



DENVER METRO
ASSOCIATION OF REALTORS®

2019/2020 PRESS KIT





DENVER METRO

ASSOCIATION OF REALTORS®

2019/2020

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 Euan Graham 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, Euan Graham, 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
(303) 242-5855
andrea@decibelblue.com



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SPOKESPEOPLE

SPOKESPERSON

Euan Graham 2019-2020 Chairman of the Board

Euan Graham entered the real estate industry as a broker and quickly established credibility within the Colorado real estate community. In 2011, he was named Denver Metro Rookie of the Year. Euan aims to build strong relationships with all clients and provide them with the highest level of service by operating with great honesty and integrity. His hard work, client focus, and industry expertise have attributed to his professional accomplishments. Euan's residential real estate career focuses on southeast Denver.



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 seven 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 the Association Executive Representative for the Leadership Council of 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

Heather Heuer
Immediate Past Chair

Milford Adams
Vice Chair

Mike Papantonakis
Chair-Elect

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.

MARKET TRENDS COMMITTEE MEMBERS

Jill Schafer
Chair of the Committee

Steve Danyliw
Immediate Past Chair

Andrew Abrams
Committee Member

Lawson Armstrong
Committee Member

David Bovard
Committee Member

W. Bryan Facendini
Committee Member

Libby Levinson
Committee Member

William Maline
Committee Member

Brigette Modglin
Committee Member

Drew Morris
Committee Member

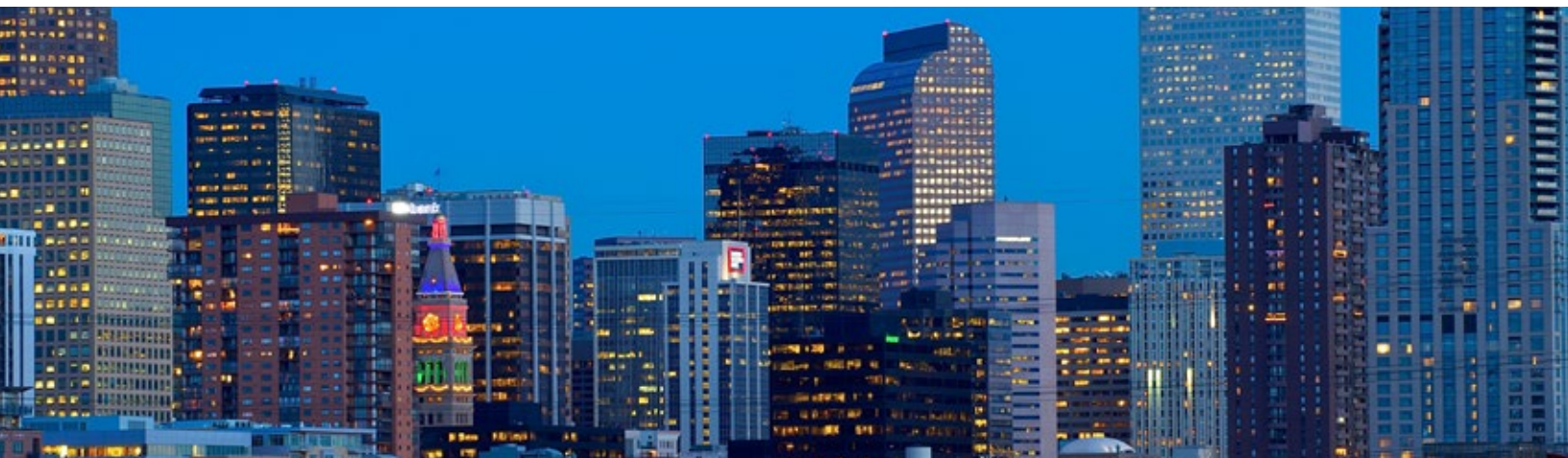
Jessica Reinhardt
Committee Member

Nicole Reuth
Committee Member

Amanda Snitker
Committee Member

Jenny Usaj
Committee Member

Taylor Wilson
Committee Member





BOARD OF DIRECTORS

THE 2019-2020 OFFICERS AND BOARD OF DIRECTORS ARE AS FOLLOWS:

Chairman of the Board: Euan Graham, Madison & Company Properties

Chair-Elect: Mike Papantonakis, RE/MAX Alliance

Vice Chair: Milford Adams, Lyon Realty, LLC

Immediate Past Chair: Heather Heuer, LIV Sotheby's International Realty

DMAR Director: Barb Ecker, A-Squared Real Estate

DMAR Director: Marti Furay, Keller Williams Realty Downtown

DMAR Director: Gary Garcia, Saltbox Property Solutions

Industry Partner Chair: Ritchy Haynes, New American Funding

DMAR Director: Christine Malara, RE/MAX Alliance

DMAR Director: Theda McDonald, Distinct Real Estate

DMAR Director: Matt Metcalf, Simply Denver

DMAR Director: Greg Nelson, Colorado Realty Pros

DMAR Director: Lori Pace, Kentwood Real Estate City Properties

DMAR Director: Jessica Reinhardt, RE/MAX Alliance

DMAR Director: Jennifer Routon, Madison & Company Properties

DMAR Director: Christina Surprenant, RE/MAX Momentum

DMAR Director: Susan Webber, Keller Williams Preferred Realty





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 Denver Board of REALTORS® 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

Forbes

01.15.19

The Most Competitive Housing Markets In The U.S. Going Into 2019



Amy Dobson Senior Contributor

Real Estate

I cover nearly every aspect of the real estate market.



Denver Colorado downtown city skyline at night with clouds overhead GETTY

"It is Denver, Colorado, where you have to flex your home-buying muscle the most, according to data from a study by Lending Tree."

THE DENVER POST

05.13.19

BUSINESS

Employment
**HOW TO WORK
WITH YOUR TEEN**

PETS: Boulder startup is working on creating food that doesn't start with harming animals.

HOUSING MARKET

Buyers seeing the tide turn

In metro area, home prices down in third of metro ZIP codes

By Aldo Svaldi
The Denver Post

A big rotation is taking place in metro Denver's housing market this year, plunging some of last year's hottest neighborhoods into the frigid depths while elevating overlooked mountain havens and starter-home hubs.

Take Lowry, which dropped from the metro area's second hottest market for price appreciation a year ago to dead last, according to a ranking of 90 metro ZIP codes from the Denver Metro Association of Realtors.

"The flipping of the script is a clear demonstration of the affordability crisis that we are starting to face," said Steve Danilyw, a member of DMAR's market trends committee. "The properties and the areas that were very hot even last year got up to a price point where there was push back."

In Lowry, the median price of a home sold rose 58.8 percent in the

"Boiling point"

Homeless shelter, looming IPOs have San Francisco on edge



EDITORIAL - CONTINUED



08.06.18

Housing inventory is highest since 2012



HOUSING REPORT

- Highest Inventory Since 2013
- May Listings Up 25% from April
- 2019 Up 40% From 2018

THE DENVER CHANNEL.COM

WEATHER PLANNER BRIGHTON 8AM 61° 12PM 74° 4PM 78° 6:37 54°

0:12 / 0:17

5280

06.10.19



Photo by Jonathan Brown, Flickr via Creative Commons

Denver's Real Estate Market Tells a Tale of Two Cities

The market's hot everywhere—but by notably different degrees. A local agent explains why.

BY HALEY GRAY | JUNE 10, 2019



5280.com > Real Estate

"Denver's real estate market continues to cool—relatively speaking—with the average days a residential listing spends on the market up 26 percent over the last month,..."



07.11.19

Why Denver real estate agents are struggling to price homes as the market normalizes 🔑

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Denver's housing market is normalizing, which is making it tricky for agents to price homes appropriately.
WITTHAYA PRABONGSIN/GETTY IMAGES

colorado**biz**

07.16.19

What Is Going On With the Denver Metro Real Estate Market?

Inventory surges 28% in Denver in June and mortgage rates drop causing sales to decrease 14%

BY GLEN WEINBERG

Published: 2019.07.16 01:23 PM



The Denver metro real estate market has performed a sudden U-turn with inventory up 28%, sold homes down 14% and days on the market up 23%. This is the highest amount of inventory since October 2013. At

“June is one of the top months for real estate sales both in Denver and nationally. For sales to drop 14.3% in June is a harbinger for the rest of the year.”

Westword

07.16.19

What Is Going On With the Denver Metro Real Estate Market?

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Published: 2019.07.16 01:23 PM



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"The real estate scene in Denver hasn't fully transitioned into a buyer's market. But it's shifting in that direction, as indicated by how many more concessions metro-area sellers are willing to grant now as compared to the recent past."



PRESS RELEASE



For Immediate Release

Denver-area Housing Market Balances with More Conditions Favoring Buyers

With metro-Denver housing inventory at its highest level since October 2013 and interest rates still low, now is a good time for homebuyers. On the flip side, with home prices peaking now is also a good time for home sellers; making for a more balanced market

DENVER, CO. – July 3, 2019 – [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 July Denver Metro Real Estate Market Trends Report today. Housing inventory is up 28 percent year to date from 2018. The first half of this year ended with the most active listings, at 9,520 at the end of June, since October of 2013 which was at 9,734.

