

THE OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS

# Aspen REALTOR

FEBRUARY

V4 N02

*Photo credit: Maria Cook*





# ASPEN BOARD OF REALTORS®

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

## 2018 Board of Directors

**Jackson Horn**

Chairman of the Board/  
CAR Director  
Coldwell Banker Mason Morse  
970.925.7000

[jackson@masonmorse.com](mailto:jackson@masonmorse.com)

**Krista Klees**

Chair-Elect  
Palladium Properties  
970.925.8088

[krista@palladiumaspen.com](mailto:krista@palladiumaspen.com)

**Ashley Chod**

Treasurer  
Aspen Associates Realty  
970.544.5800

[ashley@aspenassociatesrealty.com](mailto:ashley@aspenassociatesrealty.com)

**Evan Boenning**

CAR Director  
Aspen Snowmass Sotheby's  
Realty  
970.429.3765

[evan.boenning@sothebysrealty.com](mailto:evan.boenning@sothebysrealty.com)

**Chris Lewis**

CAR Director  
Aspen Snowmass Sotheby's  
International Realty  
970.923.2006

[chris.lewis@SIR.com](mailto:chris.lewis@SIR.com)

**Carla Van Alstyne**

Secretary  
Aspen Snowmass Sotheby's  
International Realty  
970.618.7124

[carla.vanalstyne@sothebysrealty.com](mailto:carla.vanalstyne@sothebysrealty.com)

**Stacey Kelly**

Vice Chair  
Douglas Elliman  
Real Estate  
970.923.4700

[stacey.kelly@elliman.com](mailto:stacey.kelly@elliman.com)

**Maggie Melberg**

Director A  
Aspen Snowmass Sotheby's  
International Realty  
970.618.8658

[maggie.melberg@sothebysrealty.com](mailto:maggie.melberg@sothebysrealty.com)

**Karen Peirson**

Director B  
Destination Holdings  
970.963.0400

[kpeirson@destinationsholdings.com](mailto:kpeirson@destinationsholdings.com)

**Alexandra George**

Legislative/Political Affairs  
Director  
Carruth Properties Roaring Fork Club  
304.561.8760

[ageorge@roaringforkclub.com](mailto:ageorge@roaringforkclub.com)

**Brenda Wild**

Appt. MLS Director  
ReMax Premier Properties  
970.429.8275

[brendawildaspen@gmail.com](mailto:brendawildaspen@gmail.com)

**Rod Woelfle**

Appt. Past Chair  
Coldwell Banker Mason Morse  
970.404.3882

[rod@masonmorse.com](mailto:rod@masonmorse.com)

## STAFF

**Maria Cook**

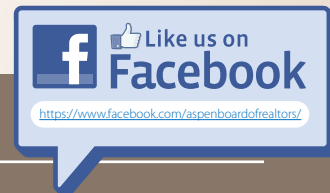
Chief Executive Officer  
[maria@aspenrealtors.com](mailto:maria@aspenrealtors.com)

**Nicole Hammes**

Membership Coordinator  
[nicole@aspenrealtors.com](mailto:nicole@aspenrealtors.com)

**Katie Finnigan**

Communication/Events Coordinator  
[katie@aspenrealtors.com](mailto:katie@aspenrealtors.com)



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



## Dear Members,

### ANOTHER ECONOMIC SUMMIT AND REALTOR® DAY AT THE CAPITOL IS IN THE BOOKS!

We had a busy two-day event with over 250 REALTORS® attending from across the state! The Economic Summit was highlighted by a panel discussion that focused on the newly enacted green roof ordinance in Denver and the proposed statewide limited growth ballot initiative.

There was also a Gubernatorial Forum, REALTOR® Day at the Capitol, Keynote Luncheon, and the afternoon program at the State Capitol where Governor John Hickenlooper addressed the Community.

Kyle Malnati, Broker/Owner of Calibrate Real Estate in Denver, moderated the Gubernatorial panel and asked each candidate housing-related questions. With the **primary election on June 26th**, this was a great opportunity to hear the perspective of each candidate on growth, affordable housing, transportation and even what they love about Colorado.

A presentation was also made by Scott Peterson and Detective Adam Hughes regarding Legal Marijuana in Real Estate.

Although the Colorado Association of REALTORS® (CAR) understands the need for housing affordability in Colorado, one of the REALTOR® organizations' bedrock principles is that we cannot make housing more expensive to make it more affordable. CAR has supported a host of legislative initiatives designed to create more affordable housing options such as the creation and continuation of the state Low Income Housing Tax Credit (LIHTC) program and legislation that allocated some of the state's unclaimed property trust fund to support programs that provide rental assistance and promote construction and rehabilitation of rental housing for low-income households. In 2016, CAR helped pass legislation to create First Time Homebuyer Savings Accounts to help Coloradans save for the purchase of their first home.

