



Colorado Springs Newsletter

March 2024



President's Note - Lorenys Perez



Our March meeting was a huge success! If you missed it, Marsha Waters gave an informative update on the Division affairs and gave clarity to some of the new updates coming. First, make sure you are disclosing any conflicts of interest between vendors that may be related to anyone in your office and that the clients ultimately get to pick who they agree to use and approve any and all mark-ups paid by any customer. She clarified the term "reasonable" under the current law to make it understood clearly how long is acceptable to transfer Security Deposits to another company and when making a "reasonable inquiry" to owners about property management. Sign Crossing has been happening more and more so just make sure you are getting written verification that previous management has been terminated before approaching a prospective client. Also, she mentioned we need to slow down a bit to confirm we are completing everything in the MLS correctly (i.e.: air conditioning) and that we are

taking care of client sensitive information, staying within scheduled showing times, and accurate accounting with proper 3-way reconciliations.

We would love to see more of you involved in our chapter. We have many committees, some which require a little more time to participate in; please consider joining a committee to see what leadership in our Colorado Springs NARPM Chapter is all about. If you are interested in learning more, feel free to ask one of the 2024 board members at our April lunch or email any of us. Speaking of committees, Sam and the Legislative committee have been very busy tracking new legislation and working with the Colorado Landlord Legislative Coalition (CLLC) which has already issued a few Calls to Action. We have committees that deal with Legislation, Designations, Education, Marketing, New Members, Social Activities, and the Affiliate Member Committee. Come to think of it, I am pretty sure Christy with First Bank would love some help working with the Affiliate Members.

I look forward to seeing all of you wonderful souls at the April meeting for the Leveraging Tech and Affiliate Panel Q&A!!

President: Lorenys Perez 719-285-7949 Email Lorenys	Past President: Betsy Gossage 719-213-9100 Email Betsy	President Elect: Abigail Rael 719-243-6400 Email Abigail	Secretary: Raegan Lopez 719-213-9100 Email Raegan	Treasurer: Lance Kohler 719-243-6400 Email Lance	Membership & Hospitality: Charles D'Alessio 719-660-5223 Email Charles	Education: Rob Lynde 719-260-6871 Email Rob
Affiliate: Christy Lehmpuhl 719-533-2460 Email Christy	Legislative: Samantha Santee 303-665-7366 Email Samantha	Designation: Misty Berger 719-313-7156 Email Misty	Marketing & Website: Drew Barlett 719-213-9100 Email Drew	Newsletter: Dave Kraszewski 719-425-0311 Email Dave	New Member Mentor: Vacant	Social: Angie Finch 719-639-8364 Email Angie



Colorado Springs NARPM Calendar 2024

April 16th — Leveraging Tech and Affiliate Appreciation

May 21st — Legislative Updates with attorney Ken Davidson

June 18th — Liz Cleyman - Finding Happiness Daily

July 20th — Summer Social at Ivywild 4:30pm - 6:30pm

August 20th — Attorney Debra Fortenberry & Associate Jot Singh

September 20th — Symposium

October 15th — Jefferey Riester - Colorado Dept of Law
Director of Legislative Affairs
& Sr. Assistant Attorney General

November 19th — Marc Cunningham

December 6th — Holiday Party at Elks Lodge

March Luncheon Recap

Marsha Waters, Director of the Colorado Division of Real Estate, made the drive down from the Capital to speak to our association at our luncheon last month. Marsha discussed a variety of topics pertinent to our industry.



Marsha Waters
Director
CO Division of Real Estate

She first spoke about some of the most common problems they see at the division with audits. There have been several changes in property management practices. During COVID we saw a lot of people move to Colorado with many people buying sight unseen. They were finding some of the features of the home don't match the actual property. This is why it's critical that sellers ensure their listings be accurate. If you don't know something about a property as a seller — don't guess.

Before you can show a property you must first ask a client to sign a form saying they aren't under contract already with another broker. Changes in accessibility rules say brokers must seek to minimize disturbances to residents currently living in the rental. A new rule also encourages new build buyers to review any contracts they sign directly with the builder so they are not taken advantage of. She recommends all such contracts be reviewed by an attorney.

