



The Metzler Team

OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

METZLER TEAM PHILOSOPHY

With The Metzler Team you can expect outstanding service, combined with industry-leading marketing & technology, ensuring superior results.



HOW IS THE METZLER TEAM DIFFERENT?

RESULTS	Nearly \$500,000,000 in career sales with Satisfied Customers
SATISFACTION	Success is defined by our satisfied customers as much as it is by the numbers.
REPUTATION	The Metzler Team brand is synonymous with quality, excellence, and success. Clients want to be associated with a winning approach because they know we'll get the job done.
COMMUNICATION	We know that communication is the key to any successful relationship and yet this key step is often overlooked.
SPECIALIZATION	Every team member works above and beyond in their area of expertise; consulting & advice, marketing, technology, transaction management, closings, property due diligence, and client services. Nick is subsequently fully engaged in strategies to sell your property.
STRATEGY	Every client and every property requires a different strategy to sell your property and we continually implement new strategies until we get the job done.
ACCESS	We make it easy to get a hold of one of our team members with our dedicated number 970.870.NICK. After hours, this number forwards to a team member's cell phone.
TEAM	The customer receives the service & expertise of all qualified team members for no additional cost.
CUSTOMIZED	Every client's needs are different. We customize our services according to your needs to make your life easier.



THE METZLER TEAM



NICK METZLER
Broker | Owner



BERT SVENDSEN
Broker | Client Service



REALL COLBENSON
Broker | Team
Manager



BART KOUNOVSKY
Broker



JEFF DAIGLE
Marketing & Showing
Assistant



NICK METZLER

Broker | Owner

Nick was born and raised in a small town in Northwestern Wyoming where he learned the real estate business first hand from his parents & grandparents whose company is still in business in WY after more than 50 years! After graduating from the University of Wyoming with a Business degree, he moved to Steamboat Springs to begin his professional life in property management. He quickly transitioned into real estate and has been serving buyers and sellers for more than 22 years. During this time Nick has earned multiple real estate designations and awards, and is consistently in the top 1% of sales production in Steamboat. He has served on numerous community and professional boards which allow Nick to both serve his community and be aware of issues affecting Steamboat Springs. Nick is married to his childhood sweetheart, Tracy, and they are raising four beautiful children in the great community of Steamboat amongst friends and neighbors.



REALL COLBENSON

Broker | Team Manager

Reall was born and raised in southeast Minnesota and graduated from St. Mary's University of Minnesota with a bachelor's degree in Marketing and an emphasis in Psychology. Growing up in a family-run agriculture business, she learned the value of hard work and dedication from an early age. Reall first moved to Steamboat Springs for what was supposed to be a summer internship, but after falling in love with the Yampa Valley, she decided to "stay a bit longer". That was ten years ago. Since then, she has built her career experience around real estate, property management, customer service, as well as national corporate sales and distribution. As a licensed broker on Nick Metzler's team, she is focused on marketing initiatives and photography to provide superior service to each and every client. Reall truly enjoys all of what Steamboat has to offer – a community of incredible people, endless recreation, and tremendous beauty. She was named one of Steamboat's 2016 "Twenty Under 40" young professionals and is actively involved as a mentor in Partners in Routt County, the Steamboat Springs Young Professionals Network and spends as much of her free time as possible out on Steamboat's many beautiful trails biking, running, and skiing.



BERT SVENDSEN

Broker | Client Service

Bert was born and raised in northeast Iowa, and graduated from the University of Northern Iowa with a degree in secondary education. He then obtained a Masters degree in Education from Adams State College. After 3 years of teaching in the Midwest, he secured a job at Steamboat Springs Middle School where he taught math and coached football and wrestling for 25 years! Bert and his wife of over 40 years, Cindy, have two sons and three grandchildren. During his summers off, Bert constructed and sold several homes. He has a unique understanding of why visitors are drawn to owning in Steamboat and he is overqualified to promote the community and the excellent quality of education available. Bert has been a licensed assistant to Nick Metzler since 2006 after years of friendship that began on the softball field. As an integral member of the Metzler team, Bert prides himself on providing customer service that exceeds clients' expectations. He feels blessed to call Steamboat Springs home, and shares this passion with clients.