### INVEST IN RPAC

The attendees from ABOR were trained in RPAC fundraising. The purpose of RPAC is to support candidates that support REALTORS®. Our goal is to elect pro-REALTOR® candidates at the local, state, and federal levels – candidates that share our support for homeownership, protect property rights, and who will listen to our concerns. Investing in RPAC is one of the easiest things you can do to protect your business. Our goal in 2018 is to raise \$630,000 to continue to support Colorado's REALTOR® champions and ensure we achieve the policy outcomes necessary to protect property rights. [Click here to invest today!](#)

### SIGN UP FOR REALTOR® PARTY MOBILE ALERTS

More than 50,000 REALTORS® from across the country have already signed up for REALTOR® Party Mobile Alerts – have you? [Text CO REALTORS to 30644 to stay up to date on REALTOR® issues!](#) You'll be among the first to know about NAR Calls for Action and more! [Click here](#) for more information.

## CALENDAR OF EVENTS

FEBRUARY  
MARCH  
2018



**ASPEN BOARD OF REALTORS®**

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



**BASALT  
CARAVAN**

MARCH  
14, 28  
April  
11

9:30 – 11:30

**SNOWMASS  
CARAVAN**

MARCH  
7, 21  
APRIL  
4

9:30 – 11:30

**ASPEN  
CARAVAN**

MARCH  
1, 8, 15, 22, 29  
APRIL  
5

9:30 – 11:30

**MAR  
7**

**ABOR Board of Directors Meeting**

ABOR Office

**MAR  
8**

**Golf Scholarship Committee Meeting**

ABOR Office

**APR  
12**

**2018 CREC Annual Update**

with John Wendt @ Inn at Aspen

**APR  
12**

**Colorado Contracts and Forms Review**

with John Wendt @ Inn at Aspen

**APR  
19 & 20**

**Seller Representative Specialist  
with Adoma Carroll**

@ Inn at Aspen

See [page 19](#) for registration link

**SAVE THE DATE:**

**May 8th**

**Resort and Second-Home Property  
Specialist with Holly Maybery**

[Click Here](#) to Register



# Lenders with the power to make decisions and deadlines.

Straightforward. Flexible. Local.  
See us for all your banking needs!



David Lysaught  
Vice President - Roaring Fork Valley Market  
David.Lysaught@efirstbank.com  
970.429.6200  
NMLS ID# 566047



Tyler Barletta  
Assistant Vice President - Roaring Fork Valley Market  
Tyler.Barletta@efirstbank.com  
970.429.6203  
NMLS ID# 1072402



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

banking for good



Member FDIC





## Government Affairs Corner



### Six Candidates File to Run in Basalt Municipal Election

Basalt's municipal election isn't until April 3, but the campaign is likely to ramp up well before that as ballots will be mailed out the week of March 12.

Six candidates threw their hats in the ring for three at-large positions on the council. The Aspen Times is keeping track of candidate priorities and interests and published results to an introductory survey that can be [found here](#).

It is likely that the Pan and Fork property will be a major issue in this election, as five of the candidates specifically listed reaching a settlement on the use of the controversial property as among their top three goals. The sixth candidate indirectly alluded to the Pan and Fork.

Four candidates reside in the main part of Basalt — two from Old Town Basalt and two from the Elk Run subdivision. But there's also geographic diversity. One candidate is from Southside and another from Willits. All three of the terms are for four years. The pay is \$12,500 per year.

We will continue to monitor this election as issues develop that relate to the real estate industry.

### State News: House Bill Tying Affordable Housing Fund to Shopping Bags Dies in Committee

During the annual session of the Colorado General Assembly, sometimes non-traditional ideas come forward that at the very least merit full discussion in a committee hearing. HB18-1054, sponsored by Representative Rosenthal (D-Denver) and Senator Court (D-Denver) was just such a bill.

1054 was a creative attempt to address two problems with one piece of legislation. The house bill would have referred a measure to the voters that levied a flat plastic bag tax of \$0.25 per visit regardless of how many plastic bags were used at the supermarket. The measure was intended to reduce the use of environmentally damaging plastic bags and use the tax revenue to fund grants and loans for building or retaining affordable housing. Colorado customers enrolled in the federal supplemental nutrition assistance program (SNAP) and restaurants were exempted. On January 19th, CAR's Legislative Policy Committee (LPC) took a neutral position on this bill.

This legislation was heard on Wednesday, January 31st in the House Local Government Committee. Representatives, on both sides of the aisle, debated if this was an appropriate and sustainable source of funding for affordable housing. Legislators questioned the approach of doubling the tax on consumers, asked whether or not the revenue would dwindle if the measure proved to be a true deterrent for using plastic bags, and cautioned that future legislatures could raid the proposed bag revenue for other

purposes outside of affordable housing. Ultimately, the creative approach to fund affordable housing died in the Local Government Committee on an 11-2 vote.

