

BOULDER COUNTY

REAL PRODUCERS[®]

INFORMING AND INSPIRING REAL ESTATE AGENTS



NOVEMBER'S TOP PRODUCER

**CHRISTINA
DAVIES**

RE/MAX Alliance on Walnut

2017 - 2018 President- Boulder Area Realtor Association

Photography by Arlan Crane

NOVEMBER 2018



Thank you for being our valued customers.

We are grateful for the pleasure of serving you and meeting your title and escrow needs.
We wish you a lovely Thanksgiving and a joyous holiday season.



Fidelity National Title

4875 PEARL EAST CIRCLE | SUITE 300 | BOULDER CO | (303) 440-0511
655 S. SUNSET STREET | LONGMONT CO | (303) 485-0076



Big Company Advantage, Small Company Touch



NO CONTINGENCY? NO PROBLEM – GIVE US A CALL

Alicia Alpenfels NMLS# 296651
303-302-3845
aalpenfels@pmglending.com
www.Alpenfels.com

Noel Bennett NMLS# 290197
303-302-3848
nbennett@pmglending.com
www.pmglending.com/nbennett

Portia Noel NMLS# 294962
303-302-3907
pnoel@pmglending.com
www.PortiaNoel.com

A Division of Cherry Creek Mortgage Co., Inc. NMLS# 3001. Some loan products may not be available in all states.



citywide
home loans

MAY THE JOYS OF
FAMILY AND FRIENDS
*fill your home this
holiday season.*



KAREN WOOLHISER
Branch Manager | NMLS# 345248
(303) 817-2089
kwoolhiser@citywidehomeloans.com

Corporate NMLS# 67180 • Equal Housing Lender
8181 Arista Place, Suite 100 | Broomfield, CO 80021



Carpet,
Vinyl Plank
Flooring,
Wood Flooring,
Tile, Laminate,
Window Coverings
and More

*Family owned
for over 20 years!*



Serving Northern Colorado and Denver Metro.

WHY SHOULD
YOU CHOOSE
CARPET WISE?

For a Fast
Turn Around To Market

Our Customized Property
Management Programs

AND

Our **NEW**
Home Repair Services:

Painting, drywall,
light electrical, carpentry

665 Frontage Road, Longmont, CO 80501

303-772-1202

www.carpetwiseflooringamerica.com

Bring in this ad for a Special Pricing offer.

MEET THE
**BOULDER
 COUNTY**
 REAL PRODUCERS TEAM



John Mendez
 Publisher
 John.Mendez@
 realproducersmag.com
 303-596-1685



Mike Shelton
 Associate Editor
 Mike.Shelton@
 realproducersmag.com
 303-269-1946



Arlan Crane
 Photographer
 Arlan@bluecranephotography.com
 303-444-0995



Darren Thornberry
 Staff Writer



Tim Ellis
 Photographer
 tim@frenchquarterphotography.com
 720-484-9809



Brenda Ritz
 Staff Writer



Lynn Fischer
 Photographer
 lynnfische44@gmail.com
 303-579-2276

TABLE OF
CONTENTS



08
 Top
 Producer:
 Christina
 Davies



12
 Realtor
 to Watch:
 Mary Ellen
 Wood



15
 Sponsor
 Spotlight:
 Premier
 Mortgage
 Group



20
 Business
 Beat: The
 Cleaning
 Fairies



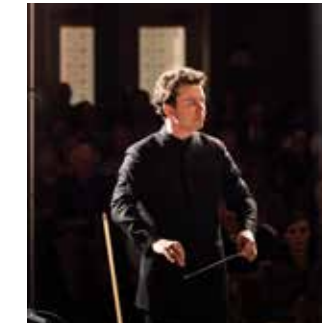
24
 Publisher's
 Recom-
 mendation



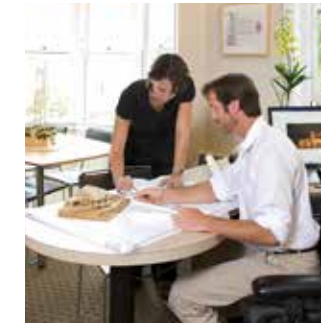
27
 A Note
 from the
 BARA
 President



28
 Rising
 Star: Kevin
 Murray



30
 Local
 Charity
 Events:
 Boulder
 Symphony



32
 Ask The
 Architect:
 How to
 work with
 an
 Architect

Editor's Note: In our last issue, the name of Premier Mortgage Group was misspelled. We sincerely apologize for that error.



If you are interested in contributing or nominating Realtors for certain stories, please email us at John.Mendez@realproducersmag.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed therein do not necessarily reflect the views of N2 Publishing but remain solely those of the author(s). The paid advertisements contained within the Boulder County Real Producers magazine are not endorsed or recommended by N2 Publishing or the publisher. Therefore, neither N2 Publishing nor the publisher may be held liable or responsible for business practices of these companies. **NOTE:** When community events take place, photographers may be present to take photos for that event and they may be used in this publication.

If you are interested in contributing or nominating Realtors for certain stories, please email us at john.mendez@realproducersmag.com.



This section has been created to give you easier access when searching for a trusted neighborhood vendor to use. Take a minute to familiarize yourself with the businesses sponsoring Boulder County REAL Producers. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting Boulder County REAL Producers!

ARCHITECTURE

Robwin Architecture
Scott Rodwin
12145 Pearl St.
Boulder, CO 80302
(303) 413-8556
rodwinarch.com

CARPET, TILE, WOOD & VINYL

Carpet Wise
665 Frontage Road
Longmont, CO 80501
(303) 772-1202
www.carpetwiselongmont.com

CERTIFIED MORTGAGE PLANNERS

Premier Mortgage Group
Portia Noel
1844 Folsom Street
Boulder, CO 80302
(303) 302-3907
www.pmg lending.com

HOME CLEANING

The Cleaning Fairies
(720) 565-3411
www.cleaningfairies.com

HOME INSPECTION

HERO Inspections & Environmental
3580 Smuggler
Boulder, CO 80305
(303) 500-3378
HEROinspect.com

HOME STAGING

Rocky Mountain Home Staging
Sara Garden
(720) 475-6238
www.rmhomestaging.com

MOLD / WATER REMEDIATION

MIRACLE SERVICES

Andrew Conklin
(303) 252-0810
www.Miracleservices.net

MORTGAGE

SWBC
Carrie Nash
1470 Walnut St
Boulder, CO 80302
(303) 478-7696
www.cnash.com

MORTGAGE BANKER

Gavin Ekstrom -
CrossCountry Mortgage
(720) 231-6999
myccmortgage.com

MORTGAGE LENDER

Citywide Home Loans
Karen Woolhiser
(303) 817-2089
www.citywidehomeloans.com/
Karen-Woolhiser/

MORTGAGE LOANS

Premier Mortgage Group
Noel Bennett
1844 Folsom Street
Boulder, CO 80302
(303) 302-3848
www.pmg lending.com

PAINTER-INTERIOR / EXTERIOR & CABINETS

CentaPro Painters
Bob Schneider
5311 Western Ave. Suite 115
Boulder, CO 80301
(720) 400-8872
Boulder.CertaPro.com

PHOTOGRAPHER

Blue Crane Photography LLC
Arian Crane
(303) 444-0995
BlueCranePhotography.com

SENIOR MORTGAGE SPECIALIST

Premier Mortgage Group
Alicia Alpenfels
1844 Folsom Street
Boulder, CO 80302
(303) 302-3845
www.pmg lending.com

STAGING & HOME DESIGN

Fini Design and Staging
Jeanne Dineen
(720) 261-2428
www.Finidesign.com

TITLE COMPANY

Fidelity National Title
4875 Pearl East Circle
Boulder, CO 80301
(303) 441-5122
www.fntcolorado.com

TITLE INSURANCE

Heritage Title Company
4909 Pearl E Circle
Boulder, CO 80301
(303) 443-3333
www.heritagetco.com

TITLE INSURANCE

First American Title Insurance Company
4940 Pearl Ct.
Boulder, CO 80301
(303) 449-8442
www.Firstamcolorado.com

WINDOW CLEANING

A Guy and Gal Window Cleaning and Home Services
Trevor Morris
(720) 213-5705
www.windowandgardens.com

A Note From The Publisher



Hello, Boulder County Real Producers,

Our goal is to bring unique profiles on some of the TOP Realtors in Boulder County to life, in hopes that their unique story inspires and informs all Realtors in Boulder County.

