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A professional portrait of Deviree Vallejo, a woman with long, wavy brown hair, smiling warmly at the camera. She is wearing a dark blazer with a white grid pattern over a white top. The background is a blurred indoor setting.

Deviree Vallejo:

January Top Producer

Also inside:

Libby Levinson, Kentwood Cherry Creek

Jacob Gram, Perry & Co.

Anne Dresser Kocur, Casting for Recovery

Photo by Shelly Au

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Chris Menezes
Lead Writer



Social Media



NOTE

From The Editor

Happy holidays, everyone!!

This marks our 12th issue, and we want to thank you all for the support this year. This first year has exceeded our expectations, and we are humbled and grateful that you allow us a peek into your business, your lives, and the real estate industry here in Denver. Thank you for letting us tell your stories. I'm extremely excited about what 2018 will bring, and we have some big plans. The magazine will be growing in page count, and the events we have planned for the year are going to be great!!

We would like to start a section in the magazine about a different neighborhood in town each month. Are you an expert, or do you farm a particular neighborhood, and would you like to write an article about that neighborhood as a person of influence there? Please let us know! I hope 2017 was great for you all, and I wish



you happiness and success in 2018. Thank you, again, for your support. Make sure to "like" our Facebook page to stay up to date.

Regards,

James Ryan
EDITOR IN CHIEF
(720) 612-8130

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Deviree VALLEJO

january top producer: ◀◀



When Deviree Vallejo started out in real estate, she was broke, had no savings, and could barely pay her rent. It was 2003, she was out of college and had bounced around various sales jobs in Denver before obtaining her real estate license. She always enjoyed watching buildings be built. The whole process, from start to finish, fascinated her.

Originally planning to do commercial real estate, Deviree interviewed with a couple big brokers. Her college roommate was working in residential real estate and convinced Deviree to partner up with her so they could work together. It didn't last long. Shortly after partnering up, her friend decided to change careers, leaving her on her own.

Deviree pushed forward nonetheless, believing in her ability to succeed. She identified Dee Chirafisi as an agent that she admired and wanted to learn from. She started working for Dee at Kentwood City Properties and has been there ever since. Last year, Deviree ranked #3 in Individual Production for Denver Metro Association of REALTORS®

(DMAR) with about \$65 million in total volume. She was also DMAR's #4 in Individual Volume in 2015.

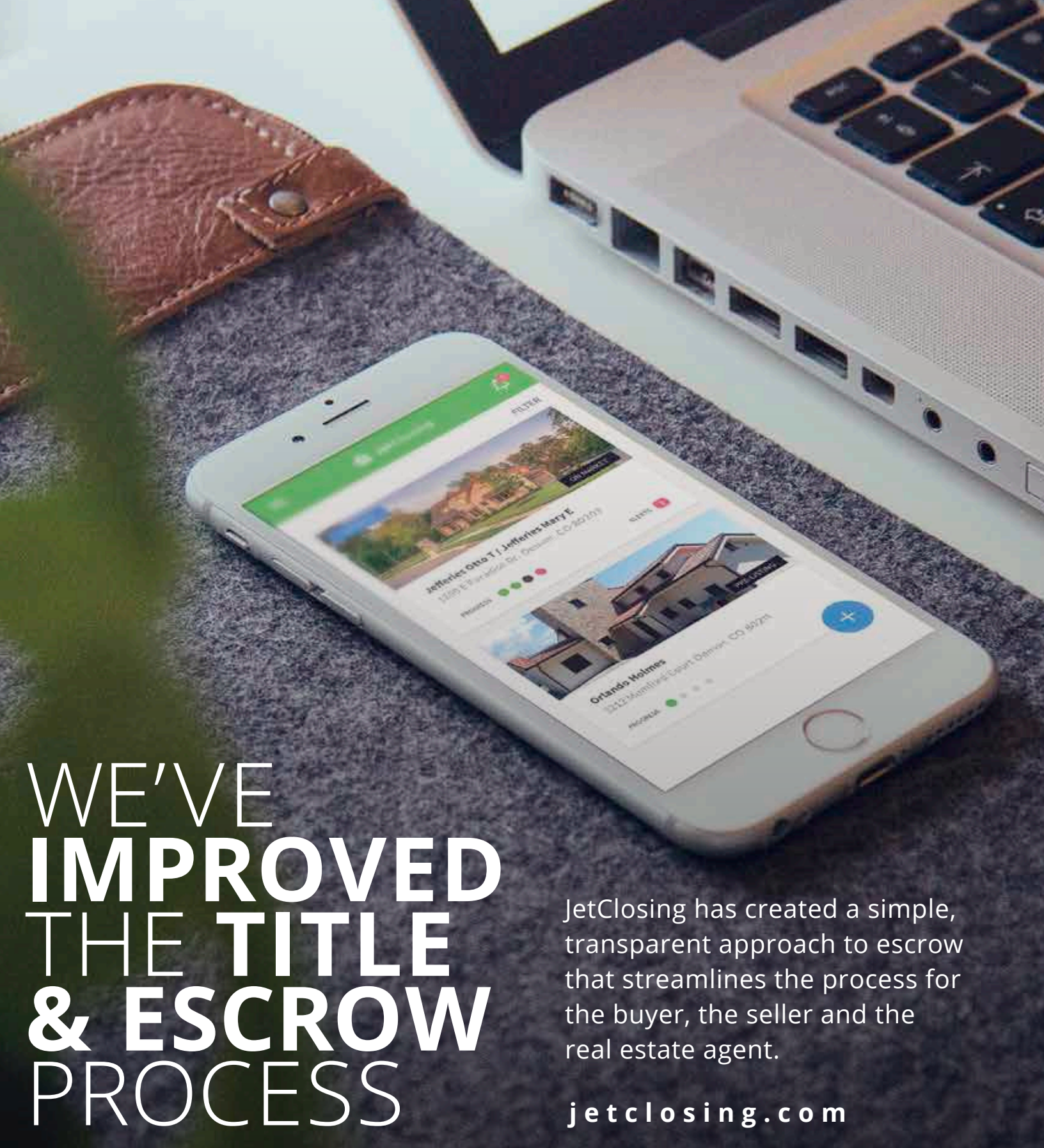
"I love the relationships that I have the opportunity to create. Almost all of my business is from past clients and referrals," says Deviree. "I get a lot of satisfaction from my clients trusting me as their real estate advisor. It's a huge compliment." The ever-changing nature of the day-to-day in real estate is perfect for her personality. She couldn't imagine sitting at a desk all day.

