



DENVER METRO
ASSOCIATION OF REALTORS®

2020/2021 PRESS KIT





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2020/2021

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 local REALTOR® Association in Colorado, with over 7,000 REALTOR® members in the Denver area.

Together, Chairman of the Board of Directors Mike Papantonakis and newly appointed CEO Nobu Hata 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, Mike Papantonakis, Nobu Hata and/or REALTOR® members of DMAR that may be a resource to you.

Thank you in advance for your time and consideration.

Sincerely,

Diane Eichler
Co-founder
Decibel Blue Creative Marketing & PR
On Behalf of DMAR
(303) 242-5855
diane@decibelblue.com



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SPOKESPEOPLE

SPOKESPERSON

Mike Papantonakis 2020-2021 Chairman of the Board

A native of Colorado, Mike Papantonakis was born and raised in Edgewater and for the last 27 years has lived and raised two children in the west Arvada area. Mike's experience in business and on professional and non-profit boards has taught him the importance of working hard to protect the interests of members and clients. He is a REALTOR® with RE/MAX Alliance Olde Town Arvada and is proud to be serving as Chairman of the Board.



SPOKESPERSON



Nobu Hata **Chief Executive Officer**

Nobu Hata is the Chief Executive Officer of the Denver Metro Association of REALTORS® (DMAR), a membership-based organization comprised of over 7,000 real estate professionals in the Denver metropolitan area. Hata joined DMAR in 2020 from his previous position with the National Association of REALTORS® (NAR) as the director of industry outreach and engagement strategy.

Real estate industry veteran since 1996, Hata is a dynamic real estate association professional with a member-first leadership philosophy. Hata is known as a visionary and forward-thinking, and has an intrinsic and progressive understanding of DMAR's REALTOR® culture and business. As CEO, he continues to elevate DMAR in a valuable and meaningful way to the benefit of its members – which ultimately continues to positively contribute to the homebuying and selling experience in the metro-Denver market.

In his previous role as the director of industry outreach and engagement strategy for NAR, Hata served as a REALTOR® brand ambassador to industry stakeholders, which included Association staff and executive leadership, state and local member leadership, brokerage owners, technology companies and the 1.3 million members of NAR averaging hundreds of events and over 10,000 stakeholders engaged each year. He worked with Professional Standards, MLS Policy, Association Policy, and Legal and Member Experience teams to connect their policy and content with real-world applications.

Prior to that, Hata was NAR's director of member engagement and director of digital engagement where he provided its leadership with insight and context on issues that REALTORS®, brokerages and local Associations face.

Before joining NAR, Hata was a REALTOR® with Edina Realty in Minneapolis and then a founding member of the Minneapolis Association of REALTORS®. He has earned accolades from local real estate Associations to industry recognitions such as Inman News' 100 Most Influential in Real Estate for three consecutive years and Stefan Swanepoel's Top 200 Most Influential in Real Estate. He served as Chairperson of the NAR Young Professionals Network subcommittee, a member of the NAR Strategic Planning Committee, and as a member of Minnesota Association of REALTORS® Public Advocacy Committee. Furthermore, Hata specializes in connecting federal legislative and regulatory issues to real estate business; he is in the RPAC President's Circle as an advocate and donor.



ADDITIONAL SPOKESPEOPLE

Mike Papantonakis
Chair of the Board of Directors

Milford Adams
Chair-Elect

Euan Graham
Immediate Past Chair

MARKET TRENDS COMMITTEE SPOKESPEOPLE:

Andrew Abrams
Chair

Drew Morris
Committee Member

Jill Schafer
Immediate Past Chair

Jessica Reinhardt
Committee Member

Steve Danyliw
Committee Member

Nicole Reuth
Committee Member

Libby Levinson
Committee Member

Amanda Snitker
Committee Member

William Maline
Committee Member

Jenny Usaj
Committee Member

Brigette Modglin
Committee Member

Taylor Wilson
Committee Member





BOARD OF DIRECTORS

THE 2020-2021 BOARD OF DIRECTORS ARE AS FOLLOWS:

Chairman of the Board: Mike Papantonakis, RE/MAX Alliance Olde Town Arvada

Chair-elect: Milford Adams, Lyon Realty Group, LLC

Vice Chair: Susan Webber, Keller Williams Preferred Realty

Immediate Past Chair: Euan Graham, Madison & Company Properties

DMAR Director: Michael Bruce, Keller Williams Realty Downtown

DMAR Director: Keri Duffy, Kentwood Real Estate Cherry Creek

DMAR Director and Industry Partner Chair: Theresa Huffman, Murals & More by Theresa

