



Colorado Springs Newsletter

October 2024



Lorenys Perez — President

I hope everyone is staying safe, warm, and cozy as we head into the colder months.

I wanted to share that I had the privilege of attending the National NARPM Convention in Dallas, TX, during the week of October 21st. It was an amazing experience full of learning, networking, and connecting with property managers from all over. The insights and ideas exchanged were invaluable, and I'm excited to bring back some of that energy to our local chapter.

I also want to extend a heartfelt thank you to each of you for your continued involvement and support. Your dedication, time, and effort are what make our NARPM community so special. Together, we'll continue to provide valuable opportunities for learning, growth, and networking as we strive to strengthen our chapter.

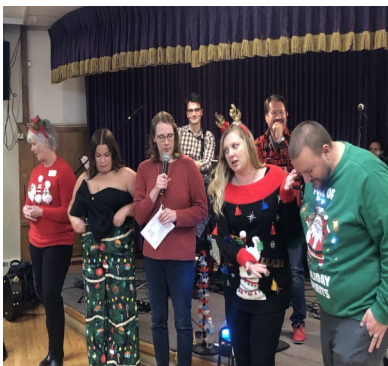
And speaking of exciting things, mark your calendars. Our Holiday Party is coming up on December 6th, and it promises to be a festive evening filled with fun, good company, and plenty of holiday cheer. Plus, this month's meeting will feature none other than Marc Cunningham, who will be sharing his expertise with us. It's definitely one you won't want to miss! Looking forward to seeing you all soon!

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

November 19th — Marc Cunningham

December 6th — Holiday Party at Elks Lodge





December 6th, 2024

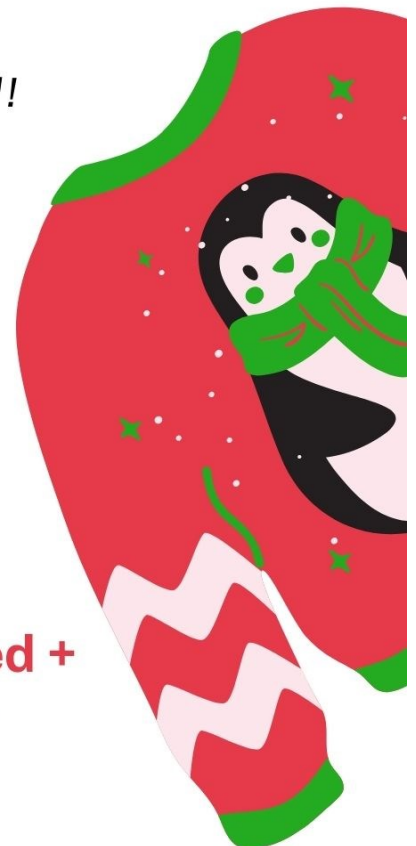
Join us for our End-of-Year celebration!

Deuces Wild
Red Rocks Rebellion
Dinner & Dancing
Festive Attire Encouraged!

RSVP by November 27th!

**December 6th | 6PM
Colorado Springs
Elks Lodge
3400 N Nevada Ave**

**\$10 Registration Required +
an unwrapped toy for
Toys 4 Tots**





NARPM National Recap

The 2024 NARPM Annual Convention & Trade Show took place in Dallas, TX from October 21st to 24th, 2024. The event focused on providing property managers with the latest industry trends, educational opportunities, and networking experiences.

NARPM National presented an award to our very own President Lorenys Perez.



Key highlights included:

- **Educational Workshops:** Attendees participated in workshops covering a variety of topics, such as artificial intelligence in property management, leadership strategies, and tenant relations.
- **Networking Opportunities:** The convention offered ample opportunities for property managers to connect with peers, industry experts, and potential business partners.
- **Exhibitor Showcase:** Numerous exhibitors showcased the latest products and services in the property management industry, including property management software, tenant screening tools, and marketing solutions.

Overall, the 2024 NARPM Convention & Trade Show provided a valuable platform for property managers to enhance their knowledge, skills, and professional network.

October Meeting Recap

In October Jeffrey Reister, Director of Legislative Affairs / Senior Assistant Attorney General of Colorado, will be joining us. Jeffrey develops and manages the legislative agenda for the Attorney General while supporting the various state departments with legal and policy advice.

The Colorado Division of Real Estate (DORA) regulates real estate professionals, including property managers, to protect consumers and promote a fair business environment:

- **Licensing:** DORA licenses real estate professionals, including real estate brokers, appraisers, and mortgage loan originators
- **Regulation:** DORA regulates real estate professionals to ensure they follow the rules
- **Enforcement:** DORA enforces the rules that govern real estate professionals
- **Prohibition of discrimination:** DORA prohibits discrimination in rental agreements based on income source, with some exceptions

Jeffrey discussed a recent story in the news about Four Star Property Management of Boulder. The company agreed to pay the state \$1 million after illegally billing student tenants for routine apartment services like repairs.

Boulder-based Four Star Realty reached the settlement with Attorney General Phil Weiser after an investigation by the Colorado Department of Law exposed multiple instances of the company charging renters for unnecessary work, unrelated damages and other fees not outlined in their leases.









November Luncheon Preview

**Marc Cunningham
Grace Property Management
Owner—PM Build**

Marc grew up in the real estate world and spent many years pulling weeds, painting walls, showing properties, and collecting rents for Grace Property Management, the company his father founded in 1978. Today, from a platform of managing over 1,000 rental properties with 20 team members, Grace Management helps people buy, sell, invest, flip, collect rent, evict, and have fun doing it!

