



**DENVER METRO**  
ASSOCIATION OF REALTORS®

# ANNUAL REPORT

2023

# From the President

A message from Jen Routon, DMAR President:

Welcome to your 2023 Annual Report, a snapshot of the collective achievements and milestones we've reached together over the past year. As your President, I am honored to share some highlights and express our gratitude for your continued support.

Throughout the year, the Board of Directors and the dedicated Denver Metro Association of Realtors® staff worked tirelessly to elevate our Association's mission. From advocacy to education, we took pride in serving our vibrant and diverse membership.

## Appointment of our New CEO

This year brought a new chapter with the hiring of our new CEO, Brendan Bailey. The CEO Task Force diligently searched for the perfect candidate to join our Association. As the CEO of DMAR, Brendan plays a pivotal role in advancing our mission to support and empower real estate professionals in the Denver Metro area. He is working closely with me, the Board of Directors and our staff to strengthen advocacy efforts, enhance member services and foster professional growth and development.

## Exciting Initiatives and Programs

We are thrilled to announce several new initiatives that aim to enhance your membership experience. Our award-winning monthly Market Trends Report has evolved into an exclusive member benefit, accessible behind the member login wall at dmarealtors.com. This revamped report now features a redesigned cover page, enhanced graphs, expanded price segmentation and two new insightful sections focusing on mortgages and the Denver Metro rental market.

Additionally, in responding to your needs, we introduced a weekly Friday Marketing Meeting, providing even more opportunities for networking and collaboration.

## Membership Meeting and Bylaws Update

In March, during our membership meeting, significant changes were made to our bylaws. This included updating leadership titles, transitioning from a fiscal year to an elective year and restructuring our districts into four regions—North East, North West, South East and South West.

## Community Engagement and Fundraising Success

Our commitment to community engagement and philanthropy was demonstrated through events like our fundraiser hosted by the Diversity Alliance Committee in partnership with the LGBTQ+ Real Estate Alliance that sold nearly 200 tickets and raised \$6,000 for Envision:You. Following that, the Trivia Night RPAC Fundraiser in September was a tremendous success, raising \$32,530 to support RPAC. On April 1 of this year, we began donating \$1 from every ticket sold for our online and in-person PEAK courses (not including designations and certifications) to our charitable foundation, DMAR Gives.

## Acknowledging Our Leaders

Our Association is only as strong as its leadership, and we are proud to introduce the 2023-2024 Board of Directors. Their dedication and expertise will undoubtedly guide us to new heights.

## 2023 - 2024 Board of Directors

Jen Routon, President  
Mike Bruce, President-Elect  
Lisa Nguyen, Treasurer  
Jessica Reinhardt, Immediate Past President  
Kate Baldwin Wenzel  
Jared Blank  
John Chapman  
Bailey Dolian  
Tyler Draheim  
Malisa Eakins

Sarah Futa  
Sarah Gallegos  
Kendra Lanterman  
Neymar Lopez  
Chris McGrath  
Shari Peck  
Dustin Pitney  
Carrol Rhead  
Shyla Rogers  
David Walsh

On behalf of the DMAR Board of Directors and staff, I extend heartfelt thanks for being a valued member. Your participation and support have been instrumental in our shared success. As we turn the page to 2024, I am filled with excitement for the opportunities and achievements that lie ahead. Here's to a great 2024 and beyond!



Sincerely,

A handwritten signature in black ink that reads "Jen Routon".

Jen Routon | 2023-2024 DMAR President

### OUR FOOTPRINT

- **8,500+** Realtor® members  
*including 1,140 NEW Realtor® members*
- **365** Industry Partner members  
*including 162 NEW industry partner members*
- **15,500+** followers  
*on Facebook, Instagram, LinkedIn and Youtube*

### GIVING BACK

- **\$5,000** donated to Habitat for Humanity of Metro Denver
- **\$2,500** donated to Project I See You
- **\$1,000** in sponsorship for the Fair Housing & Colorado's Housing Crisis: Partnering for Action
- **\$7,250** in sponsorships for AREAA, NAHREP and NAREB
- **\$3,000+** raised for DMAR Gives by our Diversity Alliance Committee and YPN fundraisers

