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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
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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.

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DUANE DUGGAN

AND THE BOULDER PROPERTY NETWORK

RE/MAX OF BOULDER

By Mike Shelton
 Photography by Arian Crane

When Duane Duggan started at RE/MAX of Boulder in 1981, the office was just the 4th in the nation and it housed a mere 15 real estate agents. Nearly 40 years later, the Boulder office is home to about 120 agents and there are 6,800 offices worldwide. There are few people around who have seen as much change as Duane Duggan, and fewer still who have adapted to it so well.

Born a short distance away in Aurora, Duane moved to Boulder in 1974 to attend CU and study accounting. That didn't go well—he earned just a D—but that led him to switch to real estate. He instantly became fond of it and completed his course work in business, marketing and real estate in 1978 and graduated with a bachelor's degree—the same year he married his sweetheart, Debbie.

...



Duane's first job was at Fowler Real Estate, a small company at 28th and Mapleton with only four or five agents, and after a few years he was recruited to RE/MAX of Boulder by owner Tom Kalinski. "Things have definitely changed over the past 40 years," Duane reminisced. "Everyone was sharp-dressed all the time, I guess because we had to beat the streets to get business. There was no internet, no MLS; we had paper listings that we'd physically add or remove from our sales binders." Duane got his start by knocking on doors in Table Mesa, in fact, while today's agents pile into sales meetings with scores of other agents. "A lot of deals get started right there and that's not a bad thing," Duane said. "It's just different."

The relationships that Duane seeded 40 years ago at doorsteps, church, and everywhere else in the Boulder community have resulted in many lifelong friendships and so many clients that the number of transactions he's completed tops the 3,000 mark and his career sales volume is over \$400 million. Duane has been recognized as BARA's REALTOR® of the Year and BARA Distinguished REALTOR®, and he's earned pretty much every award RE/MAX has.

"The biggest challenge, every agent will tell you, is figuring out the work-life balance," Duane professed. "I was PTA President, Scoutmaster, and ski team board member. To do all that, you have to produce a service for people on a flexible schedule, and real estate gives that to a lot of families."

Duane is certainly passionate about the real estate industry and it shows in more than just his work product. His wife Debbie and their son Timmy are both heavily involved in the business, too. Timmy has taken the opportunity and ran with it, and we spotlight him in the next article. Their other son, Mitch, is a 33 year-old electrical engineer. He lives in Colorado with his wife Phoenix, who is an atomic physicist, and they have three sons. Phoenix is from Shanghai and her whole family speaks Chinese, so Duane is learning how to speak it, too. Debbie has over 30 years of real estate marketing experience and is office manager and bookkeeper, too. She's a licensed broker and has experience in real estate appraising. Kelsey Jensen is the Team Transaction Manager and coordinates the plethora of details necessary to keep the team on track and clients informed.

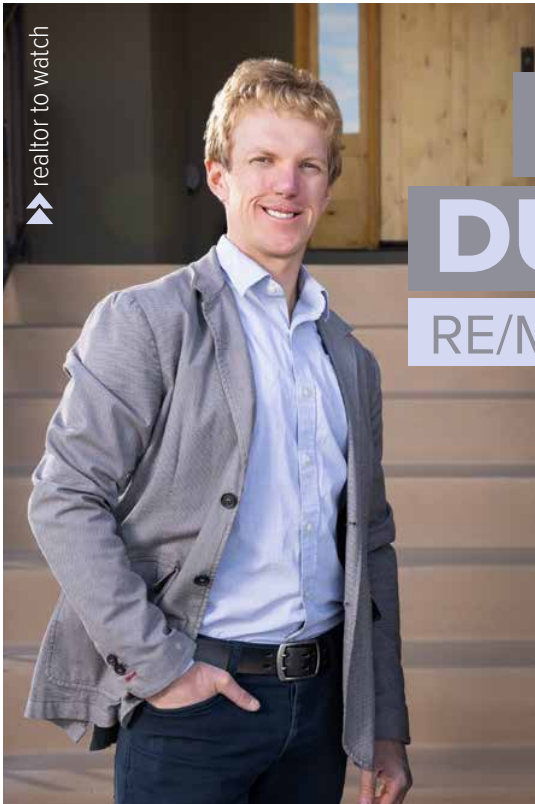
Duane's 40 years of work experience, combined with the wisdom that comes from four decades of listening and learning, inspired him to publish a book in 2015. Titled REALTOR® for Life, it is his magnum opus on being an effective and trustworthy resource for clients. "I've helped my clients buy their first homes, second, and third homes, rentals and other investment properties. I've served three generations of some families and I've always done it to the highest professional standards and ethics," Duane told me. The book was well-received and he received accolades from those who have read it. REALTOR® for Life is now a CE-approved class for Colorado and he's been teaching it to several REALTOR®s.

