



DENVER METRO
ASSOCIATION OF REALTORS®

2016/2017 PRESS KIT





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2016/2017

Dear Respected Journalist:

It is a pleasure to introduce you to the Denver Metro Association of REALTORS® (DMAR), one of the nation's leading REALTOR® organizations and *The Voice of Real Estate® in the Denver metro area*. DMAR is a 501(c)(6) nonprofit organization, and the largest REALTOR® Association in Colorado, with over 7,000 REALTOR® members in the Denver area.

Together, Chairman of the Board Scott Grossman and CEO Ann Turner bring more than 50 years of executive and entrepreneurial leadership to DMAR. The Association continues to be a trusted resource for the local and national media, offering:

- Insight into the residential real estate industry and metro Denver's growth
- Market knowledge through its nationally recognized Market Trends Report for the Denver Metro area published monthly
- Perspective on:
 - Residential real estate market data in the Denver area
 - Buyer and seller insights, tips, and transactional processes
 - Real estate legislation and regulation
 - Investors; cash buyers; "fix and flips"
 - How changes in the mortgage industry impact the market
 - The constantly evolving role that technology plays in the real estate industry
 - How Denver compares to markets across the nation
 - Denver neighborhood insights

I look forward to sharing DMAR's expert perspective on relevant real estate topics, trends, features, and bylined articles. I am always happy to set up an interview with you, Scott Grossman, Ann Turner, and/or members of DMAR that may be a resource to you.

Thank you in advance for your time and consideration.

Sincerely,

Andrea Kalmanovitz
Director, Public Relations
Decibel Blue Creative Marketing & PR
On Behalf of DMAR
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andrea@decibelblue.com



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SPOKESPEOPLE

SPOKESPERSON

Scott Grossman 2016-2017 Chairman of the Board

Scott Grossman has extensive experience working with difficult and challenging situations in real estate that require additional thought and strategic planning. Examples include loss of a loved one, transitioning into assisted living, downsizing into low maintenance living and more. He works with clients every step of the way, putting realistic timelines and goals in place while providing necessary resources such as customized reports. Scott's specialties also include contract negotiation, detailed market knowledge and comprehensive data analysis.



SPOKESPERSON



Ann Turner **Chief Executive Officer**

A proud graduate of the University of Colorado Boulder where she studied Psychology and Sociology, Ann brings high level expertise, insight, and operational organization to DMAR. Over the past five years, under Ann's leadership, DMAR has seen unparalleled growth starting with the successful merger of the Denver, North Metro, Jefferson County and Douglas Elbert REALTOR® Associations. Prior to DMAR, Ann was the CEO of the Jefferson County Association of REALTORS® where she introduced many new programs and services that helped create a progressive and financially secure organization.

Ann is a member of the American Society of Association Executives, the Colorado Society of Association Executives and the Metro Denver Chamber of Commerce. She has served on the Advisory Board for the Association Executive Institute for the National Association of REALTORS®. Ann is past chairman of the Association Executives Committee for the Colorado Association of REALTORS®, and has also served in an advisory capacity for many task forces and workgroups at the local, state, and national level of the REALTOR® organization.



