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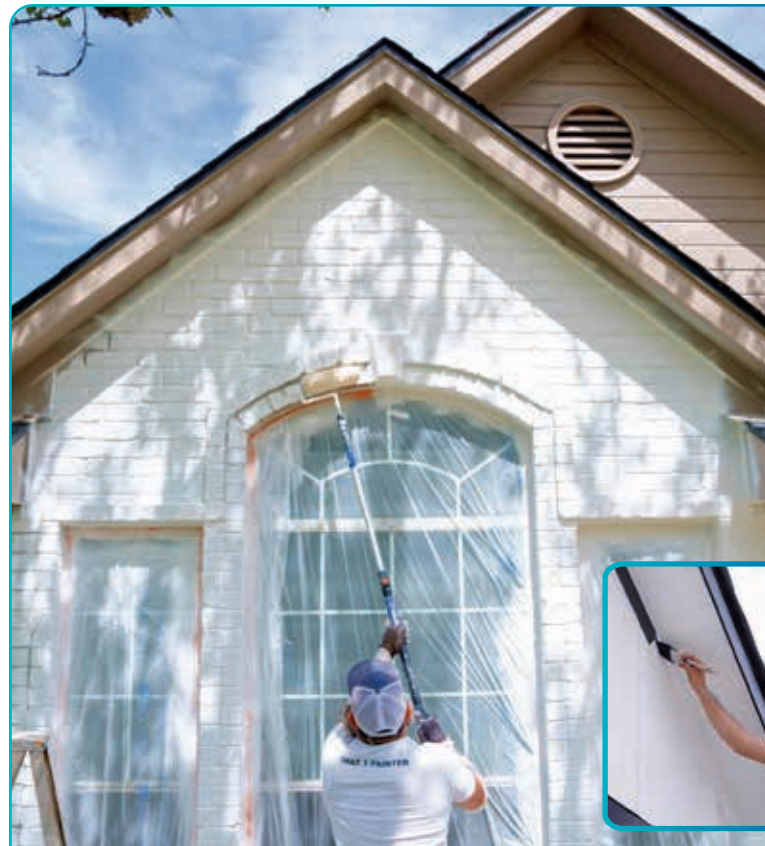
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Sunny

STRAWBRIDGE



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Building Community Through Every Chapter

When Sunny Strawbridge talked about her path to Colorado Springs, she traced it all the way back to western Pennsylvania, where she grew up near Pittsburgh and later attended Slippery Rock University, earning a degree in parks and recreation with a minor in marketing and tourism management.

Her early career took her through a series of roles in the hospitality world, including an internship at a resort in Dixville Notch, New Hampshire, followed by an activities manager position at a small resort in the Northern Neck of Virginia. What sounded fun on paper didn't unfold the way she imagined and she decided to pursue other opportunities at the resort, including sales, family reunion coordination, and ultimately conference services, where she spent six to seven years in a management role.

During that chapter, Sunny was raising her first daughter as a single mother. Life shifted when she met someone at the resort who later enlisted in the military. They married, and in 2013 she moved with him and

their growing family to Fort Bragg, North Carolina. Soon after, they welcomed their second daughter, and Sunny entered what she described as her "military spouse career" and stay-at-home-mother phase.

A new door opened when the Army stationed them in Germany for three years. Sunny embraced the experience fully, forming a strong network with her military spouse tribe. She built a community around her and those friendships, which now are spread throughout the country, are still important to her. She spent her time in Germany enjoying every experience she could to immerse and appreciate the local surroundings including running, traveling to many of

the small German villages and outdoor markets, exploring different countries, figuring out the international train systems, and attending yoga retreats with her lady tribe.

In 2019, her family relocated to Colorado Springs, just before the onset of COVID-19. With her hospitality background, she felt ready to return to full-time work and set her sights on The Broadmoor. She intentionally re-entered the workforce in a support role within the conferences department. When the pandemic slowed operations, she later transitioned to the executive office as an assistant to the President & CEO and resident manager. Although the work was higher-level, the

environment didn't feel fulfilling. "I was going home and feeling like I did nothing to improve anybody's life," she admitted. The disconnect grew, especially as she navigated the challenges of COVID-era childcare and the resort's strict protocols.

Recognizing she needed a career that allowed her to serve and use her strengths, Sunny leaned into encouragement from friends already in real estate. That nudge prompted her to get licensed in 2021. "My underlying passion was to serve more, and to find a way to make a difference for families," she explained.

Her first transactions as a new agent confirmed she was exactly where she was meant to be.



“ I do love whenever they come back around and say, ‘We couldn’t have done this without you.’ ”



The moment she saw clients’ joy at becoming homeowners, everything clicked. “This is what it’s all about,” she said. Helping military families navigate their moves became especially meaningful, drawing from her own experiences of relocating and buying a home from overseas, sight unseen and utilizing their VA loan. Those early successes built

her confidence and deepened her desire to keep learning.

Sunny’s highlights today center on the relationships she builds and the client guidance she provides. She enjoys connecting with clients on social media so she can continue to watch their lives unfold. “I do love whenever they come back

around and say, ‘We couldn’t have done this without you,’” affirmation that fuels her and reinforces that her work matters.

She also values the professional community she’s found and the connections she’s built with other agents and industry partners. She appreciates that she can lean on them and can call them at any time, adding that the collaborative nature of the industry has become a source of growth and support.

