



**DENVER METRO**  
ASSOCIATION OF REALTORS®

# 2017/2018 PRESS KIT





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2017/2018

**Dear Respected 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 REALTOR® Association in Colorado, with over 7,000 REALTOR® members in the Denver area.

Together, Chairman of the Board Steve Thayer and CEO Ann Turner bring more than 50 years of executive and entrepreneurial leadership to DMAR. 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 Market Trends Report for the Denver Metro area published monthly
- Perspective on:
  - Residential real estate market data in the Denver 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 always happy to set up an interview with you, Steve Thayer, Ann Turner, and/or members of DMAR that may be a resource to you.

Thank you in advance for your time and consideration.

Sincerely,

Andrea Kalmanovitz  
Director, Public Relations  
Decibel Blue Creative Marketing & PR  
On Behalf of DMAR  
(303) 242-5855  
andrea@decibelblue.com



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**SPOKESPEOPLE**

## SPOKESPERSON

### Steve Thayer 2017-2018 Chairman of the Board

Steve Thayer is the broker/owner of The Thayer Group and Keller Williams Action Realty, LLC in Castle Rock. He was president elect of Douglas Elbert REALTOR® Association (DERA) prior to the DMAR/DERA merger in 2016, and was a long-time member of the DERA Board of Directors. Steve is currently a member of the Castle Rock Chamber of Commerce Government Interest Committee, Vice Chairman of Meadows Metro District #1 Board of Directors. He was DERA's 2015 Realtor® of the Year, Keller Williams Platinum Award Level 2013 & 2016, 2016 Real Estate Executive Magazine 100 Most Influential Real Estate Agents in Colorado, and a past winner of Castle Rock Chamber Volunteer of the Year.



## SPOKESPERSON



### **Ann Turner** **Chief Executive Officer**

A proud graduate of the University of Colorado Boulder where she studied Psychology and Sociology, Ann brings high level expertise, insight, and operational organization to DMAR. Over the past five years, under Ann's leadership, DMAR has seen unparalleled growth starting with the successful merger of the Denver, North Metro, Jefferson County and Douglas Elbert REALTOR® Associations. Prior to DMAR, Ann was the CEO of the Jefferson County Association of REALTORS® where she introduced many new programs and services that helped create a progressive and financially secure organization.

Ann is a member of the American Society of Association Executives, the Colorado Society of Association Executives and the Metro Denver Chamber of Commerce. She has served on the Advisory Board for the Association Executive Institute for the National Association of REALTORS®. Ann is past chairwoman of the Association Executives Committee for the Colorado Association of REALTORS®, and has also served in an advisory capacity for many task forces and workgroups at the local, state, and national level of the REALTOR® organization.



## ADDITIONAL SPOKESPEOPLE

Libby Levinson  
Past Secretary of the Board  
Professional Development Committee Chair

Laura Ruch  
Past Co-Chair of the Board

Barb Brown  
Past Co-Chair of the Board

Milford Adams  
DMAR Director  
High School Grants Committee Chair

Jon Ciardella  
Past DMAR Director

Euan Graham  
Vice Chair

Phil Heter  
DMAR Director  
Audit & Investment Committee Chair

Heather Heuer  
Chair-elect

Jessica Schmelzer  
DMAR Director

Phil Shell  
Past DMAR Director  
Nominating Committee Chair

Elaine Stucy  
Past DMAR/CAR Director

For more information and additional sources, please contact Andrea Kalmanovitz, Public Relations, on behalf of the Denver Metro Association of REALTORS®, at (303) 242-5855 or [andrea@decibelblue.com](mailto:andrea@decibelblue.com).

## MARKET TRENDS COMMITTEE MEMBERS

Steve Dayliw  
Chair of the Committee

Gary Bauer  
Committee Chair Colorado Real Estate  
Commission (CREC) Advocacy Committee

Andrew Abrams  
Past Chair of the Committee

Libby Levinson  
Committee Chair Professional Development

Brigette Modglin  
Committee Member

Elaine Stucy  
Committee Member

Chris Gaddis  
Committee Member

Jill Schafer  
Committee Member

Jessica Reinhardt  
Committee Member





**BOARD OF DIRECTORS**



## THE 2017-2018 OFFICERS AND BOARD OF DIRECTORS ARE AS FOLLOWS:

Chairman of the Board: Steve Thayer, Keller Williams Action Realty

Chair-elect: Heather Heuer, Porchlight Real Estate Group

Vice Chair: Euan Graham, Madison & Company Properties, Ltd.

