing team, but within a short span, several team members moved on to other opportunities. Suddenly, Debbie found herself at a crossroads. An owner at The Platinum Group posed a simple question that sparked the idea: would any of her children be interested?

Kelly asked for a week to think about it.

Within a month, she had moved back to Colorado Springs. She earned her real estate license in June 2013 and officially started in the business in July.

"It feels like another lifetime before real estate," Kelly reflects. "Like I've never done anything else."

### Learning Through the Fire

Kelly's first year in real estate was anything but slow. With her mother as a high producing agent & her only teammate, there was no buffer—no

staff, no systems fully in place, and no time to ease in. It was, as Kelly describes it, "drinking from a fire hose."

Despite having grown up around real estate—her grandmother had been an agent in New Jersey, and her mother had built a respected career—doing the work firsthand was a different experience altogether.

Then life added another layer of complexity. In 2014, Kelly's father became ill, requiring frequent travel to Houston for cancer treatment. While her parents navigated medical appointments, Kelly found herself stepping into greater responsibility within the business, often learning through trial and necessity.

Looking back, she doesn't dwell on the exhaustion; but focuses more on the opportunity.

She says, "It was hard, but it was such a blessing. That's how I learned—by doing."

### A Family Business, Reimagined

One of the greatest highlights of Kelly's career has been building The Reardon Partners alongside her sister Kim. Their dynamic is rooted in mutual trust, complementary strengths, and a shared commitment to family.

"We tell clients all the time—we can't share a bathroom, but we can share a business," Kelly jokes.

The partnership worked because it evolved organically. Their mother





“  
IT FEELS  
LIKE  
ANOTHER  
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never  
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anything  
else.”

remained closely involved for the first five years, offering mentorship and guidance before retiring on her own terms. Watching that transition, Kelly says, gave both sisters confidence—not just in their business, but in the life balance real estate can offer when approached intentionally.

Today, Kelly and Kim raise their children together, blending family life and business seamlessly. Their success, Kelly believes, is less about ambition and more about alignment.

“Everyone landed where they were supposed to,” she says.

**Values That Guide the Work**

Kelly’s background in education continues to shape how she approaches real estate. At its core, she sees the profession as an extension of

teaching—listening, educating, and guiding clients through major decisions with patience and clarity.

That philosophy was instilled early by her mother, who emphasized ethical practice above all else. It’s a mindset that Kelly carries forward, reinforced by years of mentorship from leadership at The Platinum Group, whom she considers an extension of her family.

“They’ve been there through everything—my dad passing, my mom retiring, every transition,” Kelly says. “Kim and I wouldn’t be where we are without that support.”

**Life Beyond Transactions**

Outside of real estate, Kelly’s life centers on family and community. Alongside Kim, she is deeply involved in youth travel baseball and little

league, where both sisters sponsor teams and spend countless hours supporting their children.

“From March to October, if we’re not selling houses, we’re on a baseball field,” Kelly laughs.

She’s also an avid sports fan, especially when it comes to football, and loves spending time outdoors with her husband Tim, son Finn, and their two golden retrievers, Copper and Penny. Kelly and her family frequently visit Buena Vista and Salida, embracing the Colorado lifestyle they were raised in.

**Doing the Work That Matters**

When asked about her specialty within the partnership, Kelly doesn’t hesitate.

She focuses on coaching, growth strategy, and aligning the business with systems that fit their values—whether through Ninja Coaching, Buffini-style relationship building, or refining how they show up for clients. Meanwhile, Kim oversees the operational and financial backbone of the business, creating a balance that allows each of them to thrive.

Together with their long-time assistant Scott Moller, who has been with them for 10 years, they’ve built a business defined by trust, longevity, and care.

For Kelly, success isn’t measured in volume alone.

“It’s about doing this in a way that supports our families, serves our clients, and still feels right at the end of the day.”

And that, more than anything, is what makes her story resonate. ■



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**W**hen Kim Kingston talks about real estate, she doesn't lead with volume, accolades, or growth charts. She talks about responsibility. About stewardship. About what it means to guide someone through one of the most consequential financial and emotional decisions they may only face a handful of times in their lives.

That perspective didn't come from a single moment. It was shaped slowly—by family, by finance, and by watching the real estate business up close long before she ever imagined stepping into it herself.

**From New Jersey to Colorado Springs**

Kim Kingston and her sister, Kelly Hromadka, were born in New Jersey before their family relocated to Colorado Springs when Kim was 10 years old. The move was prompted by their father's job relocation, but the Springs quickly became home—one they would eventually return to again and again, even after exploring careers and opportunities elsewhere.

Like many children raised by a REALTOR®, Kim never envisioned herself in real estate. Growing up with an active agent parent meant evenings filled with contracts at the kitchen table and weekends shaped around showings and client needs. It was familiar—but not aspirational.

Instead, Kim followed a different path.

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Kim earned her undergraduate degree in broadcast journalism, a childhood dream that reflected her early interest in communication and storytelling.

But after graduating and spending time living in the mountains, her interests began to shift. When she returned to Colorado Springs in 2006 to get married, she found herself unsure of her next professional step.

That uncertainty led to an introduction—one that would quietly shape the rest of her career.