An influential book called One Word by Jon Golden has been mentioned by several Top Producers and Duane mentioned it, too. The book encourages readers to pick one word for each year and let it make an impact; to shape what you do that year. "Significance" was the first word Duane chose, as in he wanted to make sure his life and career had meaning and left an impact. Next was 'Opportunity' which resulted in him teaching more classes and

seminars to newer agents. Then the word was 'Execute'. He had to finish writing the book! He did, and this year his word is 'Excited'. As he enters the next phase of his life—full retirement and handing over the reigns to his son—he's thrilled to be leaving with a full sense of pride and accomplishment.

As his career comes to a close, he's turned himself into an ambassador for RE/MAX and his team. He's been going around town to see the people he's done business with in the past and see how they're doing now. It's not for new business, it's just to catch up with people again—and because he rides his new pedicab, he adds some exercise to his day. "Some of my clients are in the twilight of their lives and their eyes light up when I show up with a pedicab to take them around for a ride," Duane told me with a big smile. Then he laughed and said "It will have RE/MAX branding, though!"

No one else can be Duane Duggan, but we can try. We can learn the same things that made him successful. The same knowledge Duane has is out there waiting for us to grab it, pay attention to it, and put it into practice. Oh, to be a REALTOR® for Life!



TIMMY DUGGAN

RE/MAX of Boulder

A World-Class Performer

By Mike Shelton
Photography by Arlan 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 WorldTour 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.

...

...

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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▶▶ december's rising star

By Mike Shelton
Photography by Arian Crane

SCOTT PTACH

RE/MAX of Boulder

Our Rising Star for December is Scott Ptach, who became a Realtor in May of 2016 and is the newest addition to The Boulder Property Network team. Scott and Timmy Duggan knew each other from competitive ski racing and they became close friends, taking many backcountry ski trips together. Each of them live in the special town of Nederland and they are both proud to serve many clients in the mountain areas of Boulder County.

Scott Ptach (pronounced "Puh-tack") may only be three years into his career, but he's proving to be a quick learner. "He's already one of the best and will be one of the best for a while," Timmy told me. Like most athletes, Scott is ambitious, dedicated, and driven but he brings emotional intelligence, compassion, and understanding to the table, too. Being a top athlete in his own right, Scott knows how to be his own coach, and that discipline has already earned him a spot in the RE/MAX Executive Club and the 100% Club.

About that, Scott said: "I can't imagine doing it without a team. I really have to thank Duane, Timmy, Debbie for letting me join the team, and



Kelsey for everything she does. There's a lot going on in this industry; a lot to figure out, and having someone like Duane as my coach is especially helpful. It'd be hard for someone to pay for all the knowledge I've received from him, his family, and everyone here at RE/MAX."

Scott grew up in Steamboat Springs, CO and was a competitive ski racer for much of his childhood, even while maintaining a 4.0 in high school. In 2011, he gave up racing to go to CU-Boulder and he earned a Master's degree in Accounting in just 4.5 years. After graduating with honors from CU, he went back up the hill to Breckenridge and coached a ski team for a year. While he loves the mountains, that's not where the jobs are, so Scott started interviewing in Boulder. Timmy and his wife lived in Nederland and offered to let Scott stay there and

after a few successive stays, Duane and Timmy finally took Scott off the job market.

"Duane was going to start phasing out of the business and my mom was a Realtor for 15 years and my dad has been a Realtor in Steamboat since 2009," Scott told me, "So I thought, 'why shouldn't I do it?'" The flexibility to be able to continue to play hard after working hard is of course attractive but real estate also fits his organized management style. "I also like the problem solving aspect and because I'm a numbers guy I can solve some problems better and set minds at ease that way."