Every Realtor featured in this publication has been directly referred to us by another Realtor for a host of reasons besides being a TOP production Realtor. If you'd like *Boulder County Real Producers* to feature a TOP Producer, a Realtor to Watch, a Realtor on the Move or an elusive Rising Star, just let us know –nominate them – and we'd be happy to feature them in an upcoming issue.

Realtors do not pay us or incur a fee to be featured in this publication; in fact, we do not sell anything

to Realtors. Realtors can only purchase reprints of the issue in which we published their profile.

If you have a story or something you'd like to share and have us publish, something relevant to Boulder County, we'd love to hear from you.

If you have any comments about this publication, we'd like to know that, too.

Regards,

John Mendez
Boulder County Real Producers
John.Mendez@RealProducersmag.com
303-596-1685



Hello!

You have some amazing stories to tell, and I love to tell them. If you know a Realtor or business owner with a colorful background, please get in touch with me. We'd also love to feature your real-estate-related events in our magazine and help you spread the information that you find important.

Thanks for reading!

Mike Shelton
Associate Editor
Mike.Shelton@RealProducersmag.com
303-269-1946

CHRISTINA DAVIES

► top producer
for november

Photography by **Arlan Crane**
By **Mike Shelton**

RE/MAX ALLIANCE ON WALNUT

Christina Davies has been a successful Realtor in her hometown of Boulder for 13 years, but her background in high-tech and service to humanity may surprise you. Before selling homes in many new Boulder developments like NoBo, Greenstones, Springleaf, and S’PARK, Christina was taking business trips to Europe and Asia as a saleswoman for a semiconductor manufacturer, she spent time in Africa working with orphans, and now she’s the outgoing BARA President and on the leadership team at RE/MAX Alliance on Walnut.

Born and raised in Boulder, Christina went to Fairview High School and then CU Boulder, where she graduated Cum Laude with a bachelor’s degree in communications with an emphasis in Spanish. Afterward, she went to Denver University for a project management certification, and then earned a Master of Science degree in business from CSU. Later, she earned her GRI certificate and a managing broker’s license.

Out of college, Christina started her career at a company called STMicroelectronics, which built components for hard disk drives. She traveled the world as a saleswoman and enjoyed it for

a while, but she didn’t feel like she was helping anybody, so she went looking elsewhere for fulfillment. Recalling her experiences as a child of traveling to third-world countries with her parents, Christina signed up with the service organization Global Crossroad and set off for Africa in 2004. She lived in several impoverished villages and towns, working in orphanages full of children whose parents had died from AIDS.

“Everyone thought I was crazy for going there by myself, but I had traveled extensively with my parents when I was a child, and that gave me the passion to help people,” Christina explained, “so



I went.” However, the heartache was not saved just for the people of Africa – one day, while she was walking through town, she was mugged at knifepoint. The assailant got away with all of her money, and now helpless and frightened herself, she hitchhiked to the airport and begged to be let on the next plane out of there. Arriving back in Boulder where her parents were was a relief – but she hasn’t stopped giving.

The story of how Christina got into real estate is a classic, but one that never gets old: After she bought her first home, she stayed close to the real estate agents that helped the transaction, and when she returned from overseas with no job, they suggested she work with them. When Christina bought her home, Realtors Deanna Franco and Linea Rein were with Colorado Landmark Realtors, but when the offer to join was extended to Christina, they had started their own real estate company, 8030 Realty.

“I look back on it now, and it’s just amazing. I didn’t know what I wanted to do for work, but I saw the value that Realtors bring to people, so I thought I’d just try and see what happens,” Christina reported. Little did she know she’d love it so much, and that her professionalism and personality were a perfect fit. She absorbed everything she could from her mentors and enjoyed the experience, but after a decade, she was ready for a change.

Christina found the larger community at the RE/MAX Alliance on Walnut best suited her style, and she joined up just about four years ago. Last year, she was on Jay Hebb’s team before he went off to start the Porchlight Real Estate Group, and this year she’s out on her own – with the help of Jenny Lampert, of course, who is the transaction coordinator and does everything behind the scenes, filing paperwork and keeping things on track.

“I’m passionate about helping people realize the American dream,” Christina told me. “Real estate fulfills my need to help people and in helping those around me I feel a sense of pride. This industry is a great fit for a driven, business-minded person who wants to help others. Realtors are a big part of these huge milestones in our clients’ life, and we become part of the family – in fact, nearly all my business is from referrals.”

Christina was appointed to the board of BARA and served on it for three years before being urged to run for BARA president by outgoing president David Scott. Upon her election, one big goal was to expand the ways Realtors can give back to the community, like delivering Meals on Wheels every Wednesday and filling backpacks with school supplies, under the theme of The Art of Building a Community.



•••

In addition to overseeing MLS merger activities, another goal for BARA was to raise money for RPAC (Realtors Political Action Committee) and as of press time, they had nearly met the \$29,000 goal. As BARA President, Christina also worked closely with NAR and CAR to support and protect the real estate industry in the halls of Congress. Fighting to continue federal flood insurance and working to expand the protections of the Fair Housing Act to LGBTQ individuals were both on the agenda this year.

Be on the lookout soon for Christina's book, *Own it! Live it! The Woman's Guide to Buying Property Solo and Having a Piece of the American Pie*; which will be full of real estate advice for single women and mothers – both on the buying and selling end. "Many of the lessons I want to teach to other women so they don't have to learn the hard way, like I did," Christina confessed. "I bought my first home by myself at age 22 and my second home at the age of 25. My second home had an electrical fire that started in the furnace and spread throughout the whole home. Everything I owned was destroyed, except for things in the garage and my laptop, which a female firefighter had grabbed for me."

Worse, after she collected her senses, navigated insurance adjusters, and went back to rebuild, she was taken advantage of by builders and contractors. Nonetheless, she did rebuild and invest in more property over time. She got married and started a family

but five years later went through a divorce where she lost some of her property she had bought. Keeping it took a lot of money and caused a lot of stress. "Now, I've bounced back – again – and I'm a happy single mom to my wonderful 5-year-old boy, Robert, and our awesome 2-year-old yellow Lab, Ollie," she said with a smile. "I think about how life can get difficult sometimes and I want to help women navigate through difficult times and avoid certain pitfalls if possible."

