

# CAMERON LOUCKS

## 8Z REAL ESTATE

### RIGHT IS RIGHT

It's Cameron Loucks' very sense of integrity and honesty that has driven his success in real estate. He's committed to doing right by his clients, his team, and his family. He's known for his transparency and willingness to be frank. And he's quickly become a standout REALTOR® in Northern Colorado based on his character.



Cameron was born and raised in Windsor. After high school, he was a missionary in Brazil with his church, The Church of Jesus Christ of Latter-day Saints for two years.

When he returned, Cameron studied at Colorado State University where he earned a degree in construction management. He then landed a job with an industrial contractor building storage tanks primarily in the oil and gas industry; he traveled frequently, checking on projects he managed all over the country, but he's always called Northern Colorado home. Cameron half-joked, "I just haven't had a good reason to leave yet."

As Cameron frequently traveled for his work, he had time to learn about real estate. "I was always flying around the country, and when you're stuck on an airplane, you have plenty of time to read. I always gravitated to business books, which is where I guess I was exposed to real estate. I was interested in the investment side...having passive income in real estate can be huge for people and I wanted to get into that myself." In 2010, Cameron really started pursuing real estate investments with the help of his childhood friend, Mark Despain, managing broker of 8z Real Estate.

However, around the same time, Cameron and his former wife divorced and he became a single dad to his oldest son, Cooper. "I

knew I just needed to focus on the work at hand and real estate took a backseat." Cameron continued to work in the construction industry, putting his real estate aspirations to the side as he navigated this new parenting role.

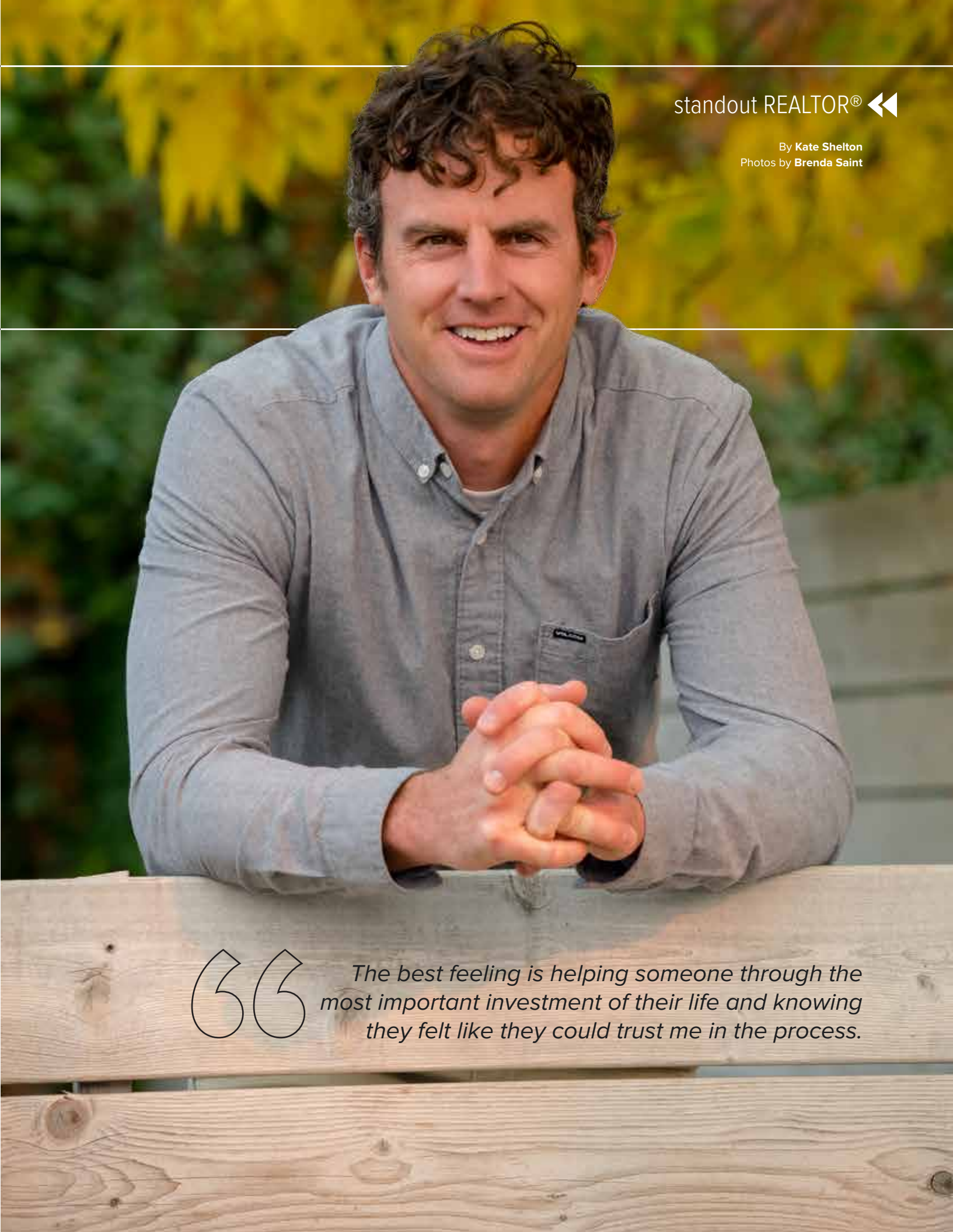
Cameron and his son lived in a condo complex together after the divorce. Cameron met the tenant above him, Sandra – it didn't take Cameron long to notice she could be more than just a neighbor. "I realized, she's amazing and I kind of liked hanging out with her," recounted Cameron. The two wed and she became Cooper's stepmom. Since then, Cameron and Sandra have added three daughters to their clan.