Real estate has opened doors that Deviree never thought were possible, like investing in rental properties and building new townhomes. The ability to give to non-profit

organizations and support her community has been huge for her as well. The organization that she is most involved in is the Tennyson Center for Children (TCC). TCC helps children who have experienced severe abuse, neglect, and/or trauma. She serves on the planning committee for their Corks for the Cause annual fundraiser.

Deviree and her husband, Dan Brown, have been married for 10 years. They have two children: Declan (6) and Diella (4). They love being outside, cycling, running, and training for triathlons. Deviree loves running in marathons and has made it a goal to qualify for the Boston Marathon.

Success for Deviree is about achieving personal goals while maintaining honesty and integrity. "There is no 'secret' to being a top producer," she says. "It comes down to motivation, tenacity and work ethic. It's focusing on your own strengths, figuring out what works for you, and above all, believing in yourself."



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▶▶ rising star

LIBBY LEVINSON,

Kentwood Cherry Creek



Story by **Chris Menezes** | Photos by **Shelly Au**

Libby Levinson had a peculiar interest in real estate as a young child. She grew up going to open houses in Denver with her parents. Walking through each home, she loved analyzing all the different floor plans and layouts. Libby even knew all the real estate signs in town and could name every big agent according to neighborhood.



Although Libby was somewhat obsessed with real estate as a child, it took some time for her to realize as an adult that she ought to become a real estate agent. She attended Colorado University, majored in Communications with a minor in Business, and went to work in the event service industry, planning events. She then moved to the non-profit sector and worked in both education and development.

“I should have known that my grandmother would have the answer to my future. I was 24 and knew that I wanted to be my own boss, but I didn’t know what that might look like. I bounced a million ideas around and finally my grandmother looked at me and suggested I go into real estate, referencing my interest in homes and design,” says Libby.

Libby obtained her license in 2006 and went straight to work at Kentwood Real Estate, knowing that Kentwood was the place she wanted to be. “I have looked up to more agents that I can count within my company, many of whom are now my friends. I am constantly learning from them and growing. I would not be where I am today without Kentwood and without my co-workers,” she says.

Since starting her real estate career, Libby has sold a career volume of \$70 million. She sold \$10 million last year and has already closed \$13.5 million this year. For the past 7 years in a row, Libby has received the Denver Metro Association of REALTORS® (DMAR) Excellence Award. You can currently see her in the Kentwood Real Estate commercial, and she has been interviewed on-air for Channel 9, Channel 7, and other various publications including *5280* and *The Denver Post*.

Over the past few years, Libby’s clients have been asking her to help with interior design, both for the sale of their old house and for their new house. Libby has always considered interior design as a hobby, but now she is excited to be incorporating it within her business.

Libby has also recently become very involved with DMAR and has enjoyed the leadership opportunities that have come as a result. She was just named the director of the National Association of REALTORS® for a two-year term. “I have really enjoyed learning about our industry from a local level and can’t wait to get started representing our Denver agents on a National level,” she says.

When she is not working, Libby enjoys traveling. She tries to get out of town whenever possible, even if it is a quick trip to Vail. But when she is in town, she loves trying all the new restaurants. She is a long-time supporter of Bonfils Blood Center, St. Mary’s Academy and JEWISHcolorado. After a long day at work, Libby loves coming home to her 14-year-old dog, Abby, who, despite her age, still acts like a puppy and is full of life.

To other realtors, Libby has two pieces of advice to share. She recommends embracing downtimes to work on your business and systems, which helps you in turn grow and navigate the busy times. She also highly recommends going out on your own as an agent.

“So many people get stuck in the trap of being an assistant or buyer’s agent. I’m immensely grateful for that piece of advice I was given at 24.”



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► realtors giving back

Casting for Recovery with ANNE DRESSER KOCUR

By Liz Hyatt

Pink Ladies Night to Benefit Casting for Recovery

For the 5th year in a row, LIV Sotheby's Realtor Anne Dresser Kocur graciously opened her home to host Pink Ladies Night to raise funds for Casting for Recovery. More than 40 women gathered to support this amazing cause on Thursday, October 12, a crisp fall evening, and enjoyed hors d'oeuvres, wine, mingling with friends, and a silent auction.



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October is Breast Cancer Awareness Month, a time to call attention to and fundraise for a cause near and dear to so many of our hearts. Casting for Recovery® (CfR) is an organization that supports women with breast cancer in a unique way -- they offer free fly fishing weekend retreats to breast cancer survivors of any age, at any stage.

Founded in 1996 by a breast reconstruction surgeon and a professional fly fisher, Casting for Recovery's mission is to enhance the quality of life of women with breast cancer. At the 2 ½ day retreat, survivors gather in a natural setting and connect with others on the same journey. Seventy percent of the women who attend these retreats have never been to a support group and end up finding that incredibly important connection that had been missing.

