

OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS®

# Aspen REALTOR®

SEPTEMBER

V3 N09

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Photo credit: Aspen Skiing Company



# 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.

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Chris  
Lewis  
2017 Chair



**ASPEN BOARD OF REALTORS®**

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## Dear Members,

It has been my pleasure and a true honor to have served as your president over the last twelve months. I want to thank my ABOR board members and ABOR Staff for their commitment, focus and all the hard work they contributed within the board and on the many committees of which they have served—all have made the year an overwhelming success. I am overjoyed that many will remain on the board for another year. It's a very rewarding position in many respects and I would encourage you to think about joining or working on one of our many ABOR committees. It is also an opportunity to establish new relationships with your fellow brokers and possibly re-establish some old ones. Remember that we are all volunteers working solely for the benefit of our ABOR membership.

On another note, a friendly reminder that we are all bound by the **Code of Ethics and Standards of Practice** in our daily business and that we could not be successful without the cooperation that our MLS system provides to us all... "the MLS is the key to success." We all desire and expect a level playing field when working with one another and need to adhere to the rules and regulations as set forth.

I look forward to another year on the ABOR Board as Past President and I am excited to work alongside Jackson Horn (President Elect) and the other board members. **Don't miss ABOR's 45th Annual Inaugural and Awards Celebration taking place Thursday, October 19, from 5pm to 8pm, at the Limelight.** See more details on [page 13](#) and hope to see everyone there.

Sincerely,

*Chris*



Chris passes the gavel to Jackson for 2018.

Current and Past Chair of ABOR have traveled many miles for the members of ABOR.



# OCTOBER NOVEMBER 2017

## CALENDAR OF EVENTS



**ASPEN BOARD OF REALTORS®**

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

**BASALT  
CARAVAN**

OCTOBER  
11  
NOVEMBER  
8, 22 9:30 – 11:30

**SNOWMASS  
CARAVAN**

OCTOBER  
4, 18  
NOVEMBER  
15, 29 9:30 – 11:30

**ASPEN  
CARAVAN**

OCTOBER  
5, 12, 19  
NOVEMBER  
9, 16, 30 9:30 – 11:30

**OCT  
4-6**

**CAR Fall Conference & Expo**  
Broomfield

**OCT  
19**

**45th ABOR Inaugural &  
Awards Ceremony**  
5 to 8pm @Limelight

**OCT  
23, 25,  
27, 30**

**Up Valley Fall Tour**  
9am to 5pm

**NOV  
1-6**

**NAR Annual Convention**  
Chicago

**NOV  
1 & 3**

**Up Valley Fall Tour**  
9am to 5pm

**NOV  
7**

**New Member Orientation**  
9am to 1:30pm

**NOV  
17**

**Distribution of Lift Up Food Drive  
Cans & Salvation Army Coat Drive**

**NOV  
23 & 24**

**ABOR Closed**  
Thanksgiving & Day After

**NOV  
29**

**Board of Directors Meeting**  
8:30 to 10am @The Gant

## *Fall Tour Dates*

**Up Valley**

Aspen, Woody Creek, Snowmass Village

**October 23, 25, 27, 30 & November 1, 3**  
(Locations and times TBA)

*Fall Tour Forms will be emailed to all members on Friday, September 29, 2017*

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## Government Affairs Corner



### Aspen Passes Sign Ordinance Revisions

On Monday August 28th, City Council passed Ordinance #22 amending the sign code to be compliant with federal legal requirements. While many of the regulations from the previous sign code remain the same, there are some changes that will effect business and construction signs in the community. The changes go into effect on September 28, 2017.

Construction site signs, including contractors, project partners, and pre-listing real estate information, will be limited to one sign. The standards for that sign will be included in a revised Construction Mitigation Plan manual, which ComDev and the Engineering Departments will amend with Council approval in the fall of 2017. Be on the lookout in this newsletter for additional information and meeting dates related to the new standards for construction site signs. Training will be provided for stakeholders following the changes to the Construction Mitigation Plan manual.

Business sandwich board signs will no longer be allowed in commercial zones beginning in September, 2018. Given the new federal requirements for commercial signs, the increased potential for a proliferation of sandwich board signs, and a strong desire for equity in the regulations for business signs, Council chose to eliminate sandwich board signs. ComDev will accept applications for renewal of sandwich board permits until September 27, 2017. Following that date, no new applications will be accepted, and the permits will not be renewed in 2018.

If you have questions about the details of Ordinance 22, you may contact Phillip Supino in the Planning Department at 429-2767 or [phillip.supino@cityofaspen.com](mailto:phillip.supino@cityofaspen.com).

### Colorado Responds to US Attorney General Regarding Weed Enforcement

While this next item isn't specifically a real estate issue, there are clearly elements of Colorado's legal marijuana industry that affect real estate and Colorado's economy and quality of life in general. I wanted to include this topic in my report to you this month as it brings to light future policy discussions between our state government and federal authorities in Washington DC.

