

OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS®

# Aspen REALTOR®

JANUARY

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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.

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## CHAIRMAN'S MESSAGE



### ASPEN BOARD OF REALTORS®

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

Chris  
Lewis  
2017 Chair

# Dear Members,

### **Happy New Year!**

If you are one to continue the tradition of making resolutions and abiding by them, how about one to become more involved with the Aspen Board of Realtors®? We have numerous committees that depend on volunteers to be successful, whether your interest is in politics, community development, fundraising, event planning, technology or serving as a director on our board or the Aspen/Glenwood MLS.

Also, volunteering can be a wonderful experience in giving back to an industry that has been so rewarding to you. It is also an opportunity to establish new relationships and reestablish old ones within our membership. If nothing else, you will be helping your fellow brokers, the board and community members in ways that you may not realize. For instance, last year I was a member of the scholarship committee whose job it was to read applications and interview many students throughout the valley who are in desperate need of funds to help them pursue their dreams of attending college. This was a very humbling experience as the need is great, the family stories are heartfelt, and the funds are limited.

Serving on the Aspen/Glenwood MLS is also rewarding. You represent the board in all discussions involving the ever-changing technology, new and exciting applications, programs and looking at future needs and desires of small boards.

Other committees of interest include; the Golf Committee, Community Relations, Governmental Affairs, Education or Professional Standards. This is only a partial list of available opportunities.

Feel free to contact myself, Maria or any of our board members to inquire about volunteering. You really can make a difference in our community.

A handwritten signature of the name "Chris" in cursive script.

A composite image showing a group of diverse hands from various ethnicities and skin tones reaching towards each other from different directions, symbolizing unity and teamwork.

volunteer

# JANUARY FEBRUARY 2017

## CALENDAR OF EVENTS



**ASPEN BOARD OF REALTORS®**

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

### BASALT CARAVAN

FEBRUARY  
1, 15

9:30 – 11:00

### SNOWMASS CARAVAN

JANUARY  
25  
FEBRUARY  
8, 22

9:30 – 11:30

### ASPEN CARAVAN

JANUARY  
19, 26  
FEBRUARY  
2, 9, 16, 23

9:30 – 11:30

## CALENDAR OF EVENTS

**JAN  
23**

**Professional Standards Training**  
@ Limelight

**FEB  
1**

**Golf Scholarship Committee Meeting**  
@ ABOR Office

**FEB  
7**

**CAR Economic Summit**  
Denver

**FEB  
8**

**REALTOR® Day at the Capital**  
Denver

**FEB  
14**

**New Member Orientation**  
@ ABOR Office

**FEB  
23**

**Annual Market Update Luncheon  
with Steve Murray, RealTrends &  
Randy Gold, Aspen Appraisal Group**  
@ St. Regis

## Save the Date

**Thursday, February 23**  
**Annual Market Update Luncheon**

Noon at the St. Regis

Steve Murray, RealTrends, Most Influential Industry Topics

Randy Gold, Aspen Appraisal Group, Aspen Market Values

[See Page 7](#) for details



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# Government Affairs Corner



## Mortgage Interest Deduction “On the Table” in the New year

I want to lead off this first report in 2017 with some national news, since we'll all be hearing a tremendous amount from NAR on tax reform issues in the next few months.

While the Aspen market for real estate is very different from many places around the country, our association still understands and supports the planks of the National Association of REALTORS® public policy platform. One of those planks has always been to keep the financial incentives in our tax code in place that benefit and encourage home ownership. As the tax reform debate ramps up in the next few months, NAR is committed to preserving homeowners' ability to deduct mortgage interest from their taxes, thereby preserving one of the biggest tax benefits for this country's middle class.

For the purposes of not “crying wolf”, the deduction isn't exactly on the chopping block, but it is part of the national discussion on tax reform. House Ways and Means Chairman Kevin Brady is a huge advocate of keeping the deduction in place as Republicans prepare to overhaul the tax code. But the National Association of Realtors, the National Association of Home Builders and other home ownership interests are aligned to ensure its preservation.