When she's not with her family, business, or BARA, you can find Christina on the Avista Hospital Foundation Steering Committee helping to raise \$5 million for the new Breast Cancer Center, and serving the Junior League in Denver, the Chi Omega Housing Board, and the YWCA (which will get a percentage of her book sales to support their work helping women). Christina is active on a tennis league at CAC Flatirons, and she's run multiple marathons. She's a yogi, and also likes to golf and hike.

Christina has done a lot and seen a lot, and she's taken on every challenge with courage and determination. Those who know her best see her as patient, supportive and knowledgeable. She wants to be remembered for setting a good example and one who leads by doing. All are reasons why Christina Davies is our Top Producer for the month of November.



Protection for the Home Buyer and Realtor® like no other in the industry

The **HERO Team** smooths out the home-inspection process by being thorough without being alarmist. With more than 10,000 inspections, our REALTOR® partners and their clients, benefit from the scope of our inspection, depth of knowledge and the empathy we show your clients. Be the HERO by their side.

Every residential inspection includes the **HERO Home Protection Plan** with **\$100,000+** of warranties, guarantees and extras!

- ▶ **Schedule** an inspection - they're as low as \$250
- ▶ **Benefit** from quick, easy to understand, same-day reporting
- ▶ **Save** time and money with one phone call to our full-service firm
- ▶ **Book** a no-cost, DORA approved CE Class for your office
- ▶ **Trust** our insured, NACHI certified, EPA & CDPHE licensed/certified inspectors and environmental consultants

Partner with us to safeguard your clients and your sales. Call us today.

303-500-3378 | hero@HEROinspect.com
HEROinspect.com



LIANA POMEROY
Producing Sales Manager
NMLS #295506

(303) 601-5197
lpomeroy@loandepot.com
loanDepot.com/lpomeroy

Lending in Boulder since 2001
5 Star Professional Multi-Year winner since 2012
Boulder resident since 1979



loanDepot
NMLS# 174457

From condos to mountain properties we have a wide range of financing options available!

FHA, VA & Conventional Rehab Loans

Experts with complex and self-employed income

In house JUMBO loans up to \$3 Million

KAREN HOPE

Senior Loan Consultant
NMLS # 193180



(303) 746-7914
khope@loandepot.com
loanDepot.com/khope

Over 20 years experience
4th generation Boulder resident
5 Star Rated & 7 years President's Club Member



Rate, terms and availability of programs are subject to change without notice. Equal Housing Lender. NMLS # 174457. Licensed by the CO Department of Regulatory Agencies. Division of Real Estate is a Registered Mortgage Lender. Regulated by the Division of Real Estate. For more financing, please visit www.loandepot.com

CALL US TODAY!

1434 Spruce St Ste 100, Boulder, CO 80302



THE ME TEAM: Mary Ellen Wood,

RE/MAX OF BOULDER

and Cristi Knudsen, Licensed Assistant



Mary Ellen Wood has been involved in residential construction and real estate ever since she moved to Boulder 20 years ago—but you may be surprised to know this RE/MAX Chairman’s Club member got her professional start in the engineering world.

Double surprise—Mary Ellen and her teammate Cristi Knudsen are neighbors, close friends, and they recently unveiled a new real estate brand: “The ME Team”. While their own homes are on the same block, their real estate business covers all of Boulder County and out to Broomfield, Westminster, and Arvada. They do only residential transactions, both resales and new builds.

Growing up in Springfield, MA., Mary Ellen earned a Masters Degree in engineering from Rensselaer Polytechnic Institute in Troy, NY., and started her career at GE Aerospace in Western Massachusetts. She moved on to work in the DC area before the fortuitous purchase of a Boulder-based startup and a transfer by her employer brought Mary Ellen to this most wondrous of places—Boulder, Colorado.

“I thought this place was amazing,” she said happily. But after living in Boulder for four years and working in high tech, she decided she needed to do something different—so she quit the tech gig and moved up to the beautiful mountain town of Telluride. Mary Ellen got a job working with a custom home builder whose products sold well above the \$1million mark while living in a yurt, off the grid, for a year; chopping firewood, collecting water from springs, all that. “It was an awesome experience,” she told me.

Mary Ellen also lived in Breckenridge for a spell, enjoying the outdoors and working for a mechanical contractor and custom home builder. She learned the best methods to buy properties and land, build or fix them up by buying and selling multiple properties in the Breckenridge area. After a while, civilization beckoned and in 2009 she moved back to Boulder County where she launched her Real Estate career.

“Somewhere along the way, I realized that I really enjoy this stuff and I could do it for other people full time,” she said with a laugh. Even though the year of 2009 was pretty rough for real estate, she still got her real estate license and dedicated herself to the field.

Mary Ellen soon found herself at Homestead Real Estate, where she was fortunate to have had great mentors like Mark Hochhauser. “He was a big influence on me and I learned to be a great Realtor from him,” she said with a fond smile. She’d been away from Boulder for about five years so she didn’t have a lot of connections but she did all the training she could and slowly started building her business.

Her business did grow and so did her ambition; after four years she felt like she wanted to go bigger and be around more of the best agents. “I asked everyone where they thought I would be a good fit and RE/MAX of Boulder kept coming up,” she revealed. “They usually recruit, but I contacted them and made it through their vetting process and was taken on in 2013.” As we all know, RE/MAX of Boulder doesn’t just take anybody; you have to produce. In Mary Ellen’s first year, her sales doubled and they’ve kept increasing ever since. Last year she did 41 transactions.

The heavy load has necessitated the assistance of a transaction coordinator and licensed assistant—a role that Cristi Knudsen has happily





...

ly filled for the past two years. “This industry requires networking and putting your name into the community. Cristi is very good at that,” Mary Ellen said. “Having her is amazing. She’s organized, very outgoing, and brings over 25 years of experience in marketing.”

Cristi holds her Real Estate license which greatly increases the value she provides to the team. She grew up in upstate New York by way of Ohio and her professional career began at a database marketing company called Epsilon in Wakefield, MA. Cristi transferred to San Francisco to be closer to her biggest client, Apple, and while there she got married and went to work for AAA as an email marketer.

After 20 years in the big city, however, Cristi and her husband were looking for a slower, more open environment and better quality of life for their children. From frequent visits to her brother’s place in Colorado, they fell in love with the state and moved to Boulder County. When Mary Ellen saw the moving truck across the street, she went over to introduce herself to the new family. She helped them unload the moving truck into their new home, and the Woods and Knudsens have been close ever since. Cristi had been with AAA for 12 years before joining Mary Ellen and creating the ME Team.

Mary Ellen has an 11-year-old boy and a 13-year-old girl. Cristi has three boys, ages 20, 11, and 9. Her oldest son is at UC Santa Barbara working on an environmental studies degree and is on the Varsity Rowing team. The younger kids are all friends, too, and often play together while their moms are talking business.

Giving back to their community is important to the ME team, so through the RE/MAX of Boulder office, a portion of their commissions go to Children’s Miracle Network. Mary Ellen started the Louisville Business Network in 2010, which is a networking group of local entrepreneurs and business owners that also volunteers time

at places like Community Food Share and A Precious Child. Both Mary Ellen and Cristi are active volunteers at their children’s school functions, theatre, and they sponsor athletics and other events, too.