Gov. John Hickenlooper and Attorney General Cynthia Coffman sent a letter to US Attorney General Jeff Sessions last week asserting that Colorado's marijuana industry is working and can work better with federal collaboration on law enforcement and on providing the industry access to the federal banking system.

The letter told Sessions, who has floated the idea of a crackdown on marijuana legalization, that Colorado's first-in-the-nation recreational industry is robust. The state has taken steps to crack down on black market sales, diversion to other states, and youth use, they said.

Sessions had recently sent letters to the governors of Colorado, Alaska, Oregon and Washington — the first four states to legalize recreational marijuana — detailing his concerns with how effective state regulatory efforts are.

*Hickenlooper and Coffman addressed several of Sessions' concerns:*

—Diversion: They noted that Colorado has sophisticated seed-to-sale tracking, has capped individual plant cultivation, banned pot growing cooperatives and provided \$6 million this year for local police actions targeting the black market.

—Minors: They insisted that several surveys suggest marijuana consumption by youth has not increased since legalization — and that one federal report, sponsored by the U.S. Department of Health and Human Services, suggests it has declined. Colorado has spent more than \$22 million on education, they said.

—Motor vehicle fatalities: Hickenlooper and Coffman reported the number of drivers considered by the state's highway patrol to be pot-impaired dropped by 21 percent over the first six months of 2017, compared to the same period last year.



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## Call to Action - Reauthorize the National Flood Insurance Program (NFIP)

As we cast a watchful eye on the events in Houston and other South Texas communities over the past few weeks, the National Association of REALTORS (NAR) needs your help to send messages to Members of Congress urging them to support a comprehensive reauthorization of the NFIP.

Reauthorization will make a number of critical improvements to the NFIP including increased funds for mitigation activities, caps on overall premium increases, improved claim and mapping processes, as well as removing hurdles for more private market participation in the flood insurance market. Reauthorization of the NFIP will help over 5 million homeowners in 22,000 communities around the country, so it is critical Congress acts now. If Congress fails to take action to reauthorize the NFIP, it will expire by September 30, 2017.

Reauthorizing the NFIP for 5 year

- Limits maximum flood insurance premiums to no more than \$10,000 per year for residential

Properties

- Preserves the practice of grandfathering for remapped property owners who build to code;
- Removes hurdles to the private flood insurance market, which often offers better coverage at lower cost than the NFIP

- Authorizes \$1 billion in pre-flood mitigation assistance grants to elevate, flood proof, buyout or mitigate high risk properties
- Doubles increased cost of compliance (ICC) coverage in the NFIP policy so policyholders can obtain up to \$60,000 for property mitigation and access these funds before the property floods;
- Better aligns NFIP rates to the risk, particularly for lower risk and lower value properties inland of the coast
- Enables more communities to develop alternative flood maps like North Carolina's, which are more accurate than FEMA's, and generally streamlines the map appeals process
- Improves the claims process in light of problems experienced after Superstorm Sandy
- Addresses issues with repeatedly flooding properties that account for 2 percent of NFIP policies but 25 percent of the claim payments over the history of the program
- Overall strengthens the solvency of the program over the long term

To contact your member of Congress today, [click here](#):  
When you fill in your address and information, the system will match you with the correct member of Congress.



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

## Aspen

### Sales Flat in June

Aspen's retail economy generated nearly \$356 million in total sales through June, up 3 percent from 2016, a slight boost that continues to be led by the lodging sector, according to the Aspen Daily News. Retail sales by industry were up 2 percent for June over the same month the previous year.....[MORE](#)

### Aspen Considering Sin Tax on Tobacco

Funding tobacco education and cessation programs and supporting broader substance abuse reduction initiatives would be a good use for the nearly \$300,000 in new revenue anticipated if voters approve a new local tobacco tax in November, Aspen City Council members said at a work session in August, according to the Aspen Daily News.....[MORE](#)

### Aspen Club Construction Stalls with Lack of Financing

The Aspen Club and Spa is restructuring the financing of its 55,000-square-foot residential expansion project, which has impacted construction enough so that this winter's completion deadline will not be met, the Aspen Daily News reported. A \$45 million loan and security agreement between Firstbank and the Aspen Club was established in May 2016.....[MORE](#)

## Snowmass

### Sales Up Double-Digits in June

June sales tax collections in Snowmass Village surged 15.05 percent when compared to the same month in 2016, according to the Aspen Daily News.....[MORE](#)

### New Fire Station Construction Underway

Construction workers poured the first layer of concrete that will serve as the foundation to the Snowmass-Wildcat Fire Protection District's future \$17 million home, the Snowmass Sun reported. After demolishing the old fire station in late May and two-plus months of digging, construction of the new firehouse is behind about one month due to "bad soil" that the construction team discovered while excavating the site. A "failing" foundation on the fire district's 46-year-old former station was among its many issues and need for a new site; the new one will be around for the next 50 to 75 years.

