

# GRAND COUNTY REALTOR®

THE OFFICIAL PUBLICATION OF THE GRAND COUNTY ASSOCIATION OF REALTORS®



## AFFILIATE

### Featuring Our Affiliate Members



Grand County  
Association of REALTORS®  
since 1974

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SUMMER 2021

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## SPONSORS:

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## Happy Summer GCAR Members!

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NICOLA DIXON,  
2021 GCAR CHAIRWOMAN

Real estate is an industry built on relationships! In this issue we celebrate our relationships with our tremendous affiliate members and learn a little more about how they all help the real estate industry survive, thrive and ultimately give our customers the highest service possible.

Here at GCAR we have a variety of affiliate members who offer a vast array of services for the Realtor and home buying public. We have banks and financial institutions, home builders, home inspectors, property appraisers, engineering consultants, insurance companies, home warranties, photographers, property managers, title companies, listing syndicators, real estate magazine publishers, newspapers, chambers, county offices, moving companies and web site vendors. The real estate industry is vast and all encompassing. It takes all these businesses and people to bring a buyer or seller through the home buying/selling journey. Given the large numbers of people involved in one real estate transaction, it makes so much sense for a Realtor® to make sure they cultivate great relationships with affiliate members.

In this issue we are featuring many of our affiliate members who bring their expertise to this industry every day. Some affiliates have

even taken the time to write articles for this edition. Please read the articles and get to know our affiliate members. One important aspect of building professional relationships is helping others foster their own professional relationships. In other words, the more people you can refer to others, the more referrals that may come your way from them. Great professional relationships are essential to your business, and they need to be maintained on a proactive, regular basis. Work to maintain those relationships that become so vital to smoothly running your business.

We hope this edition will become a reference guide for our members trying to locate a particular affiliate service. We also hope this will be a yearly edition that we can add to and enhance over time, even as we look forward to bringing back a great live affiliate trade show next year.

Also in this edition please be sure to look for our regular features, our community news, Quarterly membership report, CAR and NAR news, housing statistics, calendar of events and education, MLS updates and of course in every issue the affiliate directory.



# Environmental Consulting for the Health of your Family and Home



At Gatesman Environmental, we strive to find the balance between civilization and the Natural environment. We endeavor to provide our clients with the current condition of their drinking water (municipal or well), well pump system, septic system, and even wetlands evaluations. Very few companies have the pleasure of being involved in nearly every aspect of the housing market. Our business model encompasses construction soils analysis, septic and water treatment design, stormwater mitigation, and home resale well/septic inspections and water quality testing. We are committed to implementing the best practices to ensure we are meeting our client's needs in a way that provides the most economic value for our customers and the continued sustainability of our Mountain community and natural environment.

Home inspections are important when purchasing a new home to verify that the building is safe and providing a healthy living environment. Our company is fortunate to be partnered with RETEGO Labs which allows us to implement cutting edge water quality testing technology in the field. Typical laboratory analyses can take up to two weeks to receive results. Our field-testing equipment shortens our turnaround time to as little as 72 hours. This ensures that our customers receive the answers they need without adding extra time to their projects. In addition, we provide thorough and honest evaluations of the water quality for the health of the families and the home itself by providing a comprehensive report that provides accurate results, and a detailed description of what that data means for your family and home.





# Colorado Housing and Finance Authority



With a mission to strengthen Colorado by investing in affordable housing and community development, Colorado Housing and Finance Authority (CHFA) is serving more homebuyers than ever. **In 2020, CHFA invested \$3.1 billion homeownership, helping over 10,400 Coloradans find their road home.**

CHFA values real estate professionals because you are one of homebuyers' most important allies and a dependable resource throughout their homebuying journey. CHFA offers the following resources to help you increase your reach and be a better resource for your customers.

## Real Estate Professional Training

Ever wondered how CHFA loan programs work? Would you like to be able to help more potential homebuyers, including non-first-time homebuyers?

- **Earn two CE credits** by taking the CHFA Real Estate Professional CE class, approved by DORA.
- **Learn the basics** with CHFA Basics for Real Estate Professionals live webinar.