Over long walks through the neighborhood, talking about life and business, they’ve realized exactly what is important to them: Building relationships with the people they work with and doing the right thing, always. Being honest, helpful, and being good communicators. “We want our clients as friends and we have to do right by our friends,” Mary Ellen pointed out, “even if it takes a year and a half to find the right home. That’s okay. It’s a big decision. We’re invested in this process and we walk the path with them.”

Believing knowledge breeds success, Mary Ellen and Cristi both continue training and honing their expertise. Mary Ellen recently completed over 60 hours of continuing education to earn her GRI designation. Keeping up with city planning topics and new development projects is always on the radar because having the information that people need is critical in this market.

Mary Ellen was referred to us by Alicia Alpenfels of Premier Mortgage Group. Mary Ellen had nothing but good things to say about Alicia: “She’s fabulous, does a terrific job—logical, analytical, creative, dedicated—her background as social worker combines well with her business ability and knowledge. She’s an encyclopedia of finance. She offers creative solutions for people. Her communication is always on point. You always know where you are on a transaction. You don’t have to worry about it. She always calls when she has a question. She’s phenomenal!”

If you know someone you think should be highlighted in our magazine, please contact publisher John Mendez at john.mendez@realproducersmag.com



Noel Bennet, Portia Noel, and Alicia Alpenfels; Loan Officers

► sponsor spotlight

PREMIER MORTGAGE GROUP

BIG COMPANY ADVANTAGE, SMALL COMPANY TOUCH

By **Mike Shelton**
Photography by
Arlan Crane

Premier Mortgage is a Colorado owned and operated mortgage company (under Cherry Creek Mortgage) providing residential mortgage loans since 1986.

Big Company Advantage, Small Company Touch is more than just a tagline. When it comes to mortgage products, Premier has the knowledge and resources to do them all. The Small Company Touch: Premier’s loan officers work closely and communicate well with their clients, always striving to make the process as easy as possible for all parties to the transaction.

...



ALICIA ALPENFELS IS A LOAN OFFICER WITH 17 YEARS EXPERIENCE AND A NATIVE OF BOULDER

WWW.ALPENFELS.COM
303-302-3845

There is no shortage of mortgage programs available and they all have different guidelines, so a lender like Alicia Alpenfels makes it her business to keep up on the changes. She can look at her client's position on any given day and explore the options to find the absolute best product for them. "Things move quickly in this business

and rules change all the time," Alicia explained, "You have to be able to adapt and be certain you understand all the details."

Alicia has 17 years of experience and has been with Premier Mortgage Group for more than 9 of those years, however, she didn't begin her career working in mortgages. After graduating from Texas A&M University with bachelor degrees in Horticulture and Sociology, she moved back to Boulder and worked as a social worker with developmentally disabled adults for ten years. Alicia truly loved working in that field and in 2001 decided to move into mortgage lending feeling her social service experience would help clients navigate the sometimes difficult and emotional experience of buying a home.

Switching to mortgages was easy for Alicia as she grew up in a real estate home--her mom (Laurinda Alpenfels) was a Realtor in Boulder County for 24 years. Alicia grew up listening to her mother talk about septic systems, easements, and lot lines over dinner nearly every night of her childhood so entering the real estate industry felt natural. Alicia chose the mortgage side of real estate as she felt like that was a better fit.

"I enjoy working with all of my clients because I appreciate the hard work it takes and how a home purchase or refinance can be an enormous change in someone's life. I am moved by the stability and sense of security it provides to owners and the desire people have to obtain that goal. I like working with clients

where I can be hands-on early in the process. We take a look at their credit scores and improve them if necessary. We talk about down payment options, consider the condition of the property and take future repair plans into account. I want my clients to be informed and educated so when they're out looking, they can do what's best for them and maximize their investment.

Premier has in-house underwriters, a huge advantage because everyone can communicate change easily. "It's reassuring for everyone to know that all we have to do is go next door to talk to our underwriters. We know files will be reviewed quickly and accurately." Premier also has niche products available to offset the current trends and provide common-sense alternatives to difficult scenarios. "There are times we need our underwriter to look at a loan scenario and say with confidence 'yes we can do that loan; yes, it makes sense even though it is outside of the box.'"

All the agents at Premier Mortgage are independent--as in, they all have their own book of business--but they are also a team. "To be our best, we have to be collaborative with each other," Alicia testified. "Melanie and Ariel, our branch managers, created an environment of cooperation and teamwork, even though we're individual lenders. The industry is so complex that you have to rely on others. We have regular roundtable talks where we discuss new products and possible issues of concern to help each other be our best. We want Premier to be number one in the industry," Alicia said, "so it's important that Portia Noel, Noel Bennett and I support each other and our colleagues so we can meet and exceed the highest standards."



Alicia is married to Darrell Billington who has been teaching at Fairview High School for 22 years. Another Boulder native. They met online but later realized they'd been going to the same places but never met. They have three very active children--Ella (11), and twins Baxter (9) and Cooper (9), all born at Boulder Community Hospital. The boys play baseball and Ella plays basketball and volleyball and they all play the piano. She has lived in Superior for 10 years saying "We love Superior and the sense of community it provides. It is a great place to raise kids."

Darrell and Alicia have always enjoyed traveling and have started traveling with the kids. They've gone on extended family vacations to Italy, Spain and through Alaska as well as small trips around the U.S. Back at home, they have family movie nights, play spoons (the kids newest obsession), go kayaking and paddle boarding and hang out at home with the family pets (two English bulldogs, a bunny, a gecko and fish). "Our kids are at the age where

there are always friends running in and out of the house so it is fun. It's loud but it's fun." Alicia said with fondness.

Alicia has been involved with the Boulder Area Realtor Association and was named Affiliate of the Year in 2007. Earlier this year in January, she was appointed to a 3-year term on the Homeownership Committee for the City of Boulder's Division of Housing. She uses her expertise to help city staff and elected officials when they make decisions, especially when it comes to mortgage industry rules. Alicia has also received the FiveStar Award for seven years.

This concludes our three-part feature on Premier Mortgage Group and loan officers Noel Bennett, Portia Noel, and Alicia Alpenfels. They're all Boulder natives and super-experienced mortgage advisors whom we are proud to highlight for our Boulder County readership!

www.pmg lending.com

WWW.ALPENFELS.COM
303-302-3845

A Guy and Gal

Window Cleaning and Home Services



More than just windows...

- Window Cleaning
- Gutter Cleaning
- Gardening and General Landscaping
- Solar Panel Cleaning
- Pressure Washing
- Aeration

Call today!
720-213-5705

Check out our website for special offers

www.aguyandgalwindowcleaning.com

RODWIN ARCHITECTURE



SKYCASTLE CONSTRUCTION



We address ugly truths gently while making the sellers home and you look great.

\$50 off your first staging consult!

Fini
Design and Staging

Finidesign.com | (720) 261-2428



"Clean for Health"

"As a busy & successful realtor, I consider Miracle Services part of my team! They help my sellers prep for sale and then once under contract they assist with most inspection items including handyman work, mold remediation, carpet cleaning, air duct cleaning and more. Andrew's been in the industry for 20+ years, been consistently in business since 2000 and he's earned my trust and business. He truly is part of the reason I've been the top agent in my office 4 of the last 5 years. Miracle Services helps me get from listed to sold! Thanks Andrew & Tonya Conklin & Miracle Services!"

Cindy Montgomery,
Realtor

Colorado Natives Andrew Conklin and his wife, Tonya, run Miracle Services to provide good quality services to their clients and quality job growth for their employees.

