



**DENVER METRO**  
ASSOCIATION OF REALTORS®

# Quarterly Member Report

2023 Q4 Report: October 1 - December 31



# Q4 Highlights

## October

- In October, DMAR Director Lisa Nguyen was honored with the prestigious 2023 Diversity & Inclusion Award by the Colorado Association of Realtors®.
- Our 2022-2023 DMAR President, Jessica Reinhardt, showcased her expertise in a HousingWire article titled "Agent Strategies for Getting First-Time Homebuyers Across the Finish Line." Read the full piece [here](#).
- On October 26th, we successfully hosted the Wired: The Future Summit, bringing together industry leaders and experts to discuss the latest trends and innovations.
- We commenced the second round of applications for program support through DMAR Gives, our charitable foundation. This initiative aligns with DMAR's mission to address housing-related issues and educate the community on wealth-building through homeownership.

## November

- From November 1st to November 23rd, we engaged our community with the annual 23 Days of Membership campaign on Facebook and Instagram. Participants had the chance to win prizes, including reimbursements of local dues, by expressing gratitude for various aspects of the Association.
- Mark Trenka and Shelly Vincent, both DMAR members, assumed leadership roles as Chair and Vice Chair, respectively, at REcolorado. We express gratitude for their dedication and eagerly anticipate their contributions.
- On November 2nd, we hosted another free Realtor® Toolbelt vendor trade show, offering members insights into the services provided by DMAR Industry Partners. The event featured an exclusive one-hour class, "10X Your Tool Belt," led by industry experts Gavin Eckstrom and Jordan Terrell.
- The Inaugural Installation, themed "Unity in Purpose, Strength in Association," took place on November 8th at the Lone Tree Golf Course & Hotel in a private event.

## December

- On December 6th, members had the opportunity to participate in a free webinar introducing LivePad, our newest member offering. LivePad, a cutting-edge property technology, is designed to streamline the homebuyer touring process, providing agents with more quality time with their clients. DMAR has negotiated exclusive discounts for members to access this innovative technology.
- On the same day, our YPN hosted a successful Small Biz Holiday Pop-up, raising over \$1,100 for DMAR Gives and contributing to our mission of making a positive impact in the community.

## A Message from DMAR CEO, Brendan Bailey

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!



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