BART KOUNOVSKY

Broker

Bart has worked in the real estate industry since 2004. In 2017, he joined the Metzler Team as a Broker. Prior to that Bart worked in the public accounting (CPA), energy and industrial contracting industries. His real estate experience includes residential, construction, land use, zoning and development. Bart and his wife, Nancy, have called Steamboat Springs home since 1990. Their two grown boys were born and raised locally, graduating from Steamboat Springs High School. Giving back to the community through community involvement is very important to Bart. Some of the organizations he has been able to serve with include Cub Scout Pack Leader, President of Concordia Lutheran Church, and Co-Chair of First Impressions of Routt County (early childhood development). He has also served as Treasurer of the Family Development Center, Steamboat Golf Club and the Steamboat Springs Nordic Council. From 2011 to 2016 Bart had the honor of serving on the Steamboat Springs Council, with the last four as City Council President. Originally from Fargo, North Dakota, Bart graduated with an accounting degree from the University of North Dakota



JEFF DAIGLE

Marketing & Showing Assistant

Jeff is a fresh face here in Steamboat Springs. He and his girlfriend moved from Vermont at the beginning of 2017. After vacationing in the Rockies in 2014, Jeff found himself with a craving for Colorado and its adventures. Following this new calling, he packed his car and headed across the country with a vision of a bright future. Jeff brings a sharp, creative eye with his photography and marketing skills, and technical expertise with his 20 years of accumulated knowledge in computing, and hardware/software environments. Jeff also brings a hardworking, positive, can-do attitude. He is focused and driven to provide a high-quality, professional, customized and courteous experience each and every time. In his free time, you'll find him taking pictures of landscapes and wildlife, or outside enjoying fly-fishing, camping, hiking, skiing, and mineral prospecting around colorful Colorado.



Nick's ACHIEVEMENTS

PROFESSIONAL

- Nearly \$500 million in sales - Consistently top 1% in sales production
- Steamboat Springs Board of Realtors Top Producing Sales Agent - 2015
- Top Producer Award at Colorado Group Realty – 2004, 2005, 2006, 2007, 2008, 2009, 2011, 2012, 2013, 2014, 2015
- Excellence in Sales Award | Platinum Level, 2011 - Colorado Group Realty
- President - Steamboat Springs Board of Realtors
- President Elect and Director - Steamboat Springs Board of Realtors
- Colorado Association of Realtors – Director
- Realtor of the Year

EDUCATION & TRAINING

- Routt County – Steamboat Springs – Realtor – 22 years – full time •
- Managing Partner – Colorado Group Realty •
- Managing Broker – Prudential Real Estate •
- CRS - Certified Residential Specialist – Less than 4% of all Realtors •
- GRI - Graduate of Realtor Institute •
- BS – Business Management – University of Wyoming •
- Land Stewardship – Ag Alliance •
- School of Hard Knocks - Doctorate •

COMMUNITY INVOLVEMENT

- Humble Ranch - Board Member
- Community Agriculture Alliance - Board/Advisor
- Habitat for Humanity - Site Selection Director
- Steamboat Springs Board of Education - Board Member
- Copper Rose Homeowner Association - President
- Holy Name Parish - Finance Council
- Holy Name Preschool - Advisor
- Nick loves Routt County and generously gives back to the community each year



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

TESTIMONIALS



Sold a Condo home in 2016 for approximately \$525K

"We listed our home with Nick Metzler and in 2 days we had multiple offers and Nick negotiated a contract above listing price. We closed on our house exactly 5 weeks after the 1st showing. Nick was our realtor 20 years ago when we bought our house and since we had never sold a house, Nick guided us through the whole process smoothly and never left a question we had unanswered. We were moving out of state due to medical concerns and Nick made this a very stress free item in our lives when all else was quite overwhelming. We thank him and his team for making this a great experience and hope to keep them as friends in the future."



Bought a Townhouse home in 2016 for approximately \$375K

"I did not work with Nick Metzler directly however I worked closely with his team specifically Reall Colbenson. Reall was professional, committed, responsive, knowledgeable of the area, friendly and over the top helpful. Reall not only did an excellent job of keeping me in the loop of each process associated with buying a home but even after the sale was complete she continued to research items specific to my area. If looking to buy or sell in Steamboat Springs I would not hesitate to HIGHLY recommend Nick and Reall."



Bought a Condo home in 2016 for approximately \$750K

"Nick provided the most personal attention to our needs than we could ever have imagined. He and his team were professional and knowledgeable and attentive to every detail. Multiple choices were shown to us, and since we intend to rent the condo to skiers in season, they obtained prior rental history. They also showed us all previous transactions of similar properties. The transaction came off seamlessly. They handled the closing in our absence, and performed a walk through of the condo to assure that everything was in order. The keys to the condo closets were mailed immediately."



