



**DENVER METRO**  
ASSOCIATION OF REALTORS®

# 2018/2019 PRESS KIT





## DENVER METRO

ASSOCIATION OF REALTORS®

2018/2019

### 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, Chairwoman of the Board Heather Heuer 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, Heather Heuer, 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](mailto:andrea@decibelblue.com)





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**SPOKESPEOPLE**



## SPOKESPERSON

### Heather Heuer 2018-2019 Chairwoman of the Board

As President and Employing Broker at PorchLight Real Estate, Heather Heuer is responsible for the education and compliance within their offices. She is immersed in the daily operations of the agents requiring a high level of contract knowledge and the ability to guide each transaction through their various nuances. She is also a CE Instructor and teaches contract and market education to PorchLight agents. Heather enjoys assisting all levels of agents build strong relationship-based businesses and helping them reach their business and personal goals.



## 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 six 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

Steve Thayer  
Immediate Past Chairman

Laura Ruch  
Past Co-Chair of the Board

Barb Brown  
Past Co-Chair of the Board

Milford Adams  
Vice Chair

Euan Graham  
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](mailto:andrea@decibelblue.com).

## MARKET TRENDS COMMITTEE MEMBERS

Jill Schafer  
Chair of the Committee

Steve Dayliw  
Immediate Past Chair of the Committee

Andrew Abrams  
Committee Member

Lawson Armstrong  
Committee Member

Gary Bauer  
Committee Member

David Bovard  
Committee Member

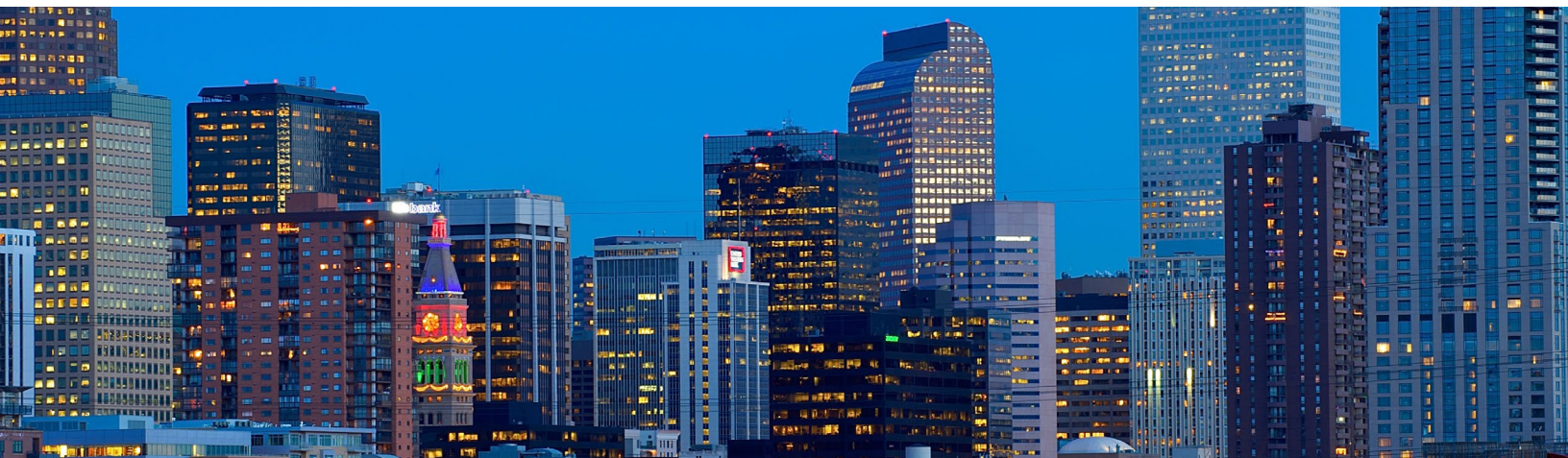
Libby Levinson  
Committee Member

Brigette Modglin  
Committee Member

Jessica Reinhardt  
Committee Member

Nicole Reuth  
Committee Member

Amanda Snitker  
Committee Member



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 towards the city. The text "BOARD OF DIRECTORS" is written in white capital letters inside this green triangle.