Outside of work, Sunny stays active. She has two dogs and two cats and enjoys daily walks that double as mobile office time. She also regularly hikes with a close friend; the two share a yearly goal to complete the Manitou Incline twice a month. She is getting back into running and continues to prioritize time outdoors. At home, she stays busy raising her two daughters. Her oldest recently joined the Air Force, and her youngest is in sixth grade. The Special Forces Foundation is one nonprofit especially meaningful to her, given the ties her ex-husband and close friends have to the Special Forces community and the impact it has had on families near and dear to her heart.

Sunny feels firmly rooted in her career path now; she doesn’t spend time imagining alternate futures. Instead, she focuses on continued growth and the opportunities within the Colorado Springs market. She recently enrolled in the Pikes Peak Association of REALTORS® Leadership Academy, a step she had been wanting to take for some time. She looks forward to deeper involvement, more education, and ongoing development.

Sunny’s story is one of constant evolution, shaped by resilience, service, and a genuine desire to help others thrive in their own transitions. ▀

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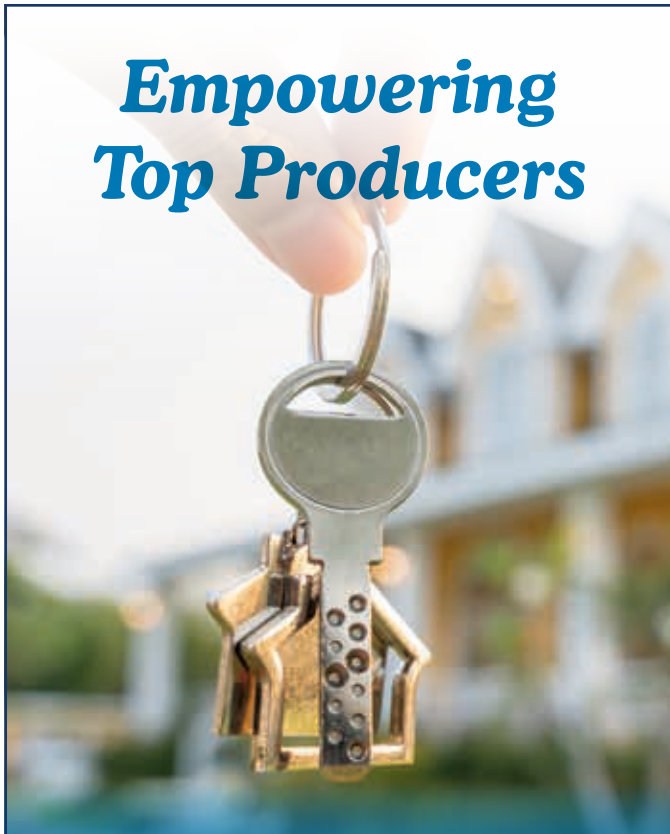

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Eric

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Eric Newman didn't grow up dreaming of becoming a Mortgage Advisor. But over the course of the last 3 decades in the housing industry—including construction, real estate sales, and now finance—he's built a career rooted in one consistent value: helping people find the right path forward.

Eric serves as Lead Mortgage Advisor for the Masters of Lending Team, where his focus extends far beyond rate sheets and pre-approvals. His approach blends financial coaching, strategic planning, and education to help clients make smart decisions about homeownership and long-term wealth building. "It's not just about getting someone into a loan," Eric explains. "It's about understanding their whole financial picture and creating a path that sets them up for success, well after the transaction is over."



Originally from the Pacific Northwest, Eric grew up in the Portland, Oregon area. His early career was hands on - first by painting homes, and then selling them. At 21, he became a licensed Real Estate Agent, following in the footsteps of his mother. Fast forward a decade plus in both construction and sales, he saw a gap in the mortgage finance world: too many loan officers lacked follow-through and consistency, leaving agents and clients hanging. In 2006, Eric shifted his full focus to lending and never looked back.

Since then, he's built a national reputation as a top-producing Loan Originator, well known for helping borrowers who might not fit into traditional boxes. He frequently works with self-employed clients, credit-challenged buyers, and those

in need of bridge financing. He also loves helping Seniors with mortgage options specifically for those with lower retirement incomes, or who need easy access to their home's equity. Whether it's a bank statement or investor loan, creative down payment strategy, or assistance with a long-term financial game plan, Eric finds solutions that others overlook, or simply don't have access to.

"I'll never push someone into a loan they don't need, just for me to get paid," he says. "Sometimes the best advice is to pause or take smaller steps before the larger ones. That honesty and transparency builds trust, along with motivating my clients and partners to stay loyal for life."

Eric's passion for education shapes every transaction. He

often partners with Financial Advisors and has become a trained Financial Counselor. For him, a mortgage is just one piece of a broader financial plan. Many of his client conversations involve budgeting, debt reduction, and how to effectively use a mortgage properly to achieve long-term financial goals—even if the client isn't ready to buy a home right away.

"Success stories are what fuel me," Eric shares. "I love it when someone says, 'No one else could help, but you found a way to get it done, thank you!' That keeps me going."

In addition to serving clients across Colorado, Eric is licensed in 20 states and routinely helps buyers navigate out-of-state transitions, including "buy before you sell" options.

His team members (one of which is his oldest daughter Angelique - shown in the pics here) cover the remaining states nationally other than NY. His broad network and hands-on service model make him an ideal partner for agents managing complex or multi-property transactions, even if not all properties are here locally.