Bought a Single Family home in 2014 for approximately \$2.2M

"Nick was referred by a friend when we chose to move to Steamboat. He was just excellent through the whole process. He was patient as we viewed 20+ homes, offering tips and insight, while making it fun. He helped us negotiate a great deal. I've referred Nick to others since then, confident that he does a wonderful job. He knows Steamboat like the back of his hand, while also just knowing everything about buying/selling a home"



Sold a Single Family home in 2016 for approximately \$925K

"Nick and his team were amazing to work with. They were excellent communicators, always keeping us in the loop with what was happening. Working with Nick was a pleasure, he made selling our house an effortless experience."



Bought a Condo home in 2015 for approximately \$275K

"Nick and his team are great to work with. They were responsive to all our needs. They helped us find the perfect property to suit our families needs and our financial abilities. They took the time to show us many options and to discuss how each might work. In the end we found the perfect property and got a good deal. We would definitely use them again and would recommend them to friends and family."



Bought a Single Family home in 2016 for approximately \$925K

"Nick Metzler was recommended to me when my family and I were looking for a new home in Steamboat Springs. Nick proved to be one of the most honest and knowledgeable agents out there. He really took the time to get to know my family and then made appreciated recommendations from there. He was always responsive and open to answering any and all questions. Nick is awesome, and I would recommend him without hesitation"

TESTIMONIALS



Sold a Townhouse home in 2016

"We could not ask for a better experience from Nick and his team. Nick managed all the details necessary to close on the sale of our mountain property even down to coordinating final loose ends with handymen, cleaners, closing documents...all while we were remote sellers. Nick is such a high integrity guy there is never a concern with his team doing the "right thing". I would highly recommend Nick Metzler and have no problems referring him to others."



Sold a Townhouse home in 2016

"Nick and his team were great to work with. We have use them on several occasions between the years 2014-2016 and would highly recommend them. They always answered my emails or phone calls immediately."



Sold a home in 2017

"From beginning to end, we were impressed with Nick and his team's professionalism and expertise. Nick had unique ideas on how to market the house. Once the offer came, Nick was very helpful in negotiating the terms. In the final stages, Nick's team made everything go smoothly."



Sold a Single Family home in 2017

"Nick gave us great advice on selling our house, which we took and was able to sell our home faster than I had anticipated. Nick and Reall navigated us through the process and answered all of our questions quickly. We couldn't ask for a better experience!"



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

MARKETING “ABOVE & BEYOND”

TEAM

Each member of The Metzler team has extensive experience in their area of expertise and specifically as it relates to the Real Estate market:

Nick Metzler - Broker / Owner

Reall Colbenson - Broker / Team Manager

Bert Svendsen - Client Services / Broker

Bart Kounovsky - Broker

Jeff Daigle - Marketing & Showing Assistant

STAGING

The average buyer spends less than 10 minutes walking through a house, so first impressions are key! By capitalizing on the natural spaces and architectural details of your home, while minimizing your personal touches, buyers will easily be able to picture themselves and their furnishings in the space. We understand that there needs to be balance between maintaining the home you live in while making sure it shows its best. We can give you ideas to prepare your home or hire a professional designer for consultation.

FEATURES

As a buyer rushes through a home with potentially more properties to see that day, it's easy for them to overlook special features of your home. We will prepare framed cards that draw attention to these features and leave a lasting impression on the buyer.

PHOTOGRAPHY

Professional photography plays a big role in marketing a home. We typically have one chance to capture the interest of the buyer, and we do this through high quality photography. We believe in the importance of capturing the essence of your home, in various seasons and at different times of the day, in order to visually engage all potential buyers and move them to setting up a tour of the home.

STORY

Selling your property goes beyond the basics, the stats, and the MLS... it involves telling your story. What is special about the property to you, the seller? What features of the home can't be experienced during a typical showing? What time of day is the view most spectacular? What is your child's favorite space in their home? What is special beyond the walls of your home? What negative features of your home might we need to overcome?

FACTS

It is our job to have as much accurate information about a property ready and available for buyers and brokers. Due diligence info includes floor plans, surveys, covenants, easements, home owner association (HOA) expenses, amenity info, rental income, utilities, water rights, property lines, building materials, property management, and more!



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

MARKETING “ABOVE & BEYOND”

ACCESS

The Metzler team has a designated phone number, 970-870-NICK, that comes to our office during business hours and is forwarded to a team member's cell after hours. We realize that buyers and sellers need help after hours, and we do our best to accommodate after hour requests for information and showings.

