

# Katina Farrell, CDRE®

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## Homes By Katina LLC

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Brokers License: ER.040018032

## CURRICULUM VITAE

Katina Farrell is a Certified Divorce Real Estate Expert® (**CDRE®**), a Certified Divorce Specialist (CDS), and a recognized expert across Colorado in the practice of real estate within the context of family law cases. A licensed Realtor® for the last 24 years, Mrs. Farrell continues to receive extensive training in handling real estate sales in divorce matters. Mrs. Farrell received her certification as a CDRE® from the Illumni Institute and is the Director of the Leadership Council within the CDRE program. She is also a speaker in the Illumni Speakers Bureau, where she educates family law attorneys on real estate matters that affect their clients, including strategies to protect equity in the home, often the family's biggest asset, and mitigating conflict throughout the real estate process.

Mrs. Farrell offers her objective and neutral expert opinion in low- and high-conflict divorce matters involving real estate. She has advised and consulted in many divorce cases, including facilitating the sale of real property, providing fair market valuations, and is trained to testify as an expert in court. Her abundant knowledge and professional experience allow Mrs. Farrell to work fairly as a neutral third party in complex divorce matters.

## PROFESSIONAL BACKGROUND

### **Realtor | Managing Broker | Owner**

*Homes By Katina at Metro Brokers*

2016 - 2024

### **Realtor**

*Re/Max | Coldwell Banker*

2000 - 2016

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## **CERTIFICATIONS AND TRAINING**

### **Certified Divorce Real Estate Expert® (CDRE®)**

2020 - 2024

*The Illumni Institute CDRE® Director Leadership Council*

The Illumni Institute | Coach | Illumni Speakers Bureau

- Anatomy of Divorce
- Introduction to Divorce Court
- The Psychology of Neutrality and Bias
- The Ethics of CDREs
- Qualifying as an Expert
- The CDRE Listing Model
- The Landscape of Divorce Finance
- How to Sell a House in Conflict
- CDRE Fair Market Valuations

### **40-Hour Basic Mediation & Conflict Management Training**

2023

*Phoenix Strategies*

- Mediation training teaches skills to improve communication, negotiations, empathy, patience, and conflict resolution.
- This training focused on facilitating communication between two parties and forming a favorable outcome for everyone involved.

### **Pricing Strategy Advisor (PSA)**

2019 & 2023

### **Advanced Collaborative Law**

2022

*Colorado Collaborative Divorce Professionals*

### **Introduction to Collaborative Law**

2022

*Colorado Collaborative Divorce Professionals*

### **Certified Divorce Specialist (CDS)**

2021

*National Association of Divorce Professionals*

- A CDS is equipped with valuable divorce-specific information and a customized skillset to work with and collaborate on low and high-conflict divorce cases.
- This divorce training program provides the tools to overcome obstacles with divorcing clients and improve the experience for all parties involved.

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## **Senior Real Estate Specialist (SRES)** 2019

*National Association of Realtors*

- The designation is for Realtors® who cater to senior Americans when selling, buying, relocating, or refinancing residential and investment properties.

## **Certified Luxury Home Marketing Specialist - Million Dollar Guild (CLHMS)** 2017

*Institute for Luxury Home Marketing*

- Million Dollar Guild members perform in the top 10% of their residential markets and have successfully demonstrated their expertise in the luxury home and estate markets.

## **Certified Residential Specialist (CRS)** 2002

*National Association of Realtors*

- This certification is awarded to those with advanced training and proven outstanding achievement in residential real estate.

## **CONTINUING EDUCATION**

- Ethics Course 2023
- Colorado Annual Update 2023
- ABC's of Real Estate Statistics 2023
- Pricing Strategies, Mastering the CMA 2023
- Beyond Contract Competency 2023
- Working with the HyperConnected Client 2022
- Shifting Market Seller Strategies 2022
- Colorado Annual Update 2022

## **SKILLS**

Negotiation | Patience | Empathy | Neutrality | Conflict Management

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## CASE STUDIES

Extradition, Attempted Murder, and Bail Bonds	2023
Attorney Comms: Appointed vs Not Appointed	2023
The Perils of Pro Se/Pro Per Clients	2023
Boundaries, Thick Skin, and Leaving It at the Office	2023
Holt v. Brock: The Court-Appointed Realtor	2022
Dealing with Personal Property	2022
How to Use Tactical Empathy	2022
Seller in Possession	2022
Divorce Equity Buyouts	2022
The Perils of One Party on Title	2022
Clerk Signature and Deeds	2022
Collaborative Process in Divorce: The Niche within a Niche	2022
Testifying: A CDRE's Day in Court	2022
Navigating Through A High Conflict Pro Per Case	2022
Introduction to Divorce Court	2022