Why fly fishing? On a physical level, the gently rhythmic motion of fly casting can be good therapy for the upper body, encouraging increased mobility for women who have had surgery or radiation as part of their treatment. The retreat provides resources to help address quality of life issues after a breast cancer diagnosis, and a new outlet - fly fishing - as a reprieve from the everyday stresses and challenges of their cancer. At least one medical professional, one psychosocial counselor and four fly fishing instructors trained specifically for Casting for Recovery come along to staff each retreat.

Casting for Recovery currently offers 55 retreats across the country, serving 800 women each year. To date, more than 8,000 women have been served.

CfR relies on the support of more than 1,600 volunteers nationwide.

CfR is one of the highest rated charities on Guide Star and Charity Navigator, national charity watchdog organizations, and it's easy to see why. 100% of program participants say they would recommend the program to others, and a whopping 91% said they felt better able to cope with their situation after attending.

"Words will never cover the depth of my gratitude for being able to participate in CfR and how much my life has changed," said one participant. "I love fishing! I love the adventures my new life has given me. I used to be afraid of dying. Now I realize I need to be concerned with not living."

Another survivor said, "My Casting for Recovery weekend was priceless. It helped me discover how to believe in tomorrow again. All the kindness, compassion, and warmth of the volunteers and participants have had a ripple effect to help me find hope and begin to heal inside and out."

On Pink Ladies Night, guests donated items for the silent auction, including wine, designer handbags, gift cards for restaurants and salons, hiking boots, books, jewelry, and so much more. More than \$5,600 was raised for CfR, with Anne Dresser Kocur generously matching that amount, for a total of well over \$10,000!

"I'd like to express my sincere gratitude to Anne Dresser Kocur. She did a great job with Pink Ladies Night!" said Peggy Stevenson, the National Program Director for CfR. "This is the fifth year Anne has hosted and matched the donations. So the ladies that donated actually doubled their money!"

What a truly worthy cause. If you'd like to donate or get involved, please visit <https://castingforrecovery.org/breast-cancer-retreats/colorado/>.



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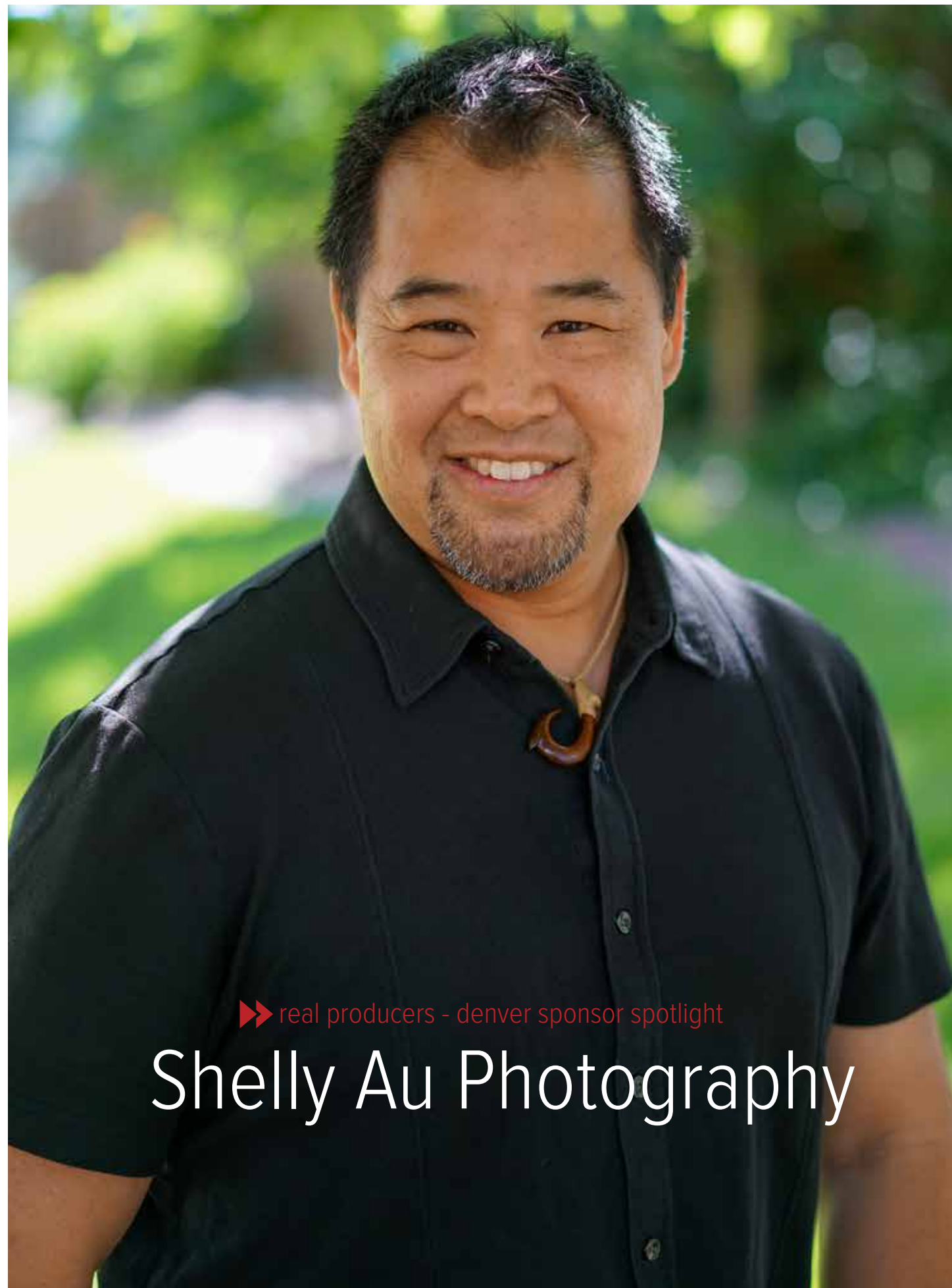
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Shelly Au Photography



