

Teams Can Leverage the Talents of Individual Real Estate Agents

Each agent has his or her own background, strengths, specialties, etc., and I thought it's time that I introduced you to our team! Left to right in the picture at right are:

Karon Hesse, who lives just north of Golden in unincorporated Jeffco, specializes in working with sellers and buyers throughout Jefferson County. She provides free staging consultations not just to her own clients but also to other company clients. She completed a course in negotiation skills that helps her serve her clients well.

Jim Swanson, a Colorado native, grew up in Golden and lives in Applewood. He has 15 years' experience in real estate, eight of them with Golden Real Estate. He has furthered his residential real estate training with Certified Residential Specialist (CRS) and Certified Negotiation Expert (CNE) designations.

Chuck Brown, who lives on Lookout Mountain, joined us last year. Previously he was a broker with Metro Brokers in Denver and he still lists homes in Denver. Prior to getting his real estate license in 1998, he spent 15 years in the mortgage and banking industry.

That's me, **Jim Smith**, in the middle, and I don't have to tell you what I do. I live in Stonebridge at Eagle Ridge.

Next is **Kim Taylor**, who, in addition to being a licensed agent, is our office manager, providing

both administrative and physical support to all agents. She shoots the HDR (magazine quality) still photos of all listings and also pilots our drones. She serves as transaction coordinator and also installs and removes our yard signs. We couldn't function without Kim! She lives in Morrison.

David Dlugasch was a successful broker/owner in Crested Butte before relocating to Arvada last year. He has more experience in real estate (19 years) than all of us, including me, and he's a great addition to our team. He told me he wanted to join Golden Real Estate because he had been reading this column online from Crested Butte and was impressed by what he read. Thanks for the compliment, David!

Kristi Brunel is a long-time Golden resident and very active in the Golden Community. She's a graduate of Leadership Golden. A mother of four, she still finds time to volunteer for local non-profit organizations. She owns several rentals and, although we don't do property management, she brings great knowledge and experience to investor transactions.

The following agents were not present for the photo at right:

Leo Swoyer helps clients primarily in the mountain areas; about which he is particularly knowledgeable. In the past he was also a certified appraiser for over a decade. He now lives near Green Mountain.

Carrie Lovingier is a native Goldenite who now lives in Evergreen. She lists and sells a lot of foothills and Golden properties and is our go-to person on well & septic issues. She was one of the first

agents to join Golden Real Estate in 2007.

You can reach any of us at 303-302-3636, which links to each of our cell phones. You can read more about each agent and get their email addresses at our website, www.GoldenRealEstate.com, and you can find our agent reviews at www.RatedAgent.com.

On our website you can also find many more team members — inspectors, lenders, and others.

REAL ESTATE TODAY



By **JIM SMITH**, Realtor®



CAG Solicits Unwrapped Toys

This organization provides food and clothing to the needy year-round through their food bank and thrift store in Golden. During the holidays they collect unwrapped toys for children who might otherwise receive no holiday gifts. Because the Christian Action Guild has limited hours at its Ford Street location, you can bring your unwrapped toys anytime at Golden Real Estate, 17695 S Golden Rd., and we will get them to the organization.



All Agents Are Certified EcoBrokers

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