Through her mother, Kim met a prominent local lender whose leadership and vision immediately resonated with her. More than the role itself, Kim was drawn to the mentorship and mission behind the mortgage division the lender was building. At just 24 or 25 years old, Kim found herself inspired by strong female leadership and a business rooted in purpose.

She entered mortgage banking—and stayed.

Kim went on to earn her MBA from UCCS with an accounting emphasis, even taking the CPA exam and briefly considering that path. While she never practiced as a CPA, the experience gave her a deep fluency in finance, lending, and risk—skills that would later become invaluable in real estate.

At the time, however, real estate still wasn't part of the plan.

**Answering the Call Back Home**

That changed when Kim was pregnant with her second child.

Her mother, Debbie Reardon, was preparing to retire at the end of 2015 after decades in real estate. Kelly had already joined the business, but the conversation became inevitable: Kelly would need a long-term partner to help support and sustain the company.

"If it's not you," Kim remembers her mom saying, "it's going to be somebody."

With two young children and a career already rooted in finance, the transition made sense—personally and professionally. Kim joined the family business not as a leap of faith, but as a thoughtful evolution.

What followed, however, was far more meaningful than anyone expected.

**Learning the Business—The Right Way**

The original plan was simple: one year working alongside their mother before Kim and Kelly took over the business together.

Life had other plans.

When Kim and Kelly's father passed away suddenly in early 2015, everything shifted. Instead of retiring, their mother continued working—and the three of them spent five years together building the business side by side.

That unexpected extension became one of the greatest gifts of Kim's career.

"Being able to shadow her, hear how she phrased things, see how she handled conversations—it was invaluable," Kim says. "I have so much admiration for people who start in this business from scratch, because even with that mentorship, it was challenging."

Despite growing up around real estate, Kim was surprised by the sheer scope of responsibility—flying at a strategic level one moment, then diving deep into transactional details the next. Real estate, she quickly learned, demands both vision and precision.



“That’s when the passion shows up. When you finally feel like you can truly advise people well.”

It took time—about three years, by her own measure—before confidence and competence aligned.

“That’s when the passion shows up,” Kim says. “When you finally feel like you can truly advise people well.”

**A Heart for Clients Facing Transition**

Kim’s favorite clients are not defined by price point or transaction type.

They are defined by transition.

Having watched her mother navigate life as a widow after decades in real estate—suddenly needing to make major financial decisions without her longtime sounding board—Kim developed a deep empathy for clients facing similar moments.

Many of her clients are seniors, widows, or longtime homeowners preparing to sell the family home.

“These are people making one of the biggest decisions of

their lives, often during a very emotional season,” Kim says. “Helping them through that with both empathy and clarity—that’s incredibly meaningful to me.”

It’s also why Kim is meticulous in how she approaches her work. With more than 90 percent of The Reardon Partners’ business coming from past clients and referrals, trust is not just a value—it’s the foundation.

“For us, real estate might be something we do every day,” she says. “But for our clients, they may only do this four or five times in their entire lives. We never want to forget how overwhelming that can feel.”

**Partnership, Balance, and Family**

Today, Kim co-owns The Reardon Partners with Kelly, bringing complementary strengths to the business. Where Kelly thrives in coaching, systems, and client-facing strategy, Kim focuses on the operational backbone—financials, forecasting, budgeting, and long-term planning.

Together, they’ve built a partnership rooted in mutual respect, trust, and shared values.

Outside of work, Kim’s life is centered around family. She and her husband Kent have been married for 20 years and are raising two children—Vinny, 13, and Ivy, 11. Named after their late father, Vinny carries a legacy that deeply matters to the family.

Like many working parents, Kim jokes that hobbies can wait. For now, her energy is spent balancing business ownership with motherhood—a season she embraces fully, knowing it won’t last forever.

**Leading with Integrity**

When asked how she hopes to be remembered professionally, Kim doesn’t hesitate.

Integrity. Doing what’s right—even when it’s hard. Holding clients’ interests above her own. Treating each transaction with the gravity it deserves.

It’s a philosophy shaped by family, reinforced through experience, and practiced quietly every day.

Kim Kingston may not have planned a career in real estate—but through discipline, empathy, and unwavering integrity, she has helped build one that lasts.

And alongside her sister, she’s proving that the strongest partnerships aren’t built on ego or ambition—but on trust, shared purpose, and doing the work the right way. ▀



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3. Welcome Michael and Erin Escobar, owners of Vibrant Media, aboard *Colorado Springs Real Producers* as a preferred vendor! Please add them to your vendor list for all your real estate media needs!

4. Some people find real estate. For Denáe Howell, it became the path to rebuilding an entirely new life. From growing up moving constantly to navigating hospitality leadership, motherhood, entrepreneurship, and the uncertainty of starting real estate during the middle of the 2020 shutdowns, Denáe's story is one of resilience, grit, and relentless drive. Today, she's built a thriving business grounded in authentic relationships, hard work, and a genuine love for people.



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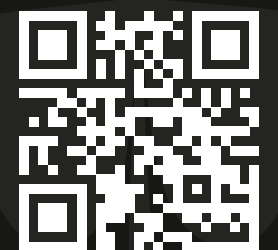
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