

## **Southeast District First Report**

I did office visits with CAR president, Jason Witt to several brokerage in Colorado Springs in March

Attended PAR YPN event with Tyrone and Jason, fun Comedy night with food trucks

Attach is also the first quarter Southeast District Newsletter

### **Pikes Peak Association of Realtors**

Membership final numbers compare to March of 2023:

- March 2024           4165
- March 2023           4383

Recap of their events for the first quarter:

- Jan 18 – NAR Code of Ethics
- Jan 22 – PPAR Day at the Capitol
- Jan 30 – PPAR/RSC Harassment Prevention Training
- Feb 1 – Annual Commission Update
- Feb 14 – HBA Breakfast with the Builders
- Feb 16 – NAR Code of Ethics
- Feb 28 – NAR Code of Ethics

They have a hefty number of classes coming up in April

Community involvement:

- Springs Rescue Mission Undy 500- collecting under garments April 15-May 10<sup>th</sup>
- Springs Rescue Mission 4X4- 4 tons of food collected by July 4<sup>th</sup>- several different store locations throughout this time
- Casino Night to benefit Partners in Housing August 17<sup>th</sup> at COS City Hub

Association Updates

- PPAR Board of Director Applicants will meet with the Nominating Committee on April 12. Nominating Committee will submit/recommend to the PPAR Board of Directors a slate of qualified candidates seeking election and Board of Directors to approve on April 18. Annual electronic election to members April 19 – May 11 or until quorum is met.
- PPAR to host Open House Weekend May 4 & 5
- RSC Board of Directors applicants will meet with the Nominating Committee on April 30<sup>th</sup>. Nominating Committee will submit/recommend to the RSC Board of Directors a slate of qualified candidates seeking election and Board of Directors to approve on May 15<sup>th</sup>.

### **Pueblo Association of Realtors**

Membership numbers:

- 1499 Total members/ 683 Primary members. Down 104 total members from March 2023

Recap of their events for the first quarter:

- January started off with a plethora of education classes to start the year off. We did 4 CREC update classes and 2 contract classes all very well attended.
- We had a Lunch and Learn with the Pueblo County Treasure and Assessors office. She did a great job at
- Understanding your property tax we were able to get 1 hr. CE. Great class and lots of information.
- Open House Extravaganza that netted 186 total homes-well attended. Looking to have another in October
- YPN kickoff the year with comedy night

Future Events:

- YPN is hosting an Easter Egg Hunt for the Boys and Girls Club
- Lunch and Learn for Property Management
- May is Lunch with the Mayor

9 directors will be attending the CAR Spring Summit

## **Royal Gorge Association of Realtors**

Membership numbers:

- 175 March 2023
- 178 March 2024
- 25 new members but had 28 members drop for various reasons.

Recap for their events for the first quarter:

- January we were able to host a ACU class for our members.
- Our Membership Cares committee hosted a Sip and Paint Party where we learned that we have some skilled artists.
- February, we offered our final ACU class of the year.
- We had our first lunch and learn with a title company where our members could attend for free and acquire two CE credits.
- Our Membership cares hosted a Chili Cook Off which was well attended. Two of the winners from last year continue to hold their title for the best Red and Green Chilis.
- March we had another lunch and learn with the title company where our members were able to gain another 2 CE credits. We have found that our lunch and learns are well attended and greatly appreciated by our Members.

- We hosted a Due Diligence class as well the following week that many of our members took advantage of via Zoom due to the weather.

#### Future Events:

- RPAC event-planning to try to add 3 new major investors. Hosting an event in June, TBD.
- Offering another lunch and learn

#### Association and Community updates:

- Preston Troutman who was elected as our Mayor hosted an event "Have tea with the Mayor and ask questions" The event was a success and had many in attendance. He is working on the homeless population as well as many other projects.
- Our community is getting ready to start another build with the Self Help Program. There will be 6 homes built in total with this build.
- Fremont County just hosted their annual Home and Garden show. Several of our members participated in this event.