For perspective, the record-high June for active listings was in 2006 with 31,900, and the record-low was in 2015 with 6,197 listings.

"I've heard this year referred to as the 'Goldilocks year' in Denver real estate - not too hot, not too cold," said Jill Schafer, Chair of the DMAR Market Trends Committee and Metro Denver Realtor®. "We are halfway through 2019 and things feel different than they have in the past few years. In some price points and areas, the market is still very strong for sellers. In others, buyers are gaining the advantage. Why? Continued low interest rates and more housing choices."

The average sold price in the residential market dipped 0.54 percent from May's \$502,518 to \$499,807 at the end of June, but it crept up 1.64 percent year to date.

Furthermore, homes have been staying on the market longer before going under contract this year. The median days on market was up 66.67 percent from six days at this point last year, to 10 so far in 2019. Meanwhile, days on market for all price ranges indicates a seller's market except homes priced \$1 million and up where it's an equal market between homebuyers and sellers; with 5.16 percent months of inventory for single-family homes.

"I've heard listing agents struggling with pricing now that the market is evening out," adds Schafer. "Homebuyers want to put in low-ball offers only to find out there are other buyers who are willing to come in at asking price, or even higher. The market isn't what it was, but it's still strong and looks like it will continue to remain that way. With interest rates staying low and inventory going up, it is really a perfect time to buy. Prices may be high, but are leveling off so it's still a great time to sell, too. In my opinion this market is just right for everyone."

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), "**Premier Market Report**" (properties sold between \$500,000 and \$749,999), and "Classic Market" (properties sold between \$300,000 and \$499,999).

Press Release - Continued

PRESS RELEASE - CONTINUED

In June 2019, 238 homes sold and closed for \$1 million or greater – down 15.60 percent from May and 9.85 percent year over year. The closed dollar volume in the luxury segment year to date was \$1.8 billion, up 2.62 percent from last year.

The highest priced single-family home that sold in June was \$4,775,000 representing five bedrooms, seven bathrooms and 6,406 above ground square feet in Denver. The highest priced condo sale was \$6.74 million representing three bedrooms, four bathrooms and 4,761 above ground square feet in Denver. The listing and selling Realtors® for both transactions are DMAR members.

According to Schafer, more choices for homebuyers means sellers have had to make price adjustments to be competitive. Sellers with homes priced between \$1,500,000 and \$1,750,000 have been taking the biggest cut with a 91.20 percent sale-to-original-price ratio for single-family homes and 94.9 percent for condos. The overall residential market's close-price-to-list-price ratio year to date was 99.41 percent; so, sellers were getting, on average, more than the asking price at this point in the past four years.

Year to date in the Luxury Market overall, single-family home sales were down 2.72 percent year over year, but up 34.05 percent compared to 2017 with 242 more single-family homes sold this year compared to 2017. The luxury condo market also saw striking results with sales up year to date at 38.78 percent year over year and 4.26 percent since 2017, with 42 more luxury condos sold since 2017.

"Making a splash and sliding downward are the days on market in the single-family luxury segment," said Brigette Modglin, DMAR Market Trends Committee member and Metro Denver Realtor®. The average days on market year to date was 58, down 13.43 percent year over year and 22.99 percent since 2017. Also sliding downward were the luxury condo average days on market, down 19.70 percent from one year ago from 66 to 53 days on market, and down 14.29 percent from 2017.

"While things seem to be pointing in the right direction with more inventory in the luxury segment of the market, sales of single-family luxury homes were slightly down from 1,067 sales year to date in 2018 compared to 1,038 year to date in 2019, a 2.72 percent decrease," adds Modglin. "Diving into the numbers, they still look good as we are in a more balanced market and all signs show this is good for both buyers and sellers in the Denver Metro Luxury Market."

Notably, things are changing in the Signature Market too, particularly in the condo segment. The year-to-date average days on market for a condo in this price range is 58, and the median is 24. Compared to this time last year that is an increase of 31.82 percent and 84.62 percent, respectively. "Given this information, it won't be a surprise to hear that there are 5.59 months of inventory for condos in this segment, more than any other price segment we monitor," adds Taylor Wilson, DMAR Market Trends Committee member and Metro Denver Realtor®.

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® (July 1, 2019) and interpreted by DMAR. **To view the Denver Metro Market Update, please [click here](#). To view a video with insights into the data by Nicole Rueth, DMAR Market Trends Committee member and top metro Denver mortgage expert, [click here](#).**

PRESS RELEASE - CONTINUED

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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