Telling stories through photography is my passion. In 2006 I was working in East Asia where I created a tool using 50 images to help people engage each other's hearts. That project was one of my highlights during my 17 years overseas as a missionary where I led operations teams and founded eLumiNations Studios. We created projects to help our staff from over 12 countries bring a message through these images to guide troubled souls, help bring perspective, and help prevent someone from suicide. To this day my project is still the number one tool used. I'm blessed to have helped create it.

When I returned to the states, I earned my Masters of Professional Studies degree in Digital Photography from the School of Visual Arts in New York. My thesis called "Two Beautiful Daughters" (www.TwoBeautifulDaughters.com) was a photo essay on

people losing their homes in China due to fast paced growth. The two beautiful daughters are ANGER and COURAGE, and how to have HOPE through difficult circumstances. This project helped me win a few awards, including the Adobe Design Academic Award and Paula Rhodes Honors Award.

Masters degree in hand, after living overseas for so many years, starting my business in America still seemed like a daunting task. So I took a job at our local camera store selling cameras. I rose to one of the top salesmen in the company within a year because I was good with people and truly cared about their needs.

Yet my passion continued to burn towards photographically telling stories of people through my lens, so on September 2017, I decided to follow my passion and run my photography business full-time.

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Shelly Au lives in Denver with his wife who is proud to share works for a non profit organization helping human trafficked women get out of the lifestyle. They have two children, 10 and 13 years old, who are heavily involved in sports. Shelly grew up in Hawaii and received his Bachelor's Degree in Business from Linfield College in Oregon.

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Jacob M. Gram

with Perry & Co.



▶▶ january realtor to watch

How many years have you been a realtor? 5 years

What is your career volume as a realtor? \$20 million

What was your total volume last year? \$5.2 Million

What awards have you achieved as a realtor?

Realtor Round Table of Excellence

When did you start your career in real estate? I began in real estate

around 2001 buying my first property, but it was not until 2012 that I decided to become a realtor full time.

What did you do before you became a realtor? I worked

on Wall Street, then as a ski instructor. I later opened a sandwich shop which I had intended to leverage real



Perry & Co.

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estate, but quickly learned that it is virtually impossible to buy just 1400 sq ft of retail space.

What were the life events that lead you into becoming a realtor?

Although real estate had long been in the cards, it was after spending two years unraveling my failing deli that I had to contemplate my next move. It took some serious soul-searching.

Why did you become a realtor?

It was a difficult choice as I did not think highly of residential brokers. Pride aside, I thought I could set out to change that. I felt that many

brokers were in the industry for the wrong reasons. (I have later realized that there are many great Realtors). With low barriers to entry, high potential earnings and freedom, who would not do this? I think clients deserve to have a professional advisor who is fully committed to real estate, who has a solid understanding of real estate, and who is in it for the right reasons. I really wanted to serve.

What has been your defining path? Like life usually goes, it's a

convoluted path. I grew up in Oslo, Norway, where my dad, who I have always held in high regards, worked

as a shipbroker. Brokerage goes three generations back. I received an undergraduate degree in Computer Science from Gettysburg College in PA. After a stint on Wall Street, I decided to take a "sabbatical" in Breckenridge as a ski instructor, before I planned to go back to school for a Master's in Economics.

Again life has a funny way. I ended up in Breckenridge for many years working in restaurants, which was a desire from childhood. There I also bought my first property and was very impressed with my Realtor, Jeff More. I eventually attended graduate school, not in New York, but at the University of Denver where I earned a Masters in Real Estate and Construction Management as well as an MBA with a concentration in Hospitality Finance. I became fascinated with Warren Buffet and his simple approach to investing. I find it amusing that Berkshire Hathaway is now a big player in the residential real estate market. Anyway, I cannot say I have had a defining path, but a life journey and I am excited to see where it goes next.

What are you passionate about right now in your business? I am spending more of my time in development and I am constantly trying to figure out how we can create attainable, but desirable housing.

What has been the most rewarding part of your business? It

sounds like a cliché, but I truly find joy in helping first time home buyers take on the next chapter in their lives. In this job you become a very integral part of people's lives for a while, so you also end up with lifelong friends.

What was your biggest challenge as a realtor? The two biggest challenges are, first to remember to work

on your business every day. As you get busy it is easy to stop working on your business, but rather in your business. My second challenge is the hours. What I originally saw as the great benefit, namely flexible hours,

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...

has become the Achilles heel. Juggling nights and weekends with three children can be extremely challenging.

How does real estate fit into your dreams and goals? It's easy, like the old hair club commercial states, "I am not only the president, but I am also a client." I am working on building a comfortable real estate portfolio, so that I may have more time to do the things I love (other than real estate).

What's your favorite part of being a realtor? Meeting people and trying to understand people.

Define success. I think success is defined by failure and the ability to get back up. Without passion, it is hard to stand in the face of adversity and keep going, but without adversity, it is hard to become successful. The ability to do something that sparks passion and joy is in itself success.