[Visit the training page](#) to view available opportunities.

## Real Estate Professionals Microsite and Help for Homebuyers

CHFA has created an entire site, just for you: [chfainfo.com/RE](http://chfainfo.com/RE)! Visit the site to learn more about CHFA programs, bust some myths, and access a homebuyer toolkit for your customers.

CHFA also provides a one-stop shop called Help for Homebuyers, located at [chfainfo.com/h4h](http://chfainfo.com/h4h). The page is a resource for you to reference with your customers that provides quick and easy navigation to resources on CHFA's website, including homebuyer education, steps to homeownership, down payment assistance, budgeting worksheets, and credit information. With these tools at your fingertips, you don't need to recreate the wheel.

## Real Estate Professional eNews and Social Shares

[Sign up](#) for CHFA's Real Estate Professional eNews and follow CHFA on Facebook, Twitter, Instagram, and LinkedIn to access news and tips for you and your customers.

CHFA promotes responsible and affordable homeownership statewide. Please help spread the word about:

- **30-year fixed-rate loans:** CHFA offers more than FHA! Conventional, VA, and USDA-RD are also "CHFA loans."
- **Down payment assistance grants and loans:** Your customers could get up to 4 percent of the purchase price in a loan or grant.
- **CHFA-sponsored homebuyer education:** Offered at no cost through housing counseling agencies online and in-person across the state.

Please contact CHFA Senior Business Development Specialist, Shelley Ervin, at [servin@chfainfo.com](mailto:servin@chfainfo.com) or 303.297.7358 to learn more.



## Tiger Home Inspections

Tiger Home and Building Inspections would like to thank the real estate community of Grand County. We have partnered with many of you over the years and those relationships are what we are all about. We have been here for you since 2000 and will continue to be here for years to come. We have been a leader and innovator in the inspection industry in the high country. We continue to offer new services and use technology to streamline our processes, but most of all, we're just here for you when you need us.

We wish all of you success in your business and personal lives and we thank you for your support.

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## Prizim Real Estate Imaging

Prizim Real Estate Imaging is a husband and wife/veteran owned company offering photography, videography, aerial photography and other real estate marketing services across Grand County. We partner with real estate professionals, property management companies, real estate developers, builders, and home and business owners to provide marketing resources for their properties – whether to sell it, use it as a vacation rental, or to update photos on your business's website. It is our goal to not only highlight the best features of your property, but to also showcase the best of what Grand County has to offer. We strive to build a lasting relationship with everyone we work with – every customer is part of the Prizim family!

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## PMD Home Inspections LLC

PMD Home Inspections LLC is here to serve you and your clients for all your home inspection needs in Grand County and beyond. We are InterNachi Certified Professional Home Inspectors with years of home inspection experience and many years in residential and commercial construction in Grand County. Our desire is to provide the best home inspection for your clients with a level of service that will exceed their expectations and facilitate the process.

We do this by providing a one-stop-shop experience. In addition to a general home inspection, we provide radon testing, infrared imaging (included in the cost of the inspection), well inspection, flow production and water quality testing. We also offer sewer scope services and septic system inspections performed by National Assoc. of Wastewater Technicians (NAWT) certified inspectors. One call is all it takes for your client to schedule the inspections they need!

Once the inspections are completed and the reports delivered to your client, we are available to review them via phone or a Zoom conference, even months after closing if questions arise. Allow us to provide these important services for your clients using the most up to date equipment, technology, and clear, concise reporting software. PMD Home Inspections LLC would like to thank you for your continued support and sincerely appreciates any opportunity to serve you and your clients! Have a great summer!

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# \$7,000 in Scholarships Awarded to Grand County Students

## GCAR ANNUAL SCHOLARSHIP FUND HELPS LOCAL STUDENTS

Granby, Colo. – May 26, 2021 – Grand County's high school classes of 2021 have studied hard and are looking forward to bright futures. The Grand County Association of REALTORS® (GCAR) is proud to help students achieve their goals to attend colleges and universities throughout the United States by awarding scholarships.

