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# Real Estate



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## Kentwood's Chirafisi on panel at Realtor Rally

Dee Chirafisi, a leading Broker Associate and co-owner of Kentwood City Properties, recently participated on a "Top Producer Panel" of three distinguished real estate professionals during the annual Realtor Rally held March 19, 2008 at the Colorado Convention Center. Chirafisi and her colleagues focused on providing ideas and advice that will help other broker associates succeed in the highly competitive real estate business.

"The panel presented a great opportunity for the approximately 200 attendees to ask questions of three top-producing broker associates in order to enhance their chances of enjoying success in any type of real estate market," said Chirafisi. "We shared ideas on marketing, business planning, what works and what doesn't, plus an analysis of the current Denver real estate market."

"When asked by a newly licensed broker what was necessary to start their business, I advised how important it is to become an expert on the product that they are selling," Chirafisi continued. "You must know the properties better than the competition. Another key step is to call your sphere of 20 or 30 people that you know and

trust to let them know that you are now in the real estate business and would welcome their referrals. And third, it is important to hire a full-time personal assistant that can take care of the 'back of the house' details so the broker can concentrate on selling rather than pushing paper."

The Realtor Rally was sponsored by several regional Realtor boards and associations, including Aurora, Denver, Douglas/Elbert counties, Jefferson County, Mountain Metro, North Metro Denver, and South Metro Denver. Approximately 3,500 area Realtors attended the one-day event. The Top Producer Panel touched on industry myths relative to success, new technology, and how to delegate tasks to assistants and colleagues.

For more information on real estate services from Dee Chirafisi, phone 303-881-6312, or contact Dee via email at [deec@kentwoodcity.com](mailto:deec@kentwoodcity.com). Additional information is available online at [www.denverdee.com](http://www.denverdee.com).

*For more information on Kentwood City Properties phone 303-820-CITY (2489), and visit online at [www.KentwoodRealEstate.com](http://www.KentwoodRealEstate.com).*

## Energy makeover near Wash Park replaces 9,300 pounds of CO2 a year



Over three decades, Mike and Jaye Kephart have torn up and expanded their house north of Wash Park four different times; taking an 850-foot cottage they bought on a near empty lot in 1978 to around 2,000 feet. But the fifth time's a charm...so this round, they've given the place a top-to-bottom makeover that should drop their energy use back to where it was when it was a third its present size.

In the late '70s solar was the thing and Mike, nationally known as a residential architect, says he'd been keeping an eye on solar possibilities as they gradually expanded east toward Lafayette Street. But as the size grew, energy performance stayed poor.

"I was either too hot or too cold all the time," Jaye Kephart recalls. So the couple called in builder John Kurowski, known for custom homes but also for his energy and solar design expertise.

"Kurowski's people did a blower test, and we were embarrassed at how bad it was," said Jaye. The crew set to work...and today, you can come see the results: a remodel that changed the shape only a little, but that

totally revamps how it heats and cools.

Included is a high-efficiency furnace, two separate units each with 3-speed motors; replacements for leaky skylights, now with low e-glass (one opens for cooling on a remote control and has a sensor that closes when a single raindrop hits); plus on-demand hot water...more efficient than a tank and so diminutive the couple gets an empty closet where the water heater stood. Insulation in the walls was too expensive to mess with, but Kurowski took ceiling spaces to R-38.

And a high tech piece-de-resistance: three kilowatts of solar panels designed to offset 9,300 pounds of CO2 per year in exhaust down at the power plant. XCEL pays a rebate on that (coupled with tax credits that total about two-thirds of the \$32,000 cost) and buys back any extra juice generated.

Meanwhile, the Kepharts, who with Kurowski will be on hand today, are onto a new gig: Sidekick Homes, 'sustainable backyard cottages' where Mom can live behind your house. "It's an incredible solution to a lot of problems," said John Kurowski, "one that helps families stay bonded." It also, as the Kepharts will tell you, runs against some excessive zoning regs that in many areas discourage granny flats.



Jaye and Mike Kephart, front, were backed by project manager Jerry Thibault, left rear, builder John Kurowski, and project manager Gene Adams when they gave their Denver home an energy makeover.

### IF YOU GO...

**Where:** House near Washington Park remodeled for energy savings, including 3.2 kW photovoltaic system, instant hot water. 245 S. Lafayette St.; take E. Alameda Avenue east from Broadway (or west from University) 2 blks east of Downing to Lafayette and turn north.

**When:** Today, 1 p.m. to 3 p.m.  
**Phone:** 303-829-4350 or 303-972-8680

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