

OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS®

# Aspen REALTOR®

DECEMBER

V3 N12

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# ASPEN BOARD OF REALTORS®

*The Voice For Real Estate In The Roaring Fork Valley*

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Our **MISSION** is to serve our members by providing programs and services that empower them to conduct their business successfully with integrity and competence.

[aspenglenwoodmls.com](http://aspenglenwoodmls.com)

Jackson  
Horn  
2018 Chair



**ASPEN BOARD OF REALTORS®**

*The Voice For Real Estate In The Roaring Fork Valley*

# Dear Members,

Thank you for your recent **membership survey** responses! These will be used to help determine the direction the board will set for 2018.

The Board just met for the annual **ABOR Retreat** planning session and we are committed to **strengthening our current services** including: professional development, education, community involvement, advocacy and improvements to the business tools provided by ABOR such as the B to B communication system (MemberClicks), ABOR's website and the MLS.

Based on the survey responses, we will also be exploring the possibility of **added benefits**, such as Health Insurance.

I am honored to be working with the talented group of board members that you elected who represent a broad range of companies, experience and generations. We will give it our best.

Wishing you and yours a very Happy Holiday and a prosperous New Year!

Sincerely,

Jackson



2018 Chairman of the Board, Jackson Horn, and ABOR Staff host the annual *Photos with Santa* community event.



DECEMBER  
2017  
JANUARY  
2018

## CALENDAR OF EVENTS



**ASPEN BOARD OF REALTORS®**

*The Voice For Real Estate In The Roaring Fork Valley*



### BASALT CARAVAN

DECEMBER  
20  
JANUARY  
3, 17, 31 9:30 – 11:30

### SNOWMASS CARAVAN

DECEMBER  
27  
JANUARY  
10, 24 9:30 – 11:30

### ASPEN CARAVAN

DECEMBER  
21, 28  
JANUARY  
4, 11, 18, 25 9:30 – 11:30

### SAVE THE DATE:

**Aspen Board of REALTORS® 2018 Market Update Luncheon** @ the St. Regis Hotel, Featuring Elliot Eisenberg. February 22nd.

### SAVE THE DATE:

**Seller Representative Specialist Course**  
@ the Inn at Aspen, with Adorna Carroll.  
April 19th & 20th.

**DEC  
22**

**ABOR Closes at Noon.  
Happy Holidays!**

**DEC  
25**

**ABOR Closed  
Christmas Holiday**

**DEC  
26**

**ABOR Closed  
Christmas Holiday**

**JAN  
1**

**ABOR Closed for New Year's Day**

**JAN  
10**

**Board Meeting**

**JAN  
16**

**Scholarship Foundation Meeting**

### Jan 19th:

#### **Advanced 1031 Exchange Class:**

Offered by Erin Crowley of Asset Preservation, Inc. (a subsidiary of Stewart Title). 3 hours of free CE Credit.

9:00 a.m.-12:00 p.m. @ ABOR - Breakfast will be served

Please RSVP to: [Julie.Morrah@Stewart.com](mailto:Julie.Morrah@Stewart.com)

*Wishing you a happy, healthy, and  
prosperous New Year!*

**2018**

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## Government Affairs Corner



### Housing Needs Assessment on the Horizon for Roaring Fork Valley

The still forming Roaring Fork Valley Housing Authority (RFVRHA) has hired two Front Range companies to jointly conduct a needs assessment that will serve as a foundation for the group's future existence.

According to Bill Lamont, who, along with Dave Myler, has spent the past year-plus spearheading the effort to get the RFVRHA up and running, a 20-person committee made up of member agencies on Wednesday chose two Front Range firms to work together on the needs analysis: RPC Associates out of Boulder and Economic & Planning Systems (EPS) from Denver.

Now that a firm figure is available, raising the money to pay for the housing needs analysis gets moved to the front burner. According to Lamont, the Colorado Housing and Finance Authority has agreed to pony up \$25,000. The town governments of Basalt and Carbondale have already agreed to budget funds, though the exact amounts have not yet been determined because, until Wednesday, no one knew what the housing needs analysis would cost.

According to the Intergovernmental agreement, the boundaries of the RFVRHA "would be coterminous with the boundaries of the Aspen School District, the Roaring Fork School District and the town of New Castle, but shall not include the city of Aspen or the town of Snowmass Village, unless said boundaries are modified by the authority."