Scott largely credits his early success to the habits he grew into as a competitive ski racer. "I missed 60+ days of school and it forced me to learn how to take care of myself, manage my time, and stay on



...
 top of my stuff. I still graduated high school at the top of my class and I graduated from college with honors while coaching a ski team." Scott is still an active outdoorsmen—skiing, mountain biking, fishing, and hunting—but the hardest competition is at the office, now. "The experience around here definitely makes you raise your game," he said.

Scott has lived in Nederland for 2.5 years, where he raises horses and can ride his mountain bike right out his front door. About 30-40% of he and Timmy's business is in the mountains and another 30-40% in the City of Boulder. Scott has been serving on community boards since moving to "Ned" and was recently elected President of the Nederland Ecopass Board and President of the Ice Rink Board.

Nederland is a great community, with regular mountain bike rides in and around town, clean up days, and so much more.

There is some new development happening there, so check with them on places like Caribou Ridge as it builds out over the next few years. Mark Springfellow is building a few new homes in the \$400's that will be available in the spring.

Scott Ptach is a Certified Pricing Strategy Advisor (PSA) and part of The Boulder Property Network team at RE/MAX of Boulder. When you need a connection in the mountains, reach him at ScottPtach@BoulderCo.com and 970-819-3745.

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Step House



► business beat
By **Scott Rodwin**, owner of Rodwin Architecture/Skycastle Construction

RODWIN

ARCHITECTURE AND SKYCASTLE CONSTRUCTION



The phone rings at the bustling office of Rodwin Architecture. It's one of Boulder's top Realtors, and she gets patched through to Principal Scott Rodwin, AIA right away. She has a client that's

seriously interested in buying a high-end property, but it touches the floodplain, and the existing scraper home is 55 years old, which raises questions about Historic Landmarking. Additionally, the buyer is only interested in the property if they can build a certain minimum square footage. Lastly, her client wants to know about how much their dream home might cost. The Realtor wants help understanding if this property will meet her client's needs.

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Scott is the Principal of the award-winning design/build firm Rodwin Architecture and its building arm, Skycastle Construction. Their 13-person team specializes in extraordinary custom green homes in Boulder, and you've probably seen their work featured in most of your favorite design magazines.



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Scott and his team combine old-school hand sketching, traditional model building and the latest 3D computer modeling techniques to visualize each home.

After graduating from Cornell University in '91, Scott moved to Boulder and 20 years ago opened his own firm. In the past two decades, he and his firm became experts in the City and County of Boulder's land use and building codes. "We've completed about 700 Feasibility Analyses for Boulder Realtors," says Rodwin. "The rules are incredibly complex in Boulder, and they're constantly changing. It can be really confusing, and we've developed a reputation for being willing and able to help all Realtors figure out what's possible on a property." Over the last eight years, Scott has taught nearly a thousand Realtors how to analyze a property themselves through his seminar, "Understanding the Rules for Building in Boulder," which he offers at BARA and at individual real estate offices several times a year.

"Our members routinely tell us that 'Understanding the Rules' has been one of the most valuable courses they've ever taken." - Veronica Precella, CEO, Boulder Area Realtor Assoc.

Scott has a long history of teaching - he taught the City's Green Building 101 class for five years and currently teaches it at Naropa and on the national stage for the AIA. Rodwin Architecture and Skycastle Construction is widely respected for creating some of the most sustainable homes in the country, including several Net-Zero Energy, LEED Platinum, and even "regenerative" houses. Boulder has some of the strictest green building codes in the nation, especially for larger homes, so this expertise has been immensely valuable to their clients. "If you don't design with sustainability in mind from the outset, it's easy to end up with a project that cannot meet even the minimum building codes."

Rodwin Architecture's model is a turn-key design approach. They're a one-stop-shop that provides feasibility analysis, project management, site planning, cost estimating, architectural and interior design, lighting, and sustainability consulting, which based on an avalanche of glowing online reviews, their clients adore.





Scott Rodwin and Brandon David look at projects from both the architect and builder perspective.

“Our intention is to support all of our clients’ goals and find the optimal balance of beauty, functionality, budget, and sustainability to meet those aspirations. Our favorite clients are those that appreciate the design of Tesla automobiles. They challenge us to deliver a process and product that is unique and the absolute best that the market can offer,” says Rodwin.

One of the ways that they do that is by modeling every project in 3D. “Our software (Revit) creates a life-sized, photo-realistic model inside the computer. We can show our clients exactly what they will be getting. We’ve even begun using virtual reality to let them walk through the space. We’ve been dreaming of doing that since I was in school – now it’s finally a reality,” says Rodwin.