REALTOR.COM

More than 80% of buyers begin their property search on their own via the internet, and Realtor.com receives the most traffic. Your property will stand out above others as a “showcase listing”. This is a paid service which allows us to add up to 25 larger format photos, attention grabbing headlines, and prioritizes your listing over non-showcase listings. It also allows us to capture buyer inquiries so we can potentially secure a buyer for your home or, at the very least, provide them with answers and encourage a showing.

PRINT

Many realtors choose to believe that the days for print advertising are long gone, primarily because it is an expensive medium. We know that buyers still pick up real estate magazines or browse ads in the local paper daily, and we make sure that your property is visible and well represented in a variety of publications.

COMMUNICATION

We will keep in touch on a regular basis to provide straight forward communication regarding market conditions, comparable property changes, showing feedback, marketing efforts, price change suggestions, as well as conversation about any objections that need to be overcome.

FEEDBACK

We are as anxious to hear how a showing went as you are. We make it a priority to secure buyer and realtor feedback. There are times when we are unable to obtain feedback, but when it is available we pass it on to you as quickly as possible. We will communicate when we receive serious inquiries about your property and will do all we can to overcome any buyer objections or concerns.

STRATEGY

Various factors play into listing and pricing strategies. We will recommend the most appropriate time to list your home based on seasonal implications, seller preferences and inventory fluctuations. We will also determine the best price for your property based on your motivation level, debt considerations, replacement property factors, as well as through a complete market analysis of market conditions and comparable inventory.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

MARKETING “BASICS”

OFFICE	Our downtown office is open seven days per week which allows realtors access to set up showings for your property everyday. The Metzler team phone number will provide additional coverage during after hours.
BROCHURE	We will create a full color brochure of your property that will be distributed in a brochure box at the property. We will also distribute the brochure electronically to keep the property “top of mind” for all agents and buyers.
WEBSITE	Your property will be featured on its own property website. This website will contain a slide show and important due diligence documents associated with the property.
SIGN	When appropriate and allowed by the HOA, we will place a Colorado Group Realty sign in front of your property with a brochure box which give buyers instant access to property information.
PREVIEW	We will host an open house for all realtors during our weekly MLS tour. This allows the brokers to see/experience the property (and not rely on pictures). We will provide you with detailed realtor feedback on pricing, staging, and any other comments.
MLS	We will enter your property’s information in the Steamboat Springs Multiple Listing Service (MLS), giving your property exposure to all 350 plus realtors in the Steamboat Springs Area as well as to buyers through website MLS feeds.
INTERNET	Your property will be advertised on a number of web-sites, as shown on the internet marketing page of this presentation, including your own individual property website.
MAILINGS	We will mail information on your property to all homeowners in your neighborhood/area.



AFFILIATIONS



LUXURYREALESTATE.COM

An International Network of the premier real estate firms representing luxury markets throughout the world. LuxuryRealEstate.com is ranked as the #1 website for luxury real estate in the world.



LUXURY REAL ESTATE - REGENTS

The guiding body of Luxury Real Estate, an exclusive network of the very finest and most experienced luxury firms in the real estate industry, selected by the Board of Who's Who in Luxury Real Estate.



LUXURY PORTFOLIO INTERNATIONAL

The luxury face of Leading Real Estate Companies of the World®, the largest global network of premier locally branded companies. By presenting a gallery of the finest luxury properties and brokerages worldwide, the brand is recognized throughout the world as the luxury standard of excellence.