DMAR Director: Amy Hulsey, Kentwood Real Estate Cherry Creek

DMAR Director: Christine Malara, RE/MAX Alliance Olde Town Arvada

DMAR Director: Matt Mathias, Keller Williams Realty

DMAR Director: Theda McDonald, Distinct Real Estate

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: David Schlichter, Compass

DMAR Director: Michelle Schwinghammer, RE/MAX Alliance - Evergreen

DMAR Director: Gilberto Vazquez, Keller Williams Realty Downtown





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: events showcase nationally recognized speakers, top influencers and the Denver Metro Association of REALTORS® Excellence Awards attracts 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 46th largest REALTOR® Association in the nation, out of 1,109 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

THE DENVER POST

04.25.20

Volatile days ahead for Colorado's Front Range housing markets

Residential real estate face a lost year, but should be back on track next spring, one model predicts



By **ALDO SVALDI** | asvaldi@denverpost.com | The Denver Post
April 25, 2020 at 6:00 a.m.

 24

Anyone wanting to buy or sell a home in metro Denver this year needs to buckle up and prepare for a wild ride in the months ahead.

“Our forecast suggests the housing market recovery will look like a “flying W,” with an initial sharp drop this spring, a noticeable rebound in the summer followed by another dip in the fall, and on a final solid road to recovery by spring 2021,” predicts Ralph McLaughlin, chief economist with Haus, a startup that co-invests in homes with individuals.

The housing market in Denver and many metro areas started the year on a strong footing, with a lot of younger households looking to buy and older households looking to upgrade or downsize. Now metro Denver is among several areas in the country looking at sales declines over the next several months.

Home and condo sales dropped 5.12% in March on an annual basis in metro Denver, according to the Denver Metro Association of Realtors. Nationally, they still rose 0.8% year-over-year, but fell 8.5% between February and March.

5280

07.07.20



Photo by Cassidy Ritter

REAL ESTATE

Denver Real Estate Slump May Be Over as Homes Under Contract Surge

After a rollercoaster few months, Denver's real estate market is back on track—and then some.

BY CASSIDY RITTER • JULY 7, 2020

Last month, 7,676 homes went under contract in the 11-county Denver Metro—approximately 300 more than the 7,364 new listings put up for sale, according a [report](#) by



08.05.20

'A Lot Of Patience': Pandemic Doesn't Slow Denver Housing Market

By Shawn Chitnis August 5, 2020 at 8:47 pm Filed Under: [Colorado News](#), [Denver News](#), [Denver Real Estate](#)



DENVER (CBS4) - The Denver Metro Association of REALTORS released the latest figures on trends in home buying and selling on Wednesday recording another record number of sales for the month of July. There were a record number of pending sales in June that set an all-time high for closings in July and pushed the average single-family home price above \$600,000.

"Denver is really competitive, people will come in 30% over the asking price and just buy it with cash," said Taylor Bartlett, a home buyer looking to own his first house. "It's still crazy."

08.25.20

SHELTER AMID COVID | Address housing inequality

Peter Wall Aug 23, 2020 Updated Aug 28, 2020 0



Peter Wall

At the start of March, the metro-Denver residential real estate spring market was showing signs of being one of the strongest on record. When COVID-19 hit and ensuing shutdowns took effect, the market halted for a brief window of time but

almost immediately rebounded. In July, the metro-Denver real estate market posted a number of records even while the daily number of COVID-19 cases reached record-daily levels in the U.S.

Homebuyers were not slowed by the pandemic as June's record number of pending sales converted to an all-time high in the number of closings. According to the [Denver Metro Association of REALTORS® \(DMAR\) August 2020 Market Trends Report](#), pent-up demand from the COVID-19 home-showing shutdown and the continued lack of inventory catapulted the single-family home price average up to a record \$601,863.



09.04.20

Record-breaking August extends Denver housing market's hot streak

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A lack of inventory has dogged the Denver market in recent years, but the issue has been magnified during the coronavirus pandemic.
ANDY DEAN

 By James Rodriguez – Reporter, Denver Business Journal
Sep 4, 2020, 8:32am EDT



10.05.20

Denver suddenly has one of the most competitive housing markets in America

PUBLISHED MON, OCT 5 2020-10:44 AM EDT | UPDATED MON, OCT 5 2020-2:14 PM EDT



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KEY POINTS

- The median prices for single-family and condo homes in Denver hit record highs of \$510,000 and \$334,752 respectively.
- There were 3,041 single-family homes listed for sale, down from the previous low of 5,693 in September 2017, according to the Denver Metro Association of Realtors.



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MEDIA REQUESTS

Interviews and high-resolution photography available upon request.

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