Eric is also deeply invested in helping real estate agents grow. From coaching on CRM systems and optimizing social media, he sees newer technology as a major tool to stay relevant and build long-term relationships, especially after the transaction is over. "Too many agents lose clients simply because they don't follow up consistently. A strong database and communication plan can be a game changer."

In his decision to join *Colorado Springs Real Producers*, Eric was drawn to the sense of community. “What I saw was connection,” he says. “This platform brings together serious professionals who are committed to growth and serving our local area. Those are the people I want to partner with.”

Outside of work, Eric is a lifelong musician. He plays drums regularly at the Midtown campus of New Life Church and leads small groups with his wife of 32 years. They are proud parents of two adult daughters, both of whom are also musically gifted. One lives here locally in the Springs and the other resides in Southern California, pursuing a career in performance, arrangement and production.

Eric also finds peace in hands-on projects and downtime with puzzles. That problem-solving aspect carries over into his daily work. His home gym features a growing collection of college football stadium puzzle art—a nod to his love for the game and his Oregon Ducks. He also enjoys smoking meats and walks 10 miles a day using a treadmill beneath his standing desk. Grateful for the mentors and coaches who shaped his path, Eric continues to pay it forward with every loan, client conversation, and agent collaboration. His story is one of resilience, growth, and a steady belief in doing things the right way—not just to close the deal, but for the people behind it. ▀

“**Success stories are what fuel me. I love it when someone says, ‘No one else could help, but you found a way to get it done, thank you!’ That keeps me going.**”

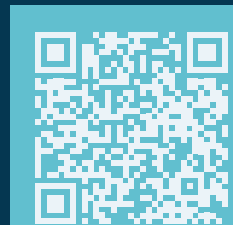


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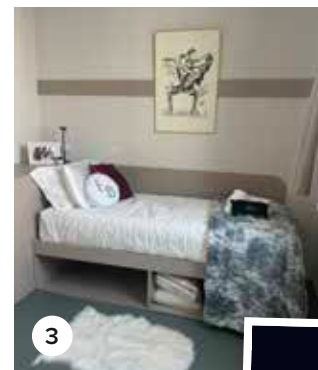
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Tiffany Hyden travels to Milan for the 2026 Winter Olympics

BY TIFFANY HYDEN

Traveling to Milan to support Team USA figure skating as a Team Manager for the 2026 U.S. Olympic figure skating team was especially meaningful for me, not just because of the magnitude of the event, but because of the journey behind it. For more than a decade, I've served in a volunteer capacity as a team leader with U.S. Figure Skating, supporting athletes at international competitions across the globe. What began years ago with helping young skaters navigate their very first international assignments has evolved into walking alongside seasoned competitors on the sport's biggest stages. Having a front-row seat to their growth—the early nerves, the incremental progress, the resilience through setbacks, makes moments like this deeply personal. Watching them compete with confidence and composure at the highest level was incredibly fulfilling.

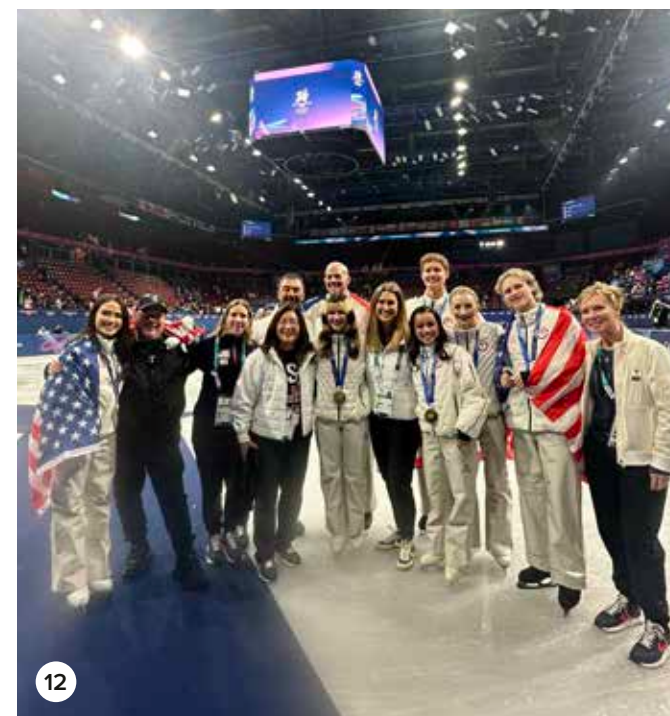
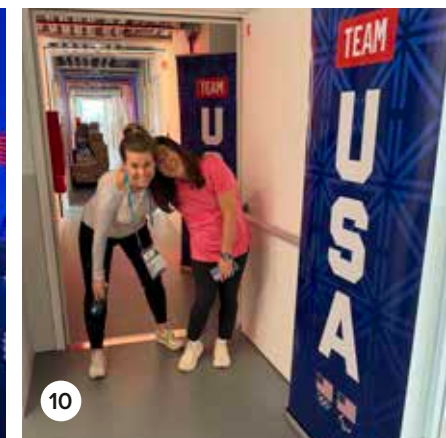
From the moment we arrived, the energy surrounding the competition was electric. Fans draped in red, white and blue, media from around the world, and the unmistakable buzz



that only Olympic sport can create. Beyond the competition, Milan provided a breathtaking backdrop for such a milestone experience. From the grandeur of the Duomo di Milano to the electric atmosphere inside the arena, the setting

matched the significance of the moment. Yet what stood out most was the privilege of service. This volunteer role has always been about steady leadership behind the scenes. Managing logistics, media access, offering support, and creating

an environment where athletes can focus solely on performing their best. Seeing them thrive under the brightest lights reaffirmed why I continue to give my time to this work: to help build the foundation that allows them to shine. ❄️