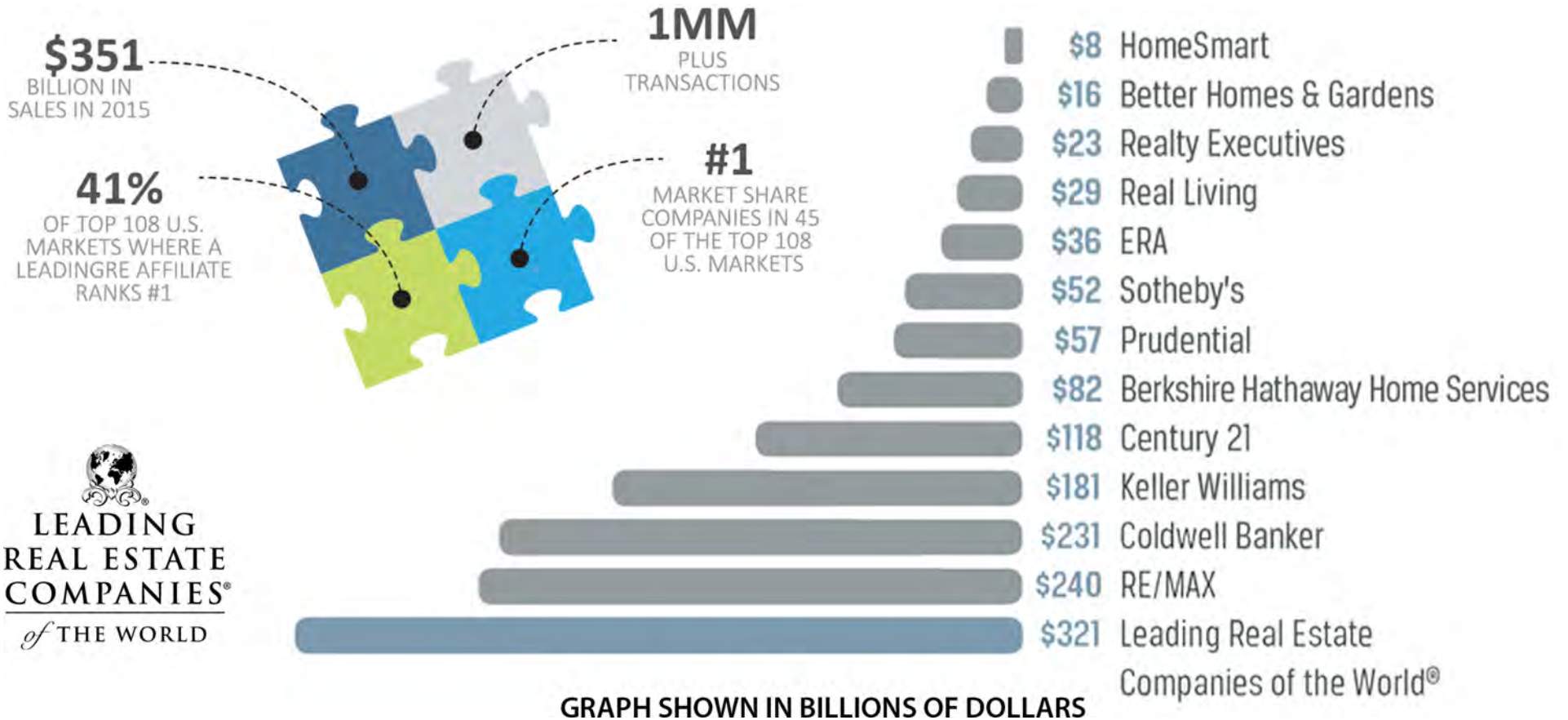
LEADING REAL ESTATE COMPANIES OF THE WORLD

The country's largest referral network consisting of nearly 600 leading independent real estate firms (formerly known as RELO). A premier referral and relocation management company, dedicated to connecting clientele to the finest sources of real estate expertise.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

AFFILIATIONS




**LEADING
REAL ESTATE
COMPANIES®**
of THE WORLD


The Metzler Team

OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

OUR NETWORK
AFFILIATES
ARE THE
COUNTRY'S
TOP-SELLING
COMPANIES.

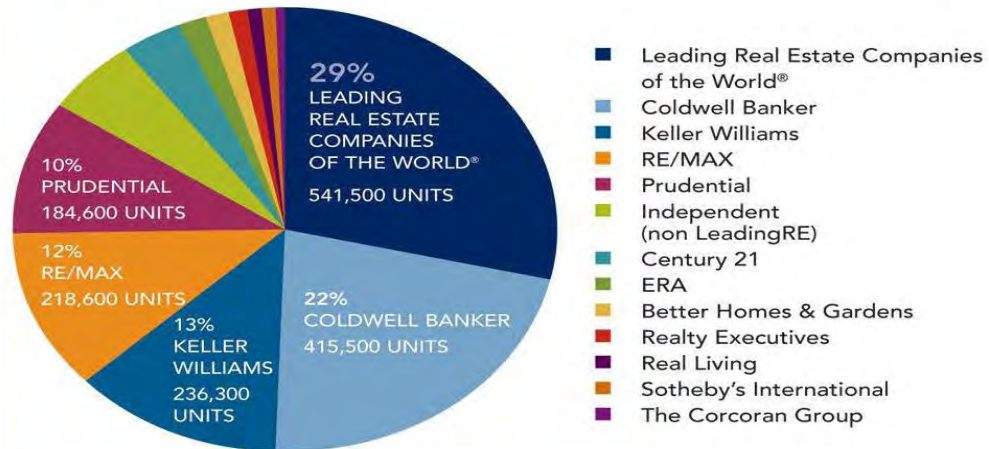


550 FIRMS
4,600 OFFICES
140,000 ASSOCIATES
30 COUNTRIES
\$225 BILLION IN
ANNUAL HOME SALES

AFFILIATIONS

We bring you the power of our Leading Real Estate Companies of the World® affiliation with the best companies in real estate. According to REAL Trends 500, the premier third party industry report ranking 2010 sales of the top 500 American real estate companies, our network was responsible for 541,000 sales units — over 30 percent more than our closest network competitor.