ADDITIONAL SPOKESPEOPLE

Steve Thayer
Chair-elect of the Board
Governance Committee Chair

Libby Levinson
Secretary of the Board
Professional Development Committee Chair

Laura Ruch
Past Co-Chair of the Board

Barb Brown
Past Co-Chair of the Board

Milford Adams
DMAR Director
High School Grants Committee Chair

Jon Ciardella
DMAR Director

Euan Graham
DMAR Director

Phil Heter
DMAR Director
Audit & Investment Committee Chair

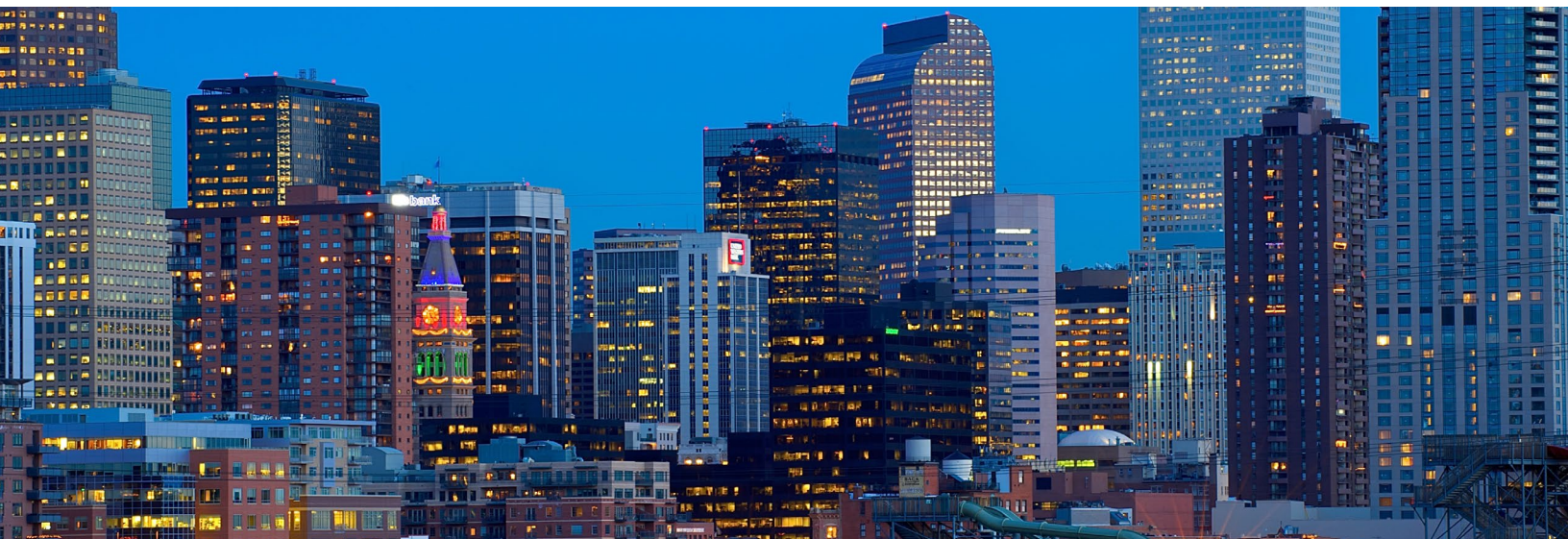
Heather Heuer
DMAR Director

Jessica Schmelzer
DMAR Director

Phil Shell
DMAR Director
Nominating Committee Chair

Elaine Stucy
DMAR/CAR Director

For more information and additional sources, please contact Andrea Kalmanovitz, Public Relations, on behalf of the Denver Metro Association of REALTORS®, at (303) 242-5855 or andrea@decibelblue.com.



A photograph of a city skyline, likely Denver, with various skyscrapers and construction cranes. In the foreground, there is a dense forest of green trees. A large green triangle is overlaid on the bottom left of the image, pointing upwards. The text "BOARD OF DIRECTORS" is written in white, uppercase letters inside this triangle.

BOARD OF DIRECTORS

THE 2016-2017 OFFICERS AND BOARD OF DIRECTORS ARE AS FOLLOWS:

Chairman of the Board: Scott Grossman, Madison & Company Properties

Chair-elect: Steve Thayer, Keller Williams Action Realty, LLC

Secretary of the Board: Libby Levinson, Kentwood Real Estate, Cherry Creek

Past Chair of the Board: Laura Ruch, Keller Williams Preferred

Past Chair of the Board: Barb Brown, Keller Williams Action Realty, LLC

Milford Adams, Lyons Realty Group, LLC

Jennifer Brink, Keller Williams Action Realty, LLC

Jon Ciardella, RE/MAX Leaders

Marti Furay, Lucero Real Estate

Trent Gary, RE/MAX Alliance, Castle Rock

Euan Graham, Madison & Company Properties

Sahsha Graves, Chicago Title of Colorado

Phil Heter, Heter and Company, Inc.