1. The 'team behind the team'. From the left right: Laurie Johnson (team manager), Alex Tichy (physical therapist), Dr. Fred Workman (team doctor), Adena Neglia (Nutritionist), Dr. Caroline Silby (Sports Psychologist), Gretchen Mohney (ATC), Tiffany Hyden (team manager)
2. A little Normatec recovery session after moving everyone into the village.
3. Part of my role was designing the skaters' rooms in the village. I can't hold a candle to my staging team, but I really enjoyed creating a cozy, personalized space that they could enjoy for the month.
4. The village was dry for the US delegation. There was a cute relaxation hut in the village that served Corona Cero and that became the perfect little retreat after a long day.
5. Photobomb with Snoop Dog!
6. In front of the Olympic rings and the Team USA

7. That moment we all found out that our own team never Evan Bates would be the closing ceremonies flag bearer. Our entire team and staff were there to celebrate the moment.
8. My view from opening ceremonies.
9. Some of our team members cheering from the 'team box' during the team event.
10. Day 1. Landed in Milan and immediately went to work! We unloaded 7 pallets and put together 10 athlete rooms and 3 staff rooms that day. This is just as we finished.
11. The team just before departing for closing ceremonies. I couldn't be more proud of this crew!
12. The Golden Team! Our team event Olympic Champions with the support staff of team managers and medical staff.

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CHICAGO TITLE

OF COLORADO

CASA BAY PHOTOGRAPHY



Brandon Smith

As State President of Chicago Title, Brandon Smith has spent 26 years shaping the company's growth and culture across Colorado. His connection to the industry began

early—introduced to title by his father—and that foundation anchored a lifelong career built on consistency, leadership, and integrity. What makes Chicago Title home for Brandon is the people. The team's collaborative spirit and family-like culture are not just talking points; they are values lived out daily, creating an environment where individuals look out for one another and take pride in shared success.

Brandon's guiding principle is simple: integrity. To him, professionalism starts with doing exactly what you say you will do. That commitment has fueled some

of the most meaningful moments of his career, particularly the opportunity to grow Chicago Title alongside a talented management team and staff he deeply respects. Their progress—and the fun they have along the way—makes every challenge worthwhile.

Outside of work, Brandon enjoys time with his family, playing golf with his wife and friends, and embracing his favorite new role as a grandfather. REALTORS® can count on his steady leadership, experience, and unwavering commitment to serving the industry with integrity.



LeeAnne Neubauer

As Executive Vice President at Chicago Title, LeeAnne Neubauer has spent nearly eleven years helping shape a culture defined by collaboration, creativity, and continuous growth. She loves working for a company where the impact of their efforts is visible every day in the real estate community, and where team members are encouraged to think differently, explore new ideas, and consistently add value. For LeeAnne, leadership is rooted in genuinely knowing and supporting people. She believes that when individuals feel heard, understood, and valued, they're empowered to do their best work—and that mindset guides how she serves both her team and the broader organization.

One of the proudest highlights of her career was returning to the industry after taking time off to raise her two daughters. The opportunity to jump back in, stay close to the day-to-day work, and contribute to Chicago Title's strategic growth continues to be deeply rewarding.

Outside the office, LeeAnne enjoys running, golfing, walking her dog, and working in the yard. A Colorado native and grandmother—known affectionately as “Honey”—she brings a blend of energy, care, and consistency to every REALTOR® partnership.



Amanda Pacheco

As the State Escrow Manager for Chicago Title, Amanda Pacheco brings leadership, consistency, and a deep commitment to supporting teams across Colorado. She joined the organization nine months ago and immediately felt at home. The culture of collaboration, integrity, and genuine care resonated with her from the start, creating an environment where people feel supported and empowered to do meaningful work.

Amanda's path into leadership has been shaped by core values she holds closely: integrity, accountability, collaboration, and continuous growth. She believes in leading transparently, lifting others up, and building a culture where every team member feels valued. Some of her most rewarding career moments have come through mentoring future leaders and watching them gain confidence, overcome challenges, and thrive in new responsibilities.

Outside the office, Amanda enjoys time with her family, creative projects, Legos, and home renovations. A U.S. Navy veteran who served as a Master-at-Arms, she brings discipline, resilience, and a service-first mindset to every partnership—qualities that REALTORS® can trust.



Anya Mukhin

As an Escrow Assistant at Chicago Title in Colorado Springs, Anya Mukhin plays a central role in keeping transactions organized, accurate, and on track. She joined the team just seven months ago, and the welcoming culture immediately made the company feel like home. The support, the teamwork, and the steady stream of good humor—even on hectic days—have shaped an environment where she feels both grounded and valued.

Anya's career is driven by three core principles: precision, kindness, and hustle. She has become known for creating a warm, client-focused atmosphere in the office—adjusting the lobby, stocking small comforts, and finding ways to ease nerves during closings. Her goal is simple: make the space feel like “Grandma's house,” a place where everyone feels cared for. One of her favorite touches is a collage of the Colorado Springs team displayed during closings, sparking conversations and connection with clients.