### Federal News: CFPB Acting Director Update

In the case of English v. Trump, where the President's Consumer Financial Protection Bureau (CFPB) Acting Director appointment was challenged, the U.S. District Court for the District of Columbia has again held in favor of the President and Office of Management and Budget (OMB) Director, Mick Mulvaney, currently serving as CFPB Acting Director.

The court denied English's motion for a preliminary injunction seeking to oust Mulvaney, which has been appealed to the U.S. Court of Appeals for the D.C. Circuit. Recall, English was appointed to the Acting Director position by former CFPB Director Richard Cordray before he resigned. In December, the same court also denied English's request for a temporary restraining order (TRO) against the President appointing and Mulvaney serving as Acting Director. Mulvaney will continue to serve as Acting Director pending the litigation and until a new CFPB Director is nominated and confirmed by the Senate.

### Federal News: NAR Comments on Appraiser Qualifications

On January 12, 2018, NAR submitted a comment letter to the Appraiser Qualifications Board (AQB) in response to the Fourth Exposure Draft concerning proposed changes to the AQB's Real Property Appraiser Qualification Criteria. NAR agreed with the AQB's removal of the degree requirement for Licensed Residential appraisers, the basic appraiser qualification, and to instead require completion of 150 AQB Core Curriculum credit hours. NAR also agreed with the AQB's increased flexibility for successful completion of the education requirements for Certified Residential appraisers.

NAR is concerned with the AQB proposal to reduce the experience hours for appraiser classifications and the impact that could have on the quality of incoming appraisers. In addition, NAR asked the AQB to allow for prior work experience to count towards the education requirements.

The full NAR Comment Letter can be [found here](#):

PLEASE [CLICK HERE](#) TO  
CONTRIBUTE TO RPAC.  
WE NEED YOUR SUPPORT!





**ASPEN BOARD OF REALTORS®**

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

**Thursday, June 7th, 2018**

5:00 pm to 8:00 pm

Kickoff to Summer Pre-Party



IT'S TIME TO  
THINK ABOUT

*Golf!*

**SAVE  
THE  
DATES!**

**Friday, June 8th, 2018**

34th Annual REALTOR® Golf Classic Scholarship Tournament



*Sponsorship  
Details  
Coming Soon!*

[CLICK HERE](#) for the 2017 Golf Video.

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

## Aspen

### Five TownHomes Sell for \$43 Million

Five residences that are part of a 14-unit free-market development near Lift 1A at the base of Aspen Mountain combined to sell for nearly \$43 million in January, the Aspen Times reported....[MORE](#)

### Boomerang Developers Pull Application

Developers withdrew their application to rebuild the Boomerang Lodge in Aspen after the city's planning office told them a recently submitted redesign needed additional changes, including smaller room, the Aspen Daily News reported....[MORE](#)

### Aspen Club Closer to Foreclosure

The Aspen Club moved a step closer to being foreclosed upon, as a lending entity filed a motion that says the Ute Avenue property owes nearly \$11 million in advances tied to a \$45 million loan, the Aspen Daily News reported....[MORE](#)

## Snowmass

### Snowmass Master Plan Gets First Float

Snowmass Village Comprehensive Plan got its first update in eight years after months of surveying the public for outreach, and it was presented to council in January, the Aspen Daily News reported. Recommendations from the plan include making the village more walkable, bikeable and hikeable; managing parking and transit; connecting the different commercial nodes; continuing to provide affordable housing while supporting alternatives; considering an aging care facility or senior housing; developing a plan that considers future infrastructure needs; and monitoring the town's water storage capacity.

## Basalt

### Town Reaches Agreement on Willits

The Basalt town government staff and developer of Willits Town Center hammered out the guts of an agreement that will allow unconstructed commercial space to be converted into residences, the Aspen Times reported. Willits has about 70,000 square feet of constructed commercial space that hasn't been filled, so it doesn't make sense to build more, developers have said. Rapidly growing online retail sales are changing the demand for brick-and-mortar commercial space..[MORE](#)

## Carbondale

### Senior Housing Facility Moves Ahead

The proposed Sopris Lodge Assisted Living Community is one step closer to becoming a reality with the town's Planning and Zoning Commission's blessing, the Sopris Sun reported. The commission, with staff approval, also recommended that the Board of Trustees move to approve the overall application for the project following a public hearing on Feb. 27. If approved, the Sopris Lodge would create a 78-unit assisted living and memory care facility at 285 and 295 Rio Grande Ave. Statewide, the senior population — categorized as 75 years and older — is expected to grow about 14 percent by 2025; in the Roaring Fork Valley, that number is 40 percent.