Heather Heuer, Porchlight Real Estate Group

Amy Jackson, EXIT Realty, DTC

Christine Malara, RE/MAX Alliance, Olde Town

Jessica Schmelzer, Porchlight Real Estate Group

Phil Shell, RE/MAX Alliance

Elaine Stucy, Stucy Realty Company, Inc.





FACT SHEET

FACT SHEET

Who

DMAR is a membership-based organization comprised of over 7,000 real estate professionals in the Denver metropolitan area and *The Voice of Real Estate® in the Denver metro area*. DMAR functions alongside the Colorado Association of REALTORS® and National Association of REALTORS®. DMAR's areas of expertise include insight into the residential real estate industry and metro Denver's growth, as well as extensive market knowledge; publishing a nationally recognized monthly DMAR Market Trends Report.

What

In exchange for annual dues, the organization provides members with the following:

- REALTOR® Designation: only members of a local association can use the REALTOR® trademark and benefits
- Continuing Education: approx. 200+ classes per year
- Powerful Networking: over 50 events a year including the Denver Metro Association of REALTORS® Excellence awards attracting over 800 attendees annually
- Dedicated Advocacy: DMAR has a strong voice in the real estate industry and community on a local, state, and national level
- Relevant news and tools to help members stay up-to-date with industry news
- Comprehensive market statistics and valuable insights

When

DMAR was formed on August 18, 2011 when the North Metro Denver REALTOR® Association, the Jefferson County Association of REALTORS®, and the North Metro Denver REALTORS® Association voted to merge. In September, 2016, DMAR announced its latest merger with Douglas Elbert REALTOR Association (DERA) forming DMAR's fifth district: the Douglas Elbert District. DMAR is now the 36th largest REALTOR® Association in the nation, out of 1,260 local Associations.

Where

DMAR has four convenient office locations around the city for increased member access and usability, covering the West, North, Central and Douglas Elbert areas of Denver. DMAR is headquartered in an optimal, prime location adjacent to major arteries - I-25 and 225 - for easy access from all directions. As the first Association in the nation to implement communal workspaces, DMAR HQ is a testament to innovation. The space was designed to accommodate the growing community with integration of cutting-edge technologies and adaptable space for learning and business.

Why

Denver's real estate market is one of the fastest growing in the nation. DMAR's goal is to enable its members to reach their maximum earning and career potential while offering the highest level of service to their clients – and the real estate community at-large.



EDITORIAL

DENVER BUSINESS JOURNAL

09.07.16

REAL DEALS

Metro Denver home inventory shortages persist as prices continue to grow

Molly Armbrister

Reporter
Denver Business
Journal



Active listings in metro Denver's housing market declined from August 2015 while prices continued their steep climb, according to the latest report from the Denver Metro Association of Realtors.

Both median and average sales prices for homes, including both detached single-family homes and attached townhomes and condos, increased by about 11 percent year-over-year in August. The average price rose to \$404,160, pulled up by an active luxury market, and the median price in the metro area increased to \$350,000.



A Re/Max International Inc. for sale sign is displayed outside of a home in Durham, North... [more](#)

"Affordability continues to be a challenge for homebuyers,' DMAR said in its report. 'With recent year-over-year appreciation rates, we are seeing a severe gap in the entry-level market that in past markets was met by attached dwellings.'"

THE DENVER POST

08.04.16

Home prices drop in metro Denver as affordability becomes an issue

The 7,468 active listings were the lowest total ever for July



Autoplay: **On** | **Off**

The number of metro Denver homes for sale increased 10 percent from June to July, but decreases in the number of new listings and the number sold in July indicate what could be the beginning of a seasonal market plateau.

Those drops in new listings and homes sold were accompanied by decreases in both average and median home prices, [according to a report](#) Thursday from the Denver Metro Association of Realtors. DMAR's residential report includes single-family homes and condos.