## BOARD OF DIRECTORS



## THE 2018-2019 OFFICERS AND BOARD OF DIRECTORS ARE AS FOLLOWS:

Chairwoman of the Board: Heather Heuer, PorchLight Real Estate Group

Chair-elect: Euan Graham, Madison & Company Properties, Ltd.

Vice Chair: Milford Adams, Lyons Realty Group, LLC.

Immediate Past Chairman: Steve Thayer, Keller Williams Action Realty

Barbara Ecker, Leprino Home, Inc.

Angela Grunst, Roof Brokers, Inc.

Joe Johnston, Johnston & Associates Real Estate

Matt Leprino, Leprino Home, Inc.

Gene Lucero, Keller Williams Urban Elite

Christine Malara, RE/MAX Alliance

Greg Nelson, Colorado Realty Pros

Diane Ortiz, RE/MAX Professionals

Lori Pace, PorchLight Real Estate Group

Mike Papantonakis, RE/MAX Alliance

Jennifer Routon, Madison & Company Properties

Christina Surprenant, RE/MAX Momentum

Susan Webber, Keller Williams Preferred Realty

Matt Metcalf, Simply Denver





## 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





02.20.18

## REAL ESTATE

[COMMERCIAL REAL ESTATE](#) | [CONSTRUCTION](#) | [HOUSING](#) | [MORTGAGES](#) | [REITS](#)

# Denver is 'the most challenging' city in US for first-time homebuyers, says report

Ben Miller

Published 10:39 AM ET Tue, 20 Feb 2018

[Denver Business Journal](#)



Hyoung Chang | The Denver Post | Getty Images

Installing a sign for a home for sale in Denver.

"And earlier this month, the Denver Metro Association of Realtors' latest market trends report indicated January started off the year with a record-low inventory of home for sale in metro Denver — 3,869 listings."



03.06.18

## Average Price For A Home In Denver Surpasses \$500,000

March 6, 2018 at 8:11 pm

Filed Under: Denver Metro Association of Realtors, Denver Metro Real Estate Market Trends Report, Denver Real Estate, Housing Market, Local TV, The Peak Properties Group, The Voice of Real Estate



By Jamie Leary

DENVER (CBS4) – The Denver Metro Association of [Realtors](#) released news this week that put a new perspective on the home-buying experience in the Mile High City.

If you want to buy a home in the metro area, the average [price](#) of a single family home just surpassed the \$500,000 mark for the first time on record.



(credit: CBS)



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- 4 Mollie Tibbetts, Missing Iowa College Student, Found Dead
- 5 Worst Day Of Denver Smoke So Far This Summer

"The Denver Metro Association of Realtors released news this week that put a new perspective on the home-buying experience in the Mile High City."



# THE DENVER POST

07.20.18

BUSINESS


## Denver ranks No. 10 in cities with highest share of million-dollar homes

Of the top 10 cities with the highest concentration of million-dollar homes, Denver is the farthest city inland



A luxury home in the Denver metro area is pictured in this file photo.

By **NATALIE WEBER** | [nweber@denverpost.com](mailto:nweber@denverpost.com) | The Denver Post  
PUBLISHED: July 20, 2018 at 6:00 am | UPDATED: July 20, 2018 at 6:48 am



### TRUMP'S NEXT MOVE?

If you owe less than \$679,650 on your home, use Congress's free mortgage relief program. The program itself is totally free and doesn't add any cost to your refi, but it's going to expire. You'll be shocked when you see how much you can save.

#### Tap Your Age To Calculate New House Payment

<20	30	40	50	60	70
20	31	41	51	61	71
21	32	42	52	62	72
22	33	43	53	63	73
23	34	44	54	64	74

NMLS ID 957283, 3306  
[mortgagecalculatoraccess.org](http://mortgagecalculatoraccess.org)  
LowerMyBills.com

 **SIGN UP FOR NEWSLETTERS AND ALERTS**

"A recent report by the Denver Metro Association of Realtors found that the year-to-date sales of luxury homes for the first half of 2018 was greater than the number of sales during the same time period in the past few years in the Denver metro."