## **Realtors of Central Colorado**

#### Membership Numbers

- 257 Primary members March 2023
- 257 Primary members for March 2024
- Gained 7 secondary members over the past 12 months

#### Recap for their events for the first quarter:

- Held 6 classes
- Cyber security class
- 6hour workshop for member benefits

#### Future Events:

- 10 Things with Scott Peterson May 14th
- Annual election and membership meeting June 26<sup>th</sup>

#### Association Updates:

- Fairhaven Challenge February 15 through March 31<sup>st</sup> – 3 members who complete it will be in a drawing for \$100 in cash prizes



February  
2024

# Southeast District Quarterly Update

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## Save the Date

*CAR Spring  
Summit,  
Denver DTC  
April 8-10,  
2024*

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*A quick news update from your CAR Southeast District VP!*

### Association Updates

#### **Pueblo Association of Realtors**

They are starting the year off strong. They had a huge Open House Extravaganza with over 180 homes. There YPN comedy night with Sam Adams was a big hit with music, food trucks, networking, and lots of dancing. They collected new or gently used books for their community task force book drive.

March 7<sup>th</sup> is their membership breakfast with Marcia Waters.

A big shout out to their member Mike Spooone for winning the NAR Riding with the



Brand Harley Davidson

#### **Pikes Peak Association of Realtors**

Great start to 2024 with onboarding for both their boards with Tom Keeves. They had an amazing event for their members plus invited PAR, RGRAR, ROCC, Leigh Brown spoke about the importance of being a Realtor to over 400 in attendance.





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*Save the Date*

*CAR Fall  
Leadership  
Summit,  
Denver DTC.  
October 14-  
16, 202*

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**Realtors of Central Colorado**

They enjoyed the start to the new year with update and contract classes for their membership. Inventory is still low. A few upcoming dates is Scott Peterson May 14<sup>th</sup> plus Their installation is set for September 14<sup>th</sup>.

**Royal Gorge Association of Realtors**

Good morning from the Royal Gorge....We are still going strong here in Fremont/Custer County. Our numbers for members is holding steady in the 160's. We have had our first ACU class and will be hosting another one at the end of the month. We are working hard at putting together another RPAC fundraiser at which time we hope to gain another Major Investor. Our goal is to raise more awareness of the importance of RPAC and the value of the R this year. Our new AE and her assistant are continuing to seek out and learn more things that will be of assistance to our members. We are blessed to have them with us.

**Committee Updates**

**YPN- Daniel Muldoon**

2024 is off to a great start! Boulder Loveland YPN held a great event at a local analog gaming bar to help promote awareness of their newly forming YPN!

PPAR YPN is under the leadership of Ni Kari wright and Kyle Wong who are looking forward to creating new long form media and bringing a lot of value for their YPN

PAR YPN is hosting a comedy night for their members which should be a great time for all!

As the 2024 CYPN chair I want to meet with all the associations in the state with a YPN or thinking about a YPN. We need local leaders to be involved and YPN is a fantastic jumping board!

**Scott's Hot Topic**

**Earnest Money Disputes**

Year in and year out, questions about earnest money comprise the common Hotline calls that we receive. Regardless of the market conditions, REALTORS commonly face the reality that their client(s) they are entitled to the Earnest Money deposit. Sometimes there is a dispute between the buyer and seller regarding the Earnest Money. In that case, the parties will either resolve the dispute through mediation or they will get an answer to their question...from a judge.



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More commonly, Earnest Money disputes reflect ONE PARTY (either the buyer or the seller) who is simply being difficult and intransigent on their position. They KNOW they should sign a release but are simply unwilling to do so. In that case, I commonly encourage REALTORS to point out Paragraph 4.3.2.1 (Seller) or Paragraph 4.3.2.2 (Buyer) of the Commission-approved Contract to Buy/Sell Real Estate. In the case of a merely "difficult" party, those paragraphs add some consequence to the discussion for an individual's unwillingness to "do the right thing" and execute an Earnest Money Release for the benefit of the other party. In the event they don't, those provisions could support additional damages against the "difficult" party for their failure to cooperate.

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