

TIMMY DUGGAN

RE/MAX of Boulder

A World-Class Performer

By **Mike Shelton**
Photography by **Arian Crane**

Timmy Duggan grew up in Boulder and because of his parents, he knew all about the real estate industry, but he didn't start selling homes until he was 30 years old. Timmy was a bit busy being a world class athlete and competing in the Olympics, you see, but now he's applying that drive and determination to the real estate market in Boulder and especially the mountain towns above the city.

Timmy has made himself an early success in real estate but his childhood was consumed with competitive ski racing. He was highly-ranked through high school and describes himself (probably too humbly) as a "good amateur." Being "good" in such a small and super-competitive sport like ski racing is a hard way to make a living. It's also really hard on the body. So, after high school, while he attended CU-Boulder, he concentrated more on road cycling.

Timmy quickly climbed the ranks of professional road cycling and competed on the World Tour for top teams Garmin, Liquigas-Cannondale, and Saxo-Tinkoff. In 2008, Timmy was involved in a serious racing crash that resulted in a life-changing traumatic brain injury. After intense rehab and a year out of the sport, he battled back to achieve some of his greatest successes in the sport. For most of his career, Timmy was a "domestique", or helper, for his Tour de France and World Championship-winning teammates. Much like an offensive lineman in football clears the way for a running



back to score a touchdown, a domestique sets the pace and blocks the wind for a teammate so they can save their energy for the end of the race.

Timmy rarely got the opportunity to race for himself, but when he did he made it count, including winning a National Championship and competing in the 2012 Olympics in London. In 2014, Timmy, with some health and sanity still intact, made the difficult decision to retire from the sport and move forward with new goals in life, joining his father, Duane, at the Boulder Property Network team at RE/MAX of Boulder. It might seem odd, but cycling and downhill skiing is just as fast as real estate, and the obstacles come fast, just like gates and turns on a course. "Operating at such a high level for so long has taught me to plan well ahead and always keep my cool," Timmy said.

Technology can help out in a lot of ways but Timmy still embraces the old-school personal relationships. "It's absolutely the most important thing, versus the apps or website searches," he told me. "I put more energy into the people side of the business. When you're out talking and meeting people, that's when genuine connections are made and then technology can help after that. My favorite part is when a client ends up being a good friend"

Timmy is just 35 years old and has been married to his wife Loren for 12 years. They have a three-year-old son named Odin and live in the cozy town of Nederland. In 2014, he was appointed to the Nederland Town Planning Commission and served four years, which has given him even more insight into the Boulder County mountain market.

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Though he's focused on buying and selling real estate, he still backcountry skis and his primary partner is Scott Ptach, who is now a teammate on the Boulder Property Network and the subject of our very next article. "He's incredibly capable. We literally trust each other with our lives and he's fun to work with," Timmy said of Scott.

The team approach is something they're both used to. It makes things easier, more flexible, and everyone is held accountable. Timmy mostly takes on buyers while Scott takes on more sellers listings. Kelsey is the transaction coordinator, an integral part of what they do. Duane is phasing out but sticking around to mentor, which is a huge benefit. It's a great support system, where they can set healthy goals, share the burden, and maintain personal and financial health.

Timmy will be taking over the reigns soon as Duane rides off into the sunset, and he knows how blessed he is to be Duane's son and business partner. "The past few years working with him—having a mentor like that—you couldn't get that even if you paid hundreds of thousands of dollars. I've learned so much growing up with him and I appreciate him showing me how to treat people right and do good work."

If you need a Certified Real Estate Negotiation Expert or a connection to the mountain areas of Boulder County, contact Timmy Duggan at 303-441-5611 or Timmyduggan@boulderco.com

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