Serving Boulder Residents for over 16 years!



Our truck mounted hot-water extraction process is environmentally friendly, using "pet-safe" and "baby-safe" cleaning products.

Best clean possible guaranteed or it's free!

Our technicians are trained and certified by the Institute of Inspection Cleaning and Restoration Certification.



Miracle Services, PO Box 270338, Louisville, CO 80027
www.miracleservices.net | 303-252-0810
miraclemanager@outlook.com

design [build] green

303.413.8556

rodwinarch.com
skycastleconstruction.com

▶▶ business beat

The Cleaning Fairies:

GIVING YOU YOUR WEEKENDS BACK!



Kyla Morton, co-owner; Molly Morton, founder and co-owner; Lindsey Barnes, retention manager; and Alexandra Niehaus, acquisition manager

Making Homes Sparkle Like Magic

By Mike Shelton

Homeowners, Realtors, business owners, and builders all agree – they’d like things to be clean – but when a home is for sale, it absolutely must be clean, and you don’t want to give up a weekend to do it yourself. Whether it’s your own home that needs a wipe-down or your client’s home that needs a deep cleaning in between showings, if you wish to leave the work to the professionals, then invite the Cleaning Fairies to your home, office, or real estate listing, and let them work their magic!

When Molly Morton moved to Boulder and started cleaning homes 22 years ago, she never thought that she would employ up to 20 people and serve more than 600 regular clients in Boulder County – but that’s exactly what happened.

What started as a flexible job for a single mother turned into a successful and popular enterprise that would literally give thousands of hours back to families just like hers. It would also become the family business, as her daughter Kyla became a Fairy as soon as she could drive. She is now head of operations and a co-owner of the company.

“I realized that my gift to the people around me was more than just a clean space, it was the opportunities that opened up for them because of what I did,” Molly told me in our interview. She asked rhetorically, “Why should everyone spend so much time

...



...

cleaning their home or business when they could be spending time on their business or with their family?" The answer: They shouldn't. Most people have better priorities than cleaning, so let the professionals do it!

Consistency is key for The Cleaning Fairies. Whether it's a one-time job or a regular clean, they meet with every new client to do a walkthrough of the area, taking note of special requests and making sure the agreement is clear. Then, they'll schedule the same Fairies or Ninjas (male employees) to the job each time, and do a follow-up to make sure everything went according to plan.

Molly's trustworthiness and attention to detail have resulted in a staff that is well-trained, communicative, and always trying to improve. Since daughter Kyla returned from college with a business and marketing degree, she's brought fresh ideas and a new perspective that has earned the respect of her coworkers and made everyone happier. "She took it from a 'mom shop' to a well-oiled machine," Molly reported. Lindsey added: "Kyla has played one of the most influential roles in terms of guiding us, keeping us current in the market and increasing our quality of service."

Inviting a stranger into your home or business can be a little nerve-racking at first, but it's reassuring to know all the Fairies and Ninjas have gone through background checks, and that the same team will be coming over each time. The company is only 22 years old, but some of the employees have been paired with the same customer for 16 years! Their work also comes with a satisfaction guarantee, so if something needs to be done again, they'll snap on a new pair of gloves and do it.

Sarah M., a Niwot resident, said, "One of the most appreciated aspects of The Cleaning Fairies is that the same crew comes every time to clean my house, which makes for a personalized cleaning session in which the gals know the house well and what needs to be done. I feel very confident that they are honest and honorable, and I'm comfortable with them in my house, whether I'm there or not."

To be successful, Molly has surrounded herself with a talented team, and she is committed to treating them well, knowing that the investment will pay off in the form of happy clients that would gladly spread the good word and grow the business. Word-of-mouth referrals make up a large part of their marketing, actually, and the relationships that have blossomed from it are unforgettable.

Some two-dozen Realtors use The Cleaning Fairies exclusively for showings and move-outs/move-ins; another three-dozen builders and contractors use them to prep for new move-ins. If it is in the contract that the home must be professionally cleaned, they provide the Realtor or client an invoice and spec sheet to bring to closing. Gift certificates are a very popular move-in gift from Realtors to clients. Property managers use the Fairies for multi-family apartments, and there is an emerging market in turning over short-term rentals like Airbnb. Even restaurants and event planners find great value in their services.



Molly Morton and her daughter Kyla are co-owners


Top-notch customer service is an area of abundant pride for these masters of the makeover. They use only safe, natural, environmentally friendly, green products, but if you've got a favorite product or a special need, they'll be happy to acquiesce. To keep from transferring pet dander and other airborne irritants from one home to another, they'll use the client's vacuum to clean carpets, but they do carry a small brushless vacuum around with them for hardwood floors and linoleum – because sweeping would just create dust.

Molly's team isn't just there for you when you don't have the time to clean, they're there for you when you're not able to clean, too. They proudly partner with "There With Care," a service that caters to those with a terminal illness, to keep their living space neat and tidy. "It's such an honor to do that work because we're one of the few constants in their lives, and we often forge strong bonds with them, lending emotional support to vulnerable people in their final months or years," Molly revealed.

The Cleaning Fairies also sponsor events in their respective communities and schools, host foreign exchange students, and provide jobs to immigrants on work visas. Molly's been a giving person from the very beginning – the name Cleaning Fairy was actually given to her by vacationing neighbors upon their return to a spotless home. A client had canceled, and instead of just watering the plants and getting the mail, she decided to clean their home. They exclaimed, "The cleaning fairy came!" and the name stuck.

Are you a Realtor that wants your listing to have that extra sparkle? Could you or someone you know use a little more time away from wiping and washing? Give them a gift certificate from the Cleaning Fairies; and if it's you that could use a little time off from feather dusting, then The Cleaning Fairies would certainly be willing to work for you and give you your weekends back! Visit: cleaningfairies.com, or call (720) 565-3411.

WHEN THE NAME ON THE PRE-APPROVAL LETTER MATTERS...




SWBC Mortgage

Carrie Nash, Loan Officer
 Mobile (303) 478-7696 | cnash@swbc.com
 Apply Online at www.cnash.com
 NMLS#257344 LMB#100018353

Residential home loans offering Jumbo, Conventional, FHA, VA and USDA.

Local appraisers and underwriters



Dori Van Lone
 Account Executive
 Boulder & Lafayette
 Mobile 720.534.8190
dvanlone@firstam.com



First American Title Company

Kyle Snyder
 Account Executive
 Longmont
 Mobile 720.534.8355
ksnyder@firstam.com

Happy THANKSGIVING

From all of us at First American Title, we thank you for your business, your professionalism and your commitment to excellence in the real estate industry.

We look forward to serving you and your clients on every transaction.

Happy Thanksgiving!

First American Title Insurance Company, and the operating division thereof, make no express or implied warranty respecting the information presented and assume no responsibility for errors or omissions. First American, the eagle logo, First American Title, and firstam.com are registered trademarks or trademarks of First American Financial Corporation and/or its affiliates.



▶ publisher's recommendation

By John Mendez



Trevor Morris,
co-owner



Stephanie Waits,
co-owner

A Guy and Gal Window Cleaning and Home Services

A GUY AND GAL

WINDOW CLEANING AND HOME SERVICES

Last month, I had A Guy and a Gal come to my home and clean my windows. I have almost all of the service-type industries do work on my home so that I can be a referral and feel comfortable referring them to you, Realtors in Boulder County.