## Glenwood Springs

### Real Estate Still Tight in Area

Garfield County's real estate market was less affordable for buyers, with a small-but-stable inventory of homes available for sale in 2017. On the other hand, sellers benefited from higher sales prices and less time on the market, the Glenwood Springs Post Independent reported....[MORE](#)

## Pitkin County

### Real Estate Sales Near \$2 Billion

Property sales in Pitkin County nearly reached the \$2 billion mark in 2017 while easily outpacing 2016's performance and rivaling the much-heralded figures from 2015, the Aspen Times reported..[MORE](#)

### Ikon Pass Announced for Ski Resort Partnership

Aspen Skiing Co.'s role in the just-announced Ikon Pass from new industry heavyweight Alterra Mountain Co. will not involve unlimited ski days that users can access here and at any of the other nearly two dozen resorts under the umbrella, the Aspen Daily News reported....[MORE](#)

### Aspen Mountain Master Plan Submitted

The White River National Forest has accepted an updated master development plan for Aspen Mountain that lays out the vision for a new chairlift and terrain expansion into the Pandora area, as well as expanded snowmaking to reach the top of the ski area, the Aspen Daily News reported....[MORE](#)

### Pitkin County Expects Slow Growth

Pitkin County is forecast to have a significantly slower rate of growth over the next three decades than other parts of what's known as the Rural Resort Region, the Aspen Times reported....[MORE](#)





## ABOR BRIEFS



**ASPEN BOARD OF REALTORS®**

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

## **Attention: REALTORS®**

### Open Positions on Planning and Zoning Commission

The City is currently seeking 2 regular members and 2 alternate members for the Planning & Zoning Commission (P&Z). P&Z studies long-range planning matters, including the Aspen Area Community Plan, and makes recommendations to City Council. P&Z serves as an advisory commission to City Council on certain land use applications as well as reviews and approves certain applications. P&Z is responsible for reviewing a variety of development projects and making recommendations to City Council for large or significant projects. Development projects typically requiring P&Z approval include the following:

- Variances
- Conditional Uses
- Development in Environmentally Sensitive Areas
- Special Reviews
- Growth Management Quota System (GMQS) Exemptions

To qualify for a position you must be a registered voter and have lived in the City of Aspen for at least one year. Apply online at [cityofaspen.com](http://cityofaspen.com) or contact the City Clerk's office at 970-429-2687.

[usbank.com/mortgage](http://usbank.com/mortgage)

Introducing  
**Lynne  
Billac**  
of our  
**Home  
Mortgage  
Team**

Call today, and put my  
knowledge to work for you.

**Lynne Billac**  
Mortgage Loan Originator  
420 E. Main Street  
Aspen, CO 81611  
970-948-2453  
[lynne.billac@usbank.com](mailto:lynne.billac@usbank.com)  
NMLS #: 502305



Loan approval is subject to credit approval and program guidelines. Not all loan programs are available in all states for all loan amounts. Interest rates and program terms are subject to change without notice. Visit [usbank.com](http://usbank.com) to learn more about U.S. Bank products and services. Mortgage, Home Equity and Credit products are offered by U.S. Bank National Association. Deposit products are offered by U.S. Bank National Association. Member FDIC. ©2017 U.S. Bank 160035 6/17



## The Fed's Interest Rate Plan For 2018, Elliot Eisenberg, Ph.D.

At the start of 2017, the Federal Reserve anticipated raising interest rates three times and shrinking its large bond portfolio. Unlike in 2015 and 2016, where the forecasts made by the Fed were overly optimistic, the 2017 forecast was spot on. Whether officials at the central bank can pull off a repeat performance of three rate hikes in 2018 will very much depend on two conflicting signals from the two variables that matter most to the Fed: employment and inflation.

Solid job gains have pushed the unemployment rate to just 4.1% in January, a 17-year low. If the unemployment rate drops as much in 2018 as it did in 2017 -- a 0.7 percentage point decline -- it would be at a low last seen in the late 1960s. Yet inflation, despite some recent rumblings to the contrary, remains stubbornly soft. Excluding volatile food and energy, the core inflation rate is just 1.5% -- quite a distance from the Fed's 2% target, despite the very low unemployment rate.

Initially, some at the Fed thought the low inflation rate was due to unusual one-off events such as declines in the price of cell phone service, cars, prescription drugs, and surprisingly weak healthcare and higher education inflation. However, as the inflation weakness has persisted, some Fed officials are beginning to rethink, at least slightly, the belief that employers bid up wages as workers grow increasingly scarce. That said, they still fundamentally believe that once the unemployment rate falls low enough, wages will rise. It's just taking longer than in the past for this to take place.

At this point, there are several scenarios that can play out. Ideally, employment growth slows a bit; the unemployment rate falls a bit more but not much; wage inflation starts to rise; and overall economy-wide inflation strengthens. This would allow the Fed to continue raising rates slowly and not surprise markets. There are, however, several risks to this Goldilocks outcome.

