



DENVER METRO
ASSOCIATION OF REALTORS®

2022/2023 PRESS KIT





DENVER METRO

ASSOCIATION OF REALTORS®

2022-2023

Dear 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 8,000 Realtor® members across the the Denver metro area.

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 Denver Metro Real Estate Market Trends Report published monthly
- Perspective on:
 - Residential real estate market data in the Denver Metro 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 happy to set up an interview with Jessica Reinhardt (President of the Board) or Realtor® and Affiliate members of DMAR that may be a resource to you.

Thank you in advance for your time and consideration.

Sincerely,
Lindsey Hall
Decibel Blue Creative Marketing & PR
On Behalf of DMAR
(817) 395-3491
lindsey@decibelblue.com



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Jessica Reinhardt **2022-2023 President of the Board**

As the 2022-2023 President of the Denver Metro Association of Realtors®, Jessica's role combines her passions for serving clients as a Realtor® and her love of volunteering and giving back to her community. A proud Denver native and second generation Realtor®, Jessica has been with RE/MAX Alliance for almost two decades; her top priority is ensuring that clients are knowledgeable, confident and have a clear understanding throughout the process of buying and selling a home.

Jessica works in Metro Denver, emphasizing the South Metro area where she has lived her entire life, raised her family and obtained extensive knowledge of the communities and schools. She finds fulfillment in being involved in her community and giving back, having been heavily involved in several non-profits for years. Following her love for swimming and charitable work, Jessica currently serves as event Co-Director of Swim Across America—Denver, a local non-profit that supports pediatric cancer research at Children's Hospital Colorado.



Additional Spokespeople

Jessica Reinhardt, RE/MAX Alliance Parker
President

Jen Routon, Madison & Company Properties
President-Elect

Mike Bruce, Keller Williams Realty Downtown
Treasurer

Milford Adams, Lyons Realty Group, LLC
Immediate Past President

Market Trends Committee Spokespeople:

Libby Levinson
Committee Chair

Amanda Snitker
Committee Vice Chair

Andrew Abrams
Committee Immediate Past Chair

Colleen Covell
Committee Member

Steve Danyliw
Committee Member

Nick DiPasquale
Committee Member

Will Maline
Committee Member

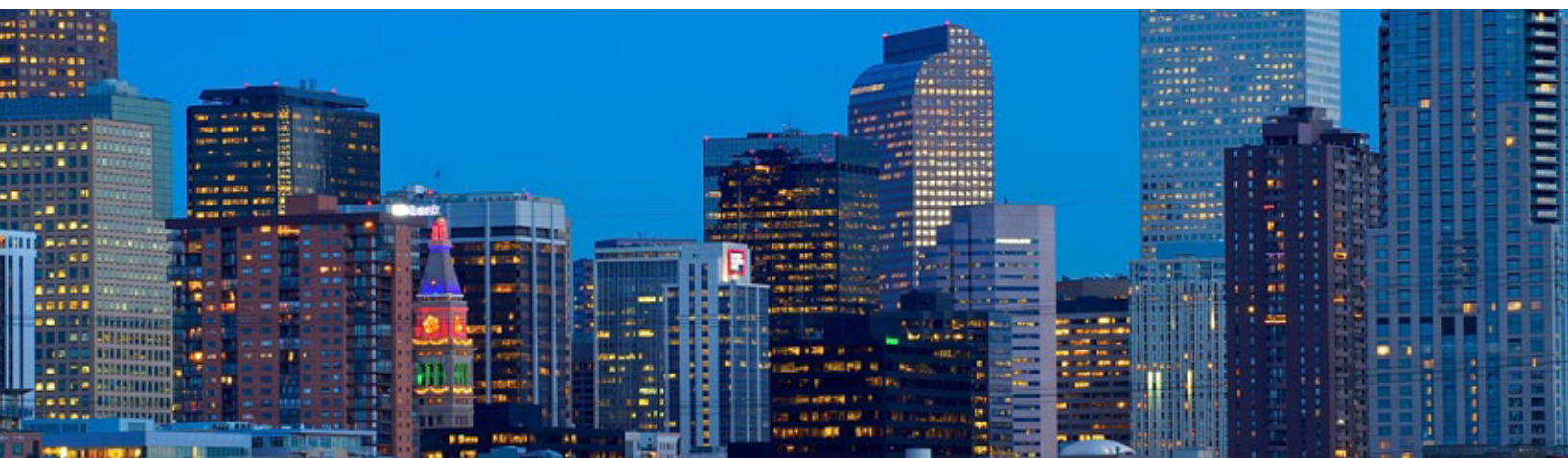
Brigette Modglin
Committee Member

Jay Modglin
Committee Member

Jessica Reinhardt
Committee Member

Nicole Rueth
Mortgage Expert and Committee Member

Susan Thayer
Committee Member

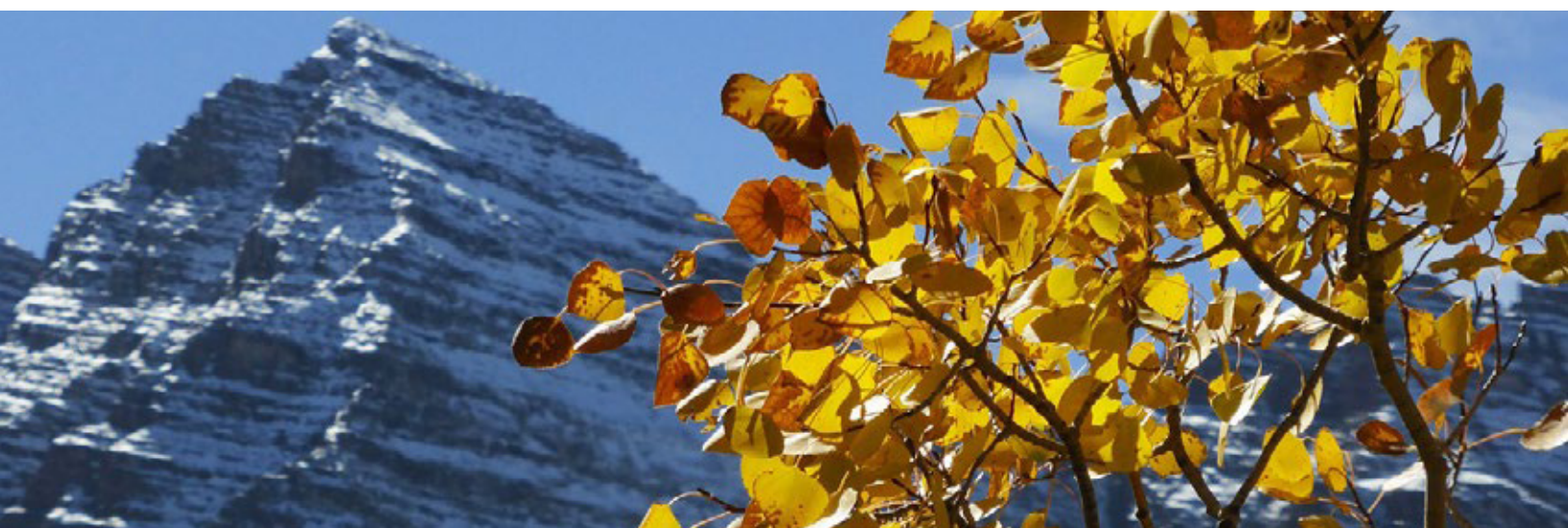




BOARD OF DIRECTORS

THE 2022-2023 BOARD OF DIRECTORS ARE AS FOLLOWS:

- DMAR President: Jessica Reinhardt, RE/MAX Alliance Parker
- DMAR President-Elect: Jen Routon, Madison & Company Properties
- DMAR Treasurer: Mike Bruce, Keller Williams Realty Downtown
- DMAR Immediate Past President: Milford Adams, Lyons Realty Group, LLC
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- DMAR Director: Shyla Rogers, LIV Sotheby's International Realty
- DMAR Director: Michelle Schwinghammer, RE/MAX Alliance Arvada
- DMAR Director: David Walsh, CENTURY 21 Bear Facts Realty





FACT SHEET

FACT SHEET

Who

DMAR is a membership-based organization comprised of over 8,000 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
- Education and Programming: over 200 classes and events per year featuring local experts, nationally-recognized speakers and top influencers
- Signature Events: 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 the Douglas Elbert Realtor® Association.

Where

DMAR has two office locations and is headquartered in an optimal, prime location adjacent to major arteries - I-25 and 225 - for easy access from all directions with a second office located in Westminster.

Why

Denver's real estate market is one of the fastest growing in the nation. DMAR's goal is to enable its members and the real estate community at-large.



EDITORIAL

THE DENVER POST

≡ THE DENVER POST

Sponsored: Real Estate Voices | Sponsored: Denver's housing market starts

By **SARA B. HANSEN** | sarabhansen@hotmail.com | Sponsored Content
October 28, 2022 at 3:04 p.m.

[Rising mortgage rates](#) are bringing a little fall chill to home sales in the Denver metro area.