Each year high school seniors in Grand County are invited to apply for a scholarship from GCAR. There were over 20 applications considered. "We are so proud of the hard work and dedication these students have shown. The Grand County Association of REALTORS® has provided over \$125,000 in scholarships since 2003," said GCAR's 2021 Chairwoman of the Board, Nicola Dixon of Keller Williams Advantage Realty. "GCAR's Scholarship Review Committee had a tough job reviewing the applications but ultimately selected 10 deserving students for this year's scholarship awards."

GCAR Scholarship Review Committee members, Amanda Solomon of Real Estate of Winter Parker and Megan Waymire of Re/Max Peak to Peak, presented the scholarships during Middle Park High School's Awards Night on May 26. Congratulations Class of 2021 and to GCAR's 2021 Scholarship recipients!



*Grand County Association of Realtors members Amanda Solomon, third from left, and Megan Waymire, fourth from left, hand out scholarships to Middle Park High School students on May 26.*

Since 1974, GCAR has provided real estate professionals with the resources they need to be successful in the real estate business. Not all real estate agents are REALTORS®, only members of the National Association of REALTORS® voluntarily pledge to a strict Code of Ethics and Standards of Practice. Make sure your agent is a REALTOR®. For more information, visit [www.gcbor.com](http://www.gcbor.com).

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Ana Ruiz

Katie Trail

Ella Wiser





# Grand County REALTORS® Collect \$12,000 for Mountain Family Center

## ANNUAL SHOP-OFF EVENT TO BENEFIT GRAND COUNTY RESIDENTS IN NEED

Granby, Colo. – June 1, 2021 – Grand County Association of REALTORS' (GCAR) 8th Annual Shop-Off event recently helped raise more than \$12,000 for groceries, toiletries, pet food and more for the Mountain Family Center, a charitable organization that supports the lives of Grand County residents by providing food and other services that build strength and develop self-reliance through community collaborations. This year, Realtors formed five teams and competed to raise the most funds virtually. Prior to Covid-19, these teams would race in costumes to shop for groceries at City Market, much like the game show Supermarket Sweep. The teams were challenged to have the best costume theme and gather most groceries in their cart.

Mountain Family Center offers many resources for those in Grand County who are struggling financially. Their main services include providing food pantries located in Kremmling, Granby, and Fraser; rent, mortgage, and utility assistance; the thrift store in Granby; health services like nutritional education, dental and vision vouchers, cancer treatment assistance; and various kids programs including the weekend food and school supply/backpack programs. More information is available online at <https://www.mountainfamilycenter.org/>.

"We missed the fun and excitement of running around the grocery store in crazy costumes," said Katie Stuvell, Community Programs Manager for Mountain Family Center, "but the virtual event was a great success. We are so grateful to the REALTORS® who collected donations and to everyone who generously donated."

"Each year, we look forward to the Annual Shop-Off. In 2020, we did not want to let Covid-19 stop us from helping our Grand County neighbors in need. Mountain Family Center worked with us to hold the event virtually and we were able to raise over \$10,000," said GCAR's 2021 Chairwoman of the Board, Nicola Dixon. "We had hoped to hold the event in person in 2021, but Covid-19 restrictions prevented that again. After last year's virtual event success, we decided to hold the event virtually again this year. We are excited to have raised over \$12,000 in 2021 and look forward to holding the Shop-Off in person next year."

This year's winning team, Christina Lieder and Alison Behr of Real Estate of Winter Park, raised over \$4,300. They partnered with Camber Brewing Company in Fraser. Camber contributed 20% of sales and tips to the team during a fundraising night in May.

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*Christina Lieder and Alison Behr of Real Estate of Winter Park, left, stand with Grand County Board of Realtors Chairwoman Nicola Dixon and Mountain Family Center's Community Programs Manager Katie Stuvell after being awarded the leg lamp for raising the most money in the annual Shop-Off.*



## EDUCATION

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## EVENTS

### 2021 GCAR BOARD OF DIRECTOR'S INSTALLATION

#### BANQUET & AWARDS

The Foundry

22 Second St,

Fraser, CO 80442

**SEPTEMBER 16, 2021**

6:00pm – 9:00pm

[REGISTER HERE!](#) Or scan

the QR code



### CAR'S 100 YEAR CELEBRATION CONFERENCE AND EXPO

The Broadmoor

Colorado Springs, CO

**OCTOBER 16 – 20, 2021**

[REGISTER HERE!](#)



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Celebrating You & Everything You DO: RISE & SHINE!