As proof that mortgage interest deduction is indeed on the table, Steven Mnuchin, Trump's pick for Treasury secretary, jumped on the bandwagon last month. In an appearance on CNBC he noted that the home loan tax break, which since 1986 has allowed homeowners to deduct mortgage interest on loans of up to \$1 million, needed to be cut down to size. Two weeks later, incoming White House chief of staff Reince Priebus dialed back Mnuchin's comments, saying nothing was a “done deal.”

As the new Congress convenes and our new President is inaugurated, we will hear much more on this issue. NAR is dedicated to making sure incentives to home ownership do not suffer as our tax code is reformed. Stay tuned.

## Land Use Moratorium Ends Soon – City Ponders Next Steps

Aspen's city wide moratorium on land use changes will be ending soon, and City Council continues to meet to consider changes on the way commercial land is used in the future. The moratorium is scheduled to end Feb. 28 so city leaders can effectively match the Land Use Code with the Aspen Area Community Plan.

As part of the process, the council is considering six ordinance and revisions to the Commercial Design and Historic Preservation Guidelines and Standards. The ordinances cover commercial and residential use mix, development dimensional standards, commercial design, view plane regulations, off-street parking and growth management.

The topics will be addressed over the course of the following meetings scheduled this month:

- **Jan. 9 – City Council meeting**  
5 p.m., Council Chambers, City Hall
- **Jan. 10, 5 p.m. – City Council meeting,**  
Council Chambers, City Hall
- **Jan. 11, 4:30 p.m. – Historic Preservation Commission meeting,**  
Sister Cities Room, City Hall
- **Jan. 17, noon – Planning and Zoning Commission meeting,**  
Sister Cities Room, City Hall
- **Jan. 23, 5 p.m. – City Council meeting,**  
Council Chambers, City Hall
- **Jan. 24, 5 p.m. – City Council meeting,**  
Council Chambers, City Hall

These meetings are scheduled to be the last opportunities for the public to participate in the Land-Use Code/Aspen Area Community Plan coordination process. Residents may also visit <http://www.aspencommunityvoice.com> or email [aacp@cityofaspen.com](mailto:aacp@cityofaspen.com) to submit comments or questions on the proposed ordinances.

## Snowmass Village Plans for the Future

Taken from the Aspen Times - The town of Snowmass Village will host a visioning session as part of its Comprehensive Plan update on Jan. 10. The visioning session will take place from 12 to 1:30 p.m. and 5 to 6:30 p.m. at the Snowmass Recreation Center and is open to the public. A 'Planapalooza' is slated from Feb. 23 to 28 as well.

Community members may also stay involved in the town's Comprehensive Plan online by visiting <http://www.PlanSnowmass.com>. The site offers information about the current Comprehensive Plan and allows users the ability to outline their priorities for Snowmass and other feedback. Users are encouraged to offer suggestions or add comments via the online discussion tool.

Feedback will be used to create the draft Comprehensive Plan. The town anticipates adopting the final plan this fall.

# DON'T MISS THE ANNUAL MARKET UPDATE LUNCHEON



THURSDAY, FEBRUARY 23, 2017  
at Noon



**REALTRENDS**  
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The Aspen Board of REALTORS® is pleased to host **Steve Murray, President and Co-founder of REALTrends**, the nation's leading trends and research organization. Steve has been in the residential real estate field for 39 years.

**Steve Murray, REALTrends**  
Most Influential Industry Topics



Special presentation by  
Randy Gold, Aspen Appraisal Group  
*Aspen-Snowmass Real Estate Overview and a Look Ahead*

**Randy Gold,**  
Aspen Appraisal Group

## The following topics will be covered:

- What should a real estate professional be worried about in the future and what not worried about
- What are the real changes in consumer behavior that are now and will affect real estate professionals in the future
- How can real estate brokerage and sales leaders most effectively build a business for tomorrow
- What are the truths about new model real estate enterprises.