Window cleaning, outside of the home and any clean-up, is almost essential for someone to sell or present their home. I assume everyone – all Realtors in Boulder County – have someone they go to for these types of services.

Well, if you do have someone that you use for these types of services, maybe it's time to have someone else on your go-to list.

Here's why: A Guy and A Gal Window Cleaning arrived on time and began to get to work immediately. They took off the screens cleaned them completely, cleaned every window inside and out.

They cleaned the sky lights in the middle of the living area over 30 feet high, then they cleaned them from the outside on the roof. High ceilings and hard-to-reach areas were all cleaned – spotless. They also cleaned the window wells in the basement, inside and outside. I know – who goes there?

I didn't realize just how dirty the windows really were until after this cleaning. It is like a breath of fresh air now looking out each window.

I highly recommend this company for your window cleaning for your window and home cleaning services. A Guy And A Gal can be contacted at 720- 213- 5705.

John Mendez
Publisher
Boulder County Real Producers



Selling Made Easier

Photos by David Bremner—realvideogroup.com

Rocky Mountain Home Staging
Assisting over 500 sellers per year in Boulder County.

Sara Gorden
Owner

RMHomeStaging.com
720.475.6238

CALL NOW
for
AUTUMN PORTRAITS

Finely Crafted

for Colorado's
most beautiful homes

CRANE
PORTRAITS

BlueCranePhotography.com
303-444-0995

WINTER SPECIAL
\$200 OFF*
AND
FREE INTERIOR PAINT UPGRADE TO NO ODOR / NO VOC PAINT

*Offer applies to your residential painting project of \$2,000 or more. Must be presented at time of estimate. Not valid with other offers. Not valid on current estimates or proposals. Available at CertaPro Painters® of Boulder and Longmont. Expires 12/31/18.

HELP YOUR CLIENTS GET MORE MONEY FOR THEIR HOME!

Painting provides one of the best ROIs for a seller. Provide even more value to your clients by introducing a professional, competitively priced painting company. CertaPro Painters® of Boulder & Longmont will listen to your clients needs, answer questions and prepare a detailed project plan.

Request your FREE estimate today!

866-825-1458
boulder.certapro.com

Each CertaPro Painters® business is independently owned and operated.

CertaPro Painters®
★★★★★

We Do Painting. You Do Life.®

PROUDLY SERVING LONGMONT, BOULDER, LOUISVILLE, SUPERIOR, ERIE, LAFAYETTE, FREDERICK, FIRESTONE, AND MORE!

HAND CRAFTED HOME LOANS LIKE THEY SHOULD BE.

THE PREMIER MEMBERS MORTGAGE DIFFERENCE:

*In-house underwriting, processing and servicing | Easy pre-approvals
Jumbo, Conventional, FHA and Portfolio loan options | Realtor and Home Buyer Seminars*

Visit pmcu.org to learn more.

MEET THE MORTGAGE TEAM:

CAROLINA CASTRO
ccastro@pmcu.org | 303.657.7560
5505 Arapahoe Ave
Boulder, CO 80303
NMLS# 809536

CAROL CHEH
ccheh@pmcu.org | 303.657.7109
2921 W. 120th Ave., Suite 100
Westminster, CO 80234
NMLS# 1404426

MICHAEL CLARK
mclark@pmcu.org | 303.657.7523
800 Coal Creek Circle
Louisville, CO 80027
NMLS# 420399



► a note from the bara president

2018 YEAR IN REVIEW



By **Christina Davies**,
BARA President



homeowner rights and protecting our industry.

As outgoing president of the Boulder Area Realtor Association, I can tell you it has been a wonderful, fulfilling experience. It has no doubt been a challenging year too, navigating the MLS merger. Some may not see this year as a success since the merger was not completed, but we will continue to work on it, and we expect results from that effort. Additionally, BARA has been giving support to past programs, creating new ones, increasing our volunteerism, and lobbying lawmakers on behalf of

I started my term as BARA President on October 10, 2017, at the Annual Installation and Awards Ceremony at the Dairy Center for the Arts. This year's theme was "The Art of Building Community." We raised just under \$2,000 for the Colorado REALTOR Foundation during our silent auction. We also recognized several of our community members for having served our community, including Siân Murphy and Michael Hughes.

Soon after taking office in November, I attended the NAR Conference and Expo in Chicago. There were several interesting speakers and classes, but it was most beneficial to hear from other MLS's around our nation that had merged with success, while some were more challenging to merge, taking over 20 years to complete. It gave me hope that if larger MLS's can do it, so can we. Although it seems like this is taking a long time, that is not unusual; in fact, we are ahead of the game in many respects.

By the end of 2017, BARA reached our RPAC fundraising goal for just the second time in 29 years. Thank you to everyone who donated! Around the same time, we hosted a "Health Benefits for Members" program that acts as a co-op for health insurance, saving our members a lot of money over traditional health insurance. Our members can enroll in a "health sharing" program for individuals who commit to a healthy lifestyle. The monthly "share" amount is relatively low. It's about that time of year again and not too late to get more information on this program and sign up for 2019.

By the start of 2018, the merger seemed like it was off to a promising start. In January, the executives of the eight owner

associations met to review the Plan of Merger and to discuss perceived obstacles. A list of 12 bullet points was developed and presented to the Board of Managers and Directors of both MLS organizations. By mid-year, many brokers along the front range got involved to help move the merger along. Although there have been some hurdles since the meeting in January, these bullet points are currently being worked and reworked with legal counsel involved to make sure the merger is done correctly.

All the while BARA continued to participate in Better Boulder, advocating for smart and sustainable development. Our monthly "Pizza and Public Affairs" program continued to draw large turnouts month over month with a number of informational speakers. We again held our annual shredding event, which was a success. On February 6 and 7, some of our leadership team and members attended the CAR Economic Summit and REALTOR Day at the Capitol, a great event every year that I highly recommend attending. In April I represented BARA at the CAR Spring Meetings in Vail, and in May I attended the NAR Legislative Meetings in Washington, D.C., meeting with congressmen and senators on issues that affect our industry.

Back at home in Boulder, BARA was focusing on education and safety! We offered 33 classes at no cost to our members for a total of 63 free CE credits. Our "10 Things for Realtors: Legal Hot Topics" continues to be a favorite amongst our members, taught by CAR General Counsel Scott Peterson, giving our members two free hours of CE. And our 12-week "Buffini Peak Producers" course is also a favorite; 80 members have completed this program through BARA since 2012. BARA now offers a free CE course called "Real Estate Safety Matters," along with a free, hands-on "Realtor Self Defense" course, which continues to be offered quarterly and is a requirement for all new members.

Keeping in step with this year's theme of "The Art of Building a Community," we encouraged our members to give back to our community. Many members participated in our annual Share-a-Gift program in December by donating toys for the holidays. And, in May, 100 Realtors and affiliate members participated in Project HOME, doing yard work for 22 senior citizens. Our BARA members also donated \$1,500 to Crayons to Calculators, which filled 85 backpacks with school supplies for BVSD and SVVSD children going back to school this past fall.

We also donated over 900 pounds of food for Community Food Share during our Affiliate sponsored "Kickball Klassic." We will once again be providing Thanksgiving meals to veterans; last year we provided 70 meals. To add to our community service this year, we started Meals on Wheels; every Wednesday BARA pairs one Realtor with one Affiliate to deliver food through Meals on Wheels. A huge thank you to everyone who has so graciously given your time and resources to make our community even better.