2010 TOTAL HOME SALES UNITS FOR
THE TOP 500 U.S. REAL ESTATE FIRMS



Source: REAL Trends Top 500 for 2010 production.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

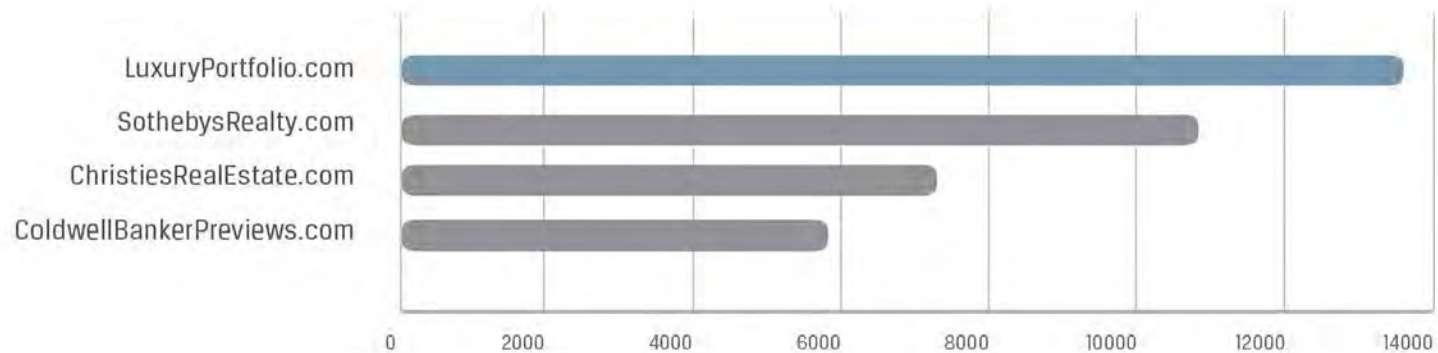
AFFILIATIONS

LUXURY
PORTFOLIO
INTERNATIONAL

Total U.S. Properties

Total > \$1M

Source: Mintel International Website Survey

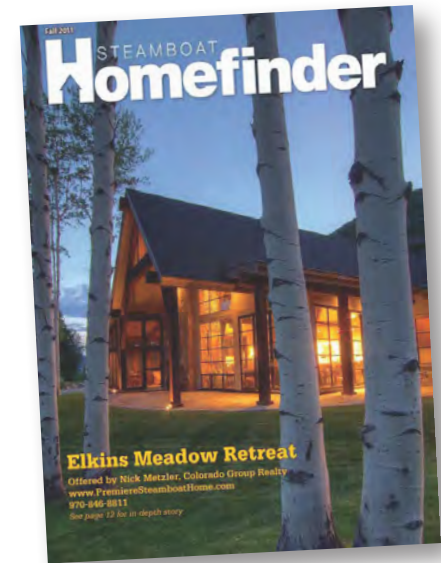


OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

PRINT MARKETING

STEAMBOAT HOMEFINDER

Every edition is mailed to 5,900 households, inserted into the Steamboat Today newspaper on the first Saturday of each month, and stocked throughout more than 3,000 hotel rooms. The Metzler Team advertises regularly in this popular publication. Below showcases the Metzler Team listings featured on recent Homefinder covers.



The Metzler Team

OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

PRINT MARKETING



STEAMBOAT PILOT & TODAY

11,000 free copies printed daily, 7,700 Sunday papers to local and out-of-town subscribers.

LUXURY PUBLICATIONS

Features in premier magazines Luxury Portfolio International and Luxury Real Estate. Both showcase properties and columns tailored to the discerning tastes of the upscale homeowner. Qualified Metzler Team listings are featured periodically in both publications.



HOMES & LAND

Each bi-monthly edition is distributed to high traffic locations, hundreds of indoor & outdoor racks, and is available for online viewing. Homes & Land distributes 65 million magazines annually. The Metzler Team maintains a regular presence in Homes & Land.