Outside of work, Anya is a dedicated Broncos season ticket holder and a frequent concertgoer. She is also an artist, specializing in intricate taxidermy pieces that reveal beauty in unexpected places. Through every interaction, Anya brings a blend of attentiveness and creativity that strengthens trust and enhances every partnership.

BEN GOSZ

Born in Colorado but raised across Detroit and Pittsburgh before returning in third grade, Ben Gosz grew up with a sense of movement and adaptability that would later shape his career. Colorado has long since become home, and it's where he has spent the past 13 years building a meaningful path in the title industry—one he never originally planned to pursue. After graduating from Colorado State University, Ben accepted a position with an insurance company, quickly realizing it wasn't the right fit. A chance connection at a sponsored event introduced him to title, and within a week he accepted an entry-level role with Brandon Smith, the mentor he still works alongside today. What was supposed to be a short-term job became a long-term career anchored by relationships, entrepreneurial energy, and a genuine love for the real estate community.

Two and a half years ago, Ben made a leap that would define the next chapter of his professional life: launching Chicago Title of Colorado Springs. He had been out of the residential market for nearly nine months, the timing was uncertain, and the risks were real. For the first 18 months, he worked from a temporary office, unsure whether the new venture would gain traction. What sustained him during that season was a simple commitment—show up every day and give everything you have. Slowly, orders began to come in. By the time the permanent office opened in early 2025, the pressure lifted, and Ben knew the foundation was solid.

At Chicago Title, Ben's focus is straightforward: exceptional service. He believes a title company sets itself apart not through the product, but through the experience—an inviting office, a responsive team, and genuine care for every transaction. He and his teammate



Jared also strive to bring added value to REALTORS® through strategic ideas, marketing support, and forward-thinking tools, including AI integration.

Outside of work, Ben is a devoted family man with three young children—

Blakely, Brynn, and Austin. When he's not with them, he enjoys golfing and cheering on the Green Bay Packers. For Ben, partnership is built on effort, consistency, and showing up every single day—values he brings to every REALTOR® relationship.



Growing up as a military child, Kat Harp spent much of her early life in Germany, moving through different duty stations before eventually settling in Colorado Springs fourteen years ago. Colorado quickly became home, thanks to its four seasons, outdoor beauty, and—most importantly—her family.

With parents nearby and strong family ties, staying in the Springs felt natural. Over the years, that sense of stability shaped her life and set the stage for her career in the real estate industry.

Kat's path into title was steady and intentional, built on a foundation of

lending experience. Before becoming a closer, she worked as a mortgage loan officer and, prior to that, held roles in lending—each step reinforcing her strengths in communication, client care, and guiding people through major financial milestones. She discovered that she loved being part of the homebuying process, especially with first-time buyers, whose excitement brought meaning to the work. Title became the next progression, allowing her to stay connected to the industry she understood well while taking on a role focused on precision, clarity, and customer interaction. Over time, it became clear that this was the field where she wanted to build her long-term career.

A few months ago, Kat made the move to Chicago Title of Colorado—a decision driven by the desire to grow her client base and join a culture that aligned with her values. After speaking with Ben Gosz and meeting the team, everything clicked. She recognized a supportive environment where people genuinely enjoyed working together, and she felt confident she could expand her reach while contributing to a strong, collaborative office.

In her work with REALTORS®, Kat brings consistency, communication, and a detail-oriented approach. She knows how much happens behind the scenes before anyone arrives at the closing table, and she takes pride in ensuring clients feel prepared, informed, and taken care of throughout the process. Her professional values center on accuracy, kindness, and creating a comfortable experience for everyone involved.

Outside the office, Kat brings that same creativity into the kitchen. She loves cooking, experimenting with new dishes, and rarely making the same meal twice. She approaches her work the same way she approaches a new recipe: thoughtful, precise, and focused on giving people something they can trust.

SANDI GREENFIELD

Originally from Louisiana, Sandi Greenfield came to Colorado Springs after meeting her boyfriend while he was serving in the military. His next assignment brought them to Fort Carson, and what began as a relocation quickly became home. When his contract ended a few years later, the pair faced a major decision: continue with active duty or build a life outside the military. With both of their families based in different states and Colorado offering the seasons, outdoor beauty, and adventure they loved—snowboarding for both, hiking for her, skydiving for him—the choice became clear. They stayed, and Sandi found a place where she felt rooted.

Her entry into the title industry came by chance. After moving to Colorado, she visited a temp agency and accepted a short-term assistant role with another title company in 2015, knowing almost nothing about the business. In Louisiana, title and escrow were handled by attorneys, so the entire process was new to her. But the work clicked. The fast pace, the structure, and the opportunity to guide people through major transitions all aligned with her strengths. She remained in the industry, building a career shaped by hands-on experience and steady growth.

Sandi later joined Chicago Title Colorado, drawn initially by the leadership of Ben Gosz, whom she had worked with previously. As she met the management team and got to know the broader staff, she saw a culture that balanced the support of a national company with the genuine connection of a smaller operation. Team-building challenges, collaborative events, and approachable leadership created an environment where she felt



valued—and where every colleague felt part of something cohesive.

Her work with REALTORS® centers on communication, organization, and empathy. Sandi knows how many moving parts exist behind the scenes, and she takes pride in making the process feel manageable and smooth for every client. Whether navigating first-time homebuyers, complex short sales, or back-to-back closings, her goal

is to reduce stress and help everyone reach the finish line with confidence.