DENVER  
BUSINESS JOURNAL

08.06.18

Residential Real Estate

Is Denver's home market showing signs of leveling out? 🏠

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While a “cooling market” may not be a positive to most sellers, it’s good for buyers.

ANDY DEAN



By Kelcey McClung – Reporter, Denver Business Journal  
Aug 6, 2018, 6:28am

IN THIS ARTICLE

Residential Real Estate Industry

The average and median prices of homes dropped from June to July, the Denver Metro Association of Realtors reports.

Inventory also hit a three-year high.

Months of inventory increased to 1.59 months for single-family homes, compared to 1.43 months last



TRENDING

RETAILING

Apparel giant VF Corp. moving HQ from North Carolina to Denver area



RESIDENTIAL REAL ESTATE

Explore this \$36M Colorado ranch with



“The Denver Metro area Luxury market felt a chill even in our hot July temperatures,” said Jill Schafer, DMAR market trends committee member.





02.05.18



REAL-ESTATE

## January continues 'record low' trend for metro Denver home inventory

January started off the year with a record-low inventory of home for sale in metro Denver.

Author: Kelcey McClung, Denver Business Journal  
Published: 3:36 PM MST February 5, 2018  
Updated: 3:36 PM MST February 5, 2018

"January started off the year with a record-low inventory of home for sale in metro Denver — 3,869 listings, according to the Denver Metro Association of Realtors' latest market trends report."



07.26.18

## Helping Hands project needs volunteers for home renovations in Castle Rock

BY: Deb Stanley

POSTED: 4:30 AM, Jul 26, 2018

TAG: helping hands



CASTLE ROCK, Colo. -- Volunteers are still needed for the annual Helping Hands project.

"All the materials and time is based on the generosity of those without our organization and the community," Hayes said. Helping Hands is a project created by the Denver Metro Association of Realtors, but all volunteers are welcome."



# Westword

02.05.18



Thinkstock file photo

## If You Don't Earn \$87K, You'll Have a Hard Time Buying a Home in Denver

MICHAEL ROBERTS | JUNE 25, 2016 | 6:15AM

**728** A study issued earlier this year revealed that the average wage earner in ten of eleven Colorado counties analyzed, including six in metro Denver, **can't afford a median-priced home in the area.** But how much does someone need to make in salary to afford a median-priced house in the Mile High City today? A new report puts that total at more than \$87,000, a figure out of reach for a large number of residents.

And the news is even worse for those hoping to buy within Denver's city limits.



### RELATED STORIES

**Average Person Can't Afford Average House in 10 of 11 CO Counties Analyzed**

**How Much It Costs to Live in Denver Right Now**

**Why It's So Hard to Make a Living in Denver Despite Strong Economy**

The details can be found in a **report** from online mortgage company **HSH.com**, which came up with estimates for the salary needed to purchase a median-priced home in the fifty largest metropolitan areas in America. And while U.S. Census data ranks Denver as the **21st** largest city in the country, the alluded-to salary of \$87,222.49 is the eighth highest in the top

### RECOMMENDED FOR YOU

- Robin Kniech on the Challenges of Affordable Housing and Denver's Five-Year Plan
- This Map Can (Almost) Tell You How Your Neighbors Voted in 2016

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**If You Don't Earn \$87K, You'll Have a Hard Time Buying a Home in Denver**

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Supersonic Planes to Be Built in Denver and More on the...

Claim: Jail Nearly Let Inmate Jeremy Laintz Die to Prove He...

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"The median Denver home price used by HSH.com is \$441,500, a figure that encompasses costs in adjacent suburbs where properties are often more modestly priced. The most recent median tag in Denver proper, according to the Denver Metro Association of Realtors, is \$540,624, approximately 18.34 percent (and nearly \$100,000) higher."