REAL ESTATE SOURCE

Colorado Group Realty's dedicated print advertising piece features every Colorado Group Realty listing. 250,000 copies annually are distributed to receptacles throughout the Yampa Valley and inserted into the Steamboat Pilot & Today.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

INTERNET MARKETING

LUXURYPORTFOLIO.COM

Recognized by the Web Marketing Association as a recipient of Webby Awards, this site is home to the highest priced properties on the market. Each property is artfully displayed with a multi-photo slide show or a professionally produced multimedia LuxeTour™ and is available in nine languages and multiple currencies.



LUXURYREALESTATE.COM

The award winning website www.LuxuryRealEstate.com provides access to over 30,000 For Sale properties from around the world. The website received the Forbes Magazine "Best of the Best" rating for five consecutive years.



CONSTANTCONTACT.COM

This email marketing program keeps area brokers up to date on our listing portfolio. We also share our market updates, newsletters and happenings with clients. Our emails are well received, noting an open rate of twice the industry standard.

IPROPERTY WEBSITES

Individual websites with dedicated domain names are created for listings. Websites receiving feeds from our individual property websites include: Trulia, Oodle, GoogleBase, Propsmart, Homefinder, Vast, Local, Zillow, Front Door.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

INTERNET MARKETING

MYBROKERS.COM

MyBrokers.com is the official website for Colorado Group Realty. The site allows buyers to search listings, view market statistics, get Steamboat Springs' area information, and communicate with our brokers. Every broker has their own personal page within the company site which makes it easy to contact and interact with our agents. We also routinely perform search engine optimization updates to ensure our site stays at the top of real estate searches in our area.

MyBrokers.com benefits from inbound links from hundreds of sites. The average visitor spends 9 minutes on MyBrokers.com. The visitors come from 25 countries including the United States, Australia, Brazil, Switzerland, Canada and the United Arab Emirates.

REALTOR.COM®

All residential listings are showcased on the official site of the National Association of REALTORS®.

STEAMBOATLIFE.COM®

SteamboatLife.com is Nick's personal website which provides information about the Metzler Team, showcases Nick's listings, allows buyers to conduct detailed property searches and provides area information about Steamboat Springs.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS

INTERNET MARKETING

We currently advertise or feed to these websites:



COMPANY INFORMATION

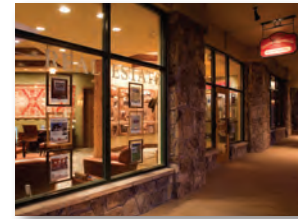


Colorado Group Realty was formed in 2003 as a broker-owned company. We are the largest independently owned brokerage firm in the Yampa Valley, with 3 premier office locations serving Steamboat Springs and Routt County. Our team of over 50 owners and associates work together with the commitment to a shared vision, giving excellent service to our clients. Our expertise in all areas of real estate is unsurpassed in the marketplace. We conscientiously contribute to and help shape the economic and cultural growth of these regions.

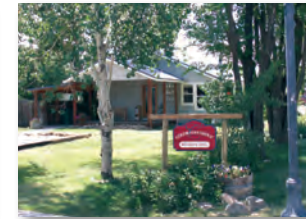
Our marketing team constantly strives to exceed the expectations of buyers and sellers by exploring and implementing the most innovative strategies, while maintaining brand recognition and consistency throughout our creative efforts.



**IN THE HEART
OF OLD TOWN**



**AT THE SHERATON
STEAMBOAT RESORT**



**WESTERN ROUTT
COUNTY IN HAYDEN**



COLORADO GROUP REALTY CHARITABLE FOUNDATION

The Colorado Group Realty Charitable Foundation has been established to support nonprofit organizations throughout the Yampa Valley. Our goal is to support a wide range of community based programs related to human services, the arts, education, our western heritage, the environment and recreation.