Outside the office, Sandi is an avid hiker and snowboarder, an enthusiastic traveler, and a dedicated reader. She works to see the world—Italy, the Dominican Republic, Jamaica, and soon Greece. In every transaction and every partnership, she brings the same spirit of care, curiosity, and connection that has defined her career.



photo by
Rocket Lister

JERAD LARKIN

Originally from Saratoga Springs, New York, Jerad Larkin first came to Colorado in pursuit of competitive skiing. The sport brought him west, but it was the University of Denver—and eventually meeting his wife—that convinced him to stay. After years of competing in halfpipe and slopestyle, he traded in

the adrenaline of big air for a different kind of momentum: building a career in the real estate industry. Like many who find their way into title, Jerad didn't plan on it. After a yearlong backpacking trip across Europe and Asia, he returned home with an empty bank account and no clear next step. A

family friend introduced him to the idea of title insurance, and curiosity—paired with necessity—led him to explore the field. A deep dive into the industry uncovered something that resonated instantly: companies that paired title services with real marketing support for REALTORS®. With a background in real estate and a longstanding passion for marketing, social media, and entrepreneurship, Jerad quickly realized he had found the right fit.

Over the past nine years, that spark has grown into a full-fledged career. Jerad serves as an Account Executive at Chicago Title, focusing on sales and business development for real estate agents and mortgage professionals. What keeps him here is simple: the people. He credits Chicago Title's leadership with creating a culture that adapts to change, hires well, and trusts its team to excel. In his view, the company has evolved dramatically since he first joined, becoming a place where collaboration, high standards, and mutual respect are the norm. For Jerad, that sense of belonging matters.

His approach to partnership is built on consistency and character. If he makes a commitment, he keeps it. He believes reputation is earned through follow-through, generosity, and a willingness to help without expectation—a mindset shaped by principles found in *The Go-Giver* and *Ninja Selling*. Whether supporting marketing efforts, answering title questions, or helping agents navigate challenges, Jerad values being a reliable resource.

Outside of work, Jerad and his wife, Alexa, stay busy raising their three young children—twin girls, Mia and Ava, and their son, Jack. They love traveling, exploring the outdoors, and creating new experiences together as a family. Jerad brings the same energy and curiosity to every REALTOR® relationship, grounded in service, sincerity, and a genuine desire to help others thrive. ❧

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STRUCTURE

CUSTOM BUILDS

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PHOTOGRAPHY

Dakota and Jenny Shafer, owners of Structure Custom Builds, have carved out a reputation as trusted builders who put people first—through every sketch, slab, and signature. With deep roots in Nebraska, the Shafers' journey began at the University of Nebraska at Kearney, where they met and later launched a life together grounded in shared values and complementary strengths.

Dakota was recruited directly out of college by a national homebuilder and found himself quickly immersed in large-scale production in Colorado Springs, managing projects in Stetson Hills during the early 2000s. Although he started as a construction superintendent, his knack for client interaction and attention to detail soon led him into sales, where he thrived. When the market shifted in 2008, Dakota pivoted into custom homebuilding, ultimately partnering with G.J. Gardner Homes for 15 years before transitioning fully to the Structure Custom Builds brand in 2020.

Jenny's background began in education, where she taught high school theater for a decade.



As their family grew, so did the desire for a more balanced life. Jenny brought her tech-savvy skill set and creative energy to the business full-time—managing marketing, operations, and bringing fresh perspective to the client experience. Together, they've proven that working as a married team is more than feasible—it's a formula that works.

While Structure Custom Builds may be a new name to some,

it's far from a new venture. The Shafers had been operating under that name throughout their time with G.J. Gardner. The only change is that they're now fully independent. The process, the people, and the commitment to excellence remain the same. This rebrand allows them to better reflect their vision: luxury custom homes designed with integrity and delivered with care.

Structure Custom Builds stands out not only for the quality of

their work, but for how they work. Their pre-construction process includes a fixed-price model and full design selections before contract—offering stability and clarity to clients from the start. Their site even includes an interactive tool for landowners and real estate agents: enter any Colorado land address, and you can explore floorplans, topography, and utility data—a resource designed to streamline land transactions and support thoughtful planning.

Dakota and Jenny are also passionate about empowering real estate agents. They offer CE-certified “Custom Building 101” and “201” courses, partnering with brokerages and title companies to educate agents on everything from soils testing to HOAs—ensuring that buyers and agents alike feel confident navigating the custom-build process.

At the core of their business is a commitment to transparency, communication, and relationships. “No one builds a perfect home,” Dakota says, “but we do everything we can to communicate clearly and deliver with honesty. We treat our clients like family.” Jenny adds, “We don’t disappear after the handover—we stay connected.”

That heart for people extends well beyond the business. The Shafers are active in their church, sponsor local schools, and are deeply involved in supporting foster families through organizations like Fostering Hope and Fostering Futures. Whether they’re delivering meals, organizing events, or repairing bicycles for the unhoused through the “More Than a Meal” outreach, the Shafers live their values daily.

At home, Dakota and Jenny are proud parents to Kaden and Claire, who are both active in the arts and their church praise band. The family enjoys traveling, reading, and staying connected through community service.