The unemployment rate could drop too low too fast and, in the process, ignite inflationary pressures of all sorts. This would force the Fed to raise rates quickly, potentially triggering a recession. Alternatively, inflation stays low as the Fed slowly raises rates because the unemployment rate keeps falling. In this case, inflation is pushed even lower, forcing the Fed to stop raising rates. In this scenario, the Fed would have little room to lower rates when the next recession comes, as they would stop raising rates earlier than they would have liked.

Luckily, inflation seems to be finally appearing, and this will allow new Fed Chair Powell to raise rates in 2018 at a measured pace like former Fed Chair Yellen. But, as was the case in 2015 and 2016, unforeseen circumstances are likely to necessitate deviations from the preferred path. I, for one, wish Powell luck, but strongly suspect that the economy will be slightly stronger, and that inflation will rise faster than expected, necessitating four interest rate rises -- one more than the Fed currently expects. No matter what happens, 2018 will be bumpier than the economically serene and placid 2017.



Elliot Eisenberg, Ph.D. is President of GraphsandLaughs, LLC and can be reached at [Elliot@graphsandlaughs.net](mailto:Elliot@graphsandlaughs.net). His daily 70-word economics and policy blog can be seen at [www.econ70.com](http://www.econ70.com). You can subscribe and have the blog delivered directly to your email by visiting the website or by texting the word "BOWTIE" to 22828.







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

## Stewart Title of Aspen

620 E. Hopkins Ave.  
Aspen, CO 81611  
(970)925-3577 main  
AspenOrders@Stewart.com

We're growing our  
locations to help  
grow our relationship  
with you.



We are pleased to reintroduce Kate Staskauskas and Stewart Title of Basalt. Serving Pitkin, Eagle and Garfield Counties.

### Kate Staskauskas

Senior Escrow Officer  
Stewart Title of Basalt  
970-927-7644  
Kate.S@Stewart.com

**stewart title**

*Real partners. Real possibilities.™*



## Code of Ethics and Standards of Practice of the National Association of Realtors®

**Effective January 1, 2018**

Where the word Realtors® is used in this Code and Preamble, it shall be deemed to include Realtor-Associate®s.

While the Code of Ethics establishes obligations that may be higher than those mandated by law, in any instance where the Code of Ethics and the law conflict, the obligations of the law must take precedence.

### Preamble

Under all is the land. Upon its wise utilization and widely allocated ownership depend the survival and growth of free institutions and of our civilization. Realtors® should recognize that the interests of the nation and its citizens require the highest and best use of the land and the widest distribution of land ownership. They require the creation of adequate housing, the building of functioning cities, the development of productive industries and farms, and the preservation of a healthful environment.

Such interests impose obligations beyond those of ordinary commerce. They impose grave social responsibility and a patriotic duty to which Realtors® should dedicate themselves, and for which they should be diligent in preparing themselves. Realtors®, therefore, are zealous to maintain and improve the standards of their calling and share with their fellow Realtors® a common responsibility for its integrity and honor.

In recognition and appreciation of their obligations to clients, customers, the public, and each other, Realtors® continuously strive to become and remain informed on issues affecting real estate and, as knowledgeable professionals, they willingly share the fruit of their experience and study with others. They identify and take steps, through enforcement of this Code of Ethics and by assisting appropriate regulatory bodies, to eliminate practices which may damage the public or which might discredit or bring dishonor to the real estate profession. Realtors® having direct personal knowledge of conduct that may violate the Code of Ethics involving misappropriation of client or customer funds or property, willful discrimination, or fraud resulting in substantial economic harm, bring such matters to the attention of the appropriate Board or Association of Realtors®. (Amended 1/00)

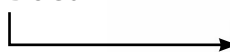
Realizing that cooperation with other real estate professionals promotes the best interests of those who utilize their services, Realtors® urge exclusive representation of clients; do not attempt to gain any unfair advantage over their competitors; and they refrain from making unsolicited comments about other practitioners. In instances where their opinion is sought, or where Realtors® believe that comment is necessary, their opinion is offered in an objective, professional manner, uninfluenced by any personal motivation or potential advantage or gain.

The term Realtor® has come to connote competency, fairness, and high integrity resulting from adherence to a lofty ideal of moral conduct in business relations. No inducement of profit and no instruction from clients ever can justify departure from this ideal.

In the interpretation of this obligation, Realtors® can take no safer guide than that which has been handed down through the centuries, embodied in the Golden Rule, "Whatsoever ye would that others should do to you, do ye even so to them."

Accepting this standard as their own, Realtors® pledge to observe its spirit in all of their activities whether conducted personally, through associates or others, or via technological means, and to conduct their business in accordance with the tenets set forth below. (Amended 1/07)

CLICK HERE TO  
VIEW THE ENTIRE  
DOCUMENT





## Colorado Association of REALTORS® Economic Summit Creates a Buzz about Ballot Initiative No. 66

The Colorado Association of REALTORS® sought to get the word out about the dangers of ballot initiative No. 66 and successfully did so at their annual Economic Summit on February 7, 2018. Initiative No. 66 is currently being reviewed by the Supreme Court and could be on the ballot this November.