Her office tries to perform 15 audits per month. If you become a broker there is a very high likelihood you will be audited within two years of opening. IF YOU RECEIVE AN AUDIT: Don't panic. You will be given the opportunity to correct deficiencies. Don't ignore audits or the consequences worsen. Be truthful with your auditor and they will work with you.

Property Management Service Price Sheet 2024



**FREE
ESTIMATES**



\$69 Tune-up Includes:

- Light Repair
- Lubrication and hardware tightening
- Balance garage door
- If No Parts Required



\$169 Tune-up Includes:

- Moderate Repair
- Lubrication and hardware tightening
- Balance garage door
- If No Parts Required



\$238 Tune-up Plus parts

- Includes:
- Significant Repair
 - Lubrication hardware tightening, and balance
 - Parts Usually Required



\$269 One Spring Replacement \$475 Two Spring Replacement

- Installation
- 1 Year Warranty
- Special order springs exempt



Operators Starting at \$399

- Installation
- 1 Year Warranty
- 1 Remote; additional remote for \$18



Operators Starting at \$455

- Installation
- 1 Year Warranty
- Cell Phone Integration & 2 remotes included



2x Car Garage Door Starting at \$1495

- Installation
- 1 Year Warranty



1x Car Garage Door Starting at \$1025

- Installation
- 1 Year Warranty



Panel Replacement Starting at \$425

- Installation
- 1 Year Warranty









April Luncheon Preview

Leveraging Tech Panel Discussion



Alex Yoder - Dorman Property Management

Electronic Signatures / Electronic Contracts
Datashare Platforms

Daniel Muldoon - Muldoon & Associates

PropertyMeld Maintenance Software
Route & Trip Planning



Chris Freeman - Freeman Advantage Team

Social Media (Facebook, Groups, Networking)

Abigail Rael - Cornerstone Real Estate Team

Google Suite (Tasks & Calendars)
Tenant Turner



Legislative Update



[Samantha
Santee](#)

Legislative
Chairperson

HB24-1098 Cause Required for Eviction of Residential Tenant

This bill passed the Senate, amended, and the House re-passed the amended version as well. Once it's signed by the governor it goes into effect. Please get with your attorney to review this bill and be prepared for the changes it will have.

HB24-1098 was sent to the Governor on 4/10/24 for his signature. At this point, he has 10 days to veto the bill, or it becomes law regardless of if he signs it or not. Boulder County has ruled that you cannot demand late fees on a rent demand form. If you manage properties in Denver County, please get with your attorney to see how this affects you.

SB24-094 Safe Housing for Residential Tenants

This bill has passed the Senate, and is still working its way through the House, although it's expected to pass with few issues. There have been some amendments added and will need to go back to the Senate before going to the governor. This also has a safety clause, so once signed it will go into effect immediately. This has gone from a 43-page bill to a 50-page bill, so expect major changes. This is a repeal-and-replace bill.

HB24-1057 Prohibit Algorithmic Devices Used for Rent Setting

This bill was stalled at the senate for quite some time but is scheduled to be heard in committee on 4/9/2024. Amendments were introduced to try And better define "algorithmic device".