Structure Custom Builds isn’t just about beautiful homes—it’s about meaningful partnerships, intentional design, and creating spaces where life unfolds. For clients seeking a custom homebuilding experience rooted in integrity and guided by seasoned professionals, the Shafers offer not just a builder—but a trusted advocate for the journey. ▀



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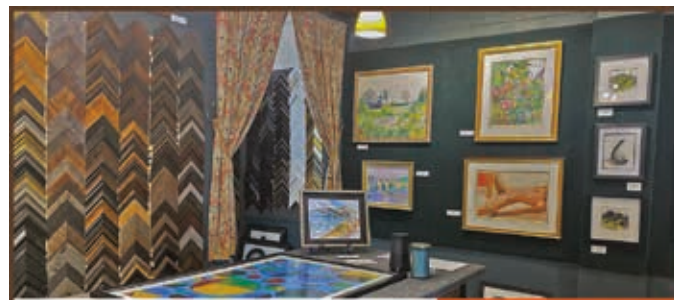
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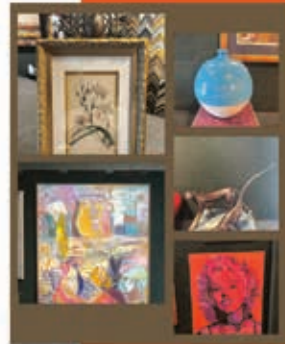


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Jennifer Lohrig

A business built on relationships

CASA BAY PHOTOGRAPHY

Jennifer Lohrig is a REALTOR® who knows that real estate is about more than transactions; it's about people. Rooted in hard work, commitment, and a family legacy in the business, she has built her career on strong relationships with clients and peers.

She was born in the small historic town of Madison, Indiana, along the Ohio River, surrounded by grandparents, cousins, and the kind of close-knit extended family that shapes you. In 1981, her parents made a bold decision to



move to Colorado Springs after visiting friends.

For Jennifer and her sister, the change was upsetting. They left behind familiarity, tradition, and the comfort of knowing your neighbors. Starting school as “the new kid” wasn’t easy. But over time, Colorado Springs became home.

Today, Jennifer describes it as a place that feels “big, but still very small;” a city where connection

still matters. That sense of community would later become central to her work.

Jennifer graduated from Coronado High School, but long before that, she was already eager to step into independence. As a young teen, she repeatedly asked her parents to let her get a job. She didn’t just want spending money, she wanted responsibility. She started at a local pizza restaurant Leon Gessi’s and later moved to The Olive

Branch, a beloved locally owned restaurant. By 17, while still in school, she was managing the restaurant.

Even then, leadership came naturally to her. She believed hospitality might be her long-term path and in many ways, it was. The setting would change, but her instinct to serve, connect, and take care of people never would.

Life shifted again after she married and had her daughter, Lauren. Jennifer

chose to stay home after maternity leave, fully embracing motherhood. Later, as a single mom, she faced a new reality: she needed a career that offered both stability and flexibility. Reinvention wasn’t optional; it was necessary.

She entered sales, joining the Nextel cell phone industry. Her client list quickly grew to include major companies like Coca-Cola, Comcast, and local construction firms across Colorado Springs. Much of her work involved visiting job sites to equip entire crews with phones. It was fast-paced, demanding, and relationship-driven and Jennifer excelled.

The role allowed her to work during school hours and be home in the evenings and on weekends. She became one of Nextel’s top sales representatives, thriving in an environment that rewarded initiative and connection.

At one point, Jennifer considered an entirely different path. While working full time as a single mom, she earned her EMT certification and began working on an ambulance with AMR, intending to eventually pursue firefighting. After a particularly difficult call, she realized the path was not right for her.

Soon after, she came home and made an announcement that surprised even her: “I just signed up for real estate school.” She describes the decision as happening “on a whim,” but in truth, it had been quietly waiting for her. She had once considered real estate right after high school

but postponed the idea when she had her daughter.

The timing felt right in 2006 and she entered real estate school. She found herself sitting beside two friends from high school, Danielle Reid and Theresa Hurt. The market was shifting, and many questioned her decision.

The timing raised concerns among family and friends, many of whom questioned why she would enter real estate as the market was in transition. Jennifer remembered thinking, "If I can survive in this market, I can survive in any market."

She earned her license in 2006 and joined The Walston Group, drawn to its boutique structure and emphasis on independence, where she continues to practice today.

She hosted open houses nearly every weekend, turning conversations into clients and introductions into long-term relationships. Her broker was often surprised at how much business she generated this way, but to Jennifer, it felt natural. Relationship-building wasn't a tactic; it was simply who she was.

Her passion for homeownership runs deep. She bought her first home at 21 and it was an experience that not only shaped her confidence but changed her family's trajectory.

During that purchase, her real estate agents, beloved legends John and Judy Arends introduced her parents to one another!

Her passion for homeownership runs deep. She bought her first home at 21 and it was an experience that not only shaped her confidence but changed her family's trajectory.

Jennifer's mother, Ruthie Lohrig-Kline and father Courtney Kline, both went on to build decades-long careers in the industry: her father in lending and her mother in title. Real estate quite literally became part of her family story.

Today, Jennifer brings that perspective to every client. She believes the current market calls for a return to fundamentals: taking exceptional care of clients, refining marketing, and working harder than ever to create success. She understands that buying or selling a home isn't just a transaction; it's a turning point.

Invested in her own success as well as others, she is a quiet force of mentorship. New agents regularly call her, and she answers. She describes having an "open phone," and she means it. She shares her knowledge freely because she remembers what it felt like to start and she genuinely wants others to succeed.