### EVENTS + CLASSES

- **150+** classes offered  
*that's 558 hours of CE credit*
- **16** FREE classes offered  
*a total of 48 hours of CE credit*
- **40** events  
*including 26 FREE events*

### NEW THIS YEAR

- Began donating **\$1** from every ticket sold for our PEAK courses to DMAR Gives
- Hosted our first-ever Broker Leadership Summit for managing brokers and brokerage leadership
- Introduced LivePad - the latest innovation in the field of homebuyer tour software – as a NEW member benefit
- Introduced quarterly member reports
- Established a contributorship with HousingWire

### ADVOCACY

- **\$160,000** raised for RPAC
- **44** major investors
- **19** out of **29** endorsements were successful in 2023 election

### MEDIA EXPOSURE

- Our **biggest** media year to date!
- DMAR was mentioned in over **900** media stories
- **1.38 billion** media impressions
- **\$12.5 million** in earned media
- **17** DMAR members quoted by media
- DMAR mentioned in **100+** local and national publications & broadcasts

# Advocacy

We are grateful for the unwavering support of our members, which made 2023 yet another robust year for DMAR's advocacy initiatives. Our commitment to championing property rights and fostering pragmatic housing policies remains steadfast as we tackle the ongoing affordability crisis in our communities.

## KEY ADVOCACY HIGHLIGHTS



### Housing Needs Assessment in Douglas County

DMAR proudly invested significant resources in the Douglas County Housing Partnership (DCHP) for comprehensive housing needs assessment. This initiative guides future policy decisions within the county and jurisdictions within.



### Rental Registration and Inspection Legislation in the Metro Area

We continue to successfully defeat or amend legislation that poses undue burdens on mom-and-pop landlords with long-term rental registration and inspection requirements. DMAR defeated an attempt to bring forward such a program in Thornton and advocated for sensible amendments in Commerce City's legislation.



### Repeal of Lakewood Anti-Growth Initiative

Collaborating closely with Lakewood staff and elected officials, DMAR played a pivotal role in repealing the city's anti-growth initiative. This initiative had placed arbitrary restrictions on the construction of new for-sale and rental housing.

## ELECTION SUCCESS

To ensure our advocacy efforts thrive, building strong relationships with candidates and elected officials who understand the real estate industry's importance is crucial. In 2023, DMAR proudly endorsed and celebrated the election victories of the following candidates:

- ✓ Amanda Sandoval – Denver City Council District 1
- ✓ Kevin Flynn – Denver City Council District 2
- ✓ Jamie Torres – Denver City Council District 3
- ✓ Diana Romero Campbell – Denver City Council District 4
- ✓ Amanda Sawyer – Denver City Council District 5
- ✓ Paul Kashmann – Denver City Council District 6
- ✓ Realtor® Flor Alvidrez – Denver City Council District 7
- ✓ Darrell Watson – Denver City Council District 9
- ✓ Chris Hinds – Denver City Council District 10
- ✓ Bob Fifer – Arvada City Council District 4
- ✓ Rocky Teter – Commerce City City Council District 2
- ✓ Charles Dukes – Commerce City City Council At-Large
- ✓ George Lantz – Greenwood Village Mayor
- ✓ Paul Wiesner – Greenwood Village City Council District 1
- ✓ Donna Johnston – Greenwood Village City Council District 3
- ✓ Tom Stahl – Greenwood Village City Council District 4
- ✓ Wendi Strom – Lakewood Mayor
- ✓ Glenda Sinks – Lakewood City Council Ward 1
- ✓ Jacob LaBure – Lakewood City Council Ward 5
- ✓ Meredith Leighty – Northglenn Mayor
- ✓ Katherine Goff – Northglenn City Council Ward 3
- ✓ Jan Kulmann – Thornton Mayor
- ✓ David Acunto – Thornton City Council Ward 3
- ✓ Amber Hott – Westminster City Council At-Large
- ✓ Jenny Snell – Wheat Ridge City Council District 1
- ✓ Rachel Hultin – Wheat Ridge City Council District 2
- ✓ Korey Stites – Wheat Ridge City Council District 3

## REALTORS® POLITICAL ACTION COMMITTEE (RPAC) ACHIEVEMENTS

Your 2023 RPAC investments empowered us to support pragmatic, real estate-friendly candidates not only this year but in the years to come. Our annual RPAC fundraising event set a record by raising over \$33,000, contributing to a total of over \$160,000 raised in 2023. With 44 major investors (members contributing \$1,000 or more to RPAC), DMAR is poised to continue advocating for the real estate industry's interests. As we look forward to 2024, DMAR remains committed to advocating for positive change and ensuring the vitality of our real estate community.