Eviction Timeline Flowchart

- Serve the tenant with a Notice to Quit or a Demand for Compliance or Possession (time period anywhere from 3 days to 30 days)-for a rent case, ten days
- **10 DAYS HAVE ELAPSED**
- Day of service does not count
- **11 DAYS HAVE ELAPSED**
- File Complaint
- **12 DAYS HAVE ELAPSED**
- Serve the Summons/Complaint no sooner than 7 days from return date
- **19 DAYS HAVE ELAPSED**
- Day of service does not count
- **20 DAYS HAVE ELAPSED**
- Trial
- **30 DAYS HAVE ELAPSED**
- Judgment Enters, Writ of Restitution cannot be served for 10 days after judgment date, 30 days for SSI/SSDI/CO WORKS but Sheriff is 4 weeks out on average
- **60 DAYS HAVE ELAPSED**
- Prepare the property for leasing to include clean, repair, advertise, screen new tenants, schedule move-in (14 days minimum)
- **75 DAYS HAVE ELAPSED ONLY IF EVERYTHING GOES EXACTLY ON SCHEDULE, THE FIRST DAY YOU CAN FILE COURT PAPERS IS NOT A WEEKEND OR HOLIDAY , YOU ARE VERY DILIGENT FILING EVERYTHING ON TIME, AND YOUR CASE HAS NO PROCEDURAL DEFECTS (WHICH CAN CAUSE YOU TO HAVE TO START OVER)**
- You suggest mediation with the tenant.
- **1 DAY HAS ELAPSED**
- You sign up and mediate within 3 days of sign up.
- **4 DAYS HAVE ELAPSED.**
- The matter resolves at mediation. The parties sign an enforceable agreement. You get paid.
- **4 DAYS TOTAL.**
- If the tenant defaults on the agreement, you file a Complaint with the Court to enforce the agreement. The Court enters a Judgment for Possession BACKDATED to the date of the signed agreement. As long as ten days have passed between the date of the agreement and the date the Court enters Judgment, you get an immediate Writ of Restitution. The Court will be able to enter Judgment for Possession THE SAME DAY you file for it.
- **1 DAY HAS ELAPSED**



4th Judicial district Eviction Diversion Mediation Program

Free Mediation Between Tenants and Landlords

What is the Eviction Diversion Mediation Program?

This free program is offered through the 4th Judicial District and the Office of Dispute Resolution. When there is a dispute between a landlord and tenant involving security deposits, non-payment of rent and/or alleged lease violations, the parties can attend mediation. Mediation uses trained, neutral third parties who help the parties talk to each other about the issues and find a mutually beneficial solution. The agreement is put in writing and signed by the parties. The mediation is held remotely, and each party can choose to attend by video conference or phone. Mediation usually takes place within a week of the written request to participate in this program.

Why mediate?

It's free! Mediation through this program is free to landlords and tenants.

Mediation is less stressful. A mediation session is informal, as compared to the formality and stress of appearing in court. You have control over the outcome and may experience less stress compared to litigation. Plus, you have the ability to move on with your life and put the matter behind you.

Mediation can resolve a dispute much more quickly. A mediation session can be scheduled much more quickly than a court hearing, as our mediators are much more accessible than the single judge or magistrate to whom your case has been assigned. Plus, mediation is done via video conference or telephone. And if there is a breach in the agreement made during mediation, the eviction process is much quicker if you have been through our mediation program.

Mediation can produce a creative solution which is more satisfying and enduring. The parties can address their immediate and long term needs and interests, and they have greater ownership of an agreement that they have crafted themselves.

Mediation is confidential. Unlike court procedures, mediation communications are confidential. A mediation agreement signed by all parties is binding, however, and if filed with the court, may become an enforceable court order.

About Our Mediators

Our mediators have received professional mediation training and know the basics of tenant-landlord law as it relates to the eviction process. They also have passed Judicial Department background checks and are subject to a complaint process.

Interested and Qualified for the Program? Sign-Up Here:

<https://www.signupgenius.com/go/10C0D4CAEAB28A2F5CF8-46708195-care>





Affiliate Corner



[Christy
Lehmpuhl](#)

Affiliate
Chairperson

Vendor Appreciation Day is April 16th!

When registration is available, sign up to attend the luncheon. With the purchase of your regular lunch, you can have a free vendor table for this luncheon. Bring your marketing items and business cards and be ready to mingle. Networking time will be from 11:00 am – 11:30 am and there will not be commercials. You can bring up to 2 door prizes. We recommend staffing your table with 2 people. Contact Christy with any questions.

Thank you to our March Table Sponsors!

[Tailor Maid
Carpet Cleaning](#)

Moises Taylor
719-388-6773

[Petrari Roofing](#)

Shea Suess
719-375-8773

[AmeriDri
Restoration](#)

Ben Stratman
719-388-8509

[Caliber Home
Loans](#)

Bev Creswell
719-440-1082

[Legacy Vacation
Homes](#)

Tony & Stephanie
Semadeni
719-291-7055

[Second Nature](#)

Mike Parker
720-298-3886

Sponsorship Opportunities...