Tell us about your family. Raising children is the hardest, but the most gratifying job I ever have done. I have a 10-year-old, John Alex, a 7-year-old, Andrew, and a 6-year-old, Helen, and my beautiful wife, Katie. Together they bring my life purpose and meaning. We live in Washington Park and, like many of us here in Colorado, we love skiing and football, although what we call football most call soccer. We all have a great desire to travel and explore this beautiful planet, although that seems to be a bit challenging at this point of life.

Favorite books and/or favorite music? Growing up I had a hard time reading, but a high school friend gave me Ender's Game, probably one of my favorite books that I still read quite a bit. When I moved to the U.S. in 1990, all I knew for music was American Top 40, but the first band I ever saw live was Phish and they changed my appreciation for music, so now I have a pretty eclectic musical pallet.

Are there any charities or organizations you support? I support the Gabriel House Project and the Samaritan House.

What are your hobbies and interests outside of the business? Skiing is my vice; I also enjoy music, travel and really anything in nature. I love building stuff and home improvement projects, but it does not seem to fit in to the time schedule too often.

What can other realtors learn from you? In the words of Dr. Seuss "be youer than you." I believe people long for authenticity, so to connect with clients you have to be authentic. Know that you cannot be everything to everyone and that is ok. The other thing, even if I don't do it enough myself, do not be afraid to say no.

What do you want to be remembered for? Being a wise and kind man, but I find myself only half way there as I am kind of a wise-ass.



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Technology for REAL ESTATE 101



By Bret Shugrue

It's the New Year and with that comes the stresses of being self-employed. Whether you worked super hard over the holidays or disappeared for six weeks and hid out on a beach, the likelihood is you'd like to grow your business in 2018. However, you're sick of snarky salespeople on the phone selling you systems that don't work, acting like you're the dumb one for not buying. With saving you time and money in mind, let's discuss what you could add to your business this new year that will make you more money, save you more time, and get you in front of more people.

1. Bots -- Yes, our robot overlords are here. However, they cost way less than an ISA or one of those companies that charges you 25% to call your own leads. We already have bot technology for websites that are pretty good. Riley is a popular choice for this which combines the human and bot, to follow up with new leads. Structurally is another choice that is more bot based, it gets loaded up with scripts and even attempts to close the appointment for you. You will see more Facebook Messenger bots for websites coming out this year. I just saw a great one coming out that will work with my website. This sounds way better than those chat solutions from a few years ago that everyone loved yet never seemed to convert for 98% of people. Trust me I spent months locked to a laptop pinging people with chat requests.

2. Yeah, yeah video – I get it. You're sick of people trying to cram video down your throat. It's effective, cheap and as long as you have a phone you don't need to buy any equipment, unless you're one of those people with a flip phone. Did you go to the lead's voicemail for the 7th straight call? Your solution is here my friend. Send them a video text. Get in front of them and be assured you won't end up in spam. We only have a few years before text gets overused and declines in effectiveness like email so get to work. Live video, video emails, screen sharing contracts to go over them, a buyer consult, a home showing ... all of these things can be done via video!

3. Automation – It's kind of like bots, but not at all like bots. Wouldn't you love your leads to start getting followed up with while you're asleep or showing a home? I don't mean

just set up on some 30-40 touch campaign with low open rates. I mean wouldn't it be cool to text, videotext, email and voicemail drop every lead that comes in online and to engage old leads? I use a product that does this called Agent Legend, but there are a few others. When I get a lead from a Facebook Lead Form, they enter a process of automated follow-up that only turns off when they respond. At that point, the agent picks up the lead and sets the appointment. All I did to set this up was link my accounts with Zapier. This is designed to increase conversion and to not have you hire more people. Commissions aren't going up, likely ever again. Build your business in a modern, streamlined way ready for the future and today.

4. Customer Service Platforms - These are out there already; they don't work amazingly in our market. Why would you need Brivity or Dotloop when you have CTM eContracts amazing calendar to run your transactions? Transparency!! If you're going to justify your commission, the easiest way to do that is not just to work hard, but to show how hard you work and to keep everyone at ease. Why talk them through how to sign an electronic contract when you can send it over with a how-to video already. Imagine if all the normal things you explain to people was not just in an email script, but an easy to understand video. These systems are why younger people think a website and an app do a better job than you. Those things don't, but they are transparent and always available.

The new year brings new friends. I love talking about this stuff. Feel free to reach out to me at Bret@BpgRealty.com or on Facebook. I'm the only Bret Shugrue. Send me a message on Messenger. Many of your clients would prefer this instead of a phone call, too.



By Bruce Lund

Service Skills 101

Are You Asking for Enough Business?

We often get what we want in life by doing one simple thing — ASKING for it. Asking for more responsibility. Asking for more expansion. Asking for something bigger in life.

In sales, we should always be asking for more business. We ask our training participants to make these four asks every single day to consistently double production.

- 1) Ask for referrals or connector meetings from our **Top-25 Advocates**
- 2) Ask for referrals or connector meetings from our **new and current clients**
- 3) Ask for meetings with those on our help list (**new leads**)
- 4) Ask for the “close” from those in our fight club (**follow-up process**)

Those who buy into this formula are consistently growing their business during and immediately following graduation from the program. Many sales managers focus too much on quantity of activities vs. the quality of activities. Salespeople should be intentional in their daily activities by asking “what is the highest use of your time right now to generate a new customer?” We call this the high-value activity (HVA) mindset. Unfortunately, most salespeople are very reactionary to their daily activities.

