



**DENVER METRO**  
ASSOCIATION OF REALTORS®

# Quarterly Member Report

2025 Q1 Report: January 1 - March 31



# NAR Introduces New MLS Policy to Expand Choice for Consumers

Following its in-depth assessment of the Clear Cooperation Policy (CCP), the National Association of Realtor® (NAR) today announced a new policy, "Multiple Listing Options for Sellers," to complement its existing Multiple Listing Service (MLS) policies. "Multiple Listing Options for Sellers" will exist in conjunction with CCP and other MLS policies to provide sellers and their agents more options and choice when marketing a property, while also supporting fair housing by providing buyers and their agents with equal access to important MLS property information.

The policy – developed following many months of consultation with MLS and association leadership, brokerages, agents, multi-cultural organizations, and industry experts – introduces a new category of exempt listings called "delayed marketing exempt listings." The exemption will allow a seller the option to instruct the listing agent to delay marketing a listing through Internet Data Exchange (IDX) and syndication for a period of time. Each MLS will have discretion to determine a delayed marketing period that is most suitable for their local marketplace.

During the delayed marketing period, the home seller and the listing agent can market the listing in a manner consistent with the seller's needs and interests. At the same time, the delayed marketing exempt listing will still be available to other MLS Participants through the MLS Platform. Listing agents representing sellers who choose to delay the public marketing of their listing must secure from their seller a signed disclosure documenting the seller's informed consent to waive the benefits of immediate public marketing through IDX and syndication. Seller disclosure is required for both delayed marketing exempt listings and office exclusive exempt listings.

NAR President Kevin Sears said, "NAR continually reviews its MLS policies to ensure they best serve its members and their consumers while also mitigating and avoiding potential legal risks. As such, NAR undertook a comprehensive review of CCP as part of our efforts to ensure home sellers and home buyers have the information and flexibility they need to make decisions that work for them. These policy changes allow for greater choice for sellers in marketing their properties while considering buyers' need to access information through MLSs. NAR is grateful for our members' engagement throughout this process, and we are pleased to have reached an outcome that balances the needs and perspectives of our diverse membership."

"Multiple Listing Options for Sellers" is effective today, March 25, 2025, and must be implemented by September 30, 2025, allowing for technical changes associated with this new seller option of delayed marketing exempt listings. Prior to local implementation, we encourage MLSs to consult with brokers and stakeholders in their market to get their input on the allowed time period for delayed marketing exempt listings.

The new policy does not change an MLS's local mandatory submission deadlines or CCP and its requirement to file a listing with the MLS within one (1) business day from public marketing.

To educate members on these changes, NAR launched new resources for "Multiple Listing Options for Sellers" on [facts.realtor](https://facts.realtor), which will be continually updated and augmented to meet member needs.

# Q1 Highlights

## JANUARY

- 2025 Economic Summit: We started the year strong with one of our signature events, the Economic Summit featuring Elliot Eisenberg, President & Chief Economist for GraphsandLaughs, LLC; Mike Kboundi, Executive Managing Director at Cushman & Wakefield; Hanna Scovill, Economist and Senior Manager of Economic Competitiveness; Amanda Snitker, Chair of the DMAR Market Trends Committee; and Nicole Rueth, SVP of The Rueth Team of Movement Mortgage
- Ninja Selling: On January 22, DMAR YPN hosted a sold out free workshop training on Ninja Selling techniques hosted by Tonja Hadley, certified Ninja Selling instructor.
- We're thrilled to announce that three of our members were included in the 2025 Leadership Rankings, the Power 200, which recognizes the most influential leaders in the residential real estate brokerage industry as of December 31, 2023. Congratulations to Chad Ochsner, Broker-Owner of RE/MAX Alliance; Scott Webber, Chairman and CEO of Majestic Realty Collective; and Stacie Staub, Co-Founder and CEO of West + Main Homes.
- We welcomed REcolorado as a new Annual Partner and official PEAK and Leadership Academy Sponsor.

## FEBRUARY

- DMAR introduced a new member benefit by making FOREWARN, a game-changing tool that provides instant insight before face-to-face meetings, FREE for all DMAR members. Now you can work smarter, safer and with more peace of mind.
- On February 4<sup>th</sup>, DMAR members gathered at the Colorado State Capitol for Realtor® Day Under The Dome. Together, with CAR, we advocated for homeownership, property rights and policies that strengthen our communities.
- DMAR's YPN spent Valentine's Day volunteering at Food for Thought - Denver, packing PowerSacks for children.
- DMAR sponsored The Next Big Thing, an event designed to elevate your real estate business, with all proceeds benefiting Project I See You.

# Q1 Highlights (continued)

- DMAR's Government Affairs Committee Chair, Amy Cesario, spoke before Lakewood City Council, advocating for solutions to address housing challenges in our community.
- DMAR, with the help of our PR team, Decibel Blue, released a Communication Guide to share with you the best practices when engaging with the press or on social media to protect your business and the Realtor® brand.
- We welcomed Fidelity National Home Warranty as a new Annual Partner.

## MARCH

- Speed Networking Workshop: The Industry Partners hosted another well-attended Speed Networking Workshop at DMAR's North Office on March 6th, following the weekly Thursday Marketing Meeting.
- DMAR President Mike Bruce made his debut as a contributor in HousingWire with his article titled "I scratch your back and you scratch mine': How Realtors® are working together in a tough market".
- Our Government Affairs Committee endorsed two candidates in the Lakewood special election on March 25<sup>th</sup> and they both won their respective races.
- On March 26<sup>th</sup>, we introduced Wednesday Wrap-Ups, a new social media video series from DMAR CEO, Brendan Bailey aimed at informing members on what's going on in the Association each week.
- We welcomed Johnson Creative Team as a new Annual Partner.

# Spotlight on DMAR's New Member Benefit: FOREWARN

## Because Safety Should Never Be an Afterthought

You asked, we delivered. DMAR is thrilled to offer FOREWARN—a game-changing tool that provides instant insight before face-to-face meetings, so you can work smarter, safer, and with more peace of mind. And the best part? It's 100% FREE for all DMAR members.

- ✓ Instantly verify a prospect's identity and history
- ✓ Enhance safety at showings and open houses
- ✓ Protect your clients by vetting potential buyers
- ✓ Streamline your workflow—no more last-minute uncertainty

## How to Set Up Your Complimentary FOREWARN Account

FOREWARN is an innovative tool designed for real estate professionals, providing instant insights into prospective clients to ensure safer engagements and smarter interactions. By simply entering a phone number or name, agents can verify critical information within seconds—without exposing any protected class details.

## How to Set Up Your Complimentary FOREWARN Account

Getting started is quick and easy! Follow these simple steps:

1. Register: [Click here](#) and enter your email address (must match the email associated with your DMAR membership).
2. Activate: Check your inbox for an activation email from FOREWARN and click the link provided. (Be sure to check your spam/junk folder if you don't see it.)
3. Authenticate: Enter the authentication code sent via text or call.
4. Download the App: Get the FOREWARN app from the [Apple App Store](#) or [Google Play Store](#). After activating your account, you can also access your FOREWARN account from any web browser via FOREWARN.com (click 'Sign In' at the top-right) or via this link: <https://app.forewarn.com/>

Learn more at [dmarealtors.com/forewarn](https://dmarealtors.com/forewarn)



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303-756-0553



communications@dmarealtors.com



dmarealtors.com

## Thank you to our Annual Partners