Overall I think this year was a big success, and I am perpetually blown away by our members who continue to strive for greatness both in our industry and in our community. It was an honor to serve BARA this past year.



rising star

By Darren Thornberry
Photography by Arlan Crane

Kevin

RE/MAX Alliance on Walnut MURRAY



Kevin Murray wasn't born in Colorado, but he got here as fast as he could. A New York native turned Florida kid at age 7, he grew up in the Fort Lauderdale area and still calls it home. But there's a catch: He's fallen in love with Colorado and might never leave.

A year and a half ago, Kevin left a fruitful 15-year career in fund-raising for nonprofits in the Sunshine State and moved to Boulder with his partner, Patrick. Kevin has a wealth of experience raising funds for underprivileged youth, putting arts in education and helping animals in need. He's thrown many a huge party for a

great cause. "I had a wonderful mentor who showed me the way in my previous work," he says. "The more I did it, the more money I raised, and I loved every minute of it. I built many wonderful relationships within the community, through their trust in me and the charities I believed in."



Kevin and Patrick (who'd lived in the Denver metro area before) spent two months here a couple of summers ago and flat out fell in love with Boulder. The two are crazy about hiking, skiing, the mountains ... they relish the Colorado experience. Although he'd always wanted to work in real estate, Kevin arrived in Boulder ready to do some freelance work and decompress a little before starting from square one in a new field. He took three months off, got his real estate license last November and started working with RE/MAX Alliance in January of this year.

"I joined RE/MAX Alliance because, as a new guy in town and in this industry, I wanted to work with a well-established company where I could learn a ton as I got started," Kevin explains. From day one, I showed up to any meeting and class I could find that would help me in my work. Building relationships with people has always been my thing. So I'm busy learning Boulder's people and places."

In his working and personal life, Kevin has taken inspiration from a number of sources, but none more poignant than his cousin Jim Bennett. He and Jim grew up together and later lived together in Atlanta after college. It was there that Jim fell off the balcony of their apartment, broke his neck, and became a paraplegic. But the day Jim woke up from a coma, he knew he was going to live life to the fullest and not let an injury define him. Today he works for



Kevin and Patrick with their two labs, Gunner and Tucker

the leading spinal cord injury doctor in the world. Kevin's been greatly affected by that resolve and zeal for life.

Kevin feels very fortunate to have landed with such a great company and is very complimentary of the homeowners and sellers he's worked with, too. "My clients have been awesome and easy to work with so far," he says. "I love this job, and I love learning. I'm having fun with it." When asked what's the best skill to have in the realty business, he is quick to rule out negotiating. While that's important, of course, he says listening is the best skill you can have in real estate. "People are investing a lot of money into their new home. If I don't listen to them and build trust, do I really know if they are going to be happy in their home forever?"

Outside the office, art and music play a huge part in Kevin's life. He's an abstract painter whose work has been shown in several galleries, and his love of music is well documented in hundreds of ticket stubs. (Ask him about Motley Crue!) Kevin is participating in the 10th Cohort of the Boulder County Leadership Fellows, which provides "emerging and transformational leaders from across sectors with a broad understanding of Boulder County's economic, civic and cultural drivers" (boulderchamber.com). Kevin and Patrick both come from huge Irish Catholic families and are the youngest of 10 and 7, respectively. They spend many days enjoying the natural playground that is Colorado with their two labs, Gunner and Tucker.

Almost a year into his adventure in realty, Kevin is confident he's in the right place. At RE/MAX Alliance, he's surrounded by a team that helps each other and celebrates individual successes as a win for the team. RE/MAX Alliance agents sell more homes than others, with over 12,000 successful transactions annually.

Kevin Murray would be thrilled to help you make one of the biggest decisions of your life — buying or selling a home. He will make it a stress-free, fun, and rewarding experience, and hopefully gain you as a friend for life.

Get in touch with Kevin today. Call 303-818-9249, or go online to kevincolorado.com.

BOULDER SYMPHONY

DEVIN PATRICK HUGHES MUSIC DIRECTOR & CONDUCTOR



OPENING NIGHT AT THE

Boulder Symphony

On Saturday, September 22, Boulder Symphony kicked off its 2018-2019 season, “Common Threads,” with a concert exploring how LOVE connects humanity across cultures, countries, and values, creating a tapestry that uplifts and unites.

The program began with a new work by Arab-American composer Mohammed Fairouz, titled “Pax Universalis,” or “universal peace.” Accessing both Eastern and Western influences, the piece showcased Boulder Symphony’s 80-person orchestra made up of different people with diverse backgrounds playing different instruments, and how their togetherness despite their differences created incredible harmony and peace.

Following the exciting concert launch, Boulder Symphony welcomed the 2018 Winner of the International

Keyboard Odyssey and Festival, pianist Iris Zhang, who effortlessly performed Robert Schumann’s romantic “Piano Concerto in A minor.”

And finally, the program concluded with one of the greatest orchestral masterworks ever written – Rimsky-Korsakov’s “Scheherazade.” Soloists across the orchestra demonstrated their talent as actors from Boulder Ensemble Theatre Company brought to life the tale of 1001 Nights.

This special, season-opening concert was presented by the Midyette family, who have been some of the greatest supporters of Boulder Symphony over the past five years. Driven by a passion for supporting local musicians, the Midyette family is dedicated to sustaining local platforms for musicians to display their talent and soul to the community.



Boulder Symphony is eternally grateful for the Midyette family and our many supporters for their commitment to the work we do in the community. It is through our partners that we can continue to push the boundary of what a symphonic experience can be, and to continue exploring and showcasing how the differences and diverse backgrounds we come from are what make us a stronger, more united and creative community.





HOW DO YOU WORK WITH AN ARCHITECT?



▶ ask your
local architect

By **Scott Rodwin**, Rodwin Architecture/
Skycastle Construction

If your client can't find the perfect house, perhaps the solution is to remodel one or to build their dream home from scratch.

The only thing as difficult right now in Boulder as finding a home and getting it under contract is remodeling or building one. Architects and builders are crazy busy, and it can take far more time, money and risk than most people expect to turn a nice lot with a bad house into what they want. The process usually starts by finding an architect to guide them.

Boulder is an unusually restrictive and complicated place to build, and it is critically important to hire an architect expert in the local codes and process. In particular, our sustainability codes (green building) and our Planning and Zoning are among the strictest in the nation – they can easily stop a project in its tracks if they aren't properly understood at the outset.

An architect has several roles. Most people know that the architect designs and draws a house. But they also:

Conduct a feasibility analysis before the design begins to make sure that the property is generally suitable for what the owner wants to do. This includes looking at things like the maximum allowable size, the permissible massing on the site, floodplain, historic landmark and 20 other critical issues.

Help the owner to set realistic goals, understand the project's constraints and see hidden opportunities. In particular, they work with the client to establish a workable budget, schedule and expectations about what the process and end result will be.

Specify the materials, products and systems, and (in many cases) assist the owner with shopping for things like flooring, tile, and plumbing fixtures, etc. They often spend a fair amount of time educating the owner on the pros and cons of each option.

Assist the owner in choosing a builder. This can either come through a recommendation or by managing a competitive bid among several general contractors on behalf of the owner. In most cases the architect will have valuable suggestions for qualified local builders.