San Diego, CA

**NOVEMBER 12 – 15, 2021**

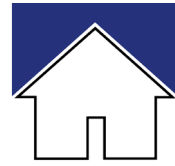
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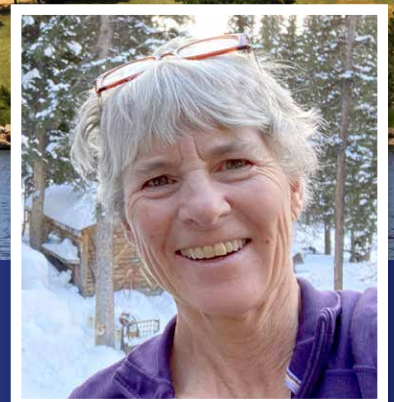
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# Welcome New Members!

## REALTORS®

### April 2021

Brian Basham – Basham Investments, LLC  
Dave Frisbie – A Better Way Realty  
Patti Maurer Williams – LIV Sotheby's International

### May 2021

Jon Larrance – Corcoran Perry & Co  
Robert Trice – The Real Estate Company  
Stephanie Jakob – The Resource Group, LLC  
John Sanderson – Sanderson Commercial Real Estate  
Scott Sammons – Spaces Real Estate, LLC  
Laura Gray – Spaces Real Estate, LLC  
Adam Vellano – Bex Realty, LLC  
Brad Layland – Endless Summer Realty

### June 2021

Hannah Sustersic – The Real Estate Company  
Lauren Vollono – West and Main Homes  
Jennifer E. Bozarth – Colorado Premier Properties  
Jazmyn Gonzales – eXp Realty, LLC

## MEMBERSHIP STATS

REALTORS® – 161  
Primary – 145  
Secondary – 16  
Affiliate Members – 51  
Property Managers – 3  
Appraisers – 30  
All Others – 18  
MLS Only Participants – 103  
SentryLock Users – 111

Through the GrowthZone InfoHub, you can manage your membership with us to view member only events and education, share your contact information with other members, access vital resources, and use our site to pay your dues and monthly fees - now with Auto-Pay settings you control!

[LOGIN TO UPDATE YOUR PROFILE](#)

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daniel.enslen@gmail.com

Armon Goldanloo  
Armon Goldanloo, Appraiser  
(720) 660-5189  
agold@kw.com

Maksym Mykhailyna  
Maverick Appraisal Group, Inc  
(720) 560-7214  
client@maverickag.co