With a growing family and Sandra's equally busy career as a radiation therapist, the travel requirements of Cameron's job took a toll on the whole family. "I was doing really well in my career – I oversaw some amazing projects, but traveling all over, all the time with little kids wasn't great," he said.

Mark Despain never gave up on the idea of Cameron joining the 8z team. Eventually, Cameron took his friend up on the offer and decided to give real estate a go. "I knew my family needed a change. I decided to jump in and give it the old college try. Now the running joke is Mark should have tried harder to get me into real estate about seven years sooner," laughed Cameron.

Cameron has been in real estate for almost three years now and he's incredibly grateful he made the move. "I do miss construction. There's just something about setting up a project and seeing it all the way through. I do miss that, but there's just something about real estate that I love. I've learned it comes with a different set of stressors, but it also comes with a whole new level of satisfaction

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He’s seen great success in his short time in the business. “My first year, I think I had about 35 transactions, which I was told was pretty good. I didn’t know any different, I just knew I had to make a living for my family,” he said. “I just showed up for my clients and worked hard. Last year and this year, I’ve seen significant growth...I’ll have more than 60 transactions by the end of the year. If you do good for people...you always do the right thing, you put clients first, and do the work – it’s the expected

outcome and I’m thankful to be here. I don’t compare myself to anyone, I just do what’s right for every client. Right is right, no matter what.”

Cameron has never been afraid to set his own path in the industry. “I’m not a salesman, that’s just not me,” he said. “I’m completely unscripted. Scripts are the one thing I refuse to do. To me, we’re talking to real people and they want a human to respond – not some prewritten thing. First of all, just listen. And then, answer their question or help them with what they need. That’s why I’ve been successful, they feel comfortable with me because I am human. I’m



real and honest, and I can get along with almost anyone.”

With four young children – Cooper (12), Zoey (5), Dakota (2), and Lucy (1) – Sandra and Cameron are pretty busy. They try to carve out time on the weekends to rest and spend time with family. They’re lucky that both of their families live near-by and they are able to spend plenty of time with relatives. The Loucks enjoy spending time outside and camping, and they’re active in their church. Cameron enjoys metalwork, and he fabricates motorcycles and cars on the side when there is time.

Cameron is just getting started in the industry and he can’t wait to see where the future takes him. He’s on track to become an 8z partner this year and he has big plans to continue to grow his business. “The wealth building in real estate is second to none and I’m ready to start creating even more wealth through real estate for my family, friends, and clients,” he said.

Connect with Cameron at [CameronLoucks.8z.com](http://CameronLoucks.8z.com).

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*Let's get them home for the holidays*

## Kristin Johnson

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