This initiative seeks to cap new housing construction to 1% of current housing stock. Currently, Adams, Broomfield, Denver, Douglas, El Paso, Larimer, and Weld county had growth rates over 1% in 2017. There is much concern as to what will happen with our housing market if inventory is as sparse as is and construction comes to a screeching halt due to this initiative.

To view the full article [Click HERE](#).



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 View Legal Bites - #24 – Foreign Investment →





## ABOR BRIEFS



**ASPEN BOARD OF REALTORS®**

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

**It can happen here.**

**Start planning your home  
wildfire mitigation project. . . now!**

Call your fire department for a free  
**Wildfire Risk Assessment.**



ASPEN • 925-5532 | SNOWMASS • 923-2212  
BASALT • 704-0675 | CARBONDALE • 963-2491



— PITKIN COUNTY —  
**WILDFIRE COUNCIL**

**[WWW.PITKINWILDFIRE.COM](http://WWW.PITKINWILDFIRE.COM)**

PITKIN COUNTY EMERGENCY MANAGEMENT





## WHAT'S TRENDING

# Disclosure and Inspection and 2018 CREC Annual Update with John Gillam



## Your local lender.

Let's chat today. I'm in the neighborhood.

**Ryan Beckman | 970.927.1000**

Sales Manager / Loan Officer | NMLS 368681



723 East Valley Road • Suite 202 • Basalt, CO 81621

Office located upstairs from Starbucks

**Apply online**

[guildmortgage.com/ryanbeckman](http://guildmortgage.com/ryanbeckman)

Guild Mortgage Company is an equal housing lender. Company NMLS 3274. LMB 100034393. All loans subject to underwriter approval.

**Guild**  
mortgage



## WHAT'S TRENDING



### Code of Ethics with Adrian Rippy-Sheehy



### New Member Orientation



*Thank you  
Stewart Title for  
sponsoring ABOR's  
New Member  
Orientation!*





# REALTOR® Day at the Capitol





**ASPEN BOARD OF REALTORS®**

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

## Professional Development Calendar



**John Wendt**  
CBMM

### 2018 CREC Annual Update

This course is presented without modification as required by the Colorado Real Estate Commission (CREC).

<b>April 12th</b>	<b>8:30am-12:30pm</b>	<b>4hrs CE</b>	<b>\$50</b>	<b>Limelight Hotel</b>
-------------------	-----------------------	----------------	-------------	------------------------

[Click Here to Register](#)

### Colorado Contracts & Forms Review

This course will review the Contract to Buy and Sell Real Estate.

<b>April 12th</b>	<b>1:00pm-5:00pm</b>	<b>4hrs CE</b>	<b>\$50</b>	<b>Limelight Hotel</b>
-------------------	----------------------	----------------	-------------	------------------------

[Click Here to Register](#)



**Adorna Carroll**  
Dynamic Directions

### Seller Representative Specialist

This 2-day Designation Course is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. This course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

<b>April 19th &amp; 20th</b>	<b>8:30am-4:30pm</b>	<b>14hrs CE</b>	<b>\$249/ \$279 after 4/1</b>	<b>Inn at Aspen</b>
------------------------------	----------------------	-----------------	-------------------------------	---------------------

[Click Here to Register](#)



**Noah Jones**  
CTM Software

### Intermediate CTMe Contracts Class

This is an intermediate level course reviewing CTMe Contracts.

<b>April 27th</b>	<b>10:00am-12:00pm</b>	<b>2hrs CE</b>	<b>Free or \$20 with CE Credit</b>	<b>ABOR</b>
-------------------	------------------------	----------------	------------------------------------	-------------

[Click Here to Register](#)

### Advanced CTMe Contracts Class

This is an advanced level course reviewing CTMe Contracts.

<b>April 27th</b>	<b>1:30pm-3:30pm</b>	<b>2hrs CE</b>	<b>Free or \$20 with CE Credit</b>	<b>ABOR</b>
-------------------	----------------------	----------------	------------------------------------	-------------

[Click Here to Register](#)



**Cheryl Lacy**  
Independent Director

### S.O.L.D. Safety Class (Situational Awareness, OODA Loop, Leveling the Playing Field, Deciding to Win)

Real Estate Agents who take this course will learn how to pay attention to and monitor their surroundings in a calm and relaxed manner. This class will also teach agents to reduce their vulnerability, to protect both themselves and their clients.