4-Daily High-Value Activities

Activity #1: Advocate Conversations We believe in cultivating a Top-25 advocacy with those who have our backs, and, in turn, we have their backs. Advocates fight battles for us we don't even know they're fighting. The first step is to educate your top advocates on the exact “filter” of people you want to do business with by clearly defining your ideal client. If you don't know what your filter is then how will your advocates? Many coaching programs say you should have 40-50 advocates, but we believe you can't be involved with that many people on a deep, meaningful personal level. We have different definitions for advocates than promoters.

Weekly Benchmark: Five meaningful conversations with advocates where you ask for referrals. If you deposit more into your advocate relationships than you withdraw then you shouldn't be afraid to make this ask.

Activity #2: New and Current Clients

We teach a 90-day onboarding process that turns new clients into promoters into advocates who feed us three referrals during those 90-days. People should be most on-fire for you and your services in the first couple weeks assuming you deliv-

ered on your promise to them. This is the time to leverage their networks and to educate them on the exact people you look to do business with (just like them). If they are influencers then they should be able to refer business.

Weekly Benchmark: Five conversations per day with past and current clients where you add value and ask for business.

Activity #3: New Leads

The number one challenge salespeople have (especially new ones) is how to prospect and generate new, qualified leads. We teach a 90-Day Sales CRM with over a dozen strategies to attack every week with actual names of new leads. We call this category our help list because we suspect we can help them with our services. We never qualify a new lead until we share our explanation of services with them to see if they fit our filter of someone we want to do business with.

Weekly Benchmark: Start every week with 10 new self-generated leads and ask them for a face-to-face meeting. We believe in the 10X mindset when it comes to growing business and that starts with weekly sales targets of new people to get in front of. Too many are limited by their own belief-in-self. 10X your sales activities.

Activity #4: Follow-Up-To-Close

Once we choose who goes into our pipeline (be the buyer vs. the seller) then have a fight club mindset that it's your obligation to close that business, because you are just as good or better than anyone else at what you do. If you know the prospect is going to buy and believe in your services then you better fight to earn that business. We teach a disciplined 10-touch follow-up process.

Weekly Benchmark: Statistics show it takes 7-15 “touches with value” to close business 80 percent of the time. Most salespeople follow-up with 2-3 weak attempts, because they don't have a consistent follow-up system or anything of value to say. Start each week with 15 people in your fight club to ask for the close.

Make these four asks on a daily basis and you'll drastically increase probability of sale which will increase sales production. Period.


TOP 100 STANDINGS

Teams and Individuals Closed date from 1/1/2017 - 11/30/17

#	First Name	Last Name	Office Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Team	Lassen	MB Team Lassen	315.5	149,781,690	28	11,928,500	343.5	161,710,190
2	Barbara	Wood	Barbara Wood	176	79,119,347	31	13,618,969	207	92,738,316
3	Jodi	Bright	D.R. Horton Realty, LLC	159	76,298,419	0	-	159	76,298,419
4	Conrad	Steller	Keller Williams Dtc	61	32,267,438	72	35,934,450	133	68,201,888
5	Anne	Dresser Kocur	Liv Sotheby's International Realty	40	34,064,150	30	32,888,371	70	66,952,521
6	The Creed	Group	Keller Williams Dtc	85.5	41,850,283	48.5	24,834,802	134	66,685,085
7	Gina	Lorenzen	The Kentwood Company	21	36,268,715	20.5	30,180,715	41.5	66,449,430
8	Josh	Behr	Liv Sotheby's International Realty	24.5	36,323,439	14	22,321,829	38.5	58,645,268
9	Courtney	Wilson	RE/MAX Masters Millennium	115	55,203,025	5	2,667,000	120	57,870,025
10	Deviree	Vallejo	Kentwood City Properties	64.5	41,355,159	22	13,685,431	86.5	55,040,590
11	Susan	Smyle	RE/MAX Northwest Inc	56	31,833,300	39	22,696,446	95	54,529,746
12	Kerrie	Haley	Kerrie A. Haley (Independent)	101	53,179,387	0	-	101	53,179,387
13	Linda	Behr	Liv Sotheby's International Realty	13.5	26,850,500	10.5	25,919,930	24	52,770,430
14	Carmelo	Paglialunga	Liv Sotheby's International Realty	34.5	33,816,358	11.5	15,256,250	46	49,072,608
15	The Ribble	Group	Keller Williams Avenues Realty	58.5	29,763,019	45	18,620,999	103.5	48,384,018
16	Dee	Chirafisi	Kentwood City Properties	32.5	27,356,342	11	12,308,400	43.5	39,664,742
17	Angela	Steiner	Redt LLC	66	34,931,206	8	4,371,594	74	39,302,800
18	Jennifer	Bozarth	Colorado Premier Properties	59	27,909,998	27	11,113,226	86	39,023,224
19	Bogar	Pilkington	Keller Williams Dtc	62	23,615,400	40	15,339,400	102	38,954,800
		Group							
20	Tom	Ullrich	RE/MAX Masters Millennium	54	27,016,946	18	11,711,510	72	38,728,456
21	Janet	Kritzer	Liv Sotheby's International Realty	14.5	23,806,000	11	13,748,900	25.5	37,554,900
22	Keith	Alba	Keller Williams Advantage Realty LLC	74	35,669,987	1.5	1,022,450	75.5	36,692,437
23	Bramer Thomas	Team	Btt Real Estate	32.5	14,039,530	52.5	22,499,184	85	36,538,714
24	Peter	Blank	Liv Sotheby's International Realty	24	26,105,855	9	10,100,500	33	36,206,355
25	The Kiker	Team	Keller Williams Dtc	60	27,244,885	16	7,614,184	76	34,859,069
26	Wanda	Ford	Liv Sotheby's International Realty	17	22,418,000	10	12,359,000	27	34,777,000
27	Elizabeth	Richards	Kentwood City Properties	36.5	20,949,041	19	13,194,259	55.5	34,143,300
28	The Phipps	Team	Keller Williams Avenues Realty	41	17,252,850	46	16,787,496	87	34,040,346
29	Jeff	Hendley	Liv Sotheby's International Realty	12.5	24,168,500	3	9,775,000	15.5	33,943,500
30	Joshua	Ott	Buy-Out Company Realty, LLC	109	32,301,643	7	1,004,000	116	33,305,643
31	Tim	Wade	Keller Williams Advantage Realty LLC	49	26,703,881	15	6,567,750	64	33,271,631