*Watch for your invitation coming soon!*

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## REAL ESTATE IN THE NEWS



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

## Aspen

### City Considers Ban on Chain Stores

A citizen group is pushing an initiative to limit the number of chain stores in Aspen, and city council will reconsider the proposal once the existing moratorium on development expires on Feb. 28, the Aspen Daily News reported...[MORE](#)

### Public-Private Partnerships Start for Affordable Housing

Three public-private partnerships involving the development of rental housing for Aspen employees will gain traction this year with a series of outreach efforts, the Aspen Times reported...[MORE](#)

### Penthouse Sale Breaks Records

Dancing Bear Aspen announced it had sold its unfinished penthouse residence in the development's second phase, the Mountainside building, for \$16 million, or \$5,427 per-square-foot, the Aspen Daily News reported...[MORE](#)

### Cache Cache Chef Opens Barbecue Restaurant

The executive chef and co-owner of one of Aspen's most popular high-end restaurants is partnering with a college buddy to open a new barbecue restaurant at Buttermilk, the Aspen Daily News reported...[MORE](#)

## Snowmass

### SkiCo Finalizes Base Village Purchase

The Aspen Skiing Co., SkiCo, East West Partners and KSL Capital closed on the sale of Base Village assets from Related Cos. for a price in the mid-50 millions, the Aspen Daily News reported...[MORE](#)

### Slow Groovin BBQ Opens on Mall

Slow Groovin BBQ, the popular restaurant that operates seasonally in the hamlet of Marble, opened a second outpost on the Snowmass Village Mall in December, the Aspen Daily News reported...[MORE](#)

## Basalt

### Affordable Housing Project Begins in Basalt

An affordable housing project that will provide 56 units at below market rents — many of them well below — broke ground in December, the Aspen Times reported. RealAmerica Companies LLC started construction on the Roaring Fork Apartments, along Highway 82 between Stubbies bar and the office of Harry Teague's architecture firm. ...[MORE](#)

## Carbondale

### Two-Minute Warm-Up Introduced for Cars

Carbondale trustees plan to cut the amount of time you can leave your car idling from 10 minutes to just two minutes, the Glenwood Springs Post Independent reported. They also agreed to reduce the penalty to a \$25 ticket that doesn't increase with repeat offenses. The current idling ordinance calls for a \$100 ticket on the first offense, then \$250 on the second and \$500 on the third...[MORE](#)

## Glenwood Springs

### Sales Tax Up Despite Road Closures

Glenwood Springs experienced another 3.8 percent increase in retail sales for October, despite a 10-day closure of the Eighth Street bridge leading to the Glenwood Meadows shopping center and other ongoing work related to the Grand Avenue bridge project, the Glenwood Springs Post Independent reported...[MORE](#)

## Pitkin County

### County Passes \$102.7 Million Budget

Despite being neck deep in a \$25 million renovation and expansion project that would bankrupt lesser locales, the Pitkin County government is in comfortable financial circumstances, based upon the 2017 budget approved by the Board of County Commissioners in December, the Aspen Daily News reported...[MORE](#)

### County Will Oppose City Dam Rights

The Pitkin Board of County Commissioners voted 3 to 2 to file a statement of opposition in two water court cases where the city of Aspen is seeking to extend its conditional water rights tied to potential dams and reservoirs on upper Castle and Maroon creeks, the Aspen Daily News reported.

Commissioners Patti Clapper, Michael Owsley and George Newman voted in favor of a resolution that directs the county attorney to file statements of opposition in the two cases, which were opened in water court last month to review the city's due diligence applications. Board members Steve Child and Rachel Richards voted against the resolution, citing a desire to instead work constructively with the city on exploring alternatives to the two potential dams....[MORE](#)



# Best Practices for Shopping Online Safely

compliments of the TECH Helpline

E-commerce is great! It offers choices and convenience. So many of us purchase gifts online for our loved ones. But there is no substitute to being a well-informed consumer. So, we put together a list of best practices to help you shop safely and confidently this holiday season.

**1. Patch security vulnerabilities in your devices.** Install Operating System updates to patch security vulnerabilities and enhance the performance of your computers and devices. Cybercriminals can exploit vulnerabilities in your devices to obtain your personal and financial information. Don't allow it. If you need help performing these updates, please give us a call. We'll walk you through the necessary steps.

**2. Ensure your Anti-Virus, Malware and Ransomware protection is operating optimally.** Before transmitting personal and financial information online, be sure your protection software is performing well. All these security measures running in the background are important to safeguard your well-earned money and identity.

**3. Avoid using public Wi-Fi when shopping or banking.** Don't transmit any personal or financial information, such as passwords, credit card info, etc., when using a public Wi-Fi. Unsecure connections are just too risky.

**4. Shop trusted merchants.** Carefully read the merchant's Shipping fees, Delivery and Return policies and other Terms and Conditions prior to purchasing goods or services. Read the item's description and, if possible, also research merchant and product reviews as well.

**5. Research less-known merchants.** Sometimes that unique, amazing item is listed in a one-of-a-kind website. Before being hasty, research the store's physical address and telephone number as well as their reputation. Assess the risk of the unknown before going forward.

**6. Ensure a secure payment page.** Be sure the merchant uses a secure connection on the payment page by using https://s in their URL and/or the image of lock.



<https://www.>

**7. Be extra diligent about possible fraud on online classifieds ads sites** such as Craigslist. Scammers can be very sophisticated in their con. They may even create dummy Google Checkout websites to take your money without delivering the product. Verify the legitimacy of the seller, the product and the method of payment before you pay. Read more about this topic [here](#).

**8. Be alert for phishing scams.** Pop-ups for sites that you are not actively visiting may be the work of cybercriminals. The pop-ups could be of familiar 'Banks' or 'Virus Checks.' If you did not initiate contact with these companies, don't give out your personal data or download anything. If you have any questions about the security on your devices, give us a call. Learn more about phishing scams [here](#).

**9. Use your credit card, instead of your debit card.** Typically, it is easier to dispute the charge on a credit card than a debit card. It is also harder to get a refund on a debit card.

**10. Monitor your bank and credit card statements.** Save your receipts and compare them to your credit card and bank statements regularly. Report any questionable charges to the issuer of the card.





## ABOR BRIEFS



### ASPEN BOARD OF REALTORS®

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

## VERY IMPORTANT INFORMATION FOR REALTOR® MEMBERS

### NEW CODE OF ETHICS REQUIREMENT FOR ALL REALTORS® BEGINNING 1/1/17

Local REALTOR® Association Policy regarding 2017 NAR Biennial Ethics Training

At the November 2014 Convention in New Orleans, the Board of Directors of the National Association of REALTORS® amended the four-year time frame for Code of Ethics training to a **two-year time frame**. The change is currently in effect. **Consequently, as of January 1, 2017, all REALTORS® are required to complete Code of Ethics training every two years.**

[Click here](#) to download the 2017 Code of Ethics.

## Honorable Mention

The following ABOR members were recognized in our communities this month. Way to Go! You make us proud!

### Ernie Frywald

ACRA Molly Campbell Service Award

### Forum Phi Architecture

ACRA Business of Year Award

### Rowland + Broughton

ACRA Defy Ordinary Award

### Leah Moriarty

Quoted on front page of Aspen Daily News in support of Snowmass Village.

If you see any of the ABOR members out and about in the community doing something great, please let us know.



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# The Pitkin County Wildfire Council suggests that one of your New Year's Resolutions include wildfire safety.

While the winter months are upon us, it may seem like wildfire is the last thing on most of our minds. But the truth is, in some areas of our state, wildfires continue to be a threat. It's never too soon to start preparing your property for the upcoming wildfire season.

This holiday season, as you begin thinking about those New Year resolutions, consider making wildfire safety one of them. Creating a plan early and tackling these mitigation activities a little at a time not only cuts down on the "stress" factor, but it will go a long way in helping keep you and your family safer during wildfire season.

[NFPA](#) has created a great wildfire safety checklist that can help you manage these tasks. From clearing leaves and other debris from gutters, eaves, porches and decks to removing dead vegetation from under your deck or porch, to screening areas below decks with wire mesh to prevent combustible materials from accumulating, many of these activities require just a bit of elbow grease and cost next to nothing to do.

Not sure where to start? Pick an item or two a week to get started and before you know it, you'll have completed the whole list come springtime! Learn more about wildfire safety for homeowners by visiting our [PitkinWildFire.com](#) or [Firewise](#) website, and check out our events and activities, research and other wildfire related information on our [wildfire safety pages](#) at [nfp.org/wildfire](http://nfp.org/wildfire).



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## ABOR BRIEFS



**ASPEN BOARD OF REALTORS®**

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



RESPONSE, a local organization that helps survivors of domestic violence and sexual assault, is holding their annual fundraiser the Chocolate Classic at the Hotel Jerome on February 8, 2017. The Chocolate Classic has been a beloved community event for more than 20 years and a cornerstone of their fundraising efforts. Members can purchase a total of six VIP tickets for \$500 which includes judging privileges, early access to the Jerome Ballroom, sparkling wine, chocolate and more. [Click here](#) for more information on sponsorship opportunities and tickets.



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# MLS Rules and Regulations Changes

## Section 1.2 Detail on Listing Filed with the Service:

(this verbiage was added)

If adding a co-listor, the member needs to be documented on the listing contract. Non-member contact information may not be displayed anywhere in the MLS.

## Section 1.3—Exempted Listings:

(updated)

If the seller chooses to not permit the listing to be disseminated by the Service, the Participant may then take the listing ("office exclusive") and such listing shall reflect seller's choice. Upon request broker must present documentation that the seller does not want the listing to be disseminated by the MLS within 24 hours.

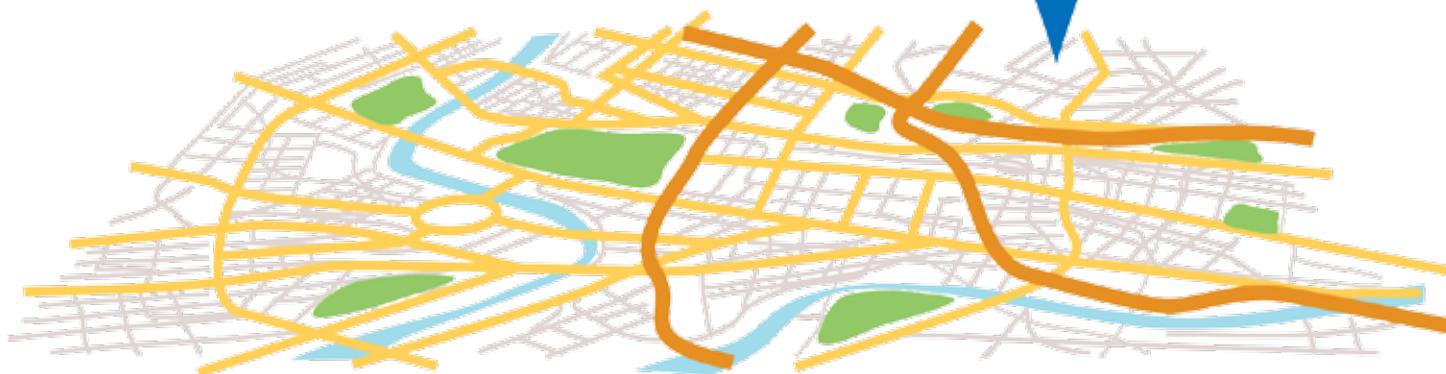


## New Fine:

(f) Any member or participant that inputs a listing into the MLS without a signed listing contract or signed as a co-listor on the listing contract may be fined \$1000.00 per listing.

**Note 1:** If the MLS requests a copy of the contract the member must produce a copy within 24 hours.

**For a full copy of the MLS Rules and Regulations, go to Daily Functions in Flex**



## EDUCATION CALENDAR



### JANUARY

|    |                |  |                |
|----|----------------|--|----------------|
| 23 | 9:00 am – Noon | <b>Professional Standards Training</b><br>Where: Limelight Instructor: Doug Barber<br><a href="#">Click Here to Register</a> | FREE<br>3 CE's |
|----|----------------|--|----------------|

### FEBRUARY

|    |                    |   |                |
|----|--------------------|---|----------------|
| 10 | 8:30 am – 12:30 pm | <b>2017 CREC Annual Update</b><br>Where: Limelight Instructor: John Gillam<br><a href="#">Click Here to Register</a>                    | \$50<br>4 CE's |
| 10 | 1:00 pm – 5:00 pm  | <b>2017 Colorado Contracts &amp; Forms Review</b><br>Where: Limelight Instructor: John Gillam<br><a href="#">Click Here to Register</a> | \$50<br>4 CE's |

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## Connect with a local mortgage specialist

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Contact one of us today to get started.





# December 2016

## New REALTOR® Members

### **Dylan Braun**

Aspen Snowmass Sotheby's

### **Paula Damaso**

Douglas Elliman Real Estate

### **Philip Maniscalchi**

Palladium Properties

### **William McCullough**

Aspen Snowmass Sotheby's

## Reinstated Members

### **Leslie Waters**

Leslie Waters Properties

## Membership Stats

**Thank you for your business!**

**REALTOR® Members - 655**  
**Affiliates - 51**

## Company Changes

### **Jennifer Fulton**

Compass

### **Joe Zuena**

Berkshire Hathaway HomeServices

## New Offices

### **Karen Toth Realty**

Karen Toth

### **BKR, LLC**

Elizabeth Krizmanich (Appraiser)



**ASPEN BOARD OF REALTORS®**

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



**AFFILIATE SPOTLIGHT**

## Selling a Home with Odors? We've Got You Covered!

### *Guaranteed to Eliminate Odors*

- Our machines kill odors of any kind. In addition, we kill germs and mold.
- Our machines are safe for deodorizing and decontaminating homes for sale or rental homes. I rent and sell these machines which are green technology.
- Hydroxyl generators produce the same hydroxyl molecules that the sun produces on a daily basis.
- Hydroxyl generating technology is a non-chemical, economical, and *environmentally safe solution* for neutralizing the most difficult odors, harmful bacteria and volatile organic compounds (VOC's). The technology was originally developed for NASA to safely deodorize and decontaminate their airplanes and spaceships and now space stations. Builders, Realtors®, hotels, property managers, First Aid Squads, Fire Departments, homeowners, restaurants, nursing homes, schools, marijuana operations, painters, to name a few have all used our machines.
- This technology and these machines are extremely effective when used in homes that have odors from smoking, pets and dead animals to name a few. Realtors and property managers, in particular, have been using my machines for many years and I am happy to provide references upon request.

**James G. Hall II**

**Colorado Air Technologies**

**Ph: 201-213-3800**

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





# DECEMBER 2016

Dear Member,

As a benefit of membership, the Aspen Board of REALTORS® is proud to present CAR's latest local monthly housing statistics based on sales in our FlexMLS program. 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 and are posted on ABOR's website as well as below.

The reports are broken down by major area for the Aspen/Glenwood MLS listings. The links are provided here for your convenience. Please feel free to share this valuable information.

[\*\*Aspen Report December 2016 >>>\*\*](#)

[\*\*Basalt Report December 2016 >>>\*\*](#)

[\*\*Carbondale Report December 2016 >>>\*\*](#)

[\*\*Glenwood Springs Report December 2016 >>>\*\*](#)

[\*\*Marble Report December 2016 >>>\*\*](#)

[\*\*Missouri Heights Report December 2016 >>>\*\*](#)

[\*\*New Castle Reports December 2016 >>>\*\*](#)

[\*\*Old Snowmass Reports December 2016 >>>\*\*](#)

[\*\*Redstone Reports December 2016 >>>\*\*](#)

[\*\*Rifle Reports December 2016 >>>\*\*](#)

[\*\*Silt Reports December 2016 >>>\*\*](#)

[\*\*Snowmass Village Reports December 2016 >>>\*\*](#)

[\*\*Mountain District Reports for December 2016 >>>\*\*](#)

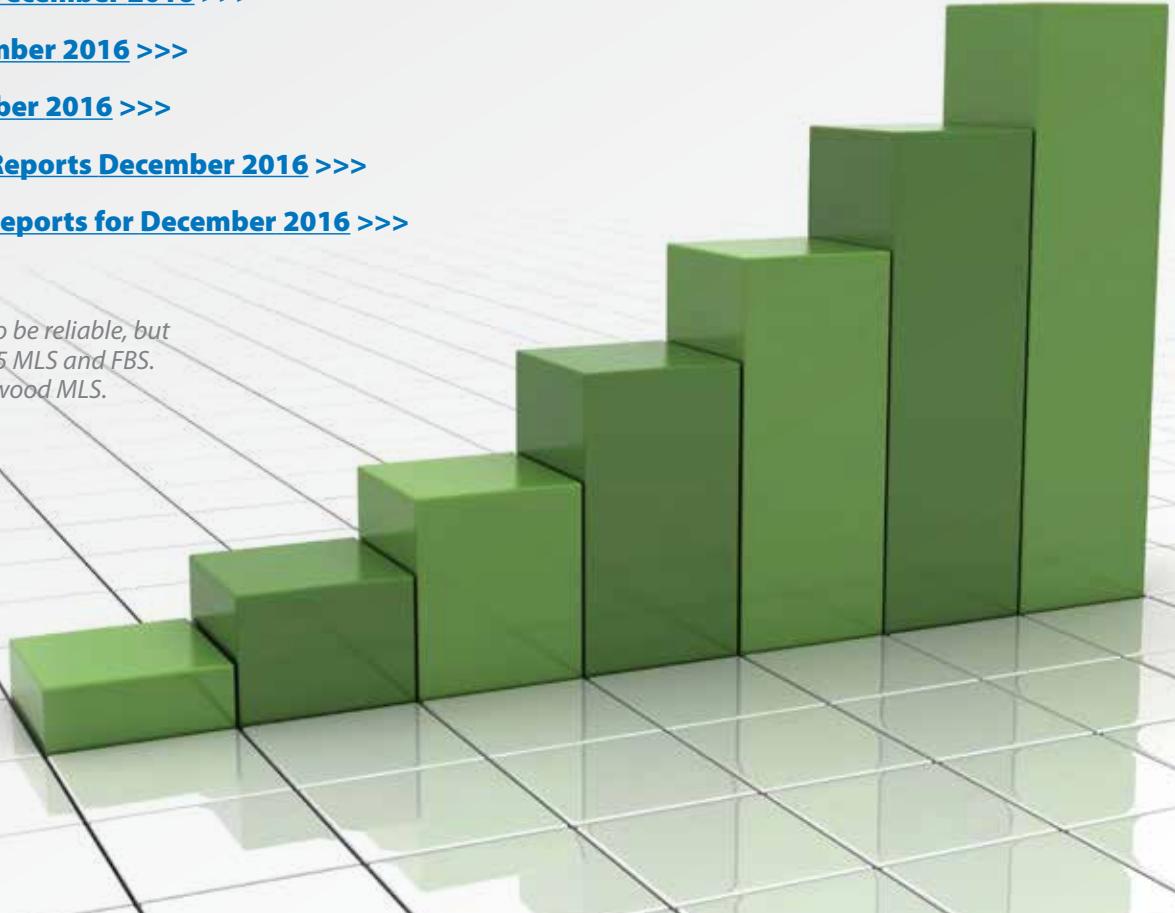


## Aspen Occupancy Report

|          | 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

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



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# CAR LEGAL HOTLINE

For More Information Visit:

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



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