2016-2017 Immediate Past Chair of the Board: Scott Grossman, RE/MAX Southeast, Inc.

Milford Adams, Lyons Realty Group, LLC

Barb Ecker, Century 21 Golden West

Marti Furay, Realty Edge, The Furay Group

Phil Heter, Heter and Company, Inc.

Joe Johnston, Johnston & Associates Real Estate

Matt Leprino, Leprino Home, Inc.

Christine Malara, RE/MAX Alliance

Matt Mathias, Keller Williams Real Estate

Diane Ortiz, RE/MAX Alliance

Mike Papantonakis, RE/MAX Alliance, Olde Town

Jessica Schmelzer, Porchlight Real Estate Group

Christina Surprenant, RE/MAX Momentum

Doil Storie, Storie Insurance Agency

Taylor Wilson, Keller Williams Integrity Realty





**FACT SHEET**

# FACT SHEET

## Who

DMAR is a membership-based organization comprised of over 7,000 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
- Continuing Education: approx. 200+ classes per year
- Powerful Networking: over 50 events a year including the Denver Metro Association of REALTORS® Excellence awards attracting 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 North Metro Denver REALTORS® Association voted to merge. In September, 2016, DMAR announced its latest merger with Douglas Elbert REALTOR Association (DERA) forming DMAR's fifth district: the Douglas Elbert District. DMAR is now the 36th largest REALTOR® Association in the nation, out of 1,260 local Associations.

## Where

DMAR has four convenient office locations around the city for increased member access and usability, covering the West, North, Central and Douglas Elbert areas of Denver. DMAR is headquartered in an optimal, prime location adjacent to major arteries - I-25 and 225 - for easy access from all directions. As the first Association in the nation to implement communal workspaces, DMAR HQ is a testament to innovation. The space was designed to accommodate the growing community with integration of cutting-edge technologies and adaptable space for learning and business.

## Why

Denver's real estate market is one of the fastest growing in the nation. DMAR's goal is to enable its members to reach their maximum earning and career potential while offering the highest level of service to their clients – and the real estate community at-large.



EDITORIAL

Forbes

06.05.17

## Denver's Luxury Real Estate Market Hits Another Milestone



"Affordability continues to be a challenge for homebuyers,' DMAR said in its report. 'With recent year-over-year appreciation rates, we are seeing a severe gap in the entry-level market that in past markets was met by attached dwellings.'"

# THE DENVER POST

01.01.17

## Top business stories of 2016: Denver home prices stay hot, but rent gains cooling



A house for sale on Corona Street in Northglenn on Sept. 22, 2016.

Seth McConnell, The Denver Post

By **ALDO SVALDI** | [asvaldi@denverpost.com](mailto:asvaldi@denverpost.com) | The Denver Post  
January 1, 2017 at 12:01 am

“These drops in new listings and homes sold were accompanied by decreases in both average and median home prices, according to a report from the Denver Metro Association of REALTORS®.”



05.05.17

## Mansions moved faster in late winter (photos)

May 5, 2017, 4:02am MDT Updated May 5, 2017, 3:27pm MDT

**Molly Armbrister**  
Reporter  
Denver Business Journal



After a relatively quiet winter, luxury home sales began to pick up speed again at the end of the third quarter, with the number of homes selling for \$1 million or more nearly doubling between February and March.

Including both attached and detached homes, 123 properties sold for \$1 million or more in March, according to data from the [Denver Metro Association of Realtors](#), while just 63 properties at that price point sold the month before.



14 Cherry Hills Drive Cherry Hills Village Sales price: \$6 million Listing broker: Janet... more

March 2017's luxury home activity also outpaced the same period a year earlier, when 82 properties sold.