<b>April 30th</b>	<b>9:00am-11:00am</b>	<b>2hrs CE</b>	<b>\$20</b>	<b>ABOR</b>
-------------------	-----------------------	----------------	-------------	-------------

[Call ABOR to Register](#)



**Holly Maybery**  
Realty ONE Group

### Resort and Second Home Property Specialist

The RSPS is a hands on look at working with buyers & sellers in this speciality market. This class helps break down how to work with both investors focused on their bottom line and families looking for recreation. This 1-day course will add tools to your tool box and provide strategies to enhance and grow your business.

<b>May 8th</b>	<b>8:30am-4:30pm</b>	<b>7hrs CE</b>	<b>\$150/ \$175 after 4/17</b>	<b>Inn at Aspen</b>
----------------	----------------------	----------------	--------------------------------	---------------------

[Click Here to Register](#)



**Adrian Rippy-Sheehy**  
Professor of Real Estate

### New Member Orientation & Code of Ethics

This is a mandatory (free) new member orientation, followed by a 3-hour Code of Ethics course & MLS training.

<b>May 22nd</b>	<b>9:00am-1:00pm</b>	<b>3hrs CE</b>	<b>Free</b>	<b>ABOR</b>
-----------------	----------------------	----------------	-------------	-------------

### Code of Ethics

REALTORS® are required to complete an ethics training within two-year cycles. A new two-year cycle began January 1st, 2017. The deadline for this cycle is December 31st, 2018.

<b>May 23rd</b>	<b>9:00am-12:00pm</b>	<b>3hrs CE</b>	<b>\$40</b>	<b>ABOR</b>
-----------------	-----------------------	----------------	-------------	-------------

[Call ABOR to Register](#)

Aspen Board of REALTORS® - 970.927.0235 - 23400 Two Rivers Road, Suite 44, Basalt, Colorado - [www.aspenrealtors.com](http://www.aspenrealtors.com)



# The Aspen Board of REALTORS® Presents:

## **Seller Representative Specialist**

*Instructor: Adorna Carroll*



**Thursday, April 19th & Friday, April 20th ~ Cost: \$249/\$279 after April 1st**



**Adorna Carroll**  
Dynamic Directions

### **14 Hours of CE Credit**

April 19th ~ 8:30am-12:30pm & 1:00pm-4:00pm

April 20th ~ 8:30am-12:30pm & 1:00pm-4:00pm

SRS is the premier credential in seller representation. It is designed to elevate professional standards and enhance personal performance. This designation course provides a comprehensive foundation of skill development, training and resources to help real estate professionals represent the interests of sellers in today's marketplace.

**Location: Inn at Aspen**  
**[Click Here to Register](#)**

 **ASPEN BOARD OF REALTORS®**

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

For more information please contact ABOR at:  
970.927.0235 ~ [www.aspenrealtors.com](http://www.aspenrealtors.com)  
23400 Two Rivers Road, Suite 44, Basalt, Co, 81621

## MEMBERSHIP REPORT

January  
2018

### For MLS Support or Questions:

Suzanne Frazier  
970.963.3137  
suzanne@flexmls.com



### New REALTOR® Members

#### David Lupow

Coldwell Banker Mason Morse – Aspen

#### Melissa Marcus

Coldwell Banker Mason Morse – Aspen

#### Peter Rispoli

Setterfield & Bright

#### Victor Benjamin

Elite REO Services (MLS Participant)

### Company Changes

#### Stefan Peirson

Compass

#### Cindy Brinks

Palladium Properties

### Membership Stats

Thank you for your business!

**REALTOR® Members - 636**

**Primary - 608**

**Secondary - 27**

**Non-Members - 7**

**Affiliates - 51**

### New Offices

#### Elite REO Services

(MLS Participant)

### New Affiliate Members

#### Priscilla Prohl-Cooper

Title Company of the Rockies/Willits

#### Bob Gibson

RM Construction



**ASPEN BOARD OF REALTORS®**

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



WELCOME



## Home Inspection

the Pillar To Post Way

Same-day report for faster closings  
Exclusive Home Inspection Packages  
Convenient scheduling



Michael Moran

**970-390-0017**

[moranteam@pillartopost.com](mailto:moranteam@pillartopost.com)

Request an inspection today!