The second half of their special approach to projects is the design/build delivery method. While it’s become very popular in Boulder the last five years or so (because it tends to be a bit faster, less expensive and yield a higher-quality end product), Rodwin and Skycastle started offering this back in 2002 and have mastered the business model.

“All our friends told us that creating a custom home from afar would be a disaster, but frankly they made it easy. It turned out amazingly.” – Jennifer Johnson, owner of the Deerhouse in North Boulder

The Skycastle side is headed up by co-owner Brandon David, who holds a degree in Environmental Design from CU and combines that with over 20 years of construction experience. He was




Deerhouse


named one of the Top “40 Under 40” in the nation by *Builder Magazine* and has developed Skycastle’s hard-earned reputation for creating exceptionally high-quality, deep green homes. Brandon gets involved right from the start of each project, helping to guide the budget, give advice on the design, and ultimately make sure that nothing gets lost in translation between the drafting board and the field.

Brandon is constantly running from the office to the construction site to meet with the Site Supervisors and refine the design in the field. That level of control, knowledge, and craftsmanship is necessary to both achieve the extraordinary levels of sustainability of their houses and to help to ensure that the client’s expectations trickle all the way down to the tiny details.

It’s a trite maxim in the field that the “design is in the details,” but for Rodwin and Skycastle, when they are offering single-point responsibility for the total quality of someone’s dream home, that attention to detail makes all the difference.

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ask your local architect

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

What are the latest architectural trends?

As a Realtor, you get to hear what your clients are looking for every day. And many of your clients may also be interested to hear your opinion, making you a driver of the market. Here's a snapshot of what we're seeing in Boulder these days:

Higher end: We all know that money is moving into Boulder, and it is probably the biggest local trend. More and more people have the financial means to build their dream homes. That means bigger (although it's all relative – a BIG house in Boulder is a small house by Houston standards). But because of size constraints throughout most of Boulder, we're seeing most of the money go towards increased quality. Buyers are also becoming more discerning; they are moving from more urban areas, and they tend to be type-A individuals who do their research.

There are a number of specific areas where this shows up:

Tesla fans: We're seeing more people who understand that they CAN have it all. Beauty, advanced functionality and sustainability.

Sustainability: This gets a double mention. More and more folks buying here seem to not only understand that all homes have to be super-green by building code, but they actually come here because

their personal values align with it. Sustainability has become a feature. They want low energy bills, the healthy indoor air quality and environmentally friendly products (reclaimed wood, recycled content counters, low-flow plumbing fixtures). Most of these products have reached a point of commercial maturity where they perform as well as conventional products at a comparable price. And the client's interest goes beyond just products – recently it has extended to a very educated level of understanding of systems (passive solar design, mechanical and renewable energy systems, Xeric landscaping, etc.). One specific feature that we've been seeing come up over and over is a Level 2 (high speed, 240 volt) electric car charger. On a related note, more and more folks are asking for a Tesla Powerwall. There are actually several companies (like LG's Chemwall) that offer good battery storage options as the Powerwall is surprisingly hard to get hold of.

Educated shoppers: Through user-friendly, free design visualization websites like Houzz.com and Pinterest, they develop very sophisticated wish lists. As we all know words (like "contemporary") can be misleading, encourage your clients to show you what they want with pictures so there are fewer misunderstandings.

Indoor/outdoor spaces: This has been a trend for a while, but it keeps increasing in importance. Lately, we've been seeing more and more folks gravitate towards zero-maintenance, fire-resistant composite wood decks instead of Redwood, local Buff flagstone instead of concrete, and cable rail instead of wood. Sleek concrete, modern outdoor fireplaces are one of the hottest trends. Lastly, more and more people are interested in grand covered porches with outdoor kitchens – we hear it as the intersection of a desire for comfort, enjoyment of the outdoors, and concern about melanoma.

Smart homes: There's an increasing amount of tech employment in the area, and those buyers love their gadgets. The Nest system is the most popular, but Honeywell, Lutron, and several other companies offer sophisticated control packages for lighting, privacy, personal computer assistance (Alexa, etc.), HVAC, security and AV.