Average prices for luxury homes dipped slightly, down 3.18 percent year-over-year to \$1.44 million from \$1.49 million, while time on market for these properties increased from 97 days to 115 days.

"Despite these major increases in sales, the luxury single-family segment continues to hold its position as the only segment of the market where buyers still have the power," said [Jill Schafer](#), a member of the DMAR Market Trends Committee and a Denver real estate agent.

"A report from the Denver Metro Association of REALTORS® shows an increase in the number of new homes listed for sale in the metro area from May to June."

# 5280

04.06.17



## Should You Love Or List Your Denver Home?

Does record-low inventory mean it's time to cash out on your home? One Denver investment advisor shares her decision-making checklist.

BY REBECCA L. OLGEIRSON | APRIL 6, 2017



5280.com > Real Estate

Denver Metro Association of Realtors' recent report of a record-low number of active listings for single-family homes and condos (only 3,878 properties were available in February 2017), paired with (slowly) rising interest rates has many Denver homeowners wondering if it's time to list their homes before buyers get scared—or forced—out of the market by higher mortgages. And let's face it: Stories of bidding wars, double-digit appreciation, and cash offers make it a tempting prospect. But how do you know if the time is right for you?

"Median prices in Denver are also starting to come down. They were up 12.99% in September compared with the same time a year ago, but were down 0.57% from a month earlier, according to the Denver Metro Association of REALTORS®."





9.13.17

## Volunteers step in to help Parker family with much-needed home repairs



PARKER, Colo. -- The Denver Metro Association of Realtors chose a Parker family to have their home rehabilitated.

Sue and Steven Tull have lived in their tri-level home, which sits at the end of a cul-de-sac overlooking acres of open space, since the 90s.

Their home was in desperate need of repairs, and Steve said keeping it updated was difficult over the years, and life challenges didn't make it easier.

"After several years of sharply rising home prices and dwindling inventory, the number of available homes on the market hit a record low in May, falling by 3.4 percent to 5,463. That's according to new figures from the Denver Metro Association of REALTORS®"



**PRESS RELEASE**



## For Immediate Release

### Metro Denver Home Prices Climb to Record High

*Price of Denver-area housing is on a higher trajectory than wages, and the affordability gap in the middle is getting wider*

DENVER – May 3, 2017 – [Denver Metro Association of REALTORS®](#) (DMAR) - - an organization comprised of over 7,000 real estate professionals and *The Voice of Real Estate® in the Denver metro area* - released its May Denver Metro Real Estate Market Trends Report today. The average price of a home that sold in April in metro Denver climbed to \$439,161, up 3.41 percent from the month prior and up 10.53 percent year over year – reaching a new record high.

“The price of housing is on a higher trajectory than wages, and the affordability gap in the middle is getting wider,” said Steve Danyliw, Chairman of the DMAR Market Trends Committee and Denver real estate agent. “Is this sustainable? In my opinion, no. A healthy market needs a good balance of buyers and sellers combined with modest price growth.”

Year-to-date average sold prices of homes in metro Denver through April has increased by 6.05 percent compared to last year, 9.53 from 2015 to 2016, and 12.99 percent from 2014 to 2015.

“It now appears that we are entering a ‘high plateau’ as prices will continue a gradual leveling,” adds Danyliw. “Part of the reasoning for the high plateau is the dramatic increase in the prices of low-end properties. The gap between lower and higher priced homes has been shrinking. This will eventually start to curtail demand to some extent. All in all, though, we are still experiencing a pretty strong market.”

Danyliw comments that strong increases in active listings, under contracts, and median and average sold prices of homes continued to add fuel to Denver area’s “hot” real estate market last month.

Active listings in the residential market (single family and condos) increased 8.94 percent from March and 2.68 percent year over year to 5,361 total units. The number of sold listings decreased by 7.39 percent compared to the previous month, however April’s number was slightly higher than metro Denver’s 10-year average for this time of the year. New listings came up short in matching the surge in March with a decrease month over month of 3.49 percent, and an increase of 2.96 percent from April of last year. Like March, April saw a healthy increase in properties placed under contract. Homes under contract increased 6.3 percent from last month and 7.14 percent year over year. April saw a noteworthy increase in inventory of 9.44 percent in the single-family segment. The condo market showed a 6.37 percent decrease in sales from the previous month, while average and median sales prices rose to \$318,478 and \$270,000 respectively.