"These drops in new listings and homes sold were accompanied by decreases in both average and median home prices, according to a report from the Denver Metro Association of REALTORS®."



07.06.16

Number of homes listed for sale in metro Denver increasing



DENVER -- A report from the Denver Metro Association of Realtors shows an increase in the number of new homes listed for sale in the metro area from May to June.

PorchLight realtor Lori Abbey said it's no secret the housing market has been hot over the past couple of years. Interested buyers would have just hours to make a move.

"If something came on, we'd have to move the next morning," Abbey said. "I mean, we'd have to rearrange work schedules."

But are things balancing out?

According to the DMAR report, from May to June, more for sale signs popped up across the metro area. New listings increased 24.2 percent.

"Normally, the trend is a 4 percent increase in that same time period, so that's a huge increase," Abbey said.

"A report from the Denver Metro Association of REALTORS® shows an increase in the number of new homes listed for sale in the metro area from May to June."



10.06.16

Think U.S. Home Prices Are Rising Too Fast? It's Much Worse in China

By

Clare Trapasso 



Tomohiro Ohsumi/Bloomberg via Getty Images

Anyone who has tossed a hat into the U.S. home-buying fray lately has most likely been forced to deal with a stark reality: There are simply too few homes on the market. It's one of the prime reasons that closing on the home of your dreams is a costlier prospect than ever before.

But if you think it's bad here, try finding a place in Shanghai.

In case you haven't heard, the Chinese real estate market is on fire. U.S. buyers can take (slim) solace in the fact that prices aren't rising like they are in the Chinese cities of Shenzhen, Shanghai, and Nanjing—the three markets with the fastest-growing home prices on Earth.

"Median prices in Denver are also starting to come down. They were up 12.99% in September compared with the same time a year ago, but were down 0.57% from a month earlier, according to the Denver Metro Association of REALTORS®."

Forbes

06.03.16

House Hunting In Denver Just Got Tougher

Denver area real estate ranks among the hottest in the U.S. and new numbers out today show why. After several years of sharply rising home prices and dwindling inventory, the number of available homes on the market hit a record low in May, falling by 3.4 percent to 5,463. That's according to new figures from the Denver Metro Association of Realtors.

The dearth of listings come as prices continue to rise. The average price for a home in metro Denver reached a new high of \$412,433, a rise of 9 percent over last year, according to the realty group. Those figures include both single-family homes and condominiums.

Home sales are even stronger at the high end of the market, data show. In May, 127 homes sold and closed for \$1 million or more – up 25.74 percent from the previous month and up 7.63 percent year over year. The highest priced single family home sold in May was \$6,705,241 in Highlands Ranch, and the highest priced condo sold was \$3,483,269 in Denver, the realty group says.

“When a market gets this hot and inventory this low it really puts homeownership out of reach for many first time buyers,” says Jackie Long, owner and managing broker at Fresh Air Real Estate. “We have one of the hottest job markets in the country and one of the fastest growing populations so a lot of the young people moving here for work find it tough to enter this real estate market.”

There is some good news for homebuyers in Denver. Home construction rose in the first quarter, reaching its strongest pace since the last recession, according to research group Metrostudy.

Builders started more than 2,400 new homes in the first quarter, a rise of 3 percent from the fourth quarter and 47 percent higher than the first quarter of 2015. New housing starts are running at a pace about 26 percent faster than a year ago, on track to end the year with about 9,869 homes built.

“After several years of sharply rising home prices and dwindling inventory, the number of available homes on the market hit a record low in May, falling by 3.4 percent to 5,463. That's according to new figures from the Denver Metro Association of REALTORS®”



PRESS RELEASE



For Immediate Release

Housing Prices in Metro Denver Continue to Climb

Historic data indicates Denver-area will see annual appreciation in housing prices during general election years. The market remains robust amidst record low inventory for the month of October and drop in homes sales.