Wine rooms and gourmet kitchens: Perhaps it's that same influence or influx of urbane coastal buyers (or maybe we just attract a lot of highly social al-

coholics), but we're seeing more and more requests for wine rooms, wine fridges and gourmet kitchens with giant islands, Wolf-level commercial fridges, six-burner or induction stoves, double dishwashers and double ovens. The wine rooms tend to be one of the few areas of a house that still have a fairly traditional/historic throwback architectural style.

Modern architecture: More and more buyers seem to desire a strong modern aesthetic in Boulder. This ranges widely and includes:

The trendy "mid-century modern" (of which there is actually very little left to remodel in Boulder)

The popular "modern farmhouse" known for its steeply pitched metal roofs, simple rectangular volumes, old-timey front porches, and white vertical board and batten siding or natural reclaimed wood siding. There are related versions of this for modern craftsman, modern saltbox and pretty much every other style you can think of.

The *DWELL* (magazine)-style house, characterized by flat roofs and an Ikea-influenced hipster style. Lots of folks hope to remodel our mediocre 1960-80 housing stock into one of these, but the cost tends to shock most buyers into reconsidering (or jumping off a cliff).

The super-modern: This is a fairly new creature to Boulder. It is the highest end of chic, typically characterized by daring feats of steel-framed acrobatic geometry, giant sheets of glass, industrial materials such as concrete and raw steel, and spartan ornamentation.

What it doesn't include is what we used to call "modern" 30 years ago (think steep, asymmetrical, triangular roofs with diagonal wood siding).

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 CEUs) 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



▶▶ boulder symphony

BOULDER SYMPHONY
BYRON PATRICK HOWARD IS THE DIRECTOR OF MUSIC FOR

DEMENTIA-FRIENDLY CONCERT

October 17, 2018

GLOW
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Music is a powerful and integral part of our daily lives. It is always around us, often when we least expect it – while walking down the street, driving a car, and even while shopping. While we don't often pay attention to music or the effect it has on us, studies show that it can have a major impact on our emotional and physical state. Depending on the qualities of the music, its effects can range from lowering stress levels and heartrate to increasing walking pace, boosting interpersonal connection, and even stimulating memory.

This particular connection between music and memory has been shown to be extremely beneficial for brain health, especially for those with a neurodegenerative disease such as dementia or Alzheimer's. When a song is played that we remember, even from decades ago, the brain can recall the tune, the lyrics, and even the dance that goes along with it. In adults with dementia, this connection can stimulate memories that otherwise may lie dormant, thereby providing that individual with an enjoyable experience that brings up memories long forgotten, stimulating the brain and producing endorphins.

All too often, individuals with dementia are either not offered the opportunity to attend or are made to feel unwanted at cultural events. Symphonic concerts in particular come with a lot of rules – don't talk, don't cough, don't move around excessively, don't clap when you're not supposed to. These "rules" make not only first-time concertgoers feel uncomfortable and unwelcome but can also make individuals coping with conditions like dementia or sensory issues feel the same. And it is these people in particular that would benefit significantly from musical experiences!

As a community-based organization, Boulder Symphony is dedicated to providing concerts that are accessible and inclusive, and our orchestra is comprised of individuals from a multitude of backgrounds. Our musicians work as engineers, web developers, teachers, chefs, and more. These individuals are core to what we do and help us inform our programs so that we can better serve our community. So, last fall, when a Boulder Symphony violin-

ist who works as a Music Therapist came to us with the idea of doing special dementia-friendly concerts, we were all ears!

After a year of formulating and testing the concept, building partnerships and securing funding, this fall Boulder Symphony proudly launched the GLOW Project – a non-traditional concert series highlighting dementia-friendly and sensory-friendly performances. Performances are held in smaller venues where movement and vocalization are welcome; and are opportunities for individuals with dementia to engage with their peers and their families in an accepting musical setting facilitated by a Board-Certified Music Therapist.

The Project is proudly supported by the Boulder Arts Commission, and community partners include Alzheimer's Association of Colorado's SPARK! Cultural Programming, Longmont Senior Services, Boulder County Interagency on Aging, Cultivate, Circle of Care, Boulder Community Health Foundation, and more!

During the 2018/19 Season Boulder Symphony will present three GLOW Project Concerts:

- October 17
- December 19
- February 13

For more information on the GLOW Project, and to reserve tickets for our next Dementia-Friendly Concert, visit <http://bit.ly/BSglow>

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