Marc is the President of Grace Property Management & Real Estate, holds a degree in Real Estate & Finance, has taught CE classes in over 20 states, has been featured in multiple national real estate publications, holds multiple designations, including the 2018 National Property Manager of the Year by Think Realty.

In addition to running the company, he trains thousands of property managers each year. Whether someone is just starting a property management business or is an industry veteran, PM Build can show you how you can create a sustainable, profitable business that is NOT dependent on you to run it... and still take Fridays off.

Marc lives in Loveland, CO, where he lives his failed childhood sports dreams through his children.

Affiliate Corner



[Christy
Lehmpuhl](#)

Affiliate
Chairperson

CRDN of Southern Colorado

Dave Kraszewski
719-930-5466

Legacy Vacation Homes

Tony Semadeni
719-291-7055

Caya's Painting

Yadira Sierra
719.985.1464

Tim Kealy

Reverse Mortgages
719-332-2404

Rentvine

Nick Foster
206-398-9227

A **BIG** thank you to our **HOLIDAY PARTY SPONSORS...**

Leo's Sewer & Drain Service -- Dave Book

Altitude Heating and Air – Lonny Crawford

STOP Restoration – Paul Miller and Jason Ulmer

Second Nature – Mike Parker

RentVine – Nick Porter

Petralli Roofing – Shea Suess

FirstBank – Christy Lehmpuhl, Kris Gregory, Elizabeth Smith

DRC – Phil King and Casey Hickox

EE Cleaning – Ryan Jackowiak

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

Legislative Update



[Samantha
Santee](#)

Legislative
Chairperson

Wow, what a crazy election cycle! If you were one of the many Coloradans who voted, thank you! We're still unsure how exactly the federal results will trickle down and affect our state legislation, if at all, so we're in for another interesting year. On a state level, the margins in the House and Senate have remained pretty much the same, so odds are that we're still in for an uphill battle against any bad legislation introduced next year.

If you are interested in joining the 2025 Legislative Committee, please let me know! Affiliate members, this invitation extends to you as well! Please contact me by email at samantha@coloradorpm.com, or in-person at any of our NARPM events if you have any questions about the committee, or if you would like to join the team!

Happy Fall, everyone!

Samantha Santee
Legislative Chair





Membership Chair / New Member Mentor

[Charles D'Alessio](#)

Berkshire Hathaway Synergy
Property Management

Membership Report

Members, I'm excited to announce **Maggie Barrentine** as the Membership Chairman and **Mandy Campbell** as the Membership Vice Chair of NARPM for 2025! Thanks for your support and growth in the last 4 years. I truly appreciate it. I have one favor:

As we enter the new year, please help Maggie and Mandy with new member introductions. One of the most important things that can happen is your participation, fellowship and interaction with your peers, vendors and of course getting educated. I look forward to seeing you at the Luncheons & Events and here's some information that could help you.

Monthly luncheons are \$40 and \$50 at the door. Here is the schedule for the Monthly luncheons:

Jan 21 11a-1p, **Feb 18 11a-1p**, Mar 18 11a-1p, **April 15 11a-1p**, May 20 11a-1p, **June 17 11a-1p**, July NO MTG (Summer Social), Aug 19 11a-1p, **Sept 19 NARPM Symposium w/7 C.E. Credits (7:45a-4:30p)**, Oct 28 11a-1p (one week later due to NARPM Nat Conf), **Nov 18 11a-1p**, Dec 5 NARPM Holiday Party.

Subject to changes.



Membership Report Continued...

Each event will have a speaker or some sort of educational component that will be very valuable to you. Please be on the lookout for updates to events and we look forward to seeing you in 2025.

Now to register for the luncheon, use this link and log in. log in to <https://coloradosprings.narpm.org>.

Some exciting news, 2025 Broker/Owner conference is at the Broadmoor on Mar 24-26 so a great opportunity for all local Broker / Owners to attend.

Please welcome our new chapter affiliates!

Randy Clark	Paramount Environmental	719-291-0677	Email
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Shari Abeyta	Restore - Repaint Company	719-623-3388	Email
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James Willoughby	Springs Electric	719-237-6112	Email
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Marcia Waters
CO Director of Real Estate

What are Position Statements?

On October 1, 2024, the Real Estate Commission adopted [CP-30 Commission Position on Data Security and Privacy](#). Based on stakeholder feedback that the Division received prior to the Commission meeting, and the comments made during the Commission meeting itself, it appears that there is a confusion regarding the purpose of the position statements.

There are two boards in the Division of Real Estate that issue position statements: the Real Estate Commission and the Board of Mortgage Loan Originators. The Board of Real Estate Appraisers does not issue position statements, and instead relies on the comprehensive body of Advisory Opinions and FAQs that are published in conjunction with the Uniform Standards of Professional Appraisal Practice. A position statement is not a rule, regulation or a statute. Position statements are non-binding direction on relevant laws and regulations, including but not limited to, the practice act and program rules. Depending on the issue addressed within a position statement, the content may present best practices for the regulated industry. For some licensees, a position statement may serve to provide guidance in unique circumstances, such as what should a broker do with an unclaimed security deposit; or a position statement may present the initial information necessary for a practitioner to best evaluate how to become competent in a particular practice area, such as commercial or property management. Position statements can also be used to serve as notice to licensees that the commission or board has concerns about a particular practice before a rule is adopted and enforced. The Real Estate Commission previously did this with competency.

Position statements are prepared in plain language so that they are short, concise and easy to understand. They may be updated, deleted or added from time to time. Reviewing and understanding the position statements is an important part of being an informed licensee. Electronic copies of the position statements issued by the Real Estate Commission can be found [here](#). Electronic copies of the position statements issued by the Board of Mortgage Loan Originators can be found [here](#).

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!