## ATTORNEY CONTINUING EDUCATION COURSES

Seven Tips for Defeating a Narcissist in Family Court	2023
Gray Divorce: Tips and Best Practices in Family Law	2023
Scenarios and Practice Tips for Cases Involving Special Needs	2023
Alcohol Use Disorder Protecting the Child's Best Interests	2023
Special Needs Children Caught in Family Law Litigation	2023
Cross-Examining the Hostile Witness: Your Inner Chatter	2023
Orders, Terms, and Practices that Sink Your Client's Equity	2023
Tips, Traps, and Current Trends in the World of QDROs	2023
The Weaponization of Technology and Social Media in Family Law Cases	2023
The Price of Success: Valuing Business in Divorce	2022
Strategies to Prevent Costly Tax Surprises in Divorce	2022
NFTs in Family Law	2022
The Case for Forgiveness	2022
Divorce Equity Buyouts	2022
Vocational Evaluations	2022
A Lawyer's Guide to Financial Asset Search and Discovery	2022
How Co-parenting Apps Help Practitioners Manage Their Child Custody Cases	2022
Navigating the Crossroads of Bankruptcy and Family Law	2022
Calming Upset Clients and Others with EAR Statements	2022

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## **TEACHING EXPERIENCE**

Orders, Terms, and Practices That Can Sink Your Client's Equity (CLE)	2024
Real Property Matters in Divorce (CLE)	2022 - 2024

## **AWARDS**

Re/Max Hall of Fame	2012
Re/Max 100% Club	2003 - 2011

## **VOLUNTEER WORK**

Arapahoe County Mock Trial	2024
Douglas/Elbert County High School Mock Trial	2022 - 2024
Food Bank of The Rockies	2017 - 2024
Habitat for Humanity	2014 - 2024
CBA State High School Mock Trial	2023
Family Crisis and Outreach Center	2014 - 2020
Homes for Our Troops	2013 - 2014

## **MEMBERSHIPS YEARS ACTIVE**

Colorado Association of Realtors (CAR)	24 Years
National Association of Realtors (NAR)	24 Years
Residential Real Estate Council (RRC)	22 Years
South Metro Denver Association of Realtors (SMDRA)	14 Years
Institute for Luxury Home Marketing (Million Dollar Guild Member)	7 Years
Colorado Collaborative Divorce Professionals	4 Years
Colorado Bar Association	4 Years
Colorado Women's Bar Association	4 Years
Douglas County Bar Association	4 Years
Arapahoe County Bar Association	4 Years
Illumni Speakers Bureau	3 Years

# Katina Farrell, CDRE®



## Certificate of Completion

This is to certify that

**Katina Farrell**

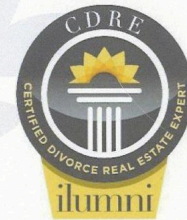
has successfully completed the CDRE™ Master Course, including 40 hours of divorce real estate education and comprehensive exam.

**MASTER COURSE COMPLETION**

as of May 8, 2020

*Laurel Starks*

**Laurel Starks**  
Founder  
Divorce Real Estate Institute



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THE INSTITUTE FOR LUXURY HOME MARKETING

certifies that

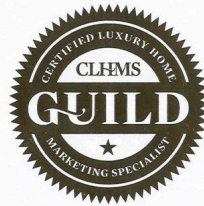
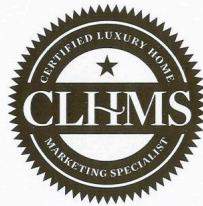
*Katina Farrell*

completed the Luxury Home Marketing training on

5/5/2017

and has earned the Certified Luxury Home Marketing Specialist™ designation for superior performance, achieved GUILD™ recognition for sales at or above one million dollars, and is a Member of The Institute for Luxury Home Marketing through

4/30/2024



*Kathleen Bibbins*  
Kathleen Bibbins, General Manager

INSTITUTE for  
LUXURY HOME  
MARKETING®  
By Colibri Real Estate