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8Z REAL ESTATE

Photo by Brenda Saint

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By Dawn Duncan
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MEGAN WACHTMAN

8Z REAL ESTATE

This year marks 8z REALTOR® Megan Wachtman's 20th year in real estate. She spent her first 10 years as an agent at RE/MAX Alliance before transitioning to 8z in 2011, where she is now a Partner. Megan has consistently grown her business while simultaneously raising her family. In a career known for long work hours, unpredictable schedules, and clients who have ongoing needs, Megan has reached the point most strive for: balance in work-life. Instead of the 80 hour work weeks she once pulled, she now works approximately 30 hours a week. She drops off and picks up her three kids – Sophia (13), Khloe (11), and Harper (5) – from school each day, and finds time to give back to her community through volunteering on the Larimer Search and Rescue Team. “The amount of time I had to invest in becoming certified for Search and Rescue was more demanding than real estate!” Megan laughed. “But it is so worth it.”

She's a Top Producer for a reason and that's strong work ethic and a nonstop commitment to working smarter, not harder. “I am a naturally goal-oriented person,” Megan explained. “I went to Wayne State in Nebraska for two years on a track scholarship and sports taught me to work toward goals.” She grew up in a town of 800 people in Iowa, the daughter of the town's Mayor who also worked as the area's Fire Chief. From her small-town upbringing, Megan learned connection and the value of getting to know people authentically; it has served her in her real estate career and fed her ongoing desire to understand those around her. “I love the emotion of real estate, the rollercoaster ride with clients. Some people shy away from that piece, but I gravitate toward it. I'm all in with the ups and downs and honestly find closing day a little bit depressing; I get to know people so well during our time working together and then suddenly I am not talking to them multiple

times a day!” Megan explained. “I love surrounding myself with people I know and trust and I consider my clients to be in that pool, along with my co-workers and friends.”

In the beginning, Megan worked seven days a week for three years straight. “I wasn't a mom yet and was able to just pour everything into work. I concentrated on buyers and I was on a team for a while at RE/MAX Alliance. I eventually ventured out and spent the following five years solo.” Megan did countless open houses, showed thousands of homes, and commented on how things have changed since those early days. “Back then, there was high inventory. It wasn't unusual to show a client 30-35 homes before they bought one. Now we're seeing houses go within a day, even in just an hour or so and this isn't unusual. There is tremendous demand, low interest rates, and a lot of spending money out there.” In her first seven years at 8z,

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Megan worked as Managing Broker, only moving away from this role as she became a Partner and decided to focus more on her immediate business versus the heavy recruiting and training that was part of her role previously.

Megan's career has allowed her to see the changes in the industry more than just once; she has worked as a REALTOR® through the era of short sales and foreclosures, bubbles (plural), and unpredictable world events such as the COVID-19 pandemic. "In the beginning of the pandemic, the phone just stopped ringing. I think we all experienced this on some level," Megan stated. "Then, about 10 days in, BOOM. The phone went crazy and I was back at it, full throttle. We all felt a bit nervous I think, not knowing how COVID-19 would affect us and our businesses, but I

did not give up. Eighty-eight percent of my business is referral and repeat and I trusted that my network would come through and they have." Megan sold 57 homes in 2020 and closed \$25.9M in volume. Although this wasn't her highest year (she sold 84 homes and was voted Denver Top Salesperson in 2015), she feels grateful and satisfied with her achievement. "You have to adapt or you won't make it," Megan commented. "You must continue to get education and also, if I had to nail down what has made me successful, it's that when things change, I change. I don't wait around."

This positivity shines through Megan's work style; she is committed to remaining herself and not get pulled into negative thinking. "I know what I'm doing and that I can write a very creative, strong, competitive offer. It works and it's who I am," she said. "My job is to be a cheerleader, to help offset anxiety, and to provide solutions," she added. "I know I like to work solo, but I am also grateful to have a fantastic company and team around me.

What I love about 8z is I feel we're always two steps ahead; we are focused and constantly cultivating information and trends. That helps us sell better, faster."

As the pandemic lingers on, Megan remains anchored in working with her clients and staying focused on her three girls, new puppy Reggie, and her husband, Dustin Kuehn. As a family, they love to go hiking, biking, paddle-boarding, attending live concerts, and gardening, and they recently bought a "glamper" for their camping excursions. "Dustin and I have been known to jet off to see our favorite national bands perform in other areas. We love Southern Country; artists like Willie Nelson and his son, Lucas Nelson, and Blackberry Smoke. We're excited to see the day when the live music world opens up again," Megan said, "we love to travel and one day things will be easier for us to do it again."

Connect with Megan at Megan@8z.com or 970.217.7977.



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