#	First Name	Last Name	Office Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
32	Jon Jd	Dahl	MB Jd And Associates	53	21,987,200	18	10,022,613	71	32,009,813
33	Barbara	Perry	Perry & Co	11	15,418,100	15	16,281,549	26	31,699,649
34	Vivi	Gloriod	Your Castle Real Estate Inc	40	18,715,854	30	12,904,000	70	31,619,854
35	Mark	Cooper	Coldwell Banker Residential 24	48	24,558,611	10	6,803,572	58	31,362,183
36	Anne	Shirer	Keller Williams Executives	8	25,588,873	2	5,561,980	10	31,150,853
37	Brendan	Bartic	Keller Williams Integrity Real Estate	71.5	27,909,000	5	2,855,800	76.5	30,764,800
			LL						
38	Susie	Dews	Liv Sotheby's International Realty	9.5	16,170,000	10	14,515,000	19.5	30,685,000
39	Yan	Kaminsky	Landmark Residential Brokerage	47.5	20,154,007	22	10,453,009	69.5	30,607,016
40	Debra	Guy	RE/MAX Cherry Creek	37	13,399,656	36	16,880,598	73	30,280,254
41	Erica	Chouinard	RE/MAX Professionals	50.5	22,376,297	12.5	7,590,600	63	29,966,897
42	Troy	Hansford	RE/MAX Unlimited Inc	42	18,619,200	27	11,127,841	69	29,747,041
43	Eva	Stadelmaier	RE/MAX Professionals	28	17,319,000	20	12,383,000	48	29,702,000

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TOP 100 STANDINGS

Teams and Individuals Closed date from 1/1/2017 - 11/30/17

#	First Name	Last Name	Office Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
44	Justin	Hess	Redfin Corporation	65.5	27,281,430	4	2,106,900	69.5	29,388,330
45	Douglas	Kerbs	Liv Sotheby's International Realty	19	28,189,000	1.5	809,500	20.5	28,998,500
46	Lori	Corken	Corken + Company Real Estate Group	31	21,954,635	11.5	6,926,835	42.5	28,881,470
47	Tracy	Norton	Lgi Homes - Colorado	69	28,855,210	0	-	69	28,855,210
48	Chris	Calicchia	MB Bellissimo Homes	48	19,590,600	21	9,188,859	69	28,779,459
49	Jennifer	Apel	Nostalgic Homes	42	21,916,652	11	6,792,000	53	28,708,652
50	Mauri	Tamborra	RE/MAX Leaders	26	11,415,100	30.5	16,779,865	56.5	28,194,965
51	Piyush	Ashra	MB Vibrant Real Estate, Inc	16	6,310,500	45	21,731,446	61	28,041,946
52	Derek	Gilbert	Keller Williams Dtc	24	12,275,200	32	15,698,400	56	27,973,600
53	W Garrett	Jones	Jdi Investments	50	20,862,366	22	7,087,235	72	27,949,601
54	Kim	Kronenberger	RE/MAX Professionals	38	19,577,510	18	8,323,425	56	27,900,935
55	Dwayne	Montoya	Valor Real Estate, LLC	66	27,558,895	0	-	66	27,558,895
56	Andrew	Nagel	RE/MAX Cherry Creek	33	24,487,739	7	2,923,335	40	27,411,074
57	Brian	Bellew	Atlas Real Estate Group	13	4,868,500	65	22,460,289	78	27,328,789
58	Dotson	Skaggs	The Kentwood Company	26	18,986,900	13	8,007,000	39	26,993,900
59	Leo	Rowen	RE/MAX Cherry Creek	43	18,493,880	10	8,144,820	53	26,638,700
60	Chuck	Gargotto	The Kentwood Company	9.5	17,075,000	4	9,451,953	13.5	26,526,953
61	Susie	Best	Keller Williams Realty Urban Elite	17	8,039,450	41	18,365,961	58	26,405,411
62	Kimberly	Austin	Coldwell Banker Devonshire	33	16,686,802	16.5	8,879,800	49.5	25,566,602
63	Carol	Duncan	Keller Williams Realty Downtown LLC	32	15,601,200	23	9,914,935	55	25,516,135
64	Elaine	Chen	Brokers Guild-Cherry Creek Ltd.	4	1,875,000	56	23,312,564	60	25,187,564
65	Kathlene	Weaver	RE/MAX Momentum	45	17,362,910	12	7,682,285	57	25,045,195
66	Shelley	Bridge	RE/MAX Cherry Creek	19	11,440,100	19.5	13,573,800	38.5	25,013,900
67	Charles	Moore	Modus Real Estate	34.5	17,377,320	13	7,593,740	47.5	24,971,060
68	Alan	Smith	RE/MAX Professionals	25	14,351,375	16.5	10,514,886	41.5	24,866,262
69	Ilona	Botton	Redfin Corporation	4.5	2,005,000	40	22,766,899	44.5	24,771,899
70	Tatyana	Sturm	Exit Realty Denver Tech Center	42	16,446,200	22	8,301,489	64	24,747,689
71	Tony	Martinez	RE/MAX Southeast Inc.	31.5	8,738,200	53	15,971,622	84.5	24,709,822
72	Jeffrey	Plous	One Realty LLC	15.5	8,781,208	32	15,823,300	47.5	24,604,508
73	Jim	Romano	RE/MAX Professionals	16	11,054,938	18	13,510,452	34	24,565,390