Once the needs analysis is complete, it would then be used as a marketing tool by which the housing authority could convince the voters living within its boundaries to approve a dedicated tax hike.

"We are legally allowed to ask for a half-percent sales tax increase or a 5-mil property tax increase," Lamont said in April. "With the power and economy of a taxpayer-funded special district, we will have the ability to leverage \$10 million of cash into \$200 million of housing."

If the tax hike is not approved by voters, the housing authority would be dead in its tracks before ever having expedited a single dwelling unit.

### Aspen Daily News Covers REALTOR® Position on Federal Tax Plan

ABOR received some positive press in late November when Aspen Daily News writer Madeleine Osberger covered the local angle on the federal tax reform plan. The full article

can be [found here](#). The article covers the tax plan and it's affect on not only our local market here in the Roaring Fork Valley, but also the nation-wide perspective. ABOR President Jackson Horn was quoted in the article as a supporter of the NAR position opposing the then Senate version of the tax plan for it's inability to protect the financial incentives for owning instead of renting.

Now that the House and Senate have passed different versions of the tax reform plan (covered later in this article), there's still time to protect America's home owners as the bill moves forward

### CAR Hosts REALTOR® Party Training, Economic Summit and REALTOR® Day at the Capitol in February

As CAR prepares for what should be a very busy year for Government Affairs, they are inviting members from across the state to go to Denver and make a difference in our state political environment.

On February 7th, CAR will host the first-ever REALTOR Party and RPAC Chairperson Training which is more than just an RPAC seminar. CAR will take an in-depth look at the REALTOR® Party, advocacy, issues mobilization, candidate funds, and how CAR can help each local association succeed.

In addition, CAR will host an Economic Summit and REALTOR Day at the Capitol below. Registration opens on Thursday, December 7th.

#### 2018 Economic Summit and REALTOR® Day at the Capitol

When: February 7-8, 2018

Where: Brown Palace Hotel (321 17th Street Denver, CO 80202)

Schedule (subject to change):

#### February 7th:

8:00AM-12:00PM: REALTOR Party and RPAC Chairperson Training – FREE to attend!

Break (lunch on your own)

1:00PM-4:00PM: Economic Summit – Registration required.

4:00PM-6:00PM: RPAC Reception – Come meet your state legislator! \$25 RPAC investment to attend.

#### February 8th (Registration required):

8:00AM-10:00AM: Governor Candidate Forum

10:00AM-11:30AM: RPAC Awards Reception – Mimosas!

11:30AM-1:00PM: REALTOR® Day at the Capitol Luncheon

1:00PM-4:00PM: REALTOR® Day at the Capitol Afternoon Program (State Capitol)





## Tax Reform Heads to the President

Lawmakers in the House and Senate passed tax reform legislation today, paving the way for the bill to go to President Donald Trump for his signature. The President has said he intends to sign the bill by Christmas.

NAR worked with members of the House-Senate conference committee to help educate them on how to improve the final bill. After the vote, President Elizabeth Mendenhall issued the following statement:

"The results are mixed. We saved the exclusion for capital gains on the sale of a home and protected the mortgage interest deduction for second homes. Many agents and brokers who earn income from personal services will also see some significant new benefits in their business.

Despite these successes, we still have some hard work ahead of us. Significant legislative initiatives often require fixes to address unintended consequences, and this bill is no exception. The new tax regime will fundamentally alter the benefits of homeownership by nullifying incentives for individuals and families while keeping those incentives in place for large institutional investors.

That should concern any middle-class family looking to claim their piece of the American Dream."

Although the final tax reform bill is far from perfect, it is significantly better for homeowners than previous versions. That's thanks to the efforts you made. REALTORS® generated over 300,000 emails and telephone calls to members of Congress over two Calls for Action and held countless in-person meetings with legislators, all of which helped shape the final product.

Last-minute changes to the bill include the following improvements:

- **Capital gains exclusion.** In a huge win for current and prospective homeowners, current law is left in place on the capital gains exclusion of \$250,000 for an individual and \$500,000 for married couples on the sale of a home. Both the House and the Senate had sought to make it much harder to qualify for the exclusion.
- **Mortgage interest deduction.** The maximum mortgage amount for households deducting their mortgage interest has been decreased to \$750,000 from the current \$1 million limit. The House bill sought a reduction to \$500,000.
- **State and local tax deductions.** Both property taxes and state and local income taxes remain deductible, although with a combined limit of \$10,000. Both the House and Senate bills sought to eliminate the state and local income tax deduction altogether.
- **Pass-through entities.** The bill significantly reduces the effective rate of tax on business income earned by independent contractors and income received from pass-through entities. This change will lower the taxes of many real estate professionals.