# Real Estate SnapShot

STATE OF COLORADO - JUNE 2021



PERCENT OF LIST PRICE RECEIVED

↑ 4.6%

104%

YTD 2021=99.5% YTD 2020=99.3%

AVERAGE DAYS ON MARKET

↓ -40.0%

24

YTD 2021=40 YTD 2020=47

MONTHS SUPPLY

↓ -66.7%

0.8

JUNE 2020=2.4

↑ 3.6%

NEW LISTINGS

JUNE 2021=15,634  
JUNE 2020=15,086

YTD 2021=72,491  
YTD 2020=71,486

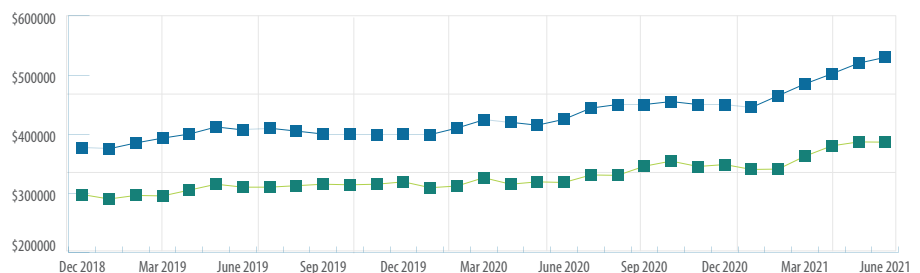
↓ -5.9%

PENDING/  
UNDER CONTRACT

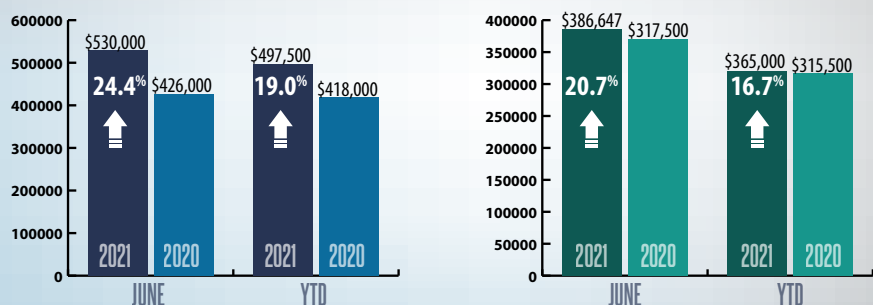
JUNE 2021=13,497  
JUNE 2020=14,337

YTD 2021=68,581  
YTD 2020=59,603

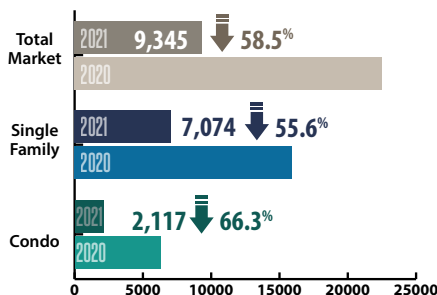
## Historical Median Sales Price State of Colorado



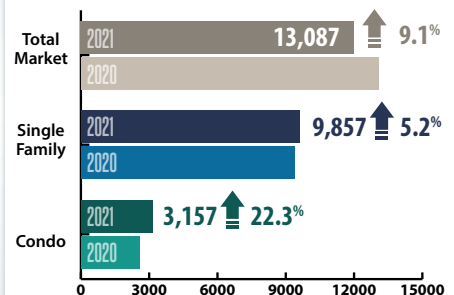
## Median Sales Price State of Colorado



## Inventory of Active Listings



## Sold Listings



Percent changes calculated using year-over-year comparisons. All data from the multiple listing services in the state of Colorado. Powered by 10K Research and Marketing.

For more data visit [ColoradoREALTORS.com](https://ColoradoREALTORS.com)



## Local Market Update for June 2021

A Research Tool Provided by the Colorado Association of REALTORS®

## Grand County

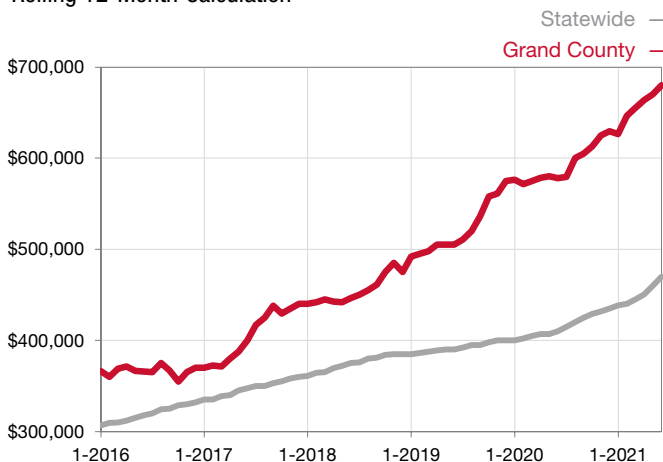
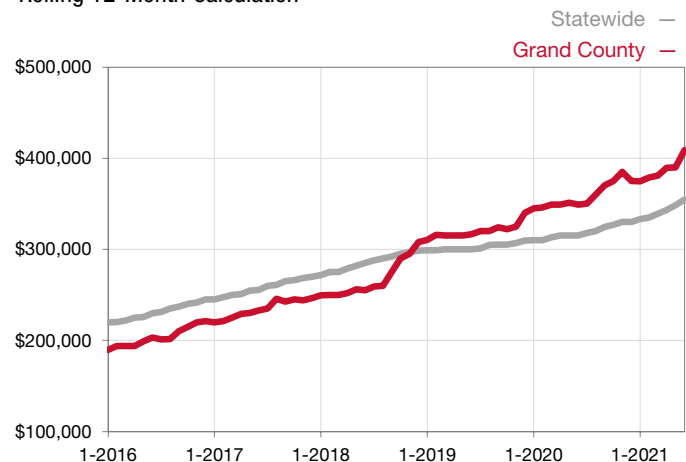
Contact the Grand County Board of REALTORS® for more detailed local statistics or to find a REALTOR® in the area.