Some architecture firms are design/build companies. There are advantages to this arrangement in cost and time savings, as well as single-point responsibility.

Select of a team of consultants. Most projects in Boulder require a structural engineer, a surveyor, a civil engineer and a HERS (energy) rater. Additionally, projects may need an interior designer, a landscape architect, or a variety of other specialists. The more the owner lets the architect steer the selection of the team, the better the outcome.

Project management. You can hire an architect to just draw a set of plans, but the more you have them do, the greater the likelihood of a successful project. The project management aspect of their scope of work means that they are taking responsibility not just for the design but for the overall success of the project.

How do you find the right architect for you? Most people search websites and portfolios online, or get a recommendation by a direct personal reference. Both are fine. Also look for third party "Best Of" lists. (Be aware that just because something is in the firm's portfolio doesn't mean that the architect you will be working with was responsible for that project. The architect may have left the firm, or, even if they are at the firm, they may not be working on your project. Note that many houses are produced by a small team (principal architect, project manager, job captain (senior draftsman/designer) and a junior designer/draftsman).

Contracts and business: There are several common types of contractual arrangements:

Fixed Fee – If you know the full scope of the project and the work requested, you can obtain a Stipulated Sum contract from the architect. This can be modified by mutual consent should the project scope change in the future. This is the most common type of contract with new (from scratch or scrape) homes.

Hourly – Pay as you go. On the plus side, you only pay for the work that you need, and you get to direct what work you want. On the downside, you don't know what the top end will be, and the architect's fees are often more expensive than most clients imagine. If expectations are not discussed at the outset (the total estimated fees), it can lead to conflict. Note that most remodels are done as an hourly contract as it is impossible to know the full scope of work at the outset (there are always unpleasant surprises inside the walls).

Percentage of construction cost – This ties the architect's fee to the cost of the overall work (which makes proportional sense), but some clients don't like that it appears to incentivize the architect to design expensive construction. (In reality, the architect's main responsibility is to design to your budget and most take that seriously.)

Things to look out for:

Big egos and rigid ways of working. This is your house, and your preferences should rule. A good architect asks lots of questions and is interested in what you like, how you want to live, and how you like to make decisions. At the end of the day, the best architects are the best listeners.

Architects are not always great at predicting budgets. Get a builder involved during the design process to help.

Scope creep. This one is not the architect's fault. Everyone wants more house than they want to pay for, and an architect is happy to help their client envision their most ambitious dreams. The most common and dangerous way this happens is scope creep – a steam shower here, a new stone wall there and, "Hey, how did we end up 30 percent over budget?" Well, you asked for it.

Creating a custom home (remodel, addition, or new) can be one of the most stressful, risky and expensive projects a person will undertake in their lifetime. But if handled correctly, it can also be one of the most rewarding and enduring. A custom home can be an expression of your personality and a support to your life in ways you might never have previously experienced. Don't skimp on the architecture. There's a truism in our profession: "It costs one dollar to design it right on the drafting board or \$10 to fix it in the field."

About the author:

Scott Rodwin, AIA, LEED AP, is the owner of the Rodwin Architecture/ Skycastle Construction, a 13-person award-winning design/build firm specializing in high-end custom green homes in Boulder. He teaches a free course (good for two CEU's) called "Understanding the Rules for Building in Boulder" through BARA several times a year that goes into depth on these topics. scott@rodwinarch.com, www.rodwinarch.com



- We clean for photo shoots when a house goes on the market.
- We clean pre and post showings, and clean weekly to keep it spiffed up while the home is on the market.
- We do move out/ move in cleanings.
- We provide gift certificates as closing gifts.
- We have been doing business with other contractors (carpet cleaners, window washers, maintenance people) for over 22 years and are happy to provide referrals.

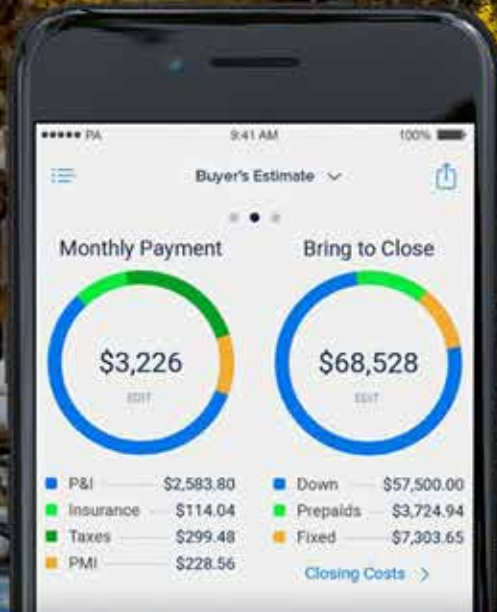
Contact us to find out what a difference having
The Cleaning Fairies on your team makes!
www.cleaningfairies.com | 720-565-3411

Proudly Owned and Operated by Women
for Over Twenty Years!

YOUR BOULDER COUNTY RESOURCE

HTC Heritage Title Company
Making Transactions Personal

Commonwealth
LAND TITLE INSURANCE COMPANY



HTCAgent ONE
Real Estate's #1 closing cost app

4909 PEARL EAST CIRCLE #100
BOULDER, CO 80301 | PH: 303.443.3333
351 COFFMAN STREET #215
LONGMONT, CO 80501 | PH: 303.684.6655

JULIA LAZARTIC
PH: 303.332.3233

WWW.HERITAGETCO.COM

LINDSEY MCMORRAN
PH: 720.745.0304

CrossCountry
More than a Mortgage

Q

Team Diane is a well-known mortgage powerhouse. What is responsible for your success?

A

If 20 years as a loan originator has taught me anything, it is this: we are in this business to help people. Clients come to us because they want to buy a home. **WE ARE GOING TO GET THEM IN THAT HOME.**

Successful purchase-focused loan origination teams in today's market need a combination of things:

- A high-technology support organization that is also entrepreneurial
- A clear understanding of the needs and point of view of everyone involved in the process
- A never-say-die dedication to finding the best solution
- A high-touch philosophy where ongoing communication is a daily commitment

CrossCountry Mortgage wants the same things you and your clients want - a positive, productive, pain-free experience on the road to the closing table.

WE ARE READY TO SERVE YOU.

MORE
WITH DIANE DESALVO CUNNINGHAM



Diane DeSalvo Cunningham - NMLS261383
303.905.7707
diane@myccmortgage.com
357 McCaslin Blvd., Suite 200
Louisville, CO 80027
NMLS1769464

- 20 years of experience
- Homebuying class instructor for over 15 years
- President's Club and FiveStar Professional



Knowledge > Compassion > Commitment to Excellence



PRSR STD
US POSTAGE PAID
WILMINGTON NC
PERMIT NO. 40

CO_Boulder County Realtor

BOULDER SYMPHONY
Orchestrating the unexpected.

HOME

November 17, 2018 | 7pm
First Presbyterian Church

Join Boulder Symphony and explore music of the hearth, the season of imagination, and ludicrous speed - showcasing how we all experience **HOME**, no matter where we might be.

Featuring works by Debussy, Adams, and a Colorado premiere by Sarah Kirkland Snider, CU-Boulder Composer in Residence

Tickets available at
<http://bit.ly/BShome2018>

2018-2019 SEASON

COMMON THREADS

**EXPLORING HOW MUSIC
WEAVES US TOGETHER**