### Next steps

Enactment of the bill does not end NAR's effort to reduce the negative impact on homeowners. "REALTORS® work on tax issues will continue," says Mendenhall, "and we look forward to joining members of Congress from both sides of the rotunda on that endeavor."

[Access details of the bill.](#)



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# News in the Roaring Fork Valley of Particular Interest to the Real Estate Community

## Aspen

### Aspen Eyes Agreement with Airbnb

The city of Aspen may soon join the growing ranks of Colorado municipalities that have an agreement with online vacation rental platform Airbnb for collecting and remitting local sales and lodging taxes, the Aspen Daily News reported....[MORE](#)

### Sales Tax Up 6 Percent for September

September retail sales in Aspen jumped 6 percent compared to the same month last year, further bolstering the previously-thought-of-as-off-season month's ascendancy for the local tourism economy, the Aspen Daily News reported. The swing in September numbers comes despite the construction-related closure of the Grand Avenue Bridge in Glenwood Springs....[MORE](#)

### CommDev Getting Permit Review Help

The city of Aspen's community development department is extending its agreement with a third-party building plans reviewer in order to ease the incoming workload, as the office deals with a high volume of permit applications, the Aspen Daily News reported....[MORE](#)

## Snowmass

### Two New Restaurants Opening in Snowmass

Snowmass resident and restaurant owner David Dugan is opening another spot in Base Village: State38. Dugan, part owner of the Base Camp Bar & Grill, Slice and Sake restaurants, said State38 is an American restaurant with a Colorado flare, the Aspen Times reported. The menu will consist of wild game as well as "fresh healthy dishes that represent our state." Located across from Base Camp Bar & Grill at the base of the Snowmass Ski Area, State38 also will boast an après menu with cocktails, beer, wine and champagne specials....[MORE](#)

### Town Council Weighing Tenant Options

As Snowmass Village continues its search to find a suitable tenant for its "community-use" designed Building 6, the town is down to about eight proposals as well as the option still to sell, the Snowmass Sun reported. At a Nov. 6 meeting, the Town Council and staff reviewed 12 letters of interest from nonprofits, organizations and individuals throughout Pitkin County....[MORE](#)

## Basalt

### Basalt Receives State Marketing Grant

The Basalt Chamber of Commerce is one of 28 Colorado not-for-profit associations and governmental organizations that has been awarded a grant for the purpose of enhancing marketing efforts to attract visitors, the Aspen Daily News reported....[MORE](#)

### Basalt Approves Roaring Fork Club Additions

The Roaring Fork Club in Basalt is expected to bring another wave of economic vitality to Basalt after securing approvals from the Town Council to expand the number of luxury cabins by 25 percent, the Glenwood Springs Post Independent reported....[MORE](#)

## Carbondale

### Assisted Living Facility Proposal Needs Work, Says Council

A proposed assisted-living facility in Carbondale was turned down by the town's planning and zoning commission because of potential increased traffic, the Sopris Sun reported....[MORE](#)

## Glenwood Springs

### Woodbridge Realty Closes Amid Federal Investigation

Woodbridge Realty's office in Aspen Glen, where the company holds numerous lots and listings, closed in November after a federal fraud investigation on the company was launched, the Glenwood Springs Post Independent reported....[MORE](#)

## Pitkin County

### Visitors to Maroon Bells Surge

Visitation to the Maroon Bells Scenic Area outside Aspen has increased by almost 40 percent in the past two years, putting pressure on both the resource and the people whose job it is to protect that resource, the Aspen Daily News reported....[MORE](#)

### SkiCo Looking to Expand Terrain

Aspen Skiing Co. is considering the first addition of terrain at Aspen Mountain in decades, expanding into the Pandora's terrain to skier's right of Walsh's trail, which is near the top of the mountain, the Aspen Times reported....[MORE](#)



# Thank you



*ABOR wants to thank Olde Towne Moving and Storage for their support and manpower in the delivery and pick up of the LIFT-UP Food Drive Project cans to 23 local real estate offices. The ABOR LIFT-UP Food Drive project would not have been successful without their help.*