It was the strong work ethic of Jennifer's mother, Ruthie, that instilled in her a deep appreciation for hard work and relationship-



building, which is the very foundation of her success. Jennifer has since passed this same value on to her own daughter, Lauren, who has built a thriving career as a professional hair and makeup artist and successful business owner. Together, they represent three generations of strong, independent women whose dedication, resilience, and entrepreneurial spirit continue to inspire one another.

Outside of real estate, Jennifer and her spouse embrace Colorado's outdoors as often as possible. They co-own a home in

Crested Butte with their best friends, spending time hiking, kayaking, and paddleboarding.

Jennifer's career isn't defined by dramatic pivots or flashy accolades. It's defined by consistency, resilience, and heart. Each transition added depth. Each challenge refined her perspective.

And through it all, one truth remained constant: relationships matter.

In every market, in every season, Jennifer shows up steady, capable, and deeply committed to the people she serves. 🏡



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AGENT & VENDOR SNAPSHOTS



1. Daniel Pitrone's path into real estate didn't begin with a blueprint — it began with curiosity, travel, and a willingness to bet on himself. From rural Ohio to global adventures, from property management to brokerage leadership, Daniel has built a career grounded in integrity, education, and service to the real estate community. His involvement with YPN locally and statewide reflects his belief that our industry is stronger when agents lean in and lead.

2. Michelle Gutschick, originally from California, moved to Colorado Springs at age 13. She studied music education at Colorado State University and taught for a few years before venturing into entrepreneurship, running a cake shop and an Etsy store. Inspired by a friend, she attained her real estate license in 2017, working with Dianna Doyle for two years before going solo. Michelle enjoys helping clients envision living spaces and the nitty gritty details of the job. She desires to continue growing her business while also maintaining quality time with her family.

3. Jared Bryant built a career in sales and leadership before transitioning into real estate in 2021. He applied his relationship-focused approach to build momentum in the industry, closing more than 20 transactions and earning RE/MAX's Platinum Club recognition in his first full year. His background in leadership and service continues to shape the way he supports buyers and sellers today. Outside of work, Jared is a foodie who enjoys basketball, singing, and spending time with his wife of 25 years and their four children.

4. Jenn Watton, originally from California, moved to Colorado as part of a military relocation. She transitioned from marketing and public relations to real estate, inspired by a colleague. Jenn passed her real estate exam in early 2018 and worked at a large brokerage before starting her own in 2020. Her brokerage, which values excellence, transparency, collaboration, and service, has grown to 10 agents. Jenn recently completed her first book, a fiction series rooted in Greek mythology and has already started her second!

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THE ROOM WHERE IT HAPPENS
Inside a Leading Colorado Springs Lending Team Where Passion Meets Precision



From the Left: Theresa Byrd nmls: 2126628, Kody Miller nmls: 2271233, Stacey Brandon nmls: 1460299, Bryan Yaninek nmls: 392774, Andrew Deyo nmls: 1889231, Jessica Jones nmls: 1640430, Mike Lindsay nmls: 2215322, Ashlyn Crump nmls: 1333988, Eric Stigall nmls: 2014221

In a Market Where Numbers Are Often the Headline, This Colorado Springs Lending Branch Tells a Different Story.

Behind every number is a family. A decision. A moment that matters.

In Colorado Springs, one leading branch has built its reputation not just on production, but on how that production is achieved—through passion, precision, and an unwavering commitment to the people behind every transaction. That approach delivered nearly 700* successful closings in 2025 and close to \$270 million in volume*, ranking among the top in the state and placing its leadership, Bryan Yaninek and Andrew Deyo, in the top 1% nationally** year over year. But those numbers aren't the headline. The people are. It comes down to relationships—showing up fully and executing with precision that reflects each client's best interest.

And that same commitment extends beyond the transaction. The team is deeply invested in the success of their agent partnerships—aligning with their goals, supporting their growth, and contributing to the strength of their business through shared strategy, marketing, and meaningful collaboration. Over time, that consistency builds something stronger than production: trust. And it's that trust that continues to fuel their growth, year over year. Leadership that carries weight.

At the center of the branch are Andrew Deyo and Bryan Yaninek, who jointly lead the Colorado Springs Rate Branch, serving as the gravitational force behind the operation. Their leadership is rooted in experience, consistency, and a deep understanding of what it takes to perform at a high level—again and again. They don't just lead production. They lead with presence. And they lead in a way that elevates everyone around them—the kind of leadership that carries weight.



There's a common belief in this industry—that as volume increases, personalization decreases.

This team has built its reputation by proving the opposite. Even at scale, the experience remains deeply personal. Every client is understood. Every scenario is thoughtfully structured. Every detail is handled with precision and care. Because here, production is never separate from purpose. The volume is a reflection of the passion—not a replacement for it. This is a team that elevates every experience.

While Bryan and Andrew set the tone, the strength of the branch is carried by the entire team. From top-performing producers to an exceptionally dedicated operations team, every individual plays a critical role in delivering a consistent and elevated experience. There are no background roles. Every conversation matters. Every handoff is intentional. Every step is aligned. That standard is carried across every deal, every day.

Built on relationships. Proven through execution. The branch's growth hasn't come from transactions alone. It comes from relationships—showing up fully and executing with passion and precision, leveraged by a deep investment in technology and AI that streamlines the experience without ever replacing the human touch. And over time, that consistency builds something more valuable than production: trust that lasts.

*Source: GR Internal Reporting 2025

**Source: Mortgage Executive Magazine Operating as Guaranteed Rate, Inc. in New York

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