DENVER – November 3, 2016 – [Denver Metro Association of REALTORS®](#) (DMAR) - - an organization comprised of over 7,000 real estate professionals and *The Voice of Real Estate® in the Denver metro area* - released its November Denver Metro Real Estate Market Trends Report today. Year-over-year average price of homes sold is up 9.96 percent to \$398,588. However, the number of homes sold in October dropped 11.43 percent compared to last year, and the pace of new listings coming onto the market is slow with 9.87 percent fewer homes year over year.

Notably, 2016 represents a new record low in listings for October with 6,731, compared to the previous low record in 2014 with 6,748 listings. From 1985 to 2015, average active listings for October is 16,615. For comparison, the record high October was 2006 with 29,722 listings.

"With elections season coming to an end, an important question we face is how it will affect the metro Denver housing market?" said Steve Danyliw, Chairman of the DMAR Market Trends Committee and Denver real estate agent.

Historic data shows that during general election years, starting in 1992, metro Denver has averaged an 8.3 percent increase in annual appreciation in housing prices, with the non-general election years averaging a less yet healthy 6.3 percent increase. Danyliw comments, "The data suggests that metro Denver homeowners win during general election years. Reviewing data from the Freddie Mac House Price Index, nationally we see no real change in home prices during the same timeframe. To those who feel uneasy about the outcome of an election, take solace that our local real estate market remains robust."

DMAR's monthly report also includes statistics and analyses in its supplemental **"Luxury Market Report"** (properties sold for \$1 million or greater), **"Signature Market Report"** (properties sold between \$750,000 and \$999,999) and **"Premier Market Report"** (properties sold between \$500,000 and \$749,999). In October 95 homes sold and closed for \$1 million or greater – down 6.86 percent from the previous month, and up 5.56 percent year over year. The closed dollar volume in October in this luxury segment was \$142,285,205, down 9.96 percent from the previous month, and up 1.48 percent year over year.

The highest priced single-family home sold in October was \$5,900,000 representing four bedrooms, eight bathrooms and 6,774 above ground square feet in Boulder. The highest priced condo sold was \$2,300,000 representing four bedrooms, five bathrooms and 4,271 above ground square feet in Denver.

PRESS RELEASE - CONTINUED

"Like the presidential candidates, the single-family Luxury Market tried to remain strong in October and push to a winning year-end," stated Jill Schafer, DMAR Market Trends Committee Member and Metro Denver real estate agent. "However, not everything can maintain a continuous statistical climb. The number of high-end homes sold slipped 2.25 percent from September to October. This segment of the market is still a winner with the number of sales 18.65 percent higher year to date compared to 2015, and 48.27 percent higher than two years ago."

Condo sales priced over \$1,000,000 were down 38.46 percent from September to October. "Like political polls, that figure can be misleading," adds Schafer. Year-to-date sales of condos priced over \$1,000,000 are up 30 percent from 2015, and up 85.71 percent from 2014.

The DMAR Market Trends Committee releases reports monthly, highlighting important trends and market activity emerging across the Denver metropolitan area. Reports include data for Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park counties. Data for the report was sourced from REcolorado® (Nov. 1, 2016) and interpreted by DMAR. [To view the Denver Metro Market Update, please click here.](#)

For more information, please visit dmarealtors.com. Follow the latest updates from the Denver Metro Association of REALTORS® on [Twitter](#) (@DMAREaltors using #dmarstats), [Facebook](#) and [Google+](#).

About Denver Metro Association of REALTORS®

Denver Metro Association of REALTORS® (DMAR), *The Voice of Real Estate® in the Denver metro area*, is a membership-based organization comprised of over 7,000 real estate professionals in the Denver metropolitan area. The association offers continuing education, advocacy for the real estate community and is a resource for industry news and market statistics. DMAR produces a monthly market trends report which provides trends, analysis, and insights to data sourced by REcolorado® for the Denver-area housing market. For more information, visit www.dmarealtors.com or call (303) 756-0553.

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MEDIA REQUESTS

Interviews and high-resolution photography available upon request.

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