#	First Name	Last Name	Office Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
74	Galo	Garrido	RE/MAX Professionals	26.5	11,822,500	26	12,379,500	52.5	24,202,000
75	Jason	Cummings	The Kentwood Company	19.5	15,680,800	11	8,419,300	30.5	24,100,100
76	Sarah	Bangert	Liv Sotheby's International Realty	13	11,704,000	12	12,329,400	25	24,033,400
77	Marie	Callaway	Callaway Group Real Estate, LLC	26	17,028,400	11	6,820,850	37	23,849,250
78	Bob	Kelly	The Kentwood Company	24.5	13,818,300	15.5	9,927,900	40	23,746,200
79	Nate	Postlethwait	Liv Sotheby's International Realty	8	4,319,900	35	19,363,500	43	23,683,400
80	Michael	Turner	Redfin Corporation	53.5	22,832,488	2	843,900	55.5	23,676,388
81	Jonathan	Keiler	RE/MAX Professionals	22	17,394,128	6	6,274,000	28	23,668,128
82	Rike	Palese	RE/MAX Professionals	22	17,394,128	8	6,095,419	30	23,489,548
83	Corey	Martin	Keller Williams Dtc	32.5	12,046,449	26	11,392,200	58.5	23,438,649
84	Landon	Smith	Colorado Home Realty	24.5	10,500,171	34	12,896,900	58.5	23,397,071
85	Angel	Hernandez	Paisano Realty, Inc.	15.5	5,061,900	66.5	18,178,400	82	23,240,300

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TOP 100 STANDINGS

Teams and Individuals Closed date from 1/1/2017 - 11/30/17

#	First Name	Last Name	Office Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
86	Jayson	Holland	Listings.Com	18	6,890,148	43	16,296,864	61	23,187,012
87	Jennifer	Parson	Liv Sotheby's International Realty	23.5	16,886,150	13	6,189,400	36.5	23,075,550
88	Martin	Mata	Redfin Corporation	59	22,992,723	0	-	59	22,992,723
89	Leigh	Wilbanks	Red Door Properties Inc	13	10,426,431	20	12,539,182	33	22,965,613
90	Crystal	Hodge	Liv Sotheby's International Realty	16	12,047,500	16	10,908,300	32	22,955,800
91	Stephanie	Collins	Redfin Corporation	0	-	34	22,896,230	34	22,896,230
92	Amy	Ballain	Keller Williams Preferred Realty	34.5	21,536,996	3	1,355,500	37.5	22,892,496
93	Andy	Verleger	Century 21 Golden West Realty	13.5	5,592,225	37.5	17,128,350	51	22,720,575
94	Judy	Chambers	RE/MAX Professionals	16	14,094,900	10	8,596,900	26	22,691,800
95	Lisa	Taylor	RE/MAX Southeast Inc.	19.5	10,577,000	20	12,034,400	39.5	22,611,400
96	Joshua	Mckinley	Liv Sotheby's International Realty	16.5	15,233,939	10.5	7,322,500	27	22,556,439
97	Derek	Kliner	Realty One Group Premier	25	17,001,863	9	5,363,940	34	22,365,803
98	Mark	Callaghan	Coldwell Banker Devonshire	24	16,097,500	10	6,267,742	34	22,365,242
99	Kristen	Abell	RE/MAX Cherry Creek	18	10,122,020	19	12,210,133	37	22,332,153
100	Kylie	Russell	Liv Sotheby's International Realty	21	8,725,440	33	13,503,000	54	22,228,440

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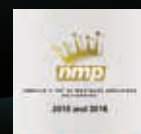
Brian Pintar

Branch Manager

Cell: 303.478.1425 | Office: 720.930.4240 | bpintar@nfmmlending.com

6455 S.Yosemite St - Suite 425, Greenwood Village, CO 80111

Brian has consistently been nominated by his clients as a top mortgage loan originator, year-after-year, as a result of his dedication to exceptional service.



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Mortgage Banker - NMLS# 853705
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As an active Real Estate investor and mortgage banker I understand first hand the importance of building a team of competent professionals to achieve my Real Estate clients' expectations so I am constantly striving to connect and build relationships with Realtors in various markets throughout the state. Working with professional Realtors that embrace the same values as mine is crucial to a highly successful experience and establishing a strong long term relationship with each client. That is my dedication to you.



Capital Title LLC

Sherri M. Purifoy-Frie
Closer/Marketing Professional

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ESCROW OFFICER HIGHLIGHTS

Suzan DeBerg
DIRECT: (303) 535-5709
sdeberg@firstam.com

Suzan has been working in the industry since 1997 learning the ropes at a high volume refinance office. Since then she has expanded her knowledge to include residential, builder, and developer transactions, with a specific emphasis in the Boulder commercial market since 2007. Her attention to detail and ability to adjust to the changing needs of different clientele and markets has made her one of the most well respected and requested closers in Boulder. Her years of knowledge and expertise combined with her focus on team work has ensured that Suzan has always served her customers as part of a high performing team over the last 20 years.

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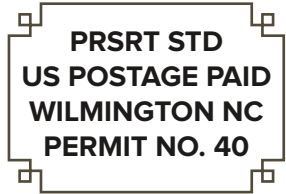
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