



DENVER METRO
ASSOCIATION OF REALTORS®

Quarterly Member Report

2023 Q2 Report: April 1 - June 30



Introducing DMAR's new CEO, Brendan Bailey.



On behalf of myself and the DMAR Board of Directors, I am thrilled to share with you that we have named Brendan Bailey as DMAR's new chief executive officer. I would like to express my gratitude for your patience as the CEO Task Force diligently searched for the perfect candidate to join our Association. As the CEO of DMAR, Brendan will play a pivotal role in advancing our mission to support and empower real estate professionals in the Denver Metro area. He will work closely with myself, the Board of Directors and our staff to strengthen advocacy efforts, enhance member services and foster professional growth and development.

Brendan's official start date is August 11, 2023 and we are already at work planning a few in-person meet-and-greets that will be held in several locations across the Denver Metro area during our Annual August Member Appreciation month. I hope you will all take the opportunity to meet Brendan personally.

Brendan is a visionary, forward-thinking and member-centric leader. He has an intrinsic and progressive understanding of our Realtor® culture and business, as well as the expertise to continue to elevate the association in a valuable and meaningful way. This will benefit our members and the organization as a whole—which ultimately continues to positively contribute to the home buying and selling experience in the Denver Metro market.

Brendan has extensive experience in real estate leadership and a commitment to advocacy and community engagement. He spent the past four and a half years serving as the CEO of the Realtor® Association of Pioneer Valley (RAPV) in Springfield, Massachusetts, where he garnered national recognition through his exceptional leadership in association advocacy and community involvement. Brendan also played a pivotal role as an integral member of the campaign team for Kevin Sears, an RAPV member who became the National Association of Realtor®'s (NAR) First Vice President in 2023.

Prior to his tenure in Massachusetts, Brendan served as the chief operating officer at the Raleigh Regional Association of Realtors® (RRAR) in Cary, North Carolina. With a membership exceeding 8,000, Brendan played a crucial role in leading RRAR for five years, positioning the association as a national standard bearer for global programming and advocacy achievements.

Over the years, he has regularly received accolades for his outstanding contributions. He is recognized as an RPAC Golden R President's Circle investor and will be inducted into the Hall of Fame in 2024. Furthermore, Brendan's dedication and leadership earned him the prestigious 2019 NAR Association Executive (AE) Leaders of Tomorrow Young Professional Award.

Originally hailing from Durham, North Carolina, Brendan and his wife, MK, are college sweethearts and both enjoy outdoor activities, cooking, finding new restaurants and spending time with their yellow lab, Stella, and their cat, Neko.

I hope that you will join me in extending a warm welcome to Brendan.

Sincerely,
Jessica Reinhardt, DMAR President

Q2 Highlights

- We are proud to announce that beginning April 1, we are now donating \$1 from every ticket sold for our online and in-person PEAK courses* to our charitable foundation, DMAR Gives which provides disaster relief funds and annual donations to housing-related 501(c)(3) non-profit charity organizations. *Designation/certification courses and complimentary classes are not included.
- We launched a new Facebook group exclusively for DMAR members. This new group replaced the District groups giving members a chance to connect with ALL other members in one group no matter what part of the Denver metro they live or work in. This is a great place to engage and have conversations, discuss the market and RE-news, share buyer and seller needs and connect with other members. The DMAR Market Trends Committee is also hosting a monthly market Q&A in the group.
- Three DMAR members - Aline Pitney, Malisa Eakins and Sally Kate Tinch – graduated from the Colorado Association of Realtors® (CAR) Leadership Academy.
- Our Diversity Alliance Committee (DAC) in partnership with the LGBTQ+ Real Estate Alliance hosted a Drag Queen Bingo fundraiser event on June 1. Almost 200 tickets were sold – and \$6,000 raised – making this one of our most successful fundraising events to date. Proceeds went to Envision:You, which is the only statewide nonprofit organization solely dedicated to improving behavioral health outcomes for LGBTQ+ Coloradans living with mental health concerns and substance use disorders. The money raised at this event will go a long way toward making an impact and saving lives.
- The DMAR Market Trends Committee released an updated version of our monthly market trends report featuring some exciting changes and additions including a redesigned cover page featuring a more visually-appealing design that can be used as a stand-alone graphic on social media or shared with clients, enhanced graphs with more historical data and two new report sections, a "Spotlight on Mortgages" write-up and page 24 includes a "Spotlight on the Denver Metro Rental Market."
- We partnered with CAR and SMDRA to host an RPAC Roadshow event on June 14. Together we raised just shy of \$8,000 for RPAC, which will go towards supporting Realtor®-friendly candidates that understand the importance of pragmatic legislation that will actually cut through red tape and reduce housing costs in Colorado.

Spotlight on DMAR's advocacy efforts.

DMAR advocates for big win to help housing supply in Denver.

At the end of May 2023, we successfully worked with Denver's Department of Community Planning & Development, the Mayor's Office and City Council to approve an extension that will give developers more time to get their site development plans approved under the City's old affordable housing regulations.

That sounds great, but why does it matter?

When Denver passed its new affordable housing regulations, it allowed projects in the pipeline to be codified under the old rules and not be subject to significantly higher fees/burdensome requirements. The City said projects must be submitted by June 30, 2022, and have a completed site development plan (SDP) by August 31, 2023, in order to be grandfathered in. Given the massive influx of applications and ongoing staffing issues within the planning department, it simply wasn't possible for the city to process SDP approvals in a timely manner to make the August 31, 2023 deadline. Understanding this fact, DMAR worked closely with staff and elected officials to work on an extension to provide developers with more time to garner approvals under the old rules, thus keeping their projects "alive" as many do not pencil under the new requirements.

Ultimately, our advocacy and the successful approval of the extension means that dozens of residential projects are still alive and thousands of market-rate and income-restricted units will be built, which will help address our ongoing supply shortage. Increasing supply and providing housing for all is at the core of our advocacy efforts. Obtaining this extension represents a significant win that goes toward our fundamental mission as an Association.

Recap of the Denver Municipal Election.

In February of 2023 we announced our endorsements for Denver's April 4, 2023 election. Overall, we were pleased with the results and encouraged by Denver voters who supported pragmatic, moderate candidates who will collaborate to tackle the city's top issues of housing affordability, homelessness and public safety.

This was one of if not the most important Denver elections in the past 50 years. Please know that your Realtors® Political Action Committee (RPAC) investments were hard at work supporting candidates who understand the importance of the real estate industry, supply and demand principles and especially, homeownership. We've been fortunate to build strong relationships with the returning council members as well as newly elected ones through our candidate interview process and ongoing dialogue. We're especially looking forward to rolling up our sleeves and working closely with the Johnston administration on key issues such as streamlining the development review/permitting process and improving existing homeownership programs.



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