Single Family	June			Year to Date		
Key Metrics	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	109	88	- 19.3%	359	394	+ 9.7%
Sold Listings	54	59	+ 9.3%	184	253	+ 37.5%
Median Sales Price*	\$529,500	\$635,000	+ 19.9%	\$569,235	\$750,000	+ 31.8%
Average Sales Price*	\$610,862	\$742,492	+ 21.5%	\$744,884	\$932,425	+ 25.2%
Percent of List Price Received*	97.7%	102.0%	+ 4.4%	97.3%	100.3%	+ 3.1%
Days on Market Until Sale	88	39	- 55.7%	109	67	- 38.5%
Inventory of Homes for Sale	198	126	- 36.4%	--	--	--
Months Supply of Inventory	4.2	2.1	- 50.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	June			Year to Date		
Key Metrics	2020	2021	Percent Change from Previous Year	Thru 06-2020	Thru 06-2021	Percent Change from Previous Year
New Listings	79	48	- 39.2%	307	314	+ 2.3%
Sold Listings	41	63	+ 53.7%	171	238	+ 39.2%
Median Sales Price*	\$299,500	\$496,449	+ 65.8%	\$345,000	\$435,000	+ 26.1%
Average Sales Price*	\$302,423	\$547,800	+ 81.1%	\$379,660	\$489,284	+ 28.9%
Percent of List Price Received*	99.1%	105.6%	+ 6.6%	98.0%	103.9%	+ 6.0%
Days on Market Until Sale	65	93	+ 43.1%	101	62	- 38.6%
Inventory of Homes for Sale	166	71	- 57.2%	--	--	--
Months Supply of Inventory	3.8	1.4	- 63.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month CalculationMedian Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation

Current as of January 6, 2021. All data from the multiple listing services in the state of Colorado. Report © 2021 ShowingTime.

# MLS TIPS & REMINDERS

## MOST COMMON ISSUES WE SAW IN 2ND QUARTER

**DIRECTIONS** – this is a required field. Please remember, directions need to be completed properly when entering a listing into FlexMLS. Do not enter just the property address again or “contact listing agent”. As you know, GPS maps and directions are not always reliable or available in some of the more remote areas of the county. This field is designed to make showing your listings easy for all!

**BRANDED vs UNBRANDED** – Branded videos and/or photos are not allowed, but what counts as unbranded? Unbranded videos can include a guided walkthrough of your listing, if your sign is not visible, you do not verbally provide contact information, and do not include screens with your contact information. If you’re using an online host (such as YouTube or Vimeo) your channel also cannot include any of your contact information.

**SentriKey Showing Service** – launched August 11, all GCAR MLS Participants now have the MLS Integration level Showing Service available at no additional charge. There are other levels available if you are interested in upgrading! Check out the features of SentriKey Showing Service in this edition.

To prepare for access to the showing service in early August, please register for and attend a one-hour showing service training session. Training sessions will be offered at 9 a.m. MT and 1 p.m. MT on Tuesdays and Thursdays.

For an 9 a.m. MT MORNING session, please [REGISTER HERE](#).

For a 1 p.m. MT AFTERNOON session, please [REGISTER HERE](#).