## DMAR Recognition Awards

DMAR congratulates the following members who were recognized for their service and commitment to the Association and industry at-large.



### **CAR Diversity & Inclusion Award**

2023 Recipient: Lisa Nguyen



### **Oliver Frascona Lifetime Achievement Award**

2023 Recipient: Joanne Ernstsén



### **Broker Manager of the Year**

2023 Recipient: Brandon Brennick



### **Realtor® of the Year**

2023 Recipient: Mike Papantonakis



### **Industry Partner of the Year**

2023 Recipient: Karen Hyman



### **Rookie of the Year**

2023 Recipient: Abigail Barratt



### **Support Person of the Year**

2023 Recipient: Nickki Pucher



### **Community Service Award**

2023 Recipient: Maggie Fast



### **Pathways Award**

2023 Recipient: Colton Harris



### **Pathways Award**

2023 Recipient: Kelsea Imanuel



### **Pathways Award**

2023 Recipient: Michelle Schwinghammer

## 2023 - 2025 Strategic Plan

We continued to find new ways to fulfill all aspects of our Association's Strategic Plan in 2023, upholding our commitment to provide the ideal environment for member success.

### Our Mission

DMAR is the Voice of Real Estate® in the Denver Metro Area. We are advocates, educators and industry leaders for Realtors® and our communities.

### Our Values

Service Excellence | Professionalism | Diversity | Integrity | Forward-thinking

### Our Strategic Plan



#### **ELEVATE**

DMAR raises professionalism through ethics, education and professional standards.



#### **ADVOCATE**

DMAR is the voice of real estate in the Denver region protecting and influencing property rights policy and access to housing for all.



#### **SUCCEED**

DMAR supports the success of its members and is essential to all stages of their careers.



#### **PROMOTE**

DMAR promotes its real estate voice through market trends, public relations and community service.



#### **GROW**

DMAR continues its growth through leadership outreach, shared resources and strategic expansion.

## From the CEO

A message from Brendan Bailey, DMAR CEO:

I hope this message finds you well and filled with the same sense of anticipation that I carry into the new year. Reflecting on the whirlwind that was 2023, both personally and within our industry, I am genuinely thrilled for the exciting journey that lies ahead in 2024.

In August, my family and I embarked on a cross-country adventure to Denver and a new bright new adventure. Along the way, my wife secured a teaching position at Grandview High School—which included a final Zoom interview at a roadside truck stop. We were already off to a wonderful start before we even made it to the Centennial State. The warm welcome we've received since arriving here has been nothing short of heartwarming, and I extend my heartfelt thanks to the Board and our dedicated staff for embracing me with open arms.

As we stand on the threshold of a promising year, there is much for which we are thankful as an Association, and even more to anticipate. In 2024, our focus is on delivering enhanced value to your membership. My overarching goal for our Association can be summarized in a single word: empowerment. I envision our Association not only as a community leader but also as a local advocate and thought leader, scaling new heights.

DMAR aims to empower each and every member to become the best version of themselves. We will achieve this by introducing innovative educational offerings and creating opportunities for members to showcase the vital roles they play in the fabric of our communities. Simultaneously, we are taking a close look inward, ensuring that DMAR remains a safe and inclusive space for all members and staff.

The real estate industry is undergoing significant changes, underscoring the importance of unity among Realtors®. Now, more than ever, it is crucial for us to come together as a collective force, navigate these changes and emerge stronger. Joining DMAR is a strategic move for your business; our Association is a vital resource and a supportive community that stands as a pillar for our members. Together, our collective voice is unparalleled, and we can stay informed, connect with one another and confront any challenges that may arise.

It is an honor to serve as your CEO, and I am excited to lead us into 2024 with full hearts and heads held high. Together, let's make it a year of empowerment, growth and shared success.

Wishing you a prosperous and fulfilling 2024!



Warm regards,

*Brendan Bailey*

Brendan Bailey | DMAR CEO



**THANK YOU**  
for your membership