This newsletter includes details on sponsorship/expanded membership opportunities for 2024. We hope you will consider registering for one of the options. If you are new and haven't been a part of the Landlord Symposium, please reach out so we can fill you in. You can register online, which will be available soon.

Direct any questions to your NARPM Affiliate Chair and banking expert

Christy Lehmpuhl / 719-533-2460 (work) / 719-930-1399 (cell: call or text) / Christy.Lehmpuhl@efirstbank.com

2024 NARPM – Colorado Springs Chapter Membership Opportunities

Summer Social - Happy Hour at Ivywild: Date July 19th

Landlord Symposium - Friday, Sept. 20th from 7:30am - 5pm at the Double Tree Hotel

Holiday Party – Friday, Dec. 6th, more details to follow

Bundled Packages

1	2	3
Platinum Membership	Gold Membership	Silver Membership
• \$1,100 • Summer Social • Landlord Symposium Plus • Holiday Party	• \$850 • Landlord Symposium Plus • Holiday Party	• \$500 • Landlord Symposium • Holiday Party

Individual Sponsorships

		
\$700 Landlord Symposium Plus	\$300 Landlord Symposium Basic	\$300 Holiday Party or Summer Social



2024 NARPM – Colorado Springs Chapter Membership Opportunities

	Landlord Symposium Plus	Landlord Symposium
Property Manager Testimonial	X	
Priority table placement	X	
Lunch with the attendees, up to 2 vendor meals	X	
Lunch with the attendees, 1 vendor meal		X
Skirted 6' table, with networking opportunities before and during planned breaks throughout the program.	X	X
Door prize drawing (max 2 prizes)	X	X
Company name displayed on chapter website banner	X	X
Ads and articles for the newsletter any time during the year *	X	X

*Reach out for submission details regarding newsletter ads and articles.

Holiday Party & Summer Social Participation Details

- Your participation helps cover the cost of the party, including casino night, live band and food.
- Recognition during the party thanking our event sponsors
- Have fun, mingle with fellow Chapter members
- No formal networking time and no need to bring marketing materials



Membership Chair /
New Member Mentor

[Charles D'Alessio](#)

Berkshire Hathaway Synergy
Property Management

Membership Report

Please extend a warm welcome to our new affiliates!

Robin Armstrong	Farmers Insurance	719-361-6777	Email
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Shane Hollis	Restoration King	719-282-0997	Email
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Diana Thate	Payroll City	719-260-9933	Email
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Our Mission is to empower landlords and property managers from all over Colorado to become a part of the legislative process by offering a means to collaborate and negotiate with legislators while educating policymakers about the rental housing industry.

The Colorado Landlord Legislative Coalition aspires to create positive legislative change for those that provide housing for other and in turn the renters of Colorado.



Now more than ever, landlords need to be vigilant in protecting our rights. We cannot afford to stand by and allow lawmakers to make decisions regarding our livelihoods. We must unite and create political change.

PLATINUM MEMBER:

- \$500/Month (\$6,000 per year)

GOLD MEMBER

- \$250/Month (\$3,000 per year)

SILVER MEMBER

- \$100/Month (\$1,200 per year)

BRONZE MEMBER

- \$50/Month (\$600 per year)

MEMBER

- \$10/Month or \$120/year

Membership levels are designated for acknowledgment purposes and will be displayed as determined by Board.

Dues are not limited to the above amounts but dues paid between membership levels will be "awarded" the lower membership level until the next annual designated level is reached.

The CLLC is a non-profit organization supported and funded by donations, which are considered Membership Dues. Membership Dues are used to fund lobbying efforts and administrative costs. The more members that join the Coalition and contribute Membership Dues the larger our voice and our impact at the Capital. Please consider establishing a higher level of Membership to be recognized for your contributions and to help fund the CLLC for years to come.

Join us!