If you have any questions during your onboarding process, please reach out to our Support Team at 513-618-5814 or [showings@sentrilock.com](mailto:showings@sentrilock.com)



970-887-9588  
[mls@gcbor.com](mailto:mls@gcbor.com)





# SENTRIKey SHOWING SERVICE®



MLS INTEGRATION	SELECT	PREMIUM	FEATURES SUMMARY
✓	✓	✓	<b>MLS Integration</b> Link between properties on the MLS and self-scheduling on the SentiKey® Real Estate website and app.
✓	✓	✓	<b>Self-Scheduling</b> Access the scheduling page and additional features on the SentiKey® Real Estate website and app.
✓	✓	✓	<b>Showing Request Notifications</b> Agent-defined notification settings to accept, decline, or propose a new time.
✓	✓	✓	<b>Showing Instructions</b> Set up and receive defined instructions for accessing the property, including alarm codes. If available, showing instructions from the MLS will be pulled and displayed automatically.
✓	✓	✓	<b>Team Schedules</b> Easily search for team members and view or manage their showings and calendars.
✓	✓	✓	<b>Showing Feedback</b> Automatically send and track feedback requests after a showing.
✓	✓	✓	<b>Automated Acceptance Scheduling</b> Enable your clients to automatically accept showing requests that fall within defined timeframes.
✓	✓	✓	<b>Training &amp; Support</b> Access online tutorials and how-to videos, or contact live support.
✓	✓	✓	<b>Multi-Showing Scheduling &amp; Routing</b> Receive itinerary and directions for the most efficient route based on scheduled times, property address, and starting location.
✓	✓	✓	<b>Showing Service Functionality Within the SentiKey® Real Estate App</b> Access the scheduling dashboard and additional features through the app.
✓	✓	✓	<b>Client Roster</b> Manage current and previous clients, with the ability to assign them to a showing or listing and receive requests and confirmation status.
✓	✓	✓	<b>Listing Activity Report</b> View and export the appointments; 7-day and 30-day trends; feedback; and graphs depicting overall rating and interest level rating.
✓	✓	✓	<b>SentiKey™ Assistant for Mobile (SAM™)</b> Leverage AI to help automate your scheduling tasks.
✓	✓	✓	<b>ClientConnect App</b> Give your clients the ability to share calendars, their roster of properties, and give feedback on properties from a mobile app of their own.
	✓	✓	<b>Client Activity Tracking</b> Manage your time easier by tracking what stage your clients are at for each home they're interested in buying.
	✓	✓	<b>Client Calendar</b> Share a schedule or itinerary with your client (exportable to personal calendar).
	✓	✓	<b>Client Feedback</b> View and manage feedback from clients.
		✓	<b>Call Center Scheduling</b> Let SentiLock's Professional Call Center handle the challenges of managing your new, modified, or canceled appointments.



NATIONAL  
ASSOCIATION OF  
REALTORS®  
REALTOR BENEFITS® PROGRAM

sentrilock.com



*You're invited to celebrate!*



# 2021 GCAR INSTALLATION BANQUET



September 16, 2021

6:00pm - 9:00pm

Join us for a fun evening of bowling and support your fellow  
REALTORS® as we install the 2022 Board of Directors!

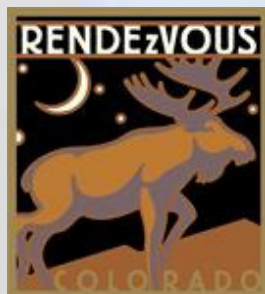
Dinner & Networking Only Ticket	\$50 each
Dinner, Networking & Bowling Ticket	\$75 each

Each registration includes appetizers, pizza buffet, & 2 drink tickets.

Bowling tickets include shoes.

REGISTER ONLINE thru GrowthZone or  
scan the QR code above

*Platinum Sponsors*



*Gold Sponsors*



*Silver Sponsors*



*Bronze Sponsors*



*Contributing Sponsors*

Brenda Freeman, LIV Sotheby's

This event is also a fundraiser!  
Net proceeds benefit:

