



OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS®

Aspen REALTOR®

MARCH

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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.

Tory
Thomas
2015 Chair



Dear Members,

We had a tremendous turnout for the 2015 Aspen Market Overview at the Hotel Jerome last month. Randy and Andrew's perspective surrounding the Aspen Snowmass Market Update provided our members with amazing and positive news on the real estate sector. This information validated the business trends we have been recently experiencing. It was truly a great benefit for our members.

The REALTORS® who took advantage of the February Ethics and CREC courses found the information not only helpful, but also enjoyed the class and networking opportunities. If there is an instructor you'd like ABOR to bring to Aspen to teach or if there is a subject you'd like us to cover, please let us know. You can call or email anyone on staff. We understand your time is valuable, so we want to make the most of it!

Please welcome our new communications and programs coordinator, Marlene Saleeby, working with us at the Board. Please drop in anytime and introduce yourself.

Looking forward, March has historically been a big month for our business. It's our final winter month giving us the opportunity to show off our town, and of course our properties, to the visitors and guests who visit Aspen for their vacation. Just a friendly reminder that It's a great time to give that big smile or go the extra mile when you're stopped for directions to a restaurant. You never know where your kindness will take you, as you might just be helping that young couple who will be your next Buyer!

Finally, it seems that the coming of Spring means the coming of more snow, I say bring it on!

Best regards,

A stylized, handwritten signature of the word "Tory" in black ink.

Chairman of the Board

MARCH 2015

CALENDAR OF EVENTS

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
| 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | | | | |



**MAR
11**

Snowmass Caravan

**MAR
31**

Member Education

Mold Awareness - Steam Master,
ABOR, 1 - 3 PM - 2 CE Credits

**MAR
12**

Aspen Caravan

**MAR
18**

Basalt Caravan

**MAR
19**

Aspen Caravan

Scholarship Committee

Applications Review
9 AM - 3 PM

**MAR
24**

New Member Orientation

9 AM - 1:30 PM

**MAR
25**

Snowmass Caravan

**MAR
26**

Aspen Caravan

**SAVE
THE
DATE**

April 17

**Member Education
10 Legal Hot Topics for
REALTORS® in 2015**

By CAR General Counsel Scott Peterson
2 Hours CE Credit



**SAVE
THE
DATE**

June 11

**Summer Kick-Off Party,
Silent Auction**

June 12

20th Annual Golf Tournament



APRIL 2015

CALENDAR OF EVENTS

| Sun | Mon | Tue | Wed | Thu | Fri | Sat |
|-----|-----|-----|-----|-----|-----|-----|
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | 8 | 9 | 10 | 11 |
| 12 | 13 | 14 | 15 | 16 | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | | |



**APR
01**

Board of Directors Meeting
ABOR Office, 8:30 - 10 AM
Basalt Caravan

**APR
16**

Aspen Caravan

**APR
02**

Aspen Caravan

**APR
20**

CAR Xplode! Conference
Colorado Springs

**APR
03**

ABOR Ski Day Benefiting Aspen Valley Ski & Snowboard Club
Aspen Mountain *More Details Soon*

**APR
21-24**

CAR Spring Business Meetings
Colorado Springs

**APR
07**

Member Education
Mortgage Regulation Update
with Mac Cunningham
FREE - Aspen Square, 10 AM - 12 PM - 2 CE Credits

**APR
22**

Snowmass Caravan
Administrative Professionals Day
Luncheon FAQs session for office managers

**APR
08**

MLS Board of Directors Meeting
MLS Office, 8:30 - 10 AM
Snowmass Caravan

**APR
23**

Aspen Caravan

**APR
09**

Member Education
Mold Awareness - Steam Master,
ABOR, 1 - 3 PM - 2 CE Credits
Aspen Caravan

**APR
25**

ABOR Roaring Fork Conservancy Clean Up

**APR
09-10**

Student Scholarship Interviews

**APR
27**

Spring Tour
Down Valley 9 - 5 PM

**APR
13**

Spring Tour Committee Mtg.
ABOR, 1-4 PM

**APR
29**

Spring Tour
Down Valley 9 - 5 PM

**APR
15**

Basalt Caravan

**APR
30**

Aspen Caravan

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

Aspen

Aspen Set Record for December Sales

Retail sales in Aspen in December hit \$90.56 million, a 5.6 percent increase over \$85.76 million in the same month in 2013, and a new record according...[MORE](#)

Hotel Jerome Sells for \$72.5 million

Houston businessman Dan Friedkin purchased the iconic Hotel Jerome for \$72.5 million in February from Chicago-based DRW Real Estate. Friedkin is...[MORE](#)

Hunt's Base1 Gets Unanimous Approval

Developer Mark Hunt's proposal for a new Cooper Avenue lodge

won unanimous approval from Aspen City Council. Council members included...[MORE](#)

Aspen Skiing Co. Poised to Build Lodge in Sun Valley, Idaho

Aspen Skiing Co. is expanding its domain, and is poised to start work this year on the approximately 100-room Limelight Hotel in Idaho after the town's...[MORE](#)

Sky Hotel Passes

City council also passed the Sky Hotel redevelopment after months of a contentious land-use review that saw the developers significantly amend their proposal...[MORE](#)

Snowmass

Roundabout Best Option for Traffic in Snowmass

While a roundabout planned for Brush Creek Road in Snowmass is not perfect, it is the best solution to ensure traffic flow at the intersection of Brush Creek and Kearns and Woods roads into the future...[MORE](#)

Related Looks to Limit Retail in Snowmass

Related Colorado continues to defend its plan to reduce the amount of retail space in Base Village and is using local merchants to testify about the challenges of Snowmass' seasonal market...[MORE](#)

Basalt

Basalt Sales Tax Levels Soar in 2014

Basalt ended 2014 with a 3.3 percent gain in sales tax revenue over the record set in 2013 and an 11 percent gain over pre-recession levels...[MORE](#)

Conceptual Plan for New Hotel Coming to Council

Lowe Enterprises, a development firm, is getting ready to reveal its conceptual plan to build a boutique hotel and 52 condominiums...[MORE](#)

Carbondale

Bike Tour to Return to Carbondale

Cyclists participating in the Bike Tour of Colorado will once again spend the night in Carbondale, coming through town on June 22 on their way from Leadville...[MORE](#)

Glenwood Springs

Majority Support for Grand Avenue Bridge

Roughly two-thirds of the comments received from individuals and agencies regarding the Grand Avenue Bridge Environmental Assessment were supportive of plans...[MORE](#)

Pitkin County

New Website Helps Stranded Aspen Air Travelers

Travelers whose flights are diverted or canceled during bad weather at Aspen-Pitkin County Airport can now get real-time updates...[MORE](#)

Pitkin County Looks at Housing Guidelines Policies

Aspen City Council and the Pitkin County commissioners put their collective minds to work to address several of the upper Roaring Fork Valley's pressing...[MORE](#)



ABOR HEADLINES

FREE WebCasts from CAR

2015 Legislative Update

March 11, 2015 | 9:00am-10:30am MST

Did you know that CAR fights for your right to have a successful career as a REALTOR® by advocating for our industry at the Capitol? Do you realize our annual fight at the Capitol saves Colorado REALTORS® money each year? Imagine if no one was there to advocate on your behalf. How would you afford a career in real estate? CAR protects your ROI as a REALTOR®!

Join us for an update from Ted Leighty, V.P. of Government Affairs Division, and learn more about the work they are doing down at the Capitol to protect our industry.

[Register \(login required\) >>>>](#)

Safety for Real Estate Professionals

March 18, 2015 | 9:00am-10:30am MST

REALTOR® Safety is an important topic but one that may not always remain top of mind until a tragic news story reminds us of the dangers you may face every day. Join us for this important presentation on ways you can stay safe and protect yourself while continuing to be a professional in the industry.

[Register \(login required\) >>>>](#)

Self-Directed IRA

April 15, 2015 | 9:00am-10:30am MST

The rental real estate market continues to strengthen in Colorado with record high lease rates and virtually non-existent vacancies. A growing trend among investors is self-directing retirement funds into this strong asset class, where they are realizing strong cash-flow returns as well as appreciation. This webcast will introduce you to steps on establishing a self-directed IRA as well as utilizing leverage to maximize your investment. Instructor: Ryan Sahd, SVP, FirstBank

[Register \(login required\) >>>>](#)

Improving Your Image

May 6, 2015 | 9:00am-10:30am MST

Your image is an important part of your brand! Learn ways to improve this part of your business with the help of Image Consultant, Luis Tavel.

[Register \(login required\) >>>>](#)

A huge Thank You to our Aspen Snowmass 2015 Market Update Sponsors



**CHARLES CUNIFFE
ARCHITECTS**

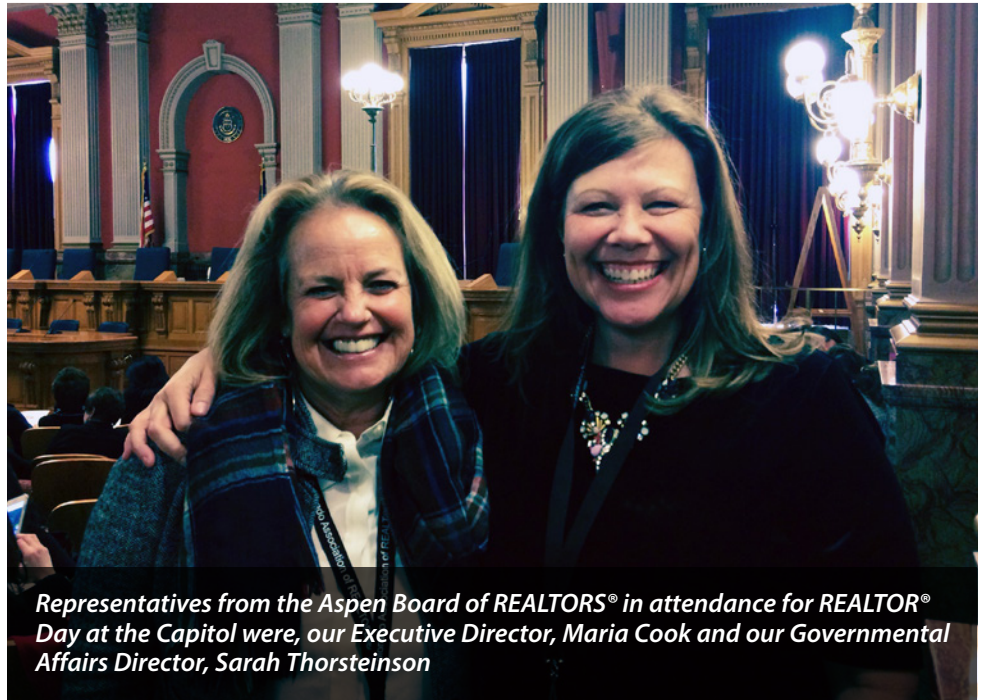




WHAT'S TRENDING



Senator Cory Gardner addresses the REALTOR® membership state-wide in attendance at REALTOR® Day at the Capitol



Representatives from the Aspen Board of REALTORS® in attendance for REALTOR® Day at the Capitol were, our Executive Director, Maria Cook and our Governmental Affairs Director, Sarah Thorsteinson



Governor Hickenlooper wowed the attendees to REALTOR® Day at the Capitol in the Supreme Court Chambers, speaking of the unparalleled growth we are experiencing in Colorado



It was a full house at the Hotel Jerome for the annual "Market Overview" presented to the membership of ABOR by Andrew Ernemann and Randy Gold

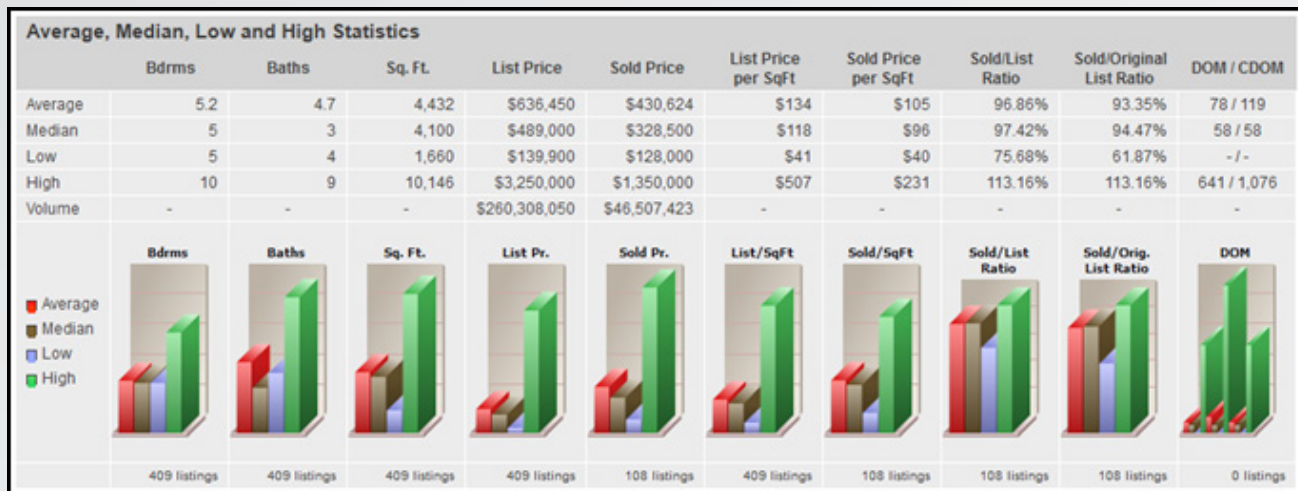
FEBRUARY 2015

Average, Median, Low and High Statistics

The Average, Median, Low and High Statistics section displays statistics for a number of fields such as bedrooms, bathrooms, square footage, list price and sold price. It also includes some calculated statistics

such as the Sold Price to List Price Ratio. The bottom row in the table shows the number of listings that have relevant data for that column. For example, an MLS may not require square footage data, and some

of the listings in the search results may not have it. Those listings wouldn't be included in the statistics, and the number in the bottom row helps clarify this.

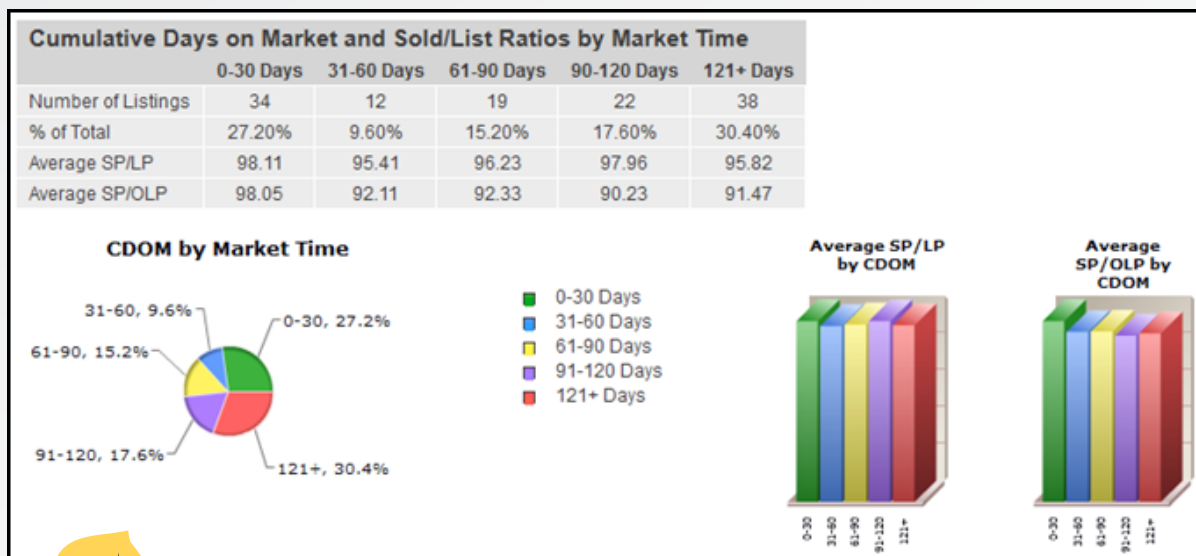


Days on Market and Sold/List Ratios by Market Time

The Days on Market section shows price ratios broken down by days on market. The Number of Listings row shows the number of listings in the current search broken down

by Market Time segments (0-30 days, 31-60 days, etc.). The % of Total row shows the percentage of listings in the current search broken down by each Market Time segment.

The Average SP/LP row shows the average Sold to List Price ratio for each segment. And the Average SP/OLP shows the average Sold to Original List Price ratio for each segment.



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MEMBERSHIP REPORT



FEBRUARY 2015

For MLS Support or Questions:

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agsmls@sopris.net



New REALTOR® Members

Peter Grenney - Aspen Snowmass Sotheby's-HM

Kristin Pride - Aspen International Properties

John Oliveros - Aspen Snowmass Sotheby's-SMV

New Offices/Office Name Changes

Raifie Bass - Douglas Elliman Real Estate – Hunter St.

Betsy Black - Douglas Elliman Real Estate – Hunter St.

Wendy Wogan Williams - Douglas Elliman Real Estate – Hunter St.

New Affiliate Members

Donna Albani - Steam Master

Membership Stats

REALTOR® Members – 630

Affiliates – 55

Primary Offices – 189

Secondary Offices - 12

Affiliate Spotlight: Comcast Business

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Speed comparison between Comcast 100Mbps service and 20Mbps DSL (downloads only). Restrictions apply. Not available in all areas. Actual speeds vary and are not guaranteed. Call for details. Comcast ©2015.

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