The Denver Metro Association of Realtors September report indicates Denver's housing market is slowing, with homes staying on the market longer.

But prices aren't dropping significantly and making mortgages more expensive keeps some buyers and sellers on the sidelines.

The [September Denver Metro Association of Realtors' market trends report](#) shows that inventory increased by 93.5% compared to September 2021, and pending sales dropped 27.9%.

And although the median sales price was 9.4% higher than in September 2021, at \$580,000, it's down from May's high of \$615,000.

Houses are staying on the market longer (with homes selling in 26 days compared to 13 days in September 2021), and buyers aren't getting thousands of dollars over the list price anymore. In September, homes sold for 98.9% of the list price compared with 101.9% in September 2021.

Market correction

Experts say the market is finally correcting after years of unprecedented growth.

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INSIDER

Because 70% of Denver's metro population consists of blue-collar workers, rentals in the city's corridor are pretty strong but it's also inordinately affected by inflation and rising interest rates, said Nobu Hata, the CEO of the Denver Metro Association of Realtors.

For the last 10 years, the area has been the "nexus of the great migration" because of its relative affordability. In the suburbs around the city metropolitan, the share of institutional buyers is 14% higher than it is in most of the country, pushing rents higher, Hata added.

This also means that locals have been grappling with outmarket buyers driving up the price of housing. While a \$1 million home was considered luxurious just five years ago, that's no longer the case. Median home sales prices currently hover around \$615,000, while average prices have hit just under \$715,000.

"It's going gangbusters here," said Hata, who added that



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Denver metro entering 'period of neutrality' as housing market shifts, September housing report shows

Homes now staying nearly a month in the market before selling, sellers urged to price homes competitively

Posted: 1:39 PM, Oct 05, 2022 Updated: 2:39 PM, Oct 05, 2022



By: [Óscar Contreras](#)

DENVER – After over a decade of extreme fluctuations, the Denver metro area appears to be entering a “period of neutrality” as homes stay in the market for longer and inventory levels shift in favor of buyers, the Denver Metro Association of Realtors September housing market report shows.

“I believe we are moving toward a balanced market, which we haven’t seen in over 16 years,” said Libby Levinson-Katz, Chair of the Denver Metro Association of Realtors (DMAR) Market Trends Committee in remarks accompanying [the report](#).

EDITORIAL - CONTINUED

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COVERING COLORADO FIRST

Karen Morfitt
@KarenMorfitt

Stacy Neir
720.280.3004
Stacy@neirteam.com
www.NeirTeam.com

81 N. Pennsylvania Street
Wash Park West | \$800,000

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Report shows housing market in Denver cooling off

According to housing data from the Denver Metro Association of Realtors and similar reports from the state association, that rollercoaster ride may be smoothing out.

AUG 11, 2022

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What You Need to Know About Buying or Selling a Home in Winter

Between market slowdowns and the holidays, buying or selling a home during the colder months has its own particular challenges. Here's what you need to know.

By [Kristine Gill](#) | Published on October 27, 2022






The Winter Housing Market

The housing market slows during the winter months and all but screeches to a halt in that lull between Christmas and New Year's Eve. There are a few reasons for this, real estate agents say.


"Homes sell slower in the winter months because there are fewer buyers out," says [Milford Adams](#), immediate past chair of the Denver Metro Association of Realtors (DMAR) and CEO of Lyons Realty Group. "It slows down in September because kids are back in school, and parents don't want to disrupt school schedules. This is also when the season changes. It usually picks up in March."








The [Denver Metro Association of Realtors](#) also shared updated statistics, reflecting data from 11 counties around the metro:



- The median price of a detached home in August was \$645,000, up from \$581,000 last August.



- The number of active lists (inventory) has increased 93% from this time last year.
- Homes are sitting on the market longer: 19 days in August 2022, compared to 11 in August 2021.

Timing worked in Lacey Vesper's favor.

"I'm fortunate that I could wait it out because... [at the] beginning of this year there's just no hope, no chance for me," she said.

"Even in the last six months I've seen drastic changes in the market whereas at the beginning of this year, I didn't stand a chance. There's no way it would have happened for me earlier this year like it did now."

CONNECT:



dmarealtors.com
(303) 756-0553
4601 DTC Blvd. #100
Denver, CO 80237

MEDIA REQUESTS

Interviews and high-resolution photography
available upon request.

Contact Lindsey Hall, Public Relations on behalf
of the Denver Metro Association of Realtors®,
at (817) 395-3491 or lindsey@decibelblue.com.