DMAR’s monthly report also includes statistics and analyses in its supplemental **“Luxury Market Report”** (properties sold for \$1 million or greater), **“Signature Market Report”** (properties sold between \$750,000 and \$999,999) and **“Premier Market Report”** (properties sold between \$500,000 and \$749,999). In April 139 homes sold and closed for \$1 million or greater – up 2.96 percent from the previous month, and up 37.62 percent year over year. The closed dollar volume in April for all luxury residential was \$209,315,652, up 8.43 percent month over month and up 34.11 percent year over year.

*Press Release - Continued*

## PRESS RELEASE - CONTINUED

The highest priced single-family home sold in April was \$3,475,000 representing four bedrooms, eight bathrooms and 4,521 above ground square feet in Denver. The highest priced condo sold was \$2,450,000 representing three bedrooms, six bathrooms and 3,885 above ground square feet in Denver. Listing and selling agents for both transactions are DMAR members.

"The distinction in luxury is the variation in price per square foot," stated Elaine Stucy, DMAR Market Trends Committee member and metro Denver real estate agent. "Homes are not necessarily larger, but the price per square foot often reflects desirable locations, specific architecture, extraordinary amenities, attention to detail and specialized finishes."

The cost and demand for these differentiations is seen in the comparison in price per square foot with other price ranges. Price per square foot of homes in the single-family Luxury Market was \$279, whereas in the \$500,000 to \$749,999 price range it was \$184. For Luxury Market condos price per square foot was \$420, compared with \$303 in the \$500,000 to \$749,999 segment. The pricing in the Luxury Market is reflective of the value and differentiation in the residences.

According to Stucy, the number of buyers in the \$1 million and up category is still increasing, although a bit slower in April with an increase of only 2.96 percent compared to March; yet a mammoth 30.8 percent increase year to date - for a total of 420 sales already this year - over the same period last year. Sales of homes priced over \$1 million accounted for 10.8 percent of the sales volume of the entire market in April.

The DMAR Market Trends Committee releases reports monthly, highlighting important trends and market activity emerging across the Denver metropolitan area. Reports include data for Adams, Arapahoe, Boulder, Broomfield, Clear Creek, Denver, Douglas, Elbert, Gilpin, Jefferson and Park counties. Data for the report was sourced from REcolorado® (May 1, 2017) and interpreted by DMAR. [To view the Denver Metro Market Update, please click here.](#)

For more information, please visit [dmarealtors.com](http://dmarealtors.com). Follow the latest updates from the Denver Metro Association of REALTORS® on [Twitter](#) (@DMARealtors using #dmarstats), [Facebook](#) and [Google+](#).

About Denver Metro Association of REALTORS®

Denver Metro Association of REALTORS® (DMAR), *The Voice of Real Estate® in the Denver metro area*, is a membership-based organization comprised of over 7,000 real estate professionals in the Denver metropolitan area. The association offers continuing education, advocacy for the real estate community and is a resource for industry news and market statistics. DMAR produces a monthly market trends report which provides trends, analysis, and insights to data sourced by REcolorado® for the Denver-area housing market. For more information, visit [www.dmarealtors.com](http://www.dmarealtors.com) or call (303) 756-0553.

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### Media Contact:

Andrea Kalmanovitz  
Decibel Blue Creative Marketing & PR  
On Behalf of the Denver Metro Association of REALTORS®  
O: 303-242-5855  
C: 602-980-2040  
[andrea@decibelblue.com](mailto:andrea@decibelblue.com)

## CONNECT:



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

## MEDIA REQUESTS

Interviews and high-resolution photography available upon request.

Contact Andrea Kalmanovitz, Public Relations on behalf of the Denver Metro Association of REALTORS®, at (303) 242-5855 or [andrea@decibelblue.com](mailto:andrea@decibelblue.com)