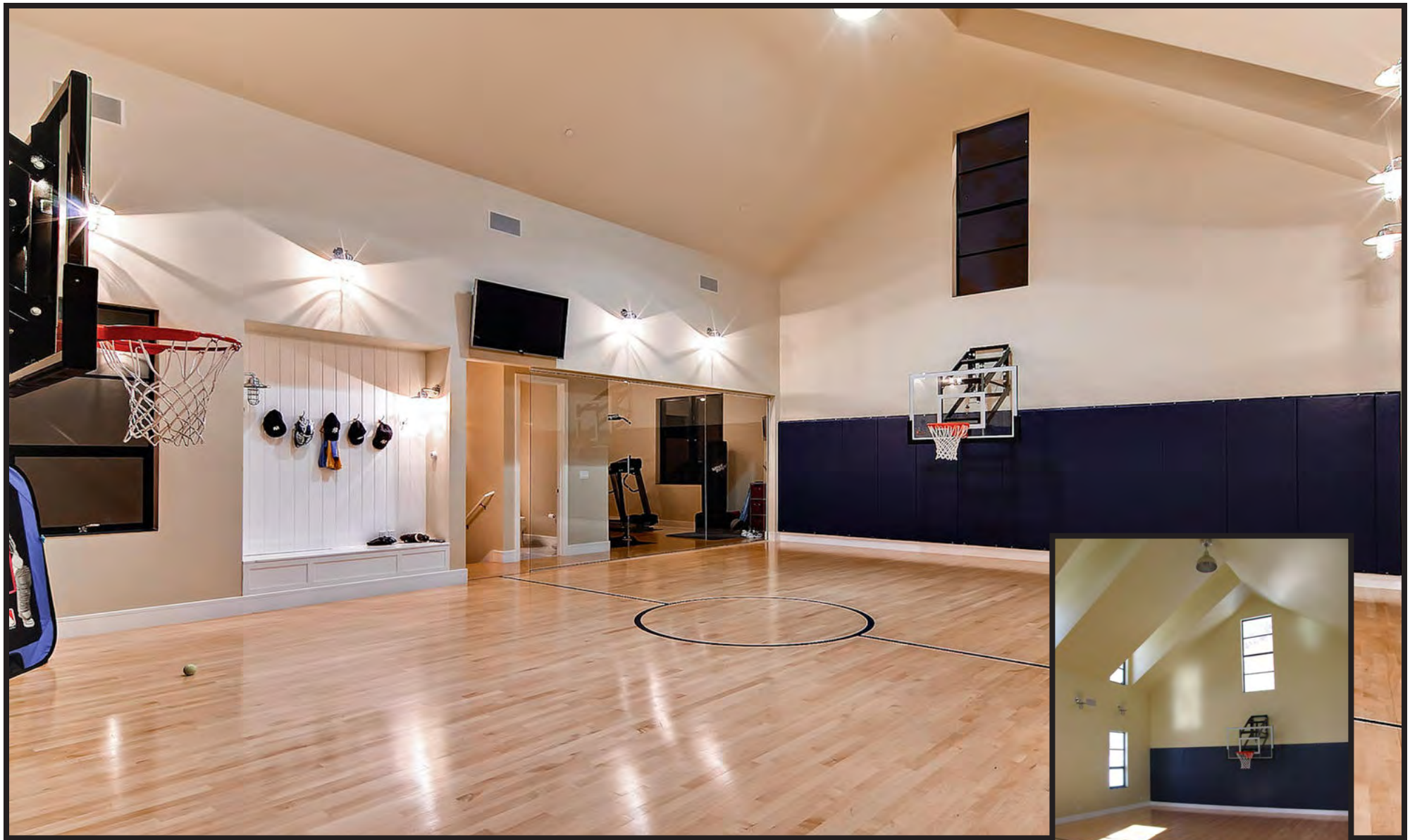
Since 2006, each time a Colorado Group Realty broker completes a transaction, a donation is made to the Charitable Foundation. Contributions are also made by employees, managers, and matching funds from client and public donations. The Charitable Foundation has gifted over \$60,000.

PHOTOGRAPHY

Professional photography plays a big role in marketing a home. We typically have one chance to capture the interest of the buyer, and we do this through high quality photography. We believe in the importance of capturing the essence of your home and, in various seasons and at different times of the day, in order to visually engage all potential buyers and move them to setting up a tour of the home. We bring the outdoors inside the home visually versus photographing the interior and exterior views independent of one another.



OUTSTANDING EXPERIENCE | OUTSTANDING RESULTS



PHOTOGRAPHY - GYM COMPARISON





PHOTOGRAPHY - KITCHEN COMPARISON



PHOTOGRAPHY - KITCHEN COMPARISON



PHOTOGRAPHY - VIEW COMPARISON

WE LOOK FORWARD TO SERVING YOU!

Nick Metzler - Broker | Owner
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Reall Colbenson - Broker | Team Manager
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Jeff Daigle - Marketing & Showing Assistant
jeff@mybrokers.com - 970.819.1594

Bart Kounovsky - Broker
bart@mybrokers.com

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