



We are Commercial Real Estate.

2008-2009

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January 16, 2009

Dear DMCAR Member:

Happy New Year! Barely a month into 2009 and we have already implemented several educational and marketing programs for our members, as well as, hosted the *DMCAR Economic Briefing: How to Get a Deal Done in 2009*, featuring several local market experts. Those presentations, including those given by our members **John Propp** and **Bill James**, are available to you at www.dmcargroup.com.

In addition, we've geared up for the 2009 legislative session which features numerous issues that your local and statewide professionals are monitoring and lobbying for or against on your behalf. A summary of those issues, outlined below, were distributed to you in an e-mail blast recently.

- Denver Zoning Code Update
- Aurora budget issues may lead to property tax increase- **DMCAR Speakers' Bureau scheduled, Tuesday, February 3, 2009, 10-11:30 am at DMCAR** to address this issue. Speakers will be Larry Beer (Aurora City Councilman, Ward 3) and Jason Batchelor (Aurora City Budget Officer). RSVP: DMCAR hotline, 303.300.8500.
- Lend Lease withdraws from Lowry Range project
- Colorado Association of REALTORS legislative update
- Denver Community Improvement District legislation considered
- Denver Union Station Development Plan and Tax-Increment Financing approved
- Jefferson Parkway update

We encourage you to take a look at these important issues and positions and share your feed-back with the Association via the website, e-mail, and/or phone calls to your DMCAR leadership.

In addition, the planning for the Heavy Hitters Awards and REALTOR® of the Year presentation are underway. This year's event, once again in partnership with the *Denver Business Journal*, will honor top producers in a special pullout section of the DBJ and a luncheon at the Ritz Carlton; Friday, February 27, 2009.

As your professional leadership, we continue to take a comprehensive look at the Organization and identify needs and opportunities to deliver results to our valued and diverse membership. While the challenges of our local and national market continue to be a factor for all of us, we're excited about the opportunities we have in Denver to help lead our membership and the industry into better times.

If you have not yet had the opportunity to complete your membership dues payment for 2009, we encourage you to do so and take full advantage of the programs and services offered by your Association.

MEMBERSHIP DUES:

Approximately 1/3 of your annual dues go directly to fund your DMCAR programs. The remainder of your annual fee is used to support the numerous services and programs being offered through the Colorado Association of REALTORS® (CAR) and the National Association of REALTORS® (NAR). These two Organizations provide invaluable resources to you and we hope that you will explore and take advantage of the information and tools they offer.

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MEMBERSHIP BENEFITS:

DMCAR is committed to creating, expanding and delivering tangible programs and services in the coming year in the following areas:

CAR Benefits include:

- **FREE** broker legal hotline and tools;
http://coloradorealtors.com/car_legal_tools_main.asp
- Continuing education courses;
http://coloradorealtors.com/car_edu_main.asp
- Government policy and regulations lobbying;
http://coloradorealtors.com/car_gov_affairs_main.asp
- Technology assistance

NAR Benefits include:

- Law and policy guidance
- Technology and intelligence briefings
- Online ethics update
- Market statistics and analysis;
- National commercial online database; www.commercialsources.com
- Group discounts on a wide variety of professional services and travel

Education – a major DMCAR focus, we are expanding the quality and lineup of our continuing education courses covering diverse topics including:

- License renewal and updates
- FREE continuing education courses
- Breaking industry news delivered to your desktop and PDA
- Brown bag luncheons on high profile and timely topics
- National Real Estate and Business Speakers; and more.

Don't forget to check the DMCAR website regularly for the most up-to-date list of programs and classes being offered to you as members of the Association.

Commercial Real Estate Database – While continuing to deliver a significant discount on the current database system (Xceligent), DMCAR is working with our provider to enhance the functionality and capabilities of the current services. At the same time, we are actively assessing and pursuing other database providers to create added value to members at negotiated discount pricing.

These are just a few of the membership benefits and program highlights that we look forward to working on and delivering to you in the coming weeks, months and years ahead. We are committed to listening to our members, further defining our Organization, and enhancing our product and service offerings.

We're grateful that you have chosen DMCAR as a resource for your business and your career. We hope that you will continue your membership in 2009 and participate in the programs and services your Association offers.

Sincerely,

Your 2009 Board of Directors