

FREE!
Volume 5, Issue 8

MOAB AREA

real estate

MAGAZINE

SEPTEMBER–OCTOBER 2021

A formula for success

Thriving supplement company, Synergy, proves Moab is hospitable to light manufacturing

Synergy's new CEO Thatcher Vagts

Plus... **Q&A WITH THE LOCAL REAL ESTATE BROKERS!**



Zoned highway commercial
MLS#1765949 | \$885,000
Anasazi Real Estate (See page 19)



Polished perfection
MLS#1750593 | \$1,545,000
Berkshire Hathaway HomeServices (See ad page 25)



Vacant lot in Castle Valley on Rimrock Lane
MLS#1766484 | \$349,000
Byrd & Co Real Estate (See ad on page 9)

BRING A FRIEND!



CHECK OUT MOAB REGIONAL HOSPITAL'S 3-D MAMMOGRAPHY MACHINE

The American Society of Breast Surgeons suggests that females over 40 years of age get yearly mammograms to check for signs of breast cancer, which affects 1 in 8 women.

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MOAB AREA real estate MAGAZINE

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Magazine front cover: Thatcher Vagts, the recently appointed CEO of the Moab-based supplement company Synergy.
[Photo by Karisa Larsen]

This page top: Some of the The Synergy Company's health and wellness supplements, displayed at their Moab facility.
[Photo by Murice D. Miller]



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REAL ESTATE EST. 2015

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Statistics pulled from WFR MLS

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Winesap Cir.

3 bed | 2 bath | 1,928 Sq. Ft. | 0.17 Acre
MLS#1766017 | \$659,000 | Curtis wells

New Listing!

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REAL ESTATE
PREMIER LISTINGS

EST. 2015



Watchman Estates

4 Bed | 2 Bath | 2,012 Sq. Ft. | 0.30 Acre
MLS#1751923 | \$789,000 | Heidi Blake

Under Construction!



3A4

3A3

Under Contract!

Rim Village Vistas

3 Bed | 3 Bath | 1,520 Sq. Ft. | 0.10 Acre
MLS#1763543 | \$559,000 | Heidi Blake



Bridger Jack Mesa

3 Bed | 2 Bath | 2,180 Sq. Ft. | 10.28 Acres
MLS#1762507 | \$589,000 | Lenore Beeson



Price Reduced!

Huntridge Dr.

4 Bed | 2 Bath | 1,688 Sq. Ft. | 0.12 Acre
MLS#1760904 | \$509,000 | Becky Wells



Price Reduced!

In-Town Living

3 Bed | 3 Bath | 2,800 Sq. Ft. | 0.24 Acre
MLS#1760192 | \$640,000 | Becky Wells

Sand Flats Rd.

3 Bed | 3 Bath | 1,692 Sq. Ft. | Share in 250 Acre Ranch
MLS#1678395 | \$999,999 | Curtis Wells

Kerby Ln.

3 Bed | 2 Bath | 1,525 Sq. Ft. | 1 Acre
MLS#1765045 | \$629,000 | Becky Wells

New Listing!

BYRD & Co.
REAL ESTATE EST. 2015
PREMIER LISTINGS

New Listing!

Nichols Ln.

3 Bed | 2 Bath | 1,966 Sq. Ft. | 0.46 Acre
MLS#1758045 | \$889,000 | Heidi Blake

Price Reduced!

In the Heart of Moab

5.27 Acres | 5 Structures | High Density Apartment
Development Opportunity | MLS#1740852 | 1,399,000 | Becky Wells

New Listing!

Starbuck Ln. - Bed and Breakfast

4 Bed | 4 Bath | 2,172 Sq. Ft. | 0.42 Acre
MLS#1761107 | \$859,000 | Lenore Beeson

Locust Ln.

2 bed | 2 bath | 1,441 Sq. Ft. | 0.20 Acre
MLS#1766154 | \$695,000 | Lenore Beeson

Highway Commercial

2.39 Acres | Utilities Available
MLS#1761272 | \$1,800,000 | Becky Wells

BYRD & Co.
REAL ESTATE EST. 2015
COMMERCIAL LISTINGS

Moab Business Park

1,800 Sq. Ft. | 1 Bed | 1 Bath | Full Kitchen
MLS#1760983 | \$339,000 | Becky Wells

Zoned Commercial!

Downtown Gem

4 Bed | 2 Bath | 2,084 Sq. Ft. | 0.21 Acre
MLS#1747177 | \$749,000 | Lenore Beeson

Downtown Acreage

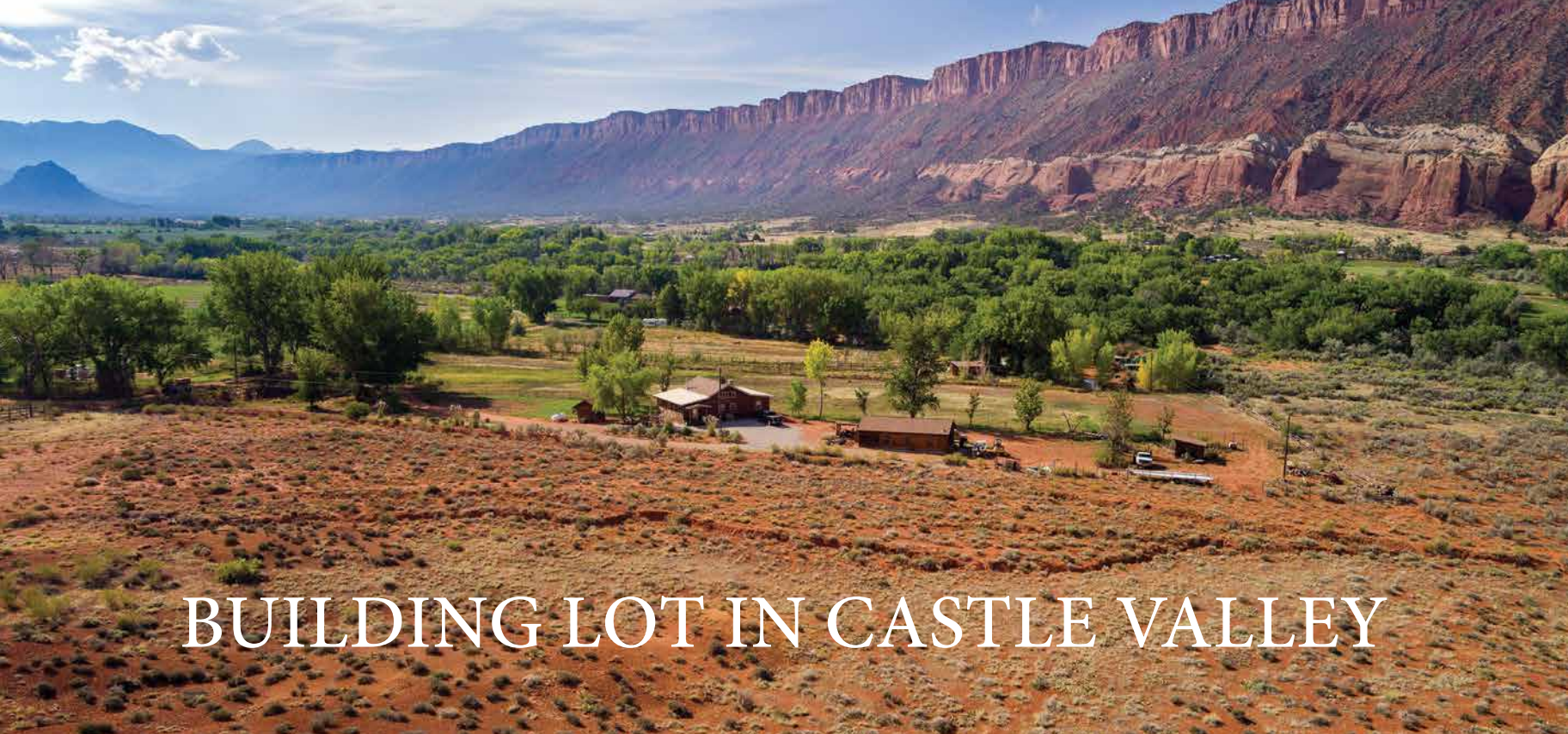
3 Bed | 3 Bath | 1,463 Sq. Ft. | 26.53 Acres | R3/RA1 Zoned
MLS#1699962 | \$1,750,000 | Curtis Wells

Moab Business Park

1,800 Sq. Ft. | 2 Offices | Warehouse Space with a Mezzanine
MLS#1739396 | \$309,900 | Lenore Beeson

Downtown Commercial

7 Suites | 3,520 Sq. Ft. | 0.13 Acre
MLS#1698909 | \$750,000 | Lenore Beeson



BUILDING LOT IN CASTLE VALLEY



Private Castle Valley Lot located at the end of Rim Rock Lane. This beautiful 4.90 acre parcel backs up to BLM land and offers magnificent views of Castle Valley's beautiful red rocks and hills. There is a well drilled on site, water rights need to be obtained through the town of CV. Located on the north end of the valley, this lot offers both privacy and convenience in location.

MLS#1766484 | \$349,000

BECKY WELLS

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"I am a practicing attorney with a active real estate practice encompassing more than 45 years. In the last 10 years, I have personally done 3 real estate acquisitions with Becky Wells for my own account, so I have substantial and varied experiences with real estate professionals. Becky knowledge of the local real estate market is exceptional, her integrity is unquestionable, and her dedication and attention to detail is unrivaled. You cannot do better should you have needs in the Moab real estate market than to enlist Becky to assist you." —Cummins



New Listing!



Spanish Valley Dr.

3 Bed | 2 Bath | 1,848 Sq. Ft. | 1.01 Acre
MLS#1764752 | \$415,000

◆◆◆
Becky Wells

New Listing!



Sundial Drive

4 Bed | 2 Bath | 1,708 Sq. Ft. | 0.17 Acre
MLS#1763858 | \$469,000

◆◆◆
Lenore Beeson



Green River Acreage

31.50 Acres | 70.50 Irrigation Shares
Power Available
MLS#1752841 | \$1,890,000

◆◆◆
Curtis Wells

New Listing!



Knutson Corner

1 Acre | Utilities Stubbed
MLS#1761957 | \$239,000

◆◆◆
Becky Wells

New Listing!



Castle Valley - Pope Ln.

5.94 Acre | Power, Septic, and Cistern Installed
MLS#1761014 | \$300,000

◆◆◆
Lenore Beeson



New Listing!

Rimrock Ln - Castle Valley

4.30 Acres | Power Available | Drilled Well

MLS#1766484 | \$349,000



Becky Wells



Navajo Heights

6.50 Acres | Utilities Available | Well

MLS#1743607 | \$749,000



Lenore Beeson



The Preserve of Moab

0.21 Acre | Utilities Stubbed

MLS#1760906 | \$229,000



Becky Wells



Orchard Place

0.31 Acre | Utilities Stubbed

MLS#1742232 | \$239,000



Jennifer Johnston



Millcreek Canyon

120.34 Acres | Rare, Unique Oasis in the Desert

MLS#1740875 | \$2,279,000



Sue Shrewsbury





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Sold! List with Us!



Downtown Moab

4 Bed | 2 Bath | 1,519 Sq. Ft. | 0.12 Acre
MLS#1744492 | \$439,000

◆ ◆ ◆
Curtis Wells

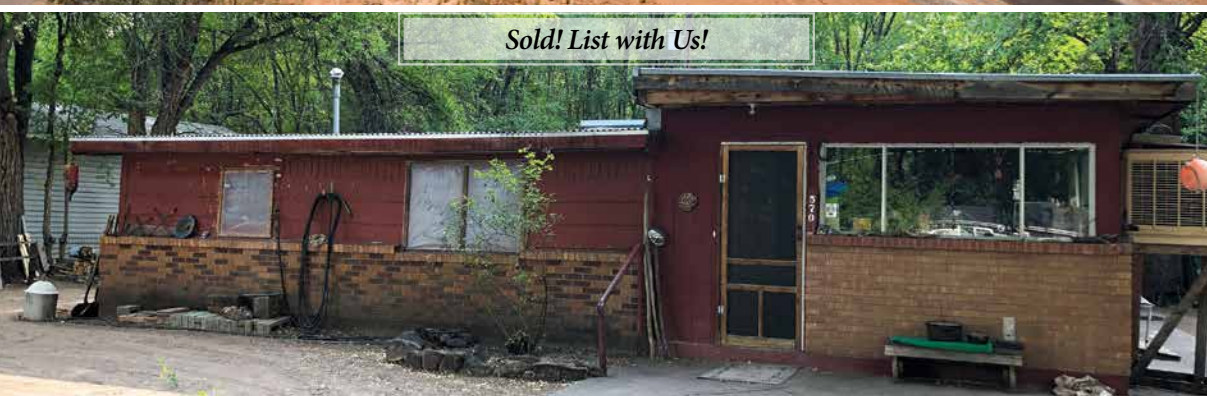


Crimson Cliffs

0.30 Acre | Power & Water Subbed
MLS#1757257 | \$175,000

◆ ◆ ◆
Lenore Beeson

Sold! List with Us!



Riversands Rd.

0.19 Acre | Utilities Connected
MLS#1755875 | \$199,000

◆ ◆ ◆
Sue Shrewsbury



Sand Flats Rd.

10 Acres | Power Available
MLS#1754857 | \$129,000

◆ ◆ ◆
Curtis Wells



Sand Flats Rd.

10 Acres | Power Available
MLS#1754854 | \$129,000

◆ ◆ ◆
Curtis Wells



Salida Del Sol

0.42 Acre | Utilities Available
MLS#1746989 | \$249,000

◆◆◆
Heidi Blake

Sold! List with Us!

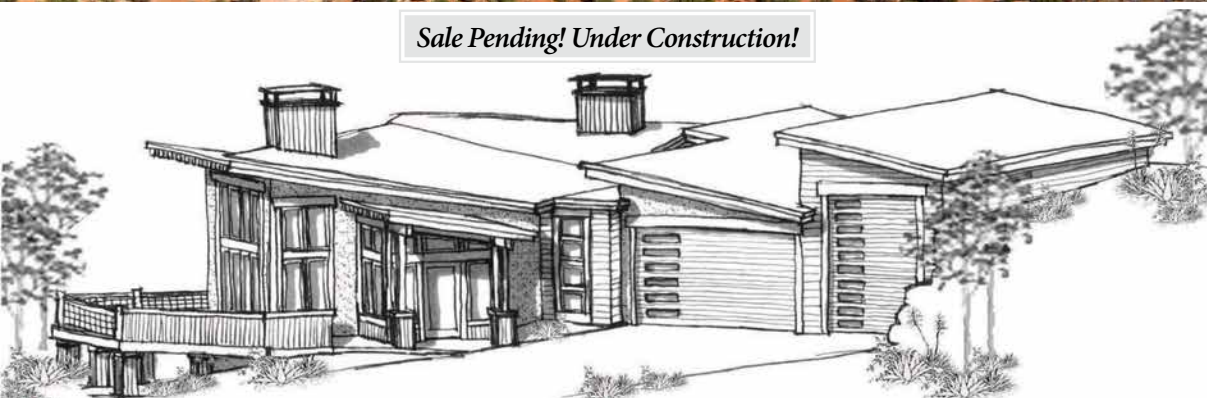


Wilson Arch

1.42 Acres | Utilities Available
MLS#1699737 | \$54,000

◆◆◆
Becky Wells & Curtis Wells

Sale Pending! Under Construction!



Vista Antigua

3 Bed | 4 Bath | 2,822 Sq. Ft. | 1.36 Acres
MLS#1633114 | \$1,128,800

◆◆◆
Becky Wells



Deerhaven - La Sal

9.60 Acres | Utilities Stubbed | Shared Well
MLS#1713163 and MLS#1731368
\$150,000

◆◆◆
Lenore Beeson



Watchman Estates

Adjacent to the Moab Golf Club
Lots Starting at \$155,000

◆◆◆
Becky Wells & Curtis Wells





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New Subdivision in La Sal!



*Legacy Fields
New Subdivision in La Sal*

Starting at 1 Acre
\$32,500 or \$48,500
with ¼ interest in shared well
Ask Agent for MLS#

◆ ◆ ◆
Lenore Beeson

Thompson Canyon

1.32 Acres | Utilities Available
Thompson Springs
MLS#1741222 | \$150,000

◆ ◆ ◆
Heidi Blake

*Mountain Homes
Subdivision*

Power Stubbed | Shared Well
Contact listing agent for MLS#

◆ ◆ ◆
Lot #13
MLS#1764327 | \$94,999

◆ ◆ ◆
Lot #16
MLS#1757417 | \$99,999

◆ ◆ ◆
Lot #17
MLS#1764312 | \$89,999

◆ ◆ ◆
Lot #25
MLS#1764333 | \$79,000

◆ ◆ ◆
Curtis Wells

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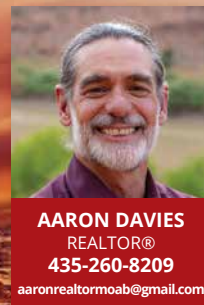
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SPACIOUS HOME zoned **HWY COMMERCIAL**. 4B/2B, 2700 sq.ft. on .89 acre with 248 ft of HWY frontage. Newer pitched roof, newer appliances, spacious dining & family room with great views. \$885,000. (#1764447) **CALL SUE**



SPACIOUS 3B/2-3/4B, 2836 sq.ft. home with pristine scenic views of the La Sal Mtns. Upgraded kitchen with granite countertops & lots of storage. Yard is fully landscaped & is 0.54 acres. \$863,000. (#1757441) **CALL NICOLE**



BEAUTIFUL remodeled home in Blanding on large lot. 3B/3B, 1961 sq.ft home with many upgrades & a bonus room upstairs. 3 driveways. Private patio, landscaped yard with fruit trees. \$264,900. (#1755699) **CALL KRISTIE**



OVER 5 ACRES OF MOUNTAIN LIVING in Old La Sal. 2 story 3B/2B, 2568 sq.ft. home with unfinished basement. Large 30'x36', 4 car garage/shop with 3, 12'x10' garage doors. MUST SEE! \$340,000. (#1724884) **Call Kristie**



COUNTY LIVING in Blanding. 3439 sq.ft. home on 3 acres with 4B/2.5B in extremely desirable location. Large deck with incredible views of Blue Mtn. This home offers many extras. \$375,000. (#1645189) **CALL JIMMY**



MOVE IN READY. Secluded near downtown is this lovely, spacious 3B/2B, 1520 sq.ft. home. Located on .47 acres, & backs up to Pack Creek with oversized garage, covered parking & storage shed. \$498,500. (#1767713) **CALL AARON**

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BEAUTIFUL 40 ACRES in Monticello
MLS#1766326 / \$200,000
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1.55 ACRES HWY COMMERCIAL in Monticello
MLS#1766176 / \$199,000
CALL KRISTIE 435-260-1020



552.36 ACRES near Monticello
MLS#1763219 / \$428,100
CALL DAVID 801-209-9611



BASE CAMP OPPORTUNITY in BLUFF
.53 acres / MLS#1756432 / \$240,000
CALL ANNA 801-509-5139



BEAUTIFUL CORNER LOT in Moab
.33 acres / MLS#1753733 / \$159,000
CALL SUE 435-260-8090



1 ACRES WITH QUONSET near Monticello
MLS#1751688 / \$35,000
CALL DAVID 801-209-9611



DEVLEOPMENT PROPERTY in Green River
2.83 acres / MLS#1748577 / \$425,000
CALL AARON 435-260-5139



160 ACRES OF FARM LAND near Monticello
MLS#1746026 / \$112,000
CALL DAVID 801-209-9611



LARGE LOT in MONTICELLO
1.01 acres/MLS#1744282 / \$59,000
CALL KRISTIE 435-260-1020



HWY 491 WITH COMMERCIAL FRONTAGE
4.80 ACRES / MLS#1742651 / \$40,000
CALL KRISTIE 435-260-1020



AMAZING VIEWS of LISBON VALLEY
120 acres / MLS#1742174 / \$100,000
CALL DAVID 801-209-9611



383.96 acres commercial on HWY 491
#1736965 / \$259,760
CALL DAVID 801-209-9611



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RIVER FRONT PROPERTY Green River
10 acres / MLS#1730185 / \$425,000
CALL SUE 435-260-8090



BEAUTIFUL LOT IN ELK MEADOWS near Monticello
6.49 acres / MLS#1727489 / \$74,500
CALL KRISTIE 435-260-1020



160 Acres S. of Crescent Junction
#1695510 / \$800,000
CALL RANDY 435-260-1388



MOST OF OLD CISCO TOWN SITE
473.60 acres / MLS#1661155 / \$350,000
CALL RANDY 435-260-1388



GATEWAY TO THE CANYONLANDS
133 acres / MLS#1655374 / \$799,900
CALL KRISTIE 435-260-1020



4.86 ACRES HWY COMMERCIAL in MOAB
MLS# 1647568 / \$1,600,000
CALL RANDY 435-260-1388



1320 ACRES NEAR MONTICELLO
MLS#1590864 / \$200,000
CALL DAVID 801-209-9611



LEGACY FIELDS SUBDIVISION is an affordable subdivision in La Sal. Several lots still available each offering a 1/4 interest in a shared well. Power, fiber internet available. \$48,500. #1722782,83,86.
CALL GAIL



HISTORIC RANCH and CABIN just 30 minutes from Moab with incredible views in every direction. From the majestic La Sal Mountains to view of Arches National Park, this is truly a spectacular location. Culinary water flows from a spring that dates back over 100 years to the rustic cabin where you will find modern luxuries such as power, running water & septic system. \$6,500,000. (#1741081) **CALL SUE**

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COMMERCIAL and INVESTMENT OPPORTUNITIES



HWY COMMERCIAL ZONED with a 4B/2B home on .89 of an acre with 248 ft of HWY frontage. Excellent location for your business with plenty of Parking & good exposure. \$885,000. (#1765949) **CALL SUE**



WELCOME TO THE RIDGES! Amazing apartment complex in Wellington. 3 Buildings all remodeled, a club house remodeled into nice home. Covered parking & sets on 3.13 acres. \$4,200,000. (#1756805) **CALL RANDY**



PREMIER MAIN STREET PROPERTY IN GREEN RIVER.
The commercial building has a kitchen, bathroom, shower and other rooms. Central location on .45 acres. \$400,000. (#1748563) **CALL AARON**



GREAT OPPORTUNITY TO OWN 1.38 acres of HWY Commercial property with a great location on South end of Moab. Fully fenced and offers a large 1,600 sq.ft. building. \$1,000,000. (#1694374) **Call Randy**



WORLD FAMOUS WOODY'S TAVERN with the best location in Moab and now is totally remodeled. New kitchen (grill, fryer, sinks, etc.) New pool tables, bar stools, new tables, band stand and extra seating outside. This well established tavern and business is located on .58 of an acre in the heart of Moab. Building is 3500 sq.ft. and was originally built in 1960. This tavern is TURN KEY!. \$2,990,000. (#1547868) **Call Randy**



A FORMULA FOR SUCCESS

THRIVING SUPPLEMENT COMPANY, SYNERGY, PROVES THAT MOAB IS HOSPITABLE TO LIGHT INDUSTRY — AND THAT PROFITS AND SOCIAL RESPONSIBILITY CAN GO HAND IN HAND

Written by Rachel Fixsen | Photos by Murice D. Miller

Inside a beige warehouse building on the outskirts of Moab, workers in scrubs, bouffant caps, and with disposable covers on their shoes are measuring, mixing, and bottling powders and capsules made from organic ingredients from around the globe. They're making Pure Synergy, a signature supplement of The Synergy Company, a manufacturer of health and wellness supplements for direct sale to customers in dozens of countries. Pure Synergy contains more than 60 ingredients, including spirulina, ginger, goji berries, and mushrooms, chosen to sustain energy and focus and support immune response, according to the company.

"The green is from the grasses—barley grasses, wheat grasses" says Ann Walters-Cool, director of manufacturing for The Synergy Company, looking through a viewing window into a room tinted pale green by a thin film of powder on every surface.

Workers in the room are weighing the spring-green powder on a digital scale before dumping

it into a large, metal, funnel-shaped container in the center of the room, called a Vitri-Siv—"basically a big sifter," Walters-Cool says. The Vitri-Siv removes any clumps in the material and empties through a hatch in the floor to a huge blender located in the room below.

"It's a 40 cubic-square-foot blender," says Walters-Cool, leading the way down a metal

staircase, past shelves stocked with production supplies, to see the huge blender and tour the rest of the factory. Walters-Cool oversees production, warehouse maintenance, and facilities at the company's five buildings.

"I have a really excellent management crew," she says in explaining how she manages it all. "They're fantastic."



THE VISION

The Synergy Company was founded in the early 1990s by Castle Valley resident Mitchell May.

“The community was really going through a phase—sort of like it is currently—asking, ‘Who do we want to be when we grow up? How are we going to make a viable community for ourselves and our children in the future?’” says Mitchell of Grand County at that time.

The previously dominant mining and ranching industries were dwindling, and Mitchell wanted to create a “sustainable, viable, appropriate industry” that could fill the voids left by the loss of those sectors and provide stable, long-term, meaningful work for community members.

Mitchell combined that desire with his own personal experience of healing through natural remedies after a severe car accident in the 1970s.

“I was trying to bring the nutritional and herbal and natural knowledge that had been shared with me, and bring that into the company for the product line,” he says.

Mitchell started the company as a home business in Castle Valley. He and his wife, Jayne May, who was the first Synergy Company employee, recall the “do-it-by-hand days” before the internet was ubiquitous. They would spend time contacting media outlets and filling phone and catalog orders. Now the company’s website makes everything simpler.

Almost all of Synergy’s sales were, and still are today, direct-to-consumer. Synergy products are available at a very few brick-and-mortar locations,

including Moab’s Moonflower Market food cooperative, where they’re offered to customers at low cost. Synergy wanted to ensure that its products are accessible to Moab community members.

The company soon outgrew the home business model and in the late 90s established a headquarters in Moab. Today there are more than 70 employees.

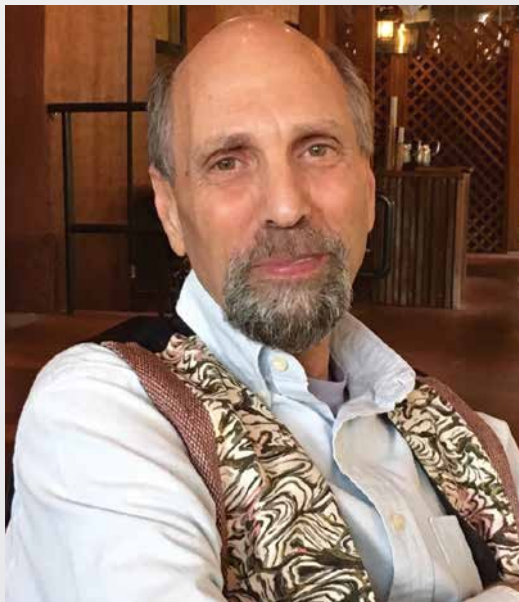
Part of the company’s mission is to provide career opportunities that include living wages, benefits, and potential for professional growth.

“We want to see change and transformation in the world,” says Mitchell. “We’re in dire need

of an economic system that really works—that is regenerative for people, (where they) can make a decent living and take care of themselves and those they care for. And that we’re not hurting the world at the same time that we’re doing that.”

He also hopes that Synergy’s model can serve as a guide for other start-ups interested in light manufacturing in the area. Jayne agrees that there could be more of that kind of industry strengthening Moab’s economic profile, and adds that it can be done in a socially conscious and rewarding way.

“Moab isn’t just for after a career,” says Jayne. “It’s a really great place to bring your dreams and bring your entrepreneurship. I think that’s one of the promises that Moab and Grand County offer”



BLENDING AND BOTTLING

In the lower level of the factory, Walters-Cool dons the same coat, scrubs, and hair and shoe covers as the factory workers, and thoroughly washes her hands before leading the way to the V-blender, another impressive and powerful piece of equipment housed in its own room viewed through windows. Metal arms suspend a large, V-shaped container that spins to blend its contents.

“In the middle, there’s what’s called the intensifier bar,” says Walters-Cool, describing a bar with pins that breaks up the materials as they’re spun and mixed, a process that takes about half an hour. The V-blender can hold about 1,400 pounds of material. When it’s running, the doors to the room are barred, and a light beam is

Top: Synergy employee Monica Hunter monitors the company’s bottling line just before the amber glass bottles are filled with finished capsules.

Bottom: Synergy Founder Mitchell May [Courtesy photo]



cast across the entryway that, if interrupted, will trigger a shut-down of the blender.

"Basically the force of it would probably fling you to the other end of the production room," says Walters-Cool, explaining the safety precautions.

Synergy employs both production assistants and technical operators. Production assistants perform tasks like moving and weighing materials; technical operators learn mechanical skills to be able to maintain and troubleshoot the machinery.

"Most people start as a production assistants and work their way up," says Walters-Cool. "There's a great opportunity to work your way up."

All employees are encouraged to share thoughts and ideas on improvements or innovations. A whiteboard in the hallway is scribbled with announcements and the results of brainstorming sessions.

"People think of factories like maybe they've seen in the movies," says Chief Operation Officer Craig Gygi. "(Where) there's a foreman or a boss... they're telling the crew, 'Do this, do that.' We flipped that. We've found ways to engage our employees at a much higher level." Since implementing practices that empower staff more, Gygi says the company's employee retention has significantly improved.

"We have low turnover, and our products are better because we're asking more of our employees," he says. "They're excited about their work."

From the V-blender, the Pure Synergy powder is put into barrels. Some Synergy products are sold as capsules, and those materials will go into an automated capsule-filling machine. There are two: the smaller fills about 20,000 capsules an hour, and the larger processes about 100,000 capsules an hour. Empty capsules spin on a disk and are filled and capped as the disk turns. An automated "polisher" dusts off any residue before sending filled capsules to the bottling room.

Pure Synergy is sold both as a powder and as a capsule. The powdered version goes straight from the V-blender to an extension of the bottling room. Through viewing windows into this room, an employee is visible directing powder into bottles by hand. Walters-Cool explains that the worker is checking that the automated filler is set to deposit the correct amount in each bottle. The bottles themselves can vary in weight, so someone manually checks the amount periodically and adjusts the machine if needed. Under the automated system, 4,000 to 6,000 of the 750-milliliter bottles can be filled in a shift.

CERTIFIED B-CORPORATION

As the company has grown, Mitchell and Jayne wanted to make sure it was still guided by the same mission and values as it was in the beginning: to do no harm, while providing real value. One way to maintain those principles is to hire leadership that embodies them.

"It's really hard to train values," says Mitchell. "When people have that to begin with, it's like a catapult as to how far they can really go with something. We've been really fortunate to have some people with some really deep values intact."

Thatcher Vagts, the new CEO of Synergy, said he was initially drawn to the company because of its values. He's been working for Synergy since 2009, and took on his current leadership role this spring.

Another approach Synergy is taking to maintain and strengthen its values is to get certified as a B-Corporation.

The "B-Corp" certification has existed for over a decade, though the leaders at Synergy agreed that it appears to be "coming into its own" now as more businesses seek to be a force for social and environmental good. To become certified, businesses must meet high standards for positive social and low environmental impact, public transparency, and legal accountability to balance profit and purpose. Synergy was certified as a B-Corp this summer. Vagts said that the certification communicates the company's values to both customers and employees, attracting people with similar values.

"All of us as workers in this world want to have meaning and value in the place where we are," says Vagts. "We're working really hard to empower employees to be able to express their values, and our shared values, through their work."

That thread carries through from the purchasing team acquiring ingredients from growers and vendors all over the world, to the quality-checks on the factory production floor.

Vagts acknowledges that it's difficult to describe and maintain that set of shared workplace values.

"It requires very intentional practices and leaders and systems that facilitate that." He says all staff, from the leadership positions to the newest employees, participate in ongoing professional development and education.

Along with care for employees, creating a healthy product with a low environmental impact is important to Synergy's founders and employees.

"We really innovate new growing techniques and processing. We refuse to use any chemicals or compounds that aren't compatible with the body and don't qualify for certified organic," says Vagts. "The way that we do our manufacturing is the same—we don't use any flow agents or additives."

Even the packaging is designed with care. Vagts explains:

"We run our bottling line on glass so that the product is protected from oxygen." He says that similar products kept in plastic bottles will degrade. Synergy's glass bottles have recyclable metal caps, with a foil oxygen seal underneath.

"Just getting a foil seal to adhere to glass is particularly complex," says Vagts. "I don't know that there's anyone else doing that."

Another aspect of Synergy's commitment to

Top to bottom: Synergy production staff feed capsules into a counting machine prior to bottling. Counter funnels deliver the required quantity of capsules or tablets into the empty bottles. Chase Smith fills the hopper on the capsule filling machine. An automatic labeling machine applies labels to filled bottles. **Opposite page top to bottom:** CEO Thatcher Vagts, left, meets with Director of Manufacturing Ann Walters-Cool, middle, and Director of Quality Christine Bull. Ken Book uses a forklift to retrieve materials that support the production process, while Chloe Book monitors in the background.



social good is its community outreach program, overseen by director of corporate development and social responsibility Zacharia Levine. Synergy sponsors community events, donates products to local nonprofits for employees and clients of those organizations, and holds employee volunteer days to participate in community nonprofit projects. Twice a year, Synergy employees take a half-day to help the local restoration nonprofit Rim to Rim with projects like planting native species in riparian areas.

The new B-Corp certification will help Synergy broadcast its values while being held accountable to maintain them, even as the company continues to grow and adapt.

"What B-Corp offers is the most rigorous and comprehensive framework to date. (It) gives us the ability to quantify, track and benchmark our progress on (our) commitments," says Levine.

READY TO SHIP

Gygi echoes the company's stated values in remarks made while walking through the factory and warehouse.

"We don't want to just make money, we want to make money the right way," he says, referring to the way the company values employee input and satisfaction. "We're not just asking you to come and put your time in, but (rather) you're contributing in a way that you feel like you've accomplished something that day."

Once the Pure Synergy powder is bottled, capped and labeled, it is packed into boxes for shipping. Gygi noted that while the packaging has to adhere to standards set by shipping entities like Amazon, Synergy is researching packaging techniques that further reduce waste and pollution.

The factory will produce Pure Synergy for about a week before undergoing a thorough cleaning and starting production of a different product. "They break everything down and wash from ceiling to floor," says Walters-Cool. "They'll take everything apart and everything gets scrubbed all the way down and then rinsed down with a power washer."

Once the green dust from Pure Synergy is washed away, other products might tint the equipment rooms a different color, like turmeric-orange, as a new material goes into the production line. ■



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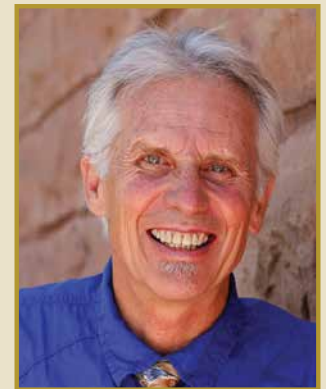


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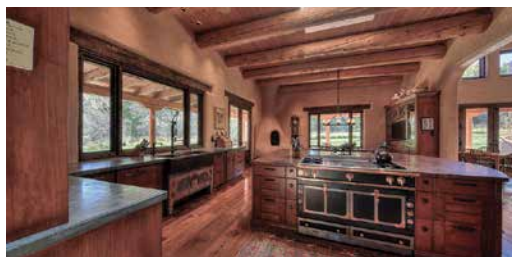


ARCHITECTURAL ARTISTRY

388 Castle Creek Lane, Castle Valley
\$3,300,000
3 BD | 4 BA | 5,300 SF | 5.76 Acres
MLS 1706284
Angela Houghton 435.260.0700

Exquisite home in Castle Valley. Peaceful and private, this property is an inspiring and comfortable haven. The exterior of this home is meant to blend in with the gorgeous surroundings while the inside delights with endless artistic touches. The spectacular setting affords a view from every room. The interior is a work of art as almost everything was made specific for this house. You'll find custom stained glass and beautifully handcrafted doors throughout.

Mature trees and native vegetation from local seed gathering enhance the private feel. Located on 5.76 acres in the remote and beautiful town of Castle Valley, this property provides peaceful living and privacy in a home that is a work of art.



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MOUNTAIN LUXURY

699 Spotlight Hollow, Willow Basin
 \$1,700,000
 3 BD | 4.5 BA | 2,799 SF | 10 Acres
 MLS 1752247
Rachel Moody 435.260.8245

Entice your senses with the sound of Castle Creek, the view of La Sal Peak, the smell of mountain fresh pine, and the comfort of this Willow Basin retreat. On 10 acres with grid power at nearly 8,000 feet of elevation, this mountain home is perfect for living year-round or your seasonal get-away. Extensive landscaping invites you to relax, enjoy the great outdoors, and steep in nature. Live in mountain style with floor to ceiling windows that capture the tall pines and mountain peaks, gorgeous rock walls with wood burning fireplaces, wrap-around decks, creekside leisure path, and a bridge to the private jacuzzi hot tub in the trees. This beautifully furnished log home has warm living spaces on three levels. Live and recreate here, in beautiful Willow Basin.



POLISHED PERFECTION

4325 Zimmerman Lane
 \$1,545,000
 4 BD | 4.5 BA | 4,394 SF | 0.50 Acre
 MLS 1750593
Rachel Moody 435.260.8245

The shining elegance of this magnificent house will call you home. The double iron front door welcomes you to experience the unique details throughout – teak wood and stone accent walls, crystal chandeliers, quartz counter tops, chef's kitchen with high-end appliances and an outdoor kitchen that is set to impress. This home was designed for entertaining! Featuring three classy en-suites; the main suite with soaking tub, walk-in shower and dressing room will lavish your senses. Need to work from home? There are multiple home offices. Flawless landscaping – front and back-concrete flower beds, retaining walls, Metal Craft privacy fencing, as well as Mulholland gates to the two concrete parking areas with room for an RV. So many details – please inquire for a digital brochure.

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NEW LISTING**PERCHED RIM TO RIM**

4251 E Lipizzan Jump | \$1,295,000
 3 BD | 2 BA | 2,476 SF | 0.56 Acre | MLS 1767890
Rachel Moody 435.260.8245

Situated above open space, this spectacularly designed home has guaranteed unobstructed views of the Moab Rim and Hidden Valley. Walk out your front door to hike up Moab's East Rim, come home to enjoy sunsets over the West Rim from the gracious patio. 18 foot cathedral ceilings welcome you in the bright and airy great room with stone gas fireplace, maple hardwood floors, wood clad Marvin sliding glass doors and casement windows.

NEW LISTING**ARE YOU LOOKING FOR BIG VIEWS?**

2101 Buena Vista Drive | \$730,000
 2 BD | 2 BA | 1,402 SF | 0.60 Acre | MLS 1765836
Angela Houghton 435.260.0700

This custom southwest home is perfectly located to drink in both the red rock and mountain views. The home was designed so that each room would embrace the views with many windows, while maintaining privacy. There are many doors leading to the outside where the landscape is thoughtfully xeriscaped. This home would make an excellent second home due to the ease of maintenance, oversized two-car garage and additional storage shed.

NEW LISTING**HOME SWEET HOME**

1164 Austin Drive | \$550,000
 4 BD | 2 BA | 1,533 SF | 0.25 Acre | MLS 1765287
Jessiqua Zufelt 435.210.1171

This adorable home offers great single level living, and enjoys a convenient mid-valley location. New metal fencing offers great privacy to the back yard. The Main bedroom features an en suite bathroom complete with jetted tub and walk in closet. Three more spacious bedrooms offer plenty of room to have an in home office. The oversized attached garage and driveway provide ample off street parking and storage.

NEW LISTING**SECLUDED STRAW BALE HOME**

631 North 500 West | \$499,000
 3 BD | 2 BA | 1,151 SF | MLS 1764078
Nikole Andersen 801.750.5280

This home is tucked away from the main street and is surrounded by 7 acres of community gardens. The 0.55 acre lot includes a large garden area with drip irrigation, a large shed and chicken coop. The functional single level home has straw bale construction, 3 bedrooms, 2 bathrooms, solar panels and includes all appliances. Close to town, hiking and biking trails and the Colorado River.

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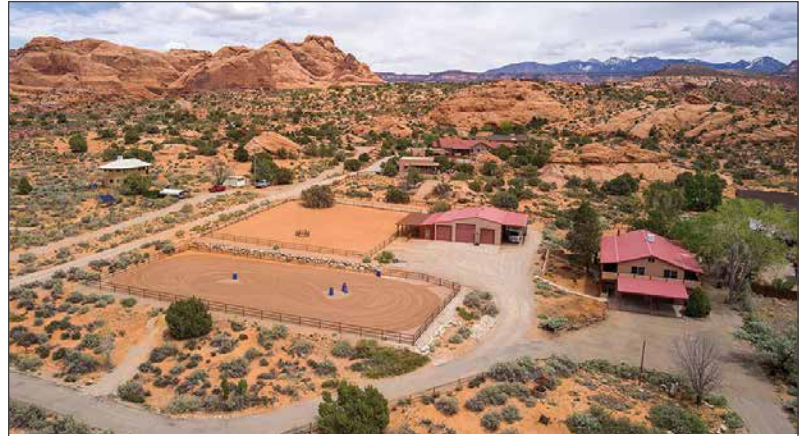
UNDER CONTRACT



SUPER FINE

4242 E Lipizzan Jump | \$1,475,000
3 BD | 4 BA | 2,530 SF | 0.53 Acre | MLS 1759372
Rachel Moody 435.260.8245

Live intimately in the convergence of indoor and outdoor spaces amongst the stellar red rock setting. The outdoor living spaces are available on 3 sides of the home- a private concrete back patio surrounded by quality metal fencing, gorgeous low maintenance landscape, red rock cliffs; a covered patio faces toward the Moab Rim for far reaching views; the front door patios offer a quaint entrance and year-round shade.



AN EQUESTRIAN'S DREAM

3440 Juniper Drive, Moab | \$1,360,000
4 BD | 2.5 BA | 2,520 SF | 2.5 Acres | MLS 1742941
Rachel Moody 435.260.8245

Magnificent setting amongst the red rocks of Juniper Drive, this equestrian campus is the acreage you have been looking for. Located on 2.50 sub-dividable acres, this parcel offers a 2,500 square foot home, a paddock, arena, horse stalls and an incredible steel shop structure. With two levels- the home has exceptional outdoor living for entertaining or casual evenings on the balcony.



REFINED CITY LIVING

504 Cottonwood Lane, Moab | \$1,195,000
5 BD | 3 BA | 4,086 SF | 0.28 Acre | MLS 1719204
Rachel Moody 435.260.8245 | Nikole Andersen 801.750.5280

Laden with exquisite finishes, this 4,086 square foot beauty welcomes a sense of chic and splendor with its culmination of convenience, comfort, and precision. This home offers a bonus room above the garage- ready for your much needed home office. The fully finished walkout basement has 2 bedrooms, full bath, family room, laundry and recreation room, as well as a room ready for you to complete as your sauna or wine cellar.



BIG BLUE – APARTMENT/SUPER SHOP

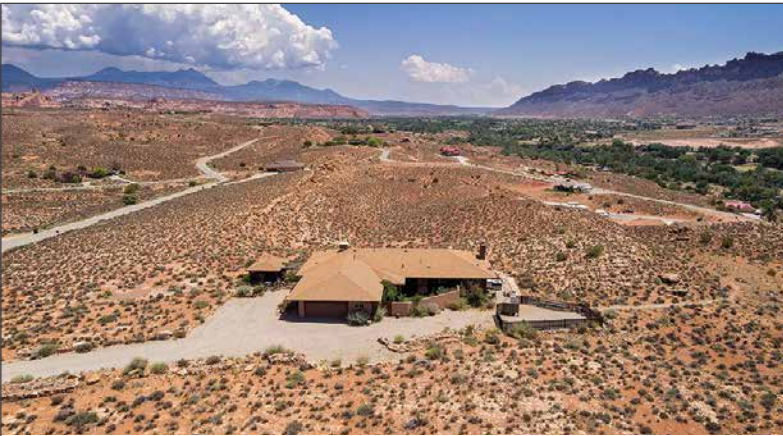
33 Tangren Circle | \$845,000
2 BD | 2.5 BA | 60' x 40' footprint | 1 Acre | MLS 1728031
Rachel Moody 435.260.8245

Turn key and ready for you! This amazing property has a 2,400 square foot structure with over 1,700 square feet of living space, plus 2 toy shops! Located on one full acre in San Juan County's Highway Commercial Zone, this opportunity has potential for subdivision with nightly rental capability and light commercial use. This amazing, awesome, one-of-a-kind, unique, lifestyle opportunity created for any dream adventure does exist!

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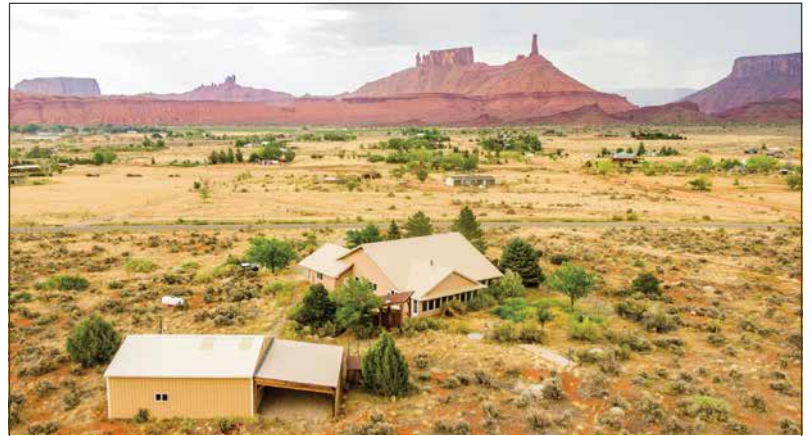
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ON TOP OF KAYENTA

1230 West Kayenta Drive | \$795,000
3 BD | 2.75 BA | 2,432 SF | 3.47 Acres | MLS 1756585
Rachel Moody 435.260.8245

Wow- the views do not get better than this! Amazing 3.47-acre parcel with a 1976 brick 'time capsule' with 1,740 square feet in the main house and a 700 square foot guest apartment. So much potential with this extraordinary location perched above the Moab Valley with sweeping 360-degree views! This location is your dream site in the Moab Valley! The purchaser of this property has right of first refusal for the adjoining 2 acre parcel also for sale.



PICTURESQUE SPACE AND PLACE

178 Castle Valley Drive, Castle Valley | \$750,000
4 BD | 2.5 BA | 2,708 SF | 4.62 Acres | MLS 1757299
Lynda Diem 435.260.9244

Surrounded by Castleton Tower, Porcupine Rim, and the La Sal Mountains. This beautiful home features an open kitchen and living room with vaulted ceilings. An attached sunroom and skylights in the hallway bring light and brightness into the home. Inviting lanai off the side porch, for picnics and star gazing. Hot tub included... two car garage; insulated studio/shop and supplementary storage building with awning for toy storage.



PERFECT VIEWS IN SPANISH VALLEY

4060 Spanish Valley Drive | \$689,000
3 BD | 2 BA | 1,993 SF | 3.22 Acres | MLS 1757987
Reina Every 435.260.1542

Perfectly situated on a 3.22 acre corner lot located in the center of the Moab Valley. This home is surrounded by mature pine trees currently being watered by an established drip system and includes 5 acre feet of irrigation water. Perfect views of the Red Rocks and LaSal Mountains. The home features a four car detached garage with separate workshop stubbed for plumbing and full of potential use options.



SPACIOUS HOME ON 3.49 ACRES

2560 Spanish Valley Drive | \$689,000
3 BD | 2 BA | 1,827 SF | 3.49 Acres | MLS 1762221
Nikole Andersen 801.750.5280

This home has stunning views of the Moab Rim and the La Sal Mountains. The parcel is zoned LLR which allows for subdivision as small as half acre lots. With its great corner location this parcel has plenty of possibilities for development. Or create your own small equine paradise. Plenty of space for outbuildings, corrals, and water rights for irrigation. Just a short drive to Downtown, and Moab adventures galore!

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DARLING HOME IN BLANDING

390 W 400 S | \$250,000

3 BD | 2 BA | 1,808 SF | 0.26 Acre | MLS 1761578

Nikole Andersen 801.750.5280 | Reina Every 435.260.1542

There is ample off-street parking as well as a carport with built in storage. Mature trees provide great shade, with endless potential of additional landscaping. This home has been recently painted, and new siding installed. Many windows allow natural light to flood the bedrooms and great room upstairs. This charming 1931 home is just a short drive from Canyonlands National Park as well as Mesa Verde National Park.



PORTAL RV RESORT LOT

1261 N Main Street #22 | \$255,000

Vacant Land | 0.08 acre | MLS 1745453

Rachel Moody Team 435.260.8240

Capture a pool-side home-base for your Motorcoach in a gorgeous, resort setting! This full-sized RV pad features charming landscaping and full hookups, as well as parking for your "toad" vehicle! Resort amenities are excellent, including the beautiful pool. The setting is picture-perfect, with a peaceful location close to the downtown hub, as well as near the entrance to Arches National Park.

COMMERCIAL LISTING



MOAB SPANISH TRAILS SHELL STATION

2420 Spanish Trail Road | \$4,500,000 | MLS 1719240

Highway Commercial Zone | Large Convenience Store

Rachel Moody 435.260.8245

This fuel center features a large convenience store, above ground fuel tanks and an oval layout with a gravel drive circling the back of the structure. Turn-key, including retail inventory, and has been professionally operated with a reputation for pleasant service. Excellent revenue and fabulous potential for expansion. This station is the only fuel station and convenience store within 5 miles to the north, 55 miles to the south and the first upon the south entrance of the Moab Valley.

COMMERCIAL LISTING



MOAB FLATS

81 E 100 S | \$2,750,000 | MLS 1580823

Boutique Lodging Complex with Eclectic Vintage Vibe!

Rachel Moody 435.260.8245

Superb vacation rental investment opportunity in the heart of Moab! Situated just a half block off Main Street and a block from Center Street, this 8 unit nightly rental complex is located in the core of the walking district and downtown restaurants, shops, galleries, and more. The 8 units are consistently well-reviewed. With excellent numbers, this superb investment property is ready to take you into your future in Moab!

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COMMERCIAL LISTING



PURPLE SAGE FLATS

338 E 100 S, Moab | \$2,375,000 | MLS 1580859

An Extraordinary Investment Opportunity

Rachel Moody 435.260.8245

This boutique vacation rental property is located just 3 blocks off Main Street, in the heart of restaurants, shops, and galleries. Built in the 1950's mining boom, the 8-plex has been beautifully updated into a lovely, modern apartment-style vacation rental destination. This wonderful vacation rental property performs extremely well and is consistently highly rated by guests. An extraordinary investment opportunity in Moab.

COMMERCIAL LISTING



COMMERCIAL ACREAGE

2446 Spanish Trail Road, Moab | \$1,500,000 | MLS1719225

1.35 Acres | Highway Commercial Zone

Rachel Moody 435.260.8245

Subject to the sale of the Moab Spanish Trails Shell station. Excellent opportunity to expand upon the services offered at the gateway to the Moab Golf Club, Spanish Valley residential areas, Ken's Lake recreation area and hundreds of vacation rental units and RV sites. This abutting parcel allows for an expansion of the Moab Spanish Trails Shell; should the opportunity not be captured by the fuel center's potential buyer, this opportunity will be available for the open market.

NEW LISTING - VACANT LAND



KAYENTA HEIGHTS VIEW LOT

1270 W Kayenta Drive | \$275,000 | 2 Acres | MLS 1756607

Rachel Moody Team 435.260.8240

This lot is perched above the Moab Valley with dynamic views of the Moab Rim, sweeping toward the mountain range for 360 degree glory. CC&R's protect your view-shed and investment. Municipal sewer and power, in the street.

NEW LISTING - VACANT LAND



BIG MOUNTAIN AND CLIFF VIEWS

4144 Valle Del Sol Drive | \$249,000 | 1 Acre | MLS 1758013

Reina Every 435.260.1542

Mountain and cliff views! This one acre lot sits at the entrance to one of Spanish Valley's most desirable neighborhoods and is the perfect building site for your new home. Just a short drive into Moab's downtown, and even closer to Ken's Lake Recreation Area and the LaSal Mountain Loop Road.

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VACANT LAND



HIGH DESERT TOPOGRAPHY

Hatch Wash | \$999,000 | 240 Acres | MLS 1732547

Make this your basecamp for adventure!

Rachel Moody 435.260.8245 | Nikole Andersen 801.750.5280

240 Acres of high desert topography available for your private ownership. A recreationalist's dream with multiple sites for camping – you can plug in and explore on-site! How about a ranch? The potential for your agricultural ranch is here, including corals, areas suitable for harvesting, and animal rights. There are so many possibilities!

CUSTOM CABIN LOTS



BRUMLEY RIDGE RANCH

2, 3 & 4 Brumley Ridge Ranch Road | \$235,000 per lot

6.28 Acres | 5.43 Acres | 3.59 Acres

Rachel Moody Team 435.260.8240 | Nikole Andersen 801.750.5280

Offering direct access to surrounding Forest Service land, located in the Brumley Ridge section of the La Sal Mountains. Your opportunity to build your custom mountain cabin with services available at the lot line. Power, water and high speed internet are all installed and ready for your adventurous basecamp. Only 25 minutes from Moab City center, yet a world away!



BIG ABAJO VIEWS – 13 LOTS

Elk Meadows Lots | \$64,000-\$79,000

6 - 8 acre lots located 15 minutes to downtown Monticello, and 48 miles from Moab city center.

Rachel Moody Team 435.260.8240

Nikole Andersen 801.750.5280



PACK CREEK ESTATE SITE

525 E Pack Creek Road | \$349,000

Stunning 11.18 acres in the gorgeous Pack Creek area, tucked into the foothills of the La Sals and features beautiful mountain and red rock views. MLS 1657922 Rachel Moody Team 435.260.8240



NEW PRICE

ABSOLUTELY STUNNING!

1650 Vertigo Drive | \$270,000

3.66 acre site at the top of Kayenta Heights with sweeping red rock, sandstone, and mountain views. Perfect mid-valley location, just minutes to town. MLS 1745464 Rachel Moody Team 435.260.8240



NEW PRICE

YOUR ISLAND IN THE SKY

1600 Old Mail Trail | \$220,000

This 3.23 acre Kayenta Heights parcel is an incredible view lot in a dramatic landscape. CC&R's protect your view-shed and investment. MLS 1745454 Rachel Moody Team 435.260.8240



CUSTOM CABIN LOT-PEAK VIEWS

10 N Hoolihan Road 2 | \$168,000

7 acres at Buried Hatchet Ranch, in the Brumley Ridge section of the La Sal Mountains. Services available at the lot line. Only 25 minutes from Moab. MLS 1702713 Rachel Moody Team 435.260.8240



TWO 80 ACRE PARCELS

186 County Road SW 1/4 | \$150,000 Per Lot

Vast desert landscape with far reaching views, privacy and open skies. MLS 1669814/1669887 Rachel Moody Team 435.260.8240 Jessica Zufelt 435.210.1171

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NEW SALES GALLERY

50 East Center Street

Just East of the Moab Information Center

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Secluded Backyard Retreat

Enjoy living inside and outside in this well cared for home on a quiet street. The backyard, high up on the bank of a gentle creek, features therapeutic-grade hot tub, cabana, custom patio, cottonwood trees and endless privacy. 3 bedrooms, 2 baths, includes master bedroom and open kitchen design. \$598,000. MLS #1759519. **Call Kevin 435-260-9890**



Private Mountain Lodge in Old La Sal

Marvelously suited for a retreat property, a shared vacation home, or an investment property, this Mt Peale paradise has 7 bedrooms, 9 baths, 2 kitchens, all under nearly year-round starry nights and blue skies. Private well with pristine water. \$999,000. MLS #1757783. **Call Kevin 435-260-9890**



Water, Views, and More Water

In this quiet, lush setting are 53+ acres with well, power, and 10 individual water rights, for vast development potential. \$655,000. MLS #1733619. **Call Kevin 435-260-9890**



Live the Good Life Affordably

The Cabins on Deer Creek Rd offer you two homes in one with potential for income or room for extended family. Each side of the cabins has 3 bedrooms and one bath, great room, laundry and separate entrance with covered deck. \$449,000. Two cabins available, 6 beds/2 baths each. MLS #1759315 and #1759324. **Call Kevin 435-260-9890**



Downtown Moab C-3 Central Commercial Building Lot

- 141 E. 100 S. with frontage of 91 ft. and depth of 115.5 ft.. Will accommodate building of 9 possible rentals for which I have schematics available upon request. \$600,000. MLS #1499132. **Call Janie 435-260-1572**



Off-Grid Paradise

54 acres of majestic high desert slick rock, juniper, and sage along historic Hatch Wash with spectacular mountain views. 3 livable rock caves, 2 wells, small manufactured home wired for 5,000 kw solar. \$999,000. MLS #1759550. **Call Kevin 435-260-9890**



212.5 acres at Tin Cup Mesa in San Juan County

If you like artifacts and searching for history on your own private property (212.5 acres), then you will really dig this 212.5 acres at Tin Cup Mesa in San Juan County. About 10 miles North of Hovenweep National Monument. You have far reaching views of several mountain ranges, Navajo Mts., Abajo Mts., and really close to Squaw and Papoose Canyon Wilderness Study area. Approximately 75 % of the land has been dry land farmed. \$450,000.00. MLS #1719040. **Call Janie 435-260-1572**



Majestic Mountain Property

5.54 acres high above the Moab valley. Buried Hatchet Ranch Lot #1 on Brumley Ridge, accessed from the LaSal Loop road and just twenty minutes from downtown Moab. Snowcapped LaSal Mountain views to the east and vast Canyonlands views to the west. Peaceful setting and clean air for your mountain getaway home. Secluded and wooded with juniper, piñon, and sage. Internet, water, power stubbed to the lot. Adjacent to 40 acres of common open area. \$220,000. MLS #1746051. **Call Kevin 435-260-9890**



1.04 Acres

Half zoned Rural Residential (RR) half Highway Commercial (HC). HC allows 18 units per acre, 10 housing units with existing zones, or owner could apply for the High Density Overlay zone. Plenty of room for a business and residence. Located close to town. \$690,000. MLS #1744967.

Call Preston 435-260-1701



Get away from the crowds, and enjoy the calm and quiet at this 83.43 acres at Sunrise Country in San Juan County. County maintained roads get you to this area, and the school bus even runs by here. The views of several surrounding mountain ranges are visible from this awesome vantage point. Off the grid! Portions of this property have been dry land farmed by neighbor. \$111,000. MLS #1736262.

Call Janie at 260-1572 for a showing or info.



Woodland Ridge in Old LaSal

18 acres, \$134,000, MLS#1697268
77 S. Wray Mesa Rd. \$127,000, MLS#1749433
79 S. Wray Mesa Rd. \$125,000, MLS#1748447
You won't believe the views.
Additional lots available soon.
Call Billy 812-360-3302



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DANETTE JOHNSON
Sales Agent
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danetteinmoab@aol.com



RICK LAMB
Associate Broker
435-260-2599
rick@moabrealty.com



BUILD YOUR DREAM HOME IN PEACEFUL, QUIET LA SAL. This large 1 acre lot will be the perfect place to build your dreams. The lot has a shared well. Take in the beautiful views and fresh air. Priced to sell at \$42,000 | MLS#1746853 **Stephanie 435-260-8023**



Kane Creek Canyon Estates, scenic, beautiful large lot residential subdivision south of Moab across Hwy 191 from Bridger Jack Mesa. Only 17 minutes from Moab. Bordered on two sides by BLM public land. All of southeastern Utah recreation is at your door step. County maintained roads, underground power installed, Buyer is responsible for well and septic, Kane Creek Canyon Estates have covenant protection but no HOA fees, Owner financing available. Available: 1756554 & 1756549. Prices range from \$145,000 to \$195,000 **Rick 435-260-2599**



Pole Canyon in Kane Creek Canyon Estates. Beautiful residential/recreational property just 18 minutes from Moab, that offers fabulous desert and mountain views. This lot located just off Kane Canyon Drive, offers striking views of the La Sal Mountains, the red fins of Behind the Rocks, Pole Canyon and Kane Creek Canyon. Power is conveniently located on the lot frontage. New owner will install well and septic. County maintained roads throughout the subdivision. There are no HOA dues. Sensible covenants are in place for the protection of property values. Owner financing is available. Available: 1756551 & 1756557. Prices range from \$145,000 to \$195,000 | **Rick 435-260-2599**



HORSE PROPERTY. 2,011 Sq ft, 3 Bedroom 2 Bath home on 1.88 acres. This great home is located on the west side of Moab Valley. There are 360 degree views of mountains and Red Rocks. This home is well-built with in-floor radiant heat which is economical to heat and cool. Must see to appreciate. Price \$729,900. Call Dave for an appointment. MLS# 1754849



CREEKSIDE DREAM LOT! Find yourself building your DREAM home here! Close proximity to downtown with access to walking trails, Mill Creek Canyon and more. MLS#1751815 \$225,000 **Danette 435-260-0130**



TO BE BUILT TOWNHOMES AT RIM VISTA: New design with patios in front and back, 2 Master Bedrooms with en suite bathrooms upstairs and a ½ bath on main level, 1274 sq. ft. Amenities include Pool, Hot Tub, Playground and Pavilion. Zoned for overnight rentals. **Dave 435-260-1968**



INVESTMENT OPPORTUNITY! Duplex - two 1 bed, 1 bath units - updated throughout. Private, fenced back yard, ample parking and an ideal downtown location. MLS# 1739419 \$575,000 | **Danette 435-260-0130**



RESIDENTIAL LAND LISTINGS

DEVELOPMENT OPPORTUNITY

at the "Gateway" to Moab! Have your business seen FIRST by visitors as they enter Moab. This 2.39 acre parcel is located just south of the Colorado River Bridge on the west side of Highway 191.

\$1,795,000 | MLS# 1658268

Danette 435-260-0130

This lot has all the views of the red rock monuments that have made Castle Valley famous and in addition you have great views towards the Colorado River corridor. Choose from a number of different potential building sites and enjoy the peace and quiet of Castle Valley.

Come check out this great property!

\$135,000 **UNDER CONTRACT** | MLS#1606451

Rick 435-260-2599

GREAT PROPERTY IN LA SAL

.56-ACRE LOT IN LA SAL.

Power at lot and phone nearby. Can be purchased with deed restricted pond parcel.

MLS#1215877 | \$38,400

Owner/Agent | **Dave 435-260-1968**

BRUMLEY RIDGE LOTS, LA SAL MOUNTAINS OVER MOAB WITH POWER AND WATER INCLUDED.

At an elevation of 7500 ft, 3 lots ranging from 3.5 to 6.2 acres in the La Sal Mountains above the city of Moab, offering sweeping views of mountain ranges, red rock, lush valleys, and canyons-including Canyonlands National Park. Directly accessible from La Sal Mtn Loop Rd, site is bordered by undeveloped BLM land and includes access to over 50 acres held in common with other property owners. Beautiful and Build Ready. MLS#1520062 | \$225,000 each

Rick 435-260-2599

COMMERCIAL

LEASING OPPORTUNITY - COMMERCIAL PROPERTY

4,000 Sq Ft of commercial space. Located on Hwy 191, directly across the proposed USU campus, this property has great visibility with ample customer parking. \$1.00 SQ FT / Per Month. MLS# 1621858

Dave 435-260-1968



Nightly rental opportunity! This 2 bedroom, 2 bath is the perfect place to enjoy what Moab is about. The location is quiet and serene. You can enjoy a dip in the community pool or use it as an investment property. This has good rental history and is furnished and ready for a new owner. MLS#1690830 \$375,000 | **Stephanie 435-260-8023**

Executive Office Space FOR LEASE



4 Executive Offices Available
Ground Floor | All Utilities Included
Premium WiFi

Contact Dave (435) 260.1968



DOWNTOWN LUXURY
TOWNHOMES

2ND & 2ND

Starting at \$649,000 | 3 bedroom 2.5 bathrooms

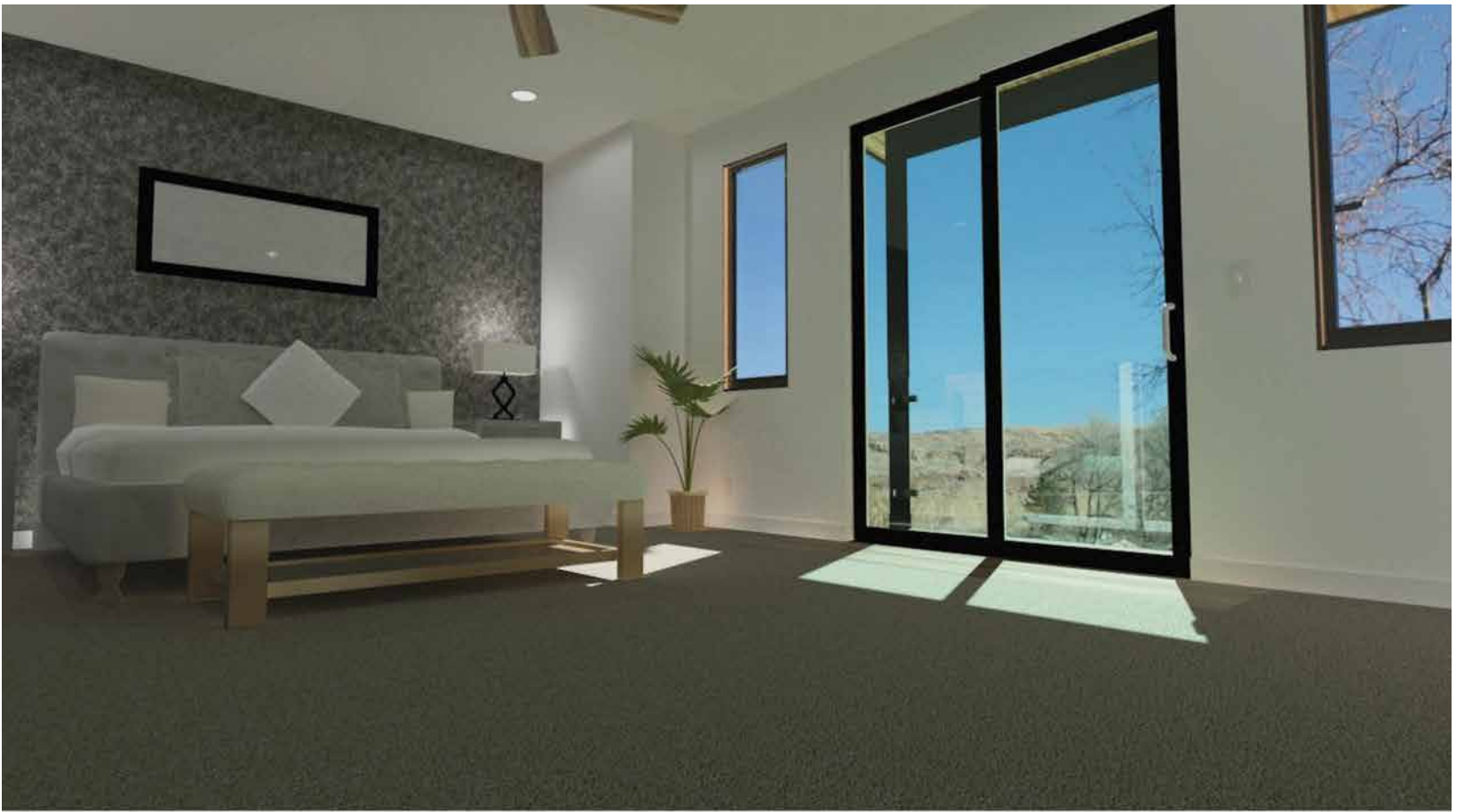
MOAB 
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Welcome to Moab's new, hip, downtown location: 2nd and 2nd.

Located just one block from 300 S, you'll get the convenience of a great downtown location, without any of the traffic or noise of the main thoroughfares. Millcreek Parkway is just a block away, giving walking access to all that main street has to offer.

When home, 2nd & 2nd offers high end features you won't find in many other places. You'll get granite countertops, high-end windows, tile floors, private hot tub included, and more; all standard. Pre-wired for solar panels and electric car chargers with an optional full solar package available. 2 car garage and private rear patio. The upstairs Master Bedroom features a balcony looking towards the Moab Rim.

Pick your own colors and finishes if you get in early. Call or text for details.



Dustin Frandsen



Principal Broker & Property Manager
 Call 435.633.7033
 Text 435.650.6666

MOAB
PROPERTY GROUP

Call 435.633.7033

Megan Law



Real Estate Agent & Property Manager
 Call 435.633.7033
 Text 435.210.8178



#1723104 / \$1,800,000
Eklectica— one of the locals & tourists favorite places to eat in Moab. Main St., 0.50 AC, zoned C3.



#1747200 / \$1,250,000
La Sal—Peace & Tranquility. 20 Acres with 3 bed 2 bath cabin with oversized garage. Bunkhouse, hookups for RV. Surrounded by USFS.



#1750683 / \$985,000
 2.19 Acre Hwy. Commercial Available. Allows 18 units per acre. All utilities available. Bring your plans and build your dream property.



#1762122 / \$249,000
 Lot 1—0.59 Acre, C-4 Commercial Lot on Mill Creek Dr. Commercial building, residential or mixed use.



#1762123 / \$389,000
 Lot 2—0.37 Acre, C-4 Commercial Lot on Mill Creek Dr. Great location for your business.



#1766340 / \$36,000
 20 Acre Parcel Near Cisco, surrounded by public land. Excellent base camp for your adventure.



#1766341 / \$34,000
 20 Acre Parcel near the railroad tracks & close to the Kokopelli Trail North of Cisco. Unique property.



#1411251 / \$67,000
 Lot 6 Avikan Hills, Blanding. 6.00 acres. CC&Rs allow modular homes. Room for horses.



#1758753 / \$104,900
 Lot 11C, Entrada Subd., San Juan County. 0.27 acre lot. Modular & Manufactured Homes Allowed. No CC&Rs.



#1758754 / \$104,900
 Lot 11A, Entrada Subd., San Juan County. 0.28 acre lot. Modular & Manufactured Homes Allowed. No CC&Rs.



#1747288 / \$45,000
 Splendid mountain views in every direction. 4.15 AC, minutes from **Blanding** City. With CC&Rs. No HOA.



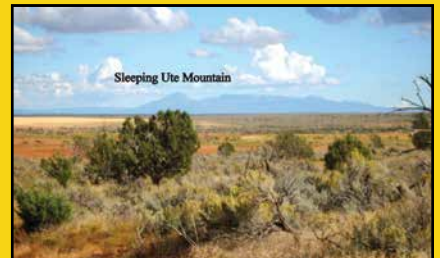
#1575311 / \$52,500
 0.76 acre lot in **Bluff**. Walk right up to the nearby ancient rock art panels, & cliff dwellings from this lot.



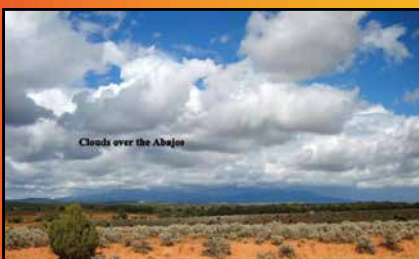
#1603069 / \$67,500
 1.20 acre lot in **Bluff** with CC&Rs. Electricity, city water meter, & telecom service at the lot.



#1411264 / \$67,000
 Lot 7 Avikan Hills, Blanding. 6.00 acres with spectacular views of mountain ranges. Room for horses.



#1445176 / \$67,000
 Private, peaceful setting. 6.00 AC in **Blanding**. Well water & electricity stubbed to all lots. Room for horses.



#1444620 / \$69,000
 Build your dreams here! 6.28 AC, minutes from **Blanding** City. Water, electricity stubbed to lot.



#1444616 / \$45,000
 Enjoy **Blanding's** clean country air & wide open spaces. Room for horses. CC&Rs allow modular homes.



#1760982 / \$75,000
 Lots 4,5,6 & 7 on Old Hwy 6&50 **Thompson Springs**. Great views of the Book Cliffs.



#1724724 / \$65,000
 Affordable land in **Thompson Springs**. Lots 1,2,3 on Old Hwy 6&50. Old out-bldg. needs TLC.



#1743655 to #1743660 / From \$469,000 to \$495,000 / Rancho Verde—New Development!

Manufactured Homes with Double Garages for your toys. Cavco 3 Bedrooms, 2 full baths with large spacious rooms. One level 1,500 sqft. Nice open floor plan, a kitchen with an island. Lots of space. Utility Room goes out to the Garage. 2 plans on the Garages that have plenty of room for everything. R.V. Pad. Views, privacy and quiet area. Sits on the banks of Pack Creek with large lots (0.51 AC to 1.01 AC).



#1757715 / \$425,000

Fixer Upper—4 bed 2 bath home on 0.17 acre lot. Close to City Park, Aquatic Center, school, hospital, & churches.



#1752017 / \$197,000

Move in Ready! Blanding's vast views & small town appeal are right here. Compact home with an open floor plan on a large 1.25 acre lot.



1758679 / \$449,000

Great Family or Starter Home in established neighborhood. 3 bed 2 bath home on 0.18 acre lot. Central a/c. Attached car garage.



#1725862 / \$1,650,000

Two homes on 4.13 acres across the road from the Golf Course. 2 bed 2 bath home plus 520 sqft studio apartment.



#1740066 / \$415,000

Great Location for accessing local recreation area. Close to school, church & downtown. 2 bed 1 bath home.



#1524620 / \$275,000

1926 Italian Brick bldg., has 2-car garage, shed with basement, septic tanks, propane heat, built needs TLC.



#1734727 / \$750,000

Unique Offering, LaSal Mtn. Cabin on 80 acres above San Juan Lumber. 1200 sqft, 2 bed & bath, great room.



#1757711 / \$385,000

Turn-key Nightly Rental—2 bed 2 bath townhouse. It's on the Golf Course side of Fairway Loop. Good rental history.



#1745594 / \$285,000

Peace and serenity in **Thompson**. Clean & tidy 2 bed 2 bath manufactured home on 5.5 acres. Completely remodeled & very well insulated. 30x40 Quonset hut.



#1758751 / \$359,900

Newly Remodeled—3 bed 2 bath manufactured home on 0.28 acre lot in San Juan County. Great views of the mountains.



3-bd. 2-ba.

#1758448 / \$250,000

Well-maintained home just 4 blocks from Green River's Main St. 3 bed 2 bath with great views of the Book Cliffs & lots of storage.

We are a Full Service Brokerage! Let us be your guide, we're here to help you...
Call us at 435-259-5021 / 800-223-2417 or visit us at www.MoabRealEstate.com.

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MEET THE BROKERS!

10 QUESTIONS FOR THE LOCAL REAL ESTATE EXPERTS

We caught up with the Moab area's brokers, who share some interesting insights about their companies and the local housing market. They also open up a little bit about their personal lives — and share a photo of themselves from outside their professional habitat!



How long have you worked in real estate and how did you get started in this line of work?

I have been in real estate since 1996. I have owned my brokerage since 1999. I took a voluntary layoff from Utah Power and Light. It was either move or be laid off. I chose to stay in Moab. I worked in the motel industry for a few years until I was finally convinced to go into real estate by friends and family. The rest is history!

Where are you from originally?

And tell us a little about your family.

I was born in Glenwood Springs, Colorado. We lived in Minturn, Colorado for the first year of my life. When my older sister passed away from pneumonia my dad decided to move to a warmer place. There were five brothers, and we lived in a camp trailer in the summer of '54 in Thompson, Utah with no A/C. My mother had had enough of that, so we moved to La Sal, then finally Moab. This was during the uranium boom and Moab was wild and woolly for sure.

The Moab market has been very hot for some time now, especially for sellers. What are your thoughts on what is in store for our market in the year ahead?

The whole western United States is a hot market. I believe there are two major differences with this boom vs past real estate booms. First, companies want to locate in Moab. They need employees and paying above average wages doesn't assure them having the necessary workforce. Housing is an even bigger issue than wages. Employers are buying and/or building housing for their employees whenever possible. The other new buyers in this market are people/companies with tons of excess cash (mad money) who tend to buy sight unseen and above-market value to get a piece of a resort community. Both of these

DAVE BIRSCHIED

Moab Realty, Broker



factors, along with the usual growing pains of the local population, has strained our residential housing to the bursting point. Trends show a slow decline from "mad money" buyers, but I feel the market will be status quo for the next year or so.

What do you like to do for fun?

I have recently become involved with endurance horse racing in a big way. It has brought me into a competitive world that I enjoy. But traditionally, I have enjoyed the usual hunting and fishing routine. But the most enjoyable and important activity is raising my 14 year-old daughter. Seeing her grow into a young lady is both enjoyable and a little terrifying!

Favorite place to visit outside of Moab and why?

I love Alaska and British Columbia. The scenery, hunting and fishing are spectacular.

When you were a teenager, what were a couple of your favorite bands, movies or TV shows?

I'm probably showing my age, but Pink Floyd and Bob Dylan.

The Moab area has a shortage of housing for local residents and workers. What are one or two things that can be done to improve this situation?

Density and density. They are not making more land, so the only way to house folks is to build with more density. It also brings the land-cost vs building-cost ratios into a more normal range.

What is something that makes your company special?

Knowledge of the area and work ethic.

You have been very successful in business.

How do you like to "give back"?

I believe in what a great Rotarian once said. "Give until it hurts and then give a little more". My favorite sport is helping the community out. I do this through nonprofits, monetary contributions and giving of my time.

What is one interesting thing about you that most people don't know?

In high school I tied for the fastest 60 yard dash in Utah history. If we would have run a full 100 yards we would have been in world class time. My mother always said, "Don't worry about your legs being short, they just need to be long enough to reach the ground." They did, and I could make them move really fast.

BECKY WELLS

Byrd & Co. Real Estate, Broker



How long have you worked in real estate and how did you get started in this line of work?

I have worked in real estate since 2008 and got my broker's license in 2015. I started initially selling lots in my parents' subdivision that they divided off of their farm for retirement. I ended up really liking it and have kept at it ever since.

How long have you worked in real estate and how did you get started in this line of work?

I've been in real estate since 2008. I retired from UPS, as a delivery driver, and became an real estate agent. Needed something to do!

Where are you from originally? And tell us a little about your family.

I was born in Salt Lake City, and my family moved to Moab in 1962, and have been here ever since. I have five boys and one daughter, all raised in Moab; 13 grandchildren, one more coming in January. All the children have college degrees.

The Moab market has been very hot for some time now, especially for sellers. What are your thoughts on what is in store for our market in the year ahead?

Housing prices in Moab have increased dramatically. The market needs to stabilize soon. The lack of housing issues need to be solved with developers, county and city councils, and citizens working together.

What do you like to do for fun?

I garden, and have 20 fruit trees. I like hunting and fishing when I can.

Where are you from originally? And tell us a little about your family.

I was born and raised in Moab. Most of my immediate family resides here and the rest range from Oregon to back East in upstate New York. My father still is a farmer, and my mother had a small clothing store on the north end of Main Street growing up. She later converted it to a neat little antique store before deciding to stay home with us kids until we were all out of the house. She was very glad she did, as we lost my sister in a tragic car accident when she was only 15. My husband Curtis and I work in real estate together and have two little girls, Lizzy and Violet — and we have another on the way. :)

The Moab market has been very hot for some time now, especially for sellers. What are your thoughts on what is in store for our market in the year ahead?

Prices seem to be leveling off, which I think is a good thing. Properties still sell rapidly if they are priced within reason. It seems the market is going to continue to stay strong. We are seeing a lot of developers come to town wanting to build different types of commercial developments and apartments. I've been very excited to see this.

What do you like to do for fun?

I enjoy desert camping in the fall, hunting, golfing, snowboarding, paddleboarding, biking — well, just about anything outdoors!

Favorite place to visit outside of Moab and why?

I love Hawaii or just about anywhere near the ocean. It's a nice balance after being in the desert most of the year.

When you were a teenager, what were a couple of your favorite bands, movies or TV shows?

I'm not a huge movie or TV fan, but I have always enjoyed all types of music. I especially like old country, like Patsy Cline, and artists from that timeframe.

The Moab area has a shortage of housing for local residents and workers.

What are one or two things that can be done to improve this situation?

This is something I am very passionate about

Favorite place to visit outside of Moab and why?

Alaska — it's a beautiful place.

When you were a teenager, what were a couple of your favorite bands, movies or TV shows?

That was a long time ago! I liked the band Three Dog Night, and Western movies.

The Moab area has a shortage of housing for local residents and workers. What are one or two things that can be done to improve this situation?

City and county need to adjust zoning rules to work with developers, not against them.

What is something that makes your company special?

Customer service sets us apart. We go above and beyond.

You have been very successful in business.

How do you like to "give back"?

16 years on the school board; Search and Rescue; church service; several boards in the past.

What is one interesting thing about you that most people don't know?

We have a cabin in Old La Sal — a place to escape to.

and the reason why I chose to join the city planning commission for the last few years. We need to fix our code to be more development friendly. We've got too many requirements for things like for parking, setbacks, and not enough density. We're lacking areas that are zoned for high-density developments. Most of our zoning is for single family housing or only a duplex. We need diverse developments like townhouses and apartments. I think adding density bonuses in return for a simple deed restriction, that maybe half, or so, of the units must be rented or owned by locals, would do tremendous good. I think the county made a big mistake changing the High Density Housing Overlay rules to only local ownership. We were seeing a lot of excitement around that overlay until the recent changes were made. At Byrd & Co., we manage more than 20 long-term rentals and only one owner resides in Grand County, but they are all rented to locals that live and work here.

What is something that makes your company special?

We are a small company, but we work hard and have led the Moab real estate market since 2016 in sales for Moab. We take a lot of pride in providing quality and ethical service to our clients.

You have been very successful in business.

How do you like to "give back"?

A lot of ways! Locally I donate annually to Seekhaven and pretty much any kids fundraiser/sport activity that comes along. I really believe in supporting our youth, so they can succeed in the future. I am also passionate about children's cancer as a close friend of mine had her 10-month-old son diagnosed with cancer. I learned a lot through her about the lack of research that's been done for children's cancer. Since my experience with her, I have donated generously to children's cancer every year in honor of her son.

What is one interesting thing about you that most people don't know?

Well, I think the most common comment I get is that I am left-handed. I do a lot of things right-handed like golfing and softball, but I bowl, write and shoot left-handed.

BRYON WALTON

Moab Premier Properties, Broker



How long have you worked in real estate and how did you get started in this line of work?

I've been in real estate since 2008. I retired from UPS, as a delivery driver, and became an real estate agent. Needed something to do!

Where are you from originally? And tell us a little about your family.

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16 years on the school board; Search and Rescue; church service; several boards in the past.

What is one interesting thing about you that most people don't know?

We have a cabin in Old La Sal — a place to escape to.

How long have you worked in real estate and how did you get started in this line of work?
I have been in the industry since March of 2003. I was handed an opportunity to manage mixed-use properties and it resulted in a career in real estate.

Where are you from originally?
And tell us a little about your family.

I was born and raised in Salt Lake City. My father was a telephone engineer, raised in the mining towns of Colorado, then a farm in South Dakota, previous to his time in the navy. My mother is from England and immigrated to Denver, then moved to Salt Lake City in the late 1960s. I am the middle child of five, with three sisters and a brother. My immediate family is my newlywed husband, Joel, and my sweet 18-year-old daughter, Corah. I also have a tight-knit family of friends across the country.

The Moab market has been very hot for some time now, especially for sellers.

What are your thoughts on what is in store for our market in the year ahead?

I believe the Moab market will stay stable and steady, while continuing to rise due to lack of inventory and high demand.

What do you like to do for fun?

We love to be home with each other, be with our pets, trail run, play on the river, hike, bike, camp, travel and socialize with our friends.

Favorite place to visit outside of Moab and why?

This year it will be Salt Lake City, to visit my daughter in her first year at the University of Utah!

RACHEL MOODY

Berkshire Hathaway, Associate Broker



When you were a teenager, what were a couple of your favorite bands, movies or TV shows?

Movie: The Three Amigos. TV show: Cheers, and Night Court. Bands: I loved grunge, Faith No More, Nirvana, Red Hot Chili Peppers.

The Moab area has a shortage of housing for local residents and workers.

What are one or two things that can be done to improve this situation?

We need to incentivize high-density apartments or condos, and accessory dwelling units. We need to find creative ways to get deeded local housing, similar to the High Density Housing Overlay, with policy that will allow the product to be successful.

What is something that makes your company special?

We are founded on teamwork, strong core values and we sincerely want the best for Moab and its citizens.

You have been very successful in business.

How do you like to "give back"?

I believe in helping those around me when they are in need. I believe in contributing monetarily to our local non-profits. I have a few long-term rentals for locals that I do not maximize for personal profit.

What is one interesting thing about you that most people don't know?

I had \$114 in my checking account when my daughter was born. I was very driven to provide her with a good life, and earning a career in real estate has allowed me to accomplish this goal.

RANDY DAY

Anasazi Real Estate, Broker



How long have you worked in real estate and how did you get started in this line of work?

I started in Real Estate in 1983. I owe my humble beginnings to Phyllis Cortes, the broker of All American Agency, and Delbert Oliver her business partner. They were very instrumental in giving me a chance and encouragement.

Where are you from originally?
And tell us a little about your family.

I was born in Man, West Virginia. Came to Moab in 1972 with my parents and 3 brothers. Dad worked in the mines and mom waited tables at

the Westerner Grill. We lived in Carter's Trailer Park at first.

The Moab market has been very hot for some time now, especially for sellers. What are your thoughts on what is in store for our market in the year ahead?

I think there will be a cooling off period for most of the state, but not too dramatic, as supply is still very short.

What do you like to do for fun?

I like to take the kids to Lake Powell and wake surf, wake board. I also like to hike our many trails here in Moab and play golf.

Favorite place to visit outside of Moab and why?
Lake Powell is our family fun spot!

When you were a teenager, what were a couple of your favorite bands, movies or TV shows?

Movie: The Sting, with Redford and Newman.
TV Show: Mork and Mindy with Robin Williams.
Bands: Grand Funk Railroad, CCR, Bachman-Turner Overdrive, the Osmonds, and many more.

The Moab area has a shortage of housing for local residents and workers. What are one or two things that can be done to improve this situation?
Zoning has to change in Moab and Grand County, for there to be any kind of market correction. The supply can't keep up with demand under current city and county zoning and regulations.

What is something that makes your company special?

Well, I think all the Realtors here in the Moab area serve their clients very well, but Anasazi Realty has the same core agents for over twenty years — that says to me that we are doing things right.

You have been very successful in business.

How do you like to "give back"?

I have been blessed, no doubt about that, so I serve in the Utah Association of Realtors; I have coached in many capacities over the years at the high school and in the youth sports. I like to broadcast the sports on the Radio 97.1, so that people that can't go to games can keep up with the kids. It's a small town thing I guess.

What is one interesting thing about you that most people don't know?

I will be the President of the Utah Association of Realtors for 2022. I never thought I would end up in that position and I am humbled to serve this organization that protects private property rights.

SANDY NORTON

Arches Real Estate Group, Broker



How long have you worked in real estate and how did you get started in this line of work?
I've been in real estate since 1994. I joined a friend in her line of work.

Where are you from originally? And tell us a little about your family.
Originally from Texas. I'm married with two adult boys, a daughter-in-law and three wonderful grandchildren, ages 25, 12 and 4.

The Moab market has been very hot for some time now, especially for sellers. What are your thoughts on what is in store for our market in the year ahead?
I wish I had been gifted with a crystal ball!

What do you like to do for fun?
I like to spend time on the mountain, visit my grandchildren, and crafting.

Favorite place to visit outside of Moab and why?
I don't travel much; I like to stay home!

When you were a teenager, what were a couple of your favorite bands, movies or TV shows?
Johnny Cash, because my Dad liked him, and Creedence Clearwater Revival because my boyfriend liked them!

The Moab area has a shortage of housing for local residents and workers.

What are one or two things that can be done to improve this situation?
In my opinion, the City and County should quit looking at increasing taxes on commercial and residential properties as the solution to all of their problems. Inflation is the problem, and wages can't keep up with the rate of inflation.

What is something that makes your company special?
We have very experienced agents, most who have spent their lives in Grand County and San Juan County. We are very familiar with the area and know the ins and outs of life in Moab.

You have been very successful in business. How do you like to "give back"?
We support many of the Moab activities. Our agents are heavily involved in community activities, both recreational and administrative.

What is one interesting thing about you that most people don't know?
I moved to Moab when I was one week old.

How long have you worked in real estate and how did you get started in this line of work?
Four years with a real estate license. 10 years in Property Management. I worked for the Grand County School District as their Network Engineer. I saw Moab growing, and property management and real estate were great options to explore and expand. I had several teacher friends who moved out the area and asked me to manage their properties. And things just kept growing from there.

Where are you from originally? And tell us a little about your family.
I'm originally from Price, Utah. My family is scattered around the state from Moab, to Price, to Salt Lake.

The Moab market has been very hot for some time now, especially for sellers. What are your thoughts on what is in store for our market in the year ahead?
Moab is such a great place to live that I think people will keep coming here and wanting to invest for the foreseeable future. People who already have homes here are reaping the benefits of increased property value. And people moving here still find it affordable compared to Park City, Aspen, California, etc. It's a great time to own property in Moab.

What do you like to do for fun?
Hiking with my two Corgis is my favorite. I also love to travel and see new places.

Favorite place to visit outside of Moab and why?
The mountain towns in Colorado. One of the best things about living in Moab is its proximity to Colorado and the national parks in southern Utah. We live in the desert surrounded by beautiful red rocks, and unlimited outdoor activities. You can escape to the cool mountains, relax in hot springs, or see another of Utah's Mighty Five National Parks.

When you were a teenager, what were a couple of your favorite bands, movies or TV shows?
Favorite Movie: The Matrix. Favorite TV Show: Seinfeld. Favorite Band: Coldplay.

The Moab area has a shortage of housing for local residents and workers. What are one or two things that can be done to improve this situation?

DUSTIN FRANDBEN

Moab Property Group, Broker



Being in both Property Management and Real Estate, we get to see a unique view of this issue. We have a large staff that we have to find housing for. And we get to actively participate in placing locals in long term housing. The number one solution is more apartments. There have been several pushes to get residents and workers into home ownership. While that is great for some, many can't afford 10%-20% down for a home. And many aren't looking to stay long term. Moab has a dearth of apartments, and that is what this group really needs. My two suggestions for motivating

developers to put in apartments: 1. Loosen zoning regulations to allow for more apartments in more areas. 2. Incentivize builders so that it can be profitable to build apartments. With building costs at an all time high, there is very little profit margin in apartments. My suggestion to the city would be to allow a 50/50 split of apartments and nightly rentals for some select new developments. These could be in areas where it wouldn't affect local residents, and would be in newly created neighborhoods. The nightly rental piece would allow the development to be profitable, and the long term apartment piece would provide the type of housing that Moab needs.

What is something that makes your company special?
The combination of property management and real estate expertise gives us the unique ability to help clients through the entire process. For buyers we can assist in locating and purchasing a property and then seamlessly moving it our rental pool. For sellers we have all the information and data that experienced buyers are looking for when considering purchasing their property. And we can move new buyers into ownership of an existing property with no lag or loss of income.

You have been very successful in business. How do you like to "give back"?
Our favorite charities are Forever Nate and The Team Jack Foundation. They support pediatric brain cancer research and we donate every year. It's a cause that is near and dear to our hearts. We also give back quite a bit locally and have donated to the Rotary Club, April Action Car Show, Moab Music Festival, Moab Rodeo, The Folk Festival, Scotts on the Rocks, The Senior Games, The Moab School District, PGP Auto Show, and several others. Moab has been great to us, and we love giving back!

What is one interesting thing about you that most people don't know?
Hmm... I am double-jointed. I also climbed Castleton Tower — it helps to be double-jointed when climbing! And I love cars. But I think many people already know that!



Photo: RayBloham



Since 1983, the Southern Utah Wilderness Alliance (SUWA) has been the only non-partisan, non-profit organization working full time to defend Utah's redrock wilderness. Our power comes from people like you from across the nation who want to protect this irreplaceable heritage for all Americans.



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Welcome to Moab!

QUICK FACTS:

Elevation: 4,026
Settled: 1878
Mayor: Emily Niehaus
Population: Moab 5,268 (2019), Grand County 9,640 (2019)
Highest point in La Sal Mountains: Mount Peale, 12,721 ft
Climate: Midsummer average high/low: 99F/65F, Midwinter average high/low: 43F/20F
Average annual precipitation in Moab: 9 inches
Speed limit in town: 25MPH (15MPH for OHVs)
Driving distance in miles to Salt Lake City: 233, **Denver:** 354, **Las Vegas:** 458

DIRECTORY OF OFTEN-REQUESTED INFORMATION

Area code 435 unless noted otherwise

MOAB CITY NUMBERS

All Emergencies: 9-1-1
Police: 259-8938
Fire Dept.: 259-5557
City Hall: 259-5121
Post Office: 259-7427
Library: 259-1111
Chamber of Commerce: 259-7814
City Planning Dept.: 259-5129
City Recreation Dept.: 259-2255

GRAND COUNTY NUMBERS

Sheriff: 259-8115
Grand County School District: 259-5317
County Clerk (Voter Reg.): 259-1321
County Assessor: 259-1327
County Administrator's Office: 259-1346
County Recorder: 259-1332
County Treasurer: 259-1338
Building/Development Permits: 259-1343
Building Inspector: 259-1344
Economic Development: 259-1248
Travel Council: 259-1370
Recycling Center: 259-8640

UTILITY CONTACTS

City of Moab: 259-5121
Dominion Gas: 719-2491 or 719-2490
Rocky Mountain Power: 888-221-7070
Grand Water & Sewer: 259-8121
Moab City Public Works: 259-7485
Monument Waste Services: 259-6314 / 7585
Frontier (Phone): 800-921-8101
Emery Telcom: 259-8521
Green Solutions: 259-1088
Amerigas Propane: 259-6756

MEDICAL AND DENTAL CONTACTS

Moab Regional Hospital: 719-3500
Moab Dental Health Center: 259-5378
Merrill Hugentobler, DDS: 259-7418
Arches Dental: 259-4333
Red Rock Dental: 259-4059
Moab Regional Health Center: 719-5500

TRANSPORTATION

Canyonlands Field Airport: 435-259-4849
United Airlines: www.united.com
Grand Junction Regional Airport:
www.gjairport.com
Amtrak/Green River: 800-872-7245
Greyhound Bus/Green River: 435-564-3421
Canyonlands Shuttle: 435-210-4757
Red Rock Express: 800-259-2869
Moab Taxi: 435-210-4297
Enterprise Car Rental: 435-259-8505
Arches Car Rental: 435-259-4959

UTAH STATE NUMBERS

Motor Vehicle Div: 259-3743
Drivers License Div: 259-3743
Hwy Patrol: 259-5441
Health Dept: 259-5602
Moab Employment Center: 719-2600
District Court: 259-1349

NAT'L & STATE PARKS & PUBLIC LANDS

Arches Nat'l Park: 719-2299
Canyonlands Nat'l Park: 719-2100
Dead Horse Point State Park: 259-2614
Bureau of Land Management: 259-2100
U.S Forest Service: 259-7155
To Report a Wildfire: 259-1850
Poaching Hotline: 800-662-3337

CITY INFO:

Moab City: 259-5121
www.moabcity.org
Monticello: 587-2271
www.monticelloutah.org
Blanding: 678-2791
www.blandingutah.org

GRAND COUNTY

Building Inspector: 259-1344
Economic Development: 259-1248
Water and Sewer: 259-8121
Sanitarian: 259-5602
Assessor: 259-1327
www.grandcountyutah.net

SAN JUAN COUNTY

Building Inspector: 587-3225
Economic Development: 587-3235 x5006
Water and Sewer: 587-3221
Sanitarian: 587-2021
Assessor: 587-3221

INSURANCE COMPANIES

Farmers Insurance: 259-6192
Central Utah Insurance: 259-5981
Markle Insurance: 259-5241
State Farm Insurance: 259-5161

LENDERS

Fidelity Mortgage: 719-4100
www.fidelitymortgage.com
Primary Residential Mortgage: 259-0259
www.primaryresidentialmortgage.com
Eastern Utah Comm. Credit Union: 259-8200
www.euccu.com
Mountain America Credit Union: 259-1500
www.macu.com
Zion's Bank: 259-5961
www.zionsbank.com
Wells Fargo Bank: 435-2708
www.wellsfargo.com

CONTRACTORS

Ben Byrd: 259-0224
Chuck Garlett: 259-5014
Henderson Builders: 259-4111
Craig Haren: 259-1537
Jared Ehlers: 259-9499
Jim Keogh: 260-8127
Joe Sorensen: 260-5948
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