*ABOR wishes to sincerely thank the following real estate offices for participating in the 2017 LIFT-UP Food Drive Project, and helping our community:*

Compass (Willits & Aspen)	Aspen Signature Properties (Aspen)
Engel & Volkers - Roaring Fork (Basalt)	Land Title Guarantee Company (Aspen)
Land Title Guarantee Company (Basalt)	Wells Fargo Home Mortgage (Aspen)
Aspen Board of Realtors (Basalt)	Coldwell Banker Mason Morse (Basalt & Aspen)
ReMax Premier Properties (Aspen)	Berkshire Hathaway (Snowmass & Aspen)
Setterfield & Bright (Aspen)	Douglas Elliman Real Estate (Snowmass & Aspen)
Palladium Properties (Aspen)	Aspen Snowmass Sotheby's (Basalt, Snowmass & Aspen)

**Thank you, members, for participating in the annual Salvation Army Coat Drive and Annual LIFT-UP Food Drive.**







# Net Neutrality Rollback Put Consumers, Main Street Businesses on the Defensive in Digital Era

From the [NAR Newsroom](#)

The Federal Communications Commission today announced a rollback of net neutrality rules, sparking a swift rebuke from the nation's 1.3 million REALTORS®.

"The internet as we know it today is a fair and open platform that puts everyone on a level playing field," said National Association of REALTORS® President Elizabeth Mendenhall, a sixth-generation REALTOR® from Columbia, Missouri and CEO of RE/MAX Boone Realty. "FCC's rollback of the Open Internet Order will mean higher costs and slower service for millions of American consumers and businesses. REALTORS® have strong concerns about what that might mean for the way consumers search for homes online and real estate is transacted."

The FCC's Open Internet Order went into effect in 2015. The rule required that broadband networks remain free of restrictions on content and platforms, while treating all content that flows through the network equally. What that means is internet service providers aren't allowed to block, throttle or discriminate against internet traffic, such as streaming video or drone photography, among other applications.

Earlier this year, however, the FCC announced that it would reconsider those rules.

REALTORS® raised concerns with formal comments (link is external) to the agency in July that a rollback of net neutrality rules could raise costs on business owners, like real estate professionals, who make heavy use of technology

and online platforms. In particular, NAR noted that paid-prioritization models and other anti-competitive practices could put small businesses at a significant disadvantage. For example, NAR said, larger companies could pay for internet fast lanes that deliver content to consumers faster on some websites than from others.

NAR believes consumers would suffer from downgraded services across the internet in such a scenario. At the same time, small businesses that either couldn't pay the new fee or couldn't negotiate such an arrangement for themselves would face a significant competitive disadvantage, losing customers to faster websites.

Mendenhall says that the majority of REALTORS® operate small businesses, with typically no more than two principals, and that NAR will fight for its membership on this issue with the hope that net neutrality rules will be reinstated.

"The last thing small businesses need today is additional costs and competitive disadvantages that put them on the defensive," Mendenhall said. "This isn't just an issue for Silicon Valley or large telecommunications shops. This is a main street concern that affects businesses and consumers across the country. We intend to make our voice heard on this important issue."

The National Association of REALTORS®, "The Voice for Real Estate," is America's largest trade association, representing 1.3 million members involved in all aspects of the residential and commercial real estate industries.

Legal Bites Presented By:



## Colorado Association of REALTORS®



Check out the latest Legal Bites, MIC Drop and other informative videos from CAR's collection. Click here to watch.







From Left: Kurt Beereboom-Title Officer, Julie Morrah-Manager, Jenny Luu-Escrow Officer and Amanda Libra-Escrow Assistant

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## WHAT'S TRENDING

# 2017 ABOR Holiday Party

Check out your Holiday Photo Booth photos by [Clicking Here!](#)

**PIN: 1948**







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## WHAT'S TRENDING

### Photos with Santa

ABOR hosted another joyously attended complimentary Photos with Santa for the community at the Limelight.



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## Adorna Carroll's Negotiation Class





## WHAT'S TRENDING



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# The Dumbest Passwords of 2017

One of the best defenses against hacking is a unique password, but many aren't heeding the call. Indeed, "123456" and "password" continue to rank as the most-leaked passwords, according to SplashData, a password management firm. "Starwars," "monkey," and "iloveyou" are new to the list this year, which is based on millions of stolen logins made public in the past year.