[pillartopost.com/mikemoran](http://pillartopost.com/mikemoran)



# JANUARY 2018



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 January 2018 >>>\*\*](#)

[\*\*Basalt Report January 2018 >>>\*\*](#)

[\*\*Carbondale Report January 2018 >>>\*\*](#)

[\*\*Glenwood Springs Report January 2018 >>>\*\*](#)

[\*\*Marble Report January 2018 >>>\*\*](#)

[\*\*Missouri Heights Report January 2018 >>>\*\*](#)

[\*\*New Castle Reports January 2018 >>>\*\*](#)

[\*\*Old Snowmass Reports January 2018 >>>\*\*](#)

[\*\*Redstone Reports January 2018 >>>\*\*](#)

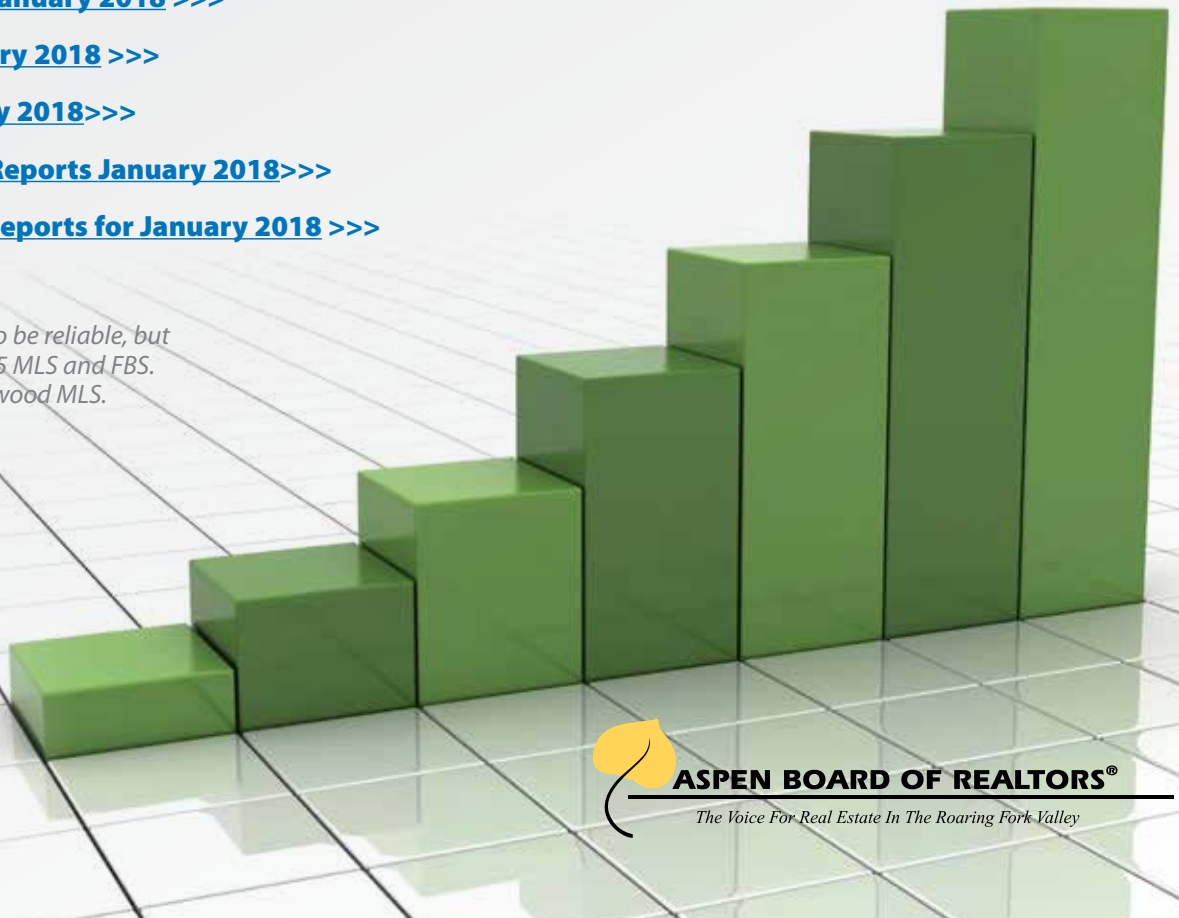
[\*\*Rifle Reports January 2018 >>>\*\*](#)

[\*\*Silt Reports January 2018 >>>\*\*](#)

[\*\*Snowmass Village Reports January 2018 >>>\*\*](#)

[\*\*Mountain District Reports for January 2018 >>>\*\*](#)

*Information is deemed to be reliable, but is not guaranteed. © 2015 MLS and FBS.  
Prepared by Aspen Glenwood MLS.*



**ASPEN BOARD OF REALTORS®**

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

FREE Member Benefit Brought To You By:



## FREE Technology Helpline

VOTED best new member benefit of 2016 ...

call 877.573.8102 and get technology help today!

[Click here](#) for Four Simple Steps You Can Take to Optimize Windows 10 Performance

FREE Member Resource

877-573-8102

M-F 7am -6pm

Sat. 7 am - 3 pm

[www.techhelpline.com](http://www.techhelpline.com)

# CAR LEGAL HOTLINE

For More Information Visit:

<http://www.coloradorealtors.com/legal-hotline/>

The Legal Hotline number **303-785-7171**, is available between 9am-12pm and 1pm-4pm, Monday-Friday. This FREE benefit is available for designated REALTORS® and one office designee.



colorado association of  
**REALTORS®**