**PRESS RELEASE**





**DENVER METRO**  
ASSOCIATION OF REALTORS®

**For Immediate Release**

## **Strongest Recorded Home Seller's Market in Denver is Shifting**

*Housing inventory increases to the highest level in four years giving homebuyers more selection, and signaling increased days on market and a slowdown in the rate of price growth*

**DENVER – September 6, 2018** – [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 September Denver Metro Real Estate Market Trends Report today. Housing inventory in the residential market hit a four-year high year to date in August with a total of 8,228 homes on the market, up 11.79 percent from last year.

"Over the past four years, we've experienced the strongest sellers' market in recorded history," said Steve Danyliw, Chairman of the DMAR Market Trends Committee and Metro Denver REALTOR®. "This past month, we saw available homes for sale increase to the highest level in four years giving buyers more homes to choose from."

While conditions continue to favor the seller, subtle shifts in the metro-Denver real estate market signal a slowdown in the rate of price growth and an increase in days on market, according to Danyliw. He adds, "Even though buyers have something to smile about, market conditions still favor the home seller and the next few months should see increased activity as buyers try to find a home for the holidays."

The condo segment of the market is driving the overall increase in active listings, up 22.07 percent year over year. The number of sold listings in the entire residential market decreased by 6.78 percent compared to the previous month, and 11.48 percent from last August. Year to date, 38,422 homes in the Denver-area have sold, down 2.33 percent from last year. The most active price segment in August for the single-family market was the \$300,000 to \$399,999, and \$200,000 to \$299,999 for condos.

Danyliw assesses that more signs of cooling can be seen with months of inventory increasing to 1.68 for single-family homes, compared to 1.59 months in July. Condo inventory increased to 1.48 months, compared to 1.33 months in July. In the single-family home market, the average sold price decreased 0.38 percent month over month to \$525,346, while the median price decreased 1.11 percent to \$445,000. The year-to-date average single-family home sold price stands at \$525,905, up 9.55 percent from last year, with the median sold price was at \$446,000, up 8.78 percent year over year. Condos continue to outperform single-family homes with the year-to-date average sold price of \$351,318 representing an 11.41 percent increase over last year. The median price of condos sold also increased by 12.53 percent to \$299,900.

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 August, 191 homes sold and closed for \$1 million or greater – down 11.57 percent from the previous month and up 31.72 percent year over year. The closed dollar volume in August in the luxury segment was \$289,495,644 down 5.73 percent from the previous month, and up 26.02 percent year over year.

*Press Release - Continued*

## PRESS RELEASE - CONTINUED

Notably, year to date in August, the Luxury Market exceeded \$2 billion in sales volume for the first time on record, up 29 percent from last year.

The highest priced single-family home sold in August was \$6,750,000 representing four bedrooms, seven bathrooms and 7,704 above ground square feet in Larkspur. The selling agent is a DMAR member. The highest priced condo sold was \$3,500,000 representing three bedrooms, four bathrooms and 3,336 above ground square feet in Denver. The listing and selling agents for the condo transaction are DMAR members.

"The general consensus amongst colleagues is that many luxury homes across Metro Denver have experienced price reductions and are spending more days on the market," stated Bryan Facendini, DMAR Market Trends Committee member and metro Denver REALTOR®.

The assessment is reflected in DMAR's August market trends report findings as 37 percent of luxury home sales incurred a price reduction, the close-price to list-price ratio of luxury homes decreased nearly half a point to 97.05 percent, and the median days on market increased by ten days from 17 to 27.

In the luxury condo market, the average sales price increased 28.58 percent over the prior month and 7.95 percent year over year, while inventory moved much quicker at a median of 14 days on market compared to 27 days in July. For the luxury single-family home market, months of inventory held steady at 5.1.

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® (September 4, 2018) and interpreted by DMAR. **To view the Denver Metro Market Update, [please click here.](#)**

For more information, please visit [dmarealtors.com](http://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 [dmarealtors.com](http://dmarealtors.com) or call 303-756-0553.

###

### Media Contact:

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## CONNECT:



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Denver, CO 80237

## MEDIA REQUESTS

Interviews and high-resolution photography available upon request.

Contact Andrea Kalmanovitz, Public Relations on behalf of the Denver Metro Association of REALTORS®, at (303) 242-5855 or [andrea@decibelblue.com](mailto:andrea@decibelblue.com)