"Hackers are using common terms from pop culture and sports to break into accounts online because they know many people are using those easy-to-remember words," says Morgan Slain, CEO of SplashData. The company advises anyone who recognizes a password on the list below to change it immediately.

123456 (ranked number one last year)

Password (also unchanged in ranking)

12345678

qwerty

12345

123456789

letmein

1234567

football

iloveyou

admin

welcome

monkey (new to the list)

login

abc123

starwars (new to the list)

123123 (new to the list)

dragon

passw0rd

master

hello (new to the list)

freedom (new to the list)

whatever (new to the list)

qazwsx (new to the list)

trustno1 (new to the list)

From the [REALTOR® Magazine](#)



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# Wishing You and Yours

Best wishes for the Holiday Season  
& a New Year filled with health,  
happiness, and success.

Our 2018 commitment is to provide  
exemplary tools and service to our  
amazing real estate community.

From the Aspen Board of  
REALTORS® Staff

Chari Katie Nick



**ASPEN BOARD OF REALTORS®**

*The Voice For Real Estate In The Roaring Fork Valley*

The Aspen Board of REALTORS®, the Voice for Real Estate in the Roaring Fork Valley, EST, 1972, is a trade association providing education, advocacy, innovative tools and professional support to its membership. The members of ABOR are committed to developing and promoting a balanced and thriving community through service, professionalism and community giving.

## MEMBERSHIP REPORT



# November 2017

### For MLS Support or Questions:

Suzanne Frazier  
970.963.3137  
agsmls@sopris.net



### New REALTOR® Members

**Corin Higgins-Brucker**  
Palladium Properties

**Tara Slidell**  
ENGEL & VÖLKERS

**Jodi Puder**  
ASSIR – Hyman

**Jack Linehan**  
CBMM – Hyman

### Company Changes

**Tony Scheer**  
ENGEL & VÖLKERS – Roaring Fork

**Linda Obuhanick**  
ENGEL & VÖLKERS – Roaring Fork

**Sybrina Stevenson**  
Sybrina Stevenson Properties

**Peter (Kyle) Obuhanick**  
CBMM

**Matt Harrington**  
Harrington Real Estate

**Erik Cavarra**  
ENGEL & VÖLKERS Snowmass

**Nicole Cavarra**  
ENGEL & VÖLKERS Snowmass

**Jody Mack**  
Compass

**Alden Richards**  
Weaver & Briscoe

### Membership Stats Thank you for your business!

**REALTOR® Members - 678**

**Primary - 639**

**Secondary - 39**

**Non-Members - 3**

**Affiliates - 50**



### New Offices

**Scheer & Associates**

**Sybrina Stevenson Properties**

**Harrington Real Estate**

**ENGEL & VÖLKERS Snowmass**



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**WELCOME**



# NOVEMBER 2017



Dear Member,

As a benefit of membership, the Aspen Board of REALTORS® is proud to present CAR's latest local monthly housing statistics based off of sales in our FlexMLS program. As a reminder, ABOR has partnered with CAR and ShowingTime (formerly 10K a real estate research and marketing firm) to provide these monthly real estate reports at the State, Regional and Local levels. These reports are released to the media and published for the public to view on the CAR website. The Local reports are shared by each area board.

The reports are broken down by major area for the Aspen/Glenwood MLS listings. The links are provided here for your convenience.

[Aspen Report November 2017 >>>](#)

[Basalt Report November 2017 >>>](#)

[Carbondale Report November 2017 >>>](#)

[Glenwood Springs Report November 2017 >>>](#)

[Marble Report November 2017 >>>](#)

[Missouri Heights Report November 2017 >>>](#)

[New Castle Reports November 2017 >>>](#)

[Old Snowmass Reports November 2017 >>>](#)

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[Silt Reports November 2017 >>>](#)

[Snowmass Village Reports November 2017 >>>](#)

[Mountain District Reports for November 2017 >>>](#)



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## Aspen Occupancy Report

	June	July	Aug	Sept	Oct	Nov
2015	57.7%	81.7%	69.3%	57.1%	42.7%	25.6%
2016	65.1%	83.0%	74.8%	64.1%	44.3%	25.2%
% change	+12.8%	+1.5%	+7.9%	+12.3%	+3.7%	-1.5%

Source: ACRA

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