## Basalt

### Willits Town Center Moving Forward with Next Phase

The developer of Willits Town Center is securing approvals from Basalt to start construction of its most visible buildings, the Aspen Times reported. Mariner Real Estate Investment earned approval from the Basalt Planning and Zoning Commission to build residential and commercial buildings at the primary entrance to the development. The site, formally known as Block 3, is located near the roundabout on Willits Lane.....[MORE](#)

## Carbondale

### Pro-Immigration Measure Passed by Town Council

Carbondale Town trustees unanimously passed a resolution that Carbondale Middle School students brought forward that seeks to clarify town policy with respect to the immigrant community and recognizes that the sector "contributes to the social, educational and economic life of the town," according to the resolution language.....[MORE](#)

## Glenwood Springs

### Forest Service Plans to Regulate Visitors to Hanging Lake

The number of people hiking up to Hanging Lake on peak weekend days would be cut nearly in half under a proposed management plan unveiled by the U.S. Forest Service, the Aspen Daily News reported.....[MORE](#)

## Pitkin County

### Sardy Field Looking Toward a Busy Winter

On busy Saturdays during the height of ski season, Sardy Field could see 40 commercial flights, up from about 36 a day in 2016/17 and the most since the early 1990s, when Continental and United Express offered competitive daily service to Denver, the Aspen Daily News reported..[MORE](#)

### Pitkin County Releases Airport Plan with No Surprises

The long-awaited environmental assessment for the proposed expansion/upgrade of the Aspen/Pitkin County Airport has been released for public consumption and there are few surprises, the Aspen Daily News reported.....[MORE](#)





# 2017 CAR FALL CONFERENCE & EXPO

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**KEYNOTE SPEAKER**  
~ *Lee Cockerell*



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## WHAT'S TRENDING



### RPAC Fundraiser & Cocktail Party at the Inn at Aspen, September 12, 2017







Special guest Scott Peterson, CAR legal counsel, picks the lucky winner's name for the case of wine generously donated by Mac Cunningham.





## ABOR BRIEFS

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5:00PM – 8:00PM

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COUNTY**

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## LEGAL BITES PRESENTED BY COLORADO ASSOCIATION OF REALTORS®

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The following CARAVAN Guideline recommendations were approved by the ABOR Board of Directors at the September 9, 2017 meeting.

**MOTION:** It was moved, seconded and carried to approve the following CARAVAN Guideline Updates:

- Recommends allowing Commercial "For Sale" properties on the CARAVAN tours
- Tour hours for Aspen and Basalt 9:30 – 11:30 (extending Basalt's hours)
- Leave area boundaries as they are (a few agents complained that some tours go on too long)



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# PROFESSIONAL DEVELOPMENT CALENDAR



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## NOVEMBER

7	9:00 am to 1:30 pm	<b>New Member Orientation/Ethics &amp; MLS</b> Where: ABOR Office Instructors: Adrian Rippy-Sheehy & Suzanne Frazier <a href="#">Click here to register</a>	FREE 4 CE's
30 & Dec 1	2-Day Class	<b>REBAC Certified Negotiation Class</b> Where: Inn at Aspen Instructor: Adorna Carroll, Dynamic Directions <a href="#">Click here to register</a> <b>RENE Certification CE's pending</b>	\$249 \$279 after Nov 10

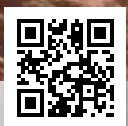
## DECEMBER

12	8:30am to 12:30pm	<b>CREC Annual Update</b> Where: Inn at Aspen Instructor: John Gillam, Century 21 Broker <a href="#">Click here to register</a>	\$50 4 CE's
	1:00 pm – 5:00 pm	<b>Due Diligence</b> Where: Inn at Aspen Instructor: John Gillam, Century 21 Broker <a href="#">Click here to register</a>	\$50 4 CE's
13	9:00 am – 4:00 pm	<b>RS1 Residential Purchase Contract - Line by Line Review</b> Where: Inn at Aspen Instructor: John Gillam, Century 21 Broker <a href="#">Click here to register</a>	\$50 6 CE's

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## MEMBERSHIP REPORT

# August 2017

### For MLS Support or Questions:

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970.963.3137  
agsmls@sopris.net



### New REALTOR® Members

**Marta Arbildo**

RE/MAX Premier Properties

**Joan Keefe**

Integrated Mountain Properties

**Jackie Carr**

Whitman Fine Properties

### Reinstated Members

**Keith Hartigan**

View West Properties

### Company Changes

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Palladium Properties

**Lorrie B Winnerman**

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**Dayna Horton**

ASSIR

**Susan Stone-Chen**

Douglas Elliman

**Robin Fox**

Douglas Elliman

### Membership Stats

Thank you for your business!

**REALTOR® Members - 677**

**Primary - 642**

**Secondary - 35**

**Non-Members - 7**

**Affiliates - 48**

### New Offices

**Harbor Real Estate Co**

**Jaleh White - Independent**

### New Secondary Members

**Craig Schubiner**

Harbor Real Estate Co.



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# AUGUST 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 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 August 2017 >>>](#)

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

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

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

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

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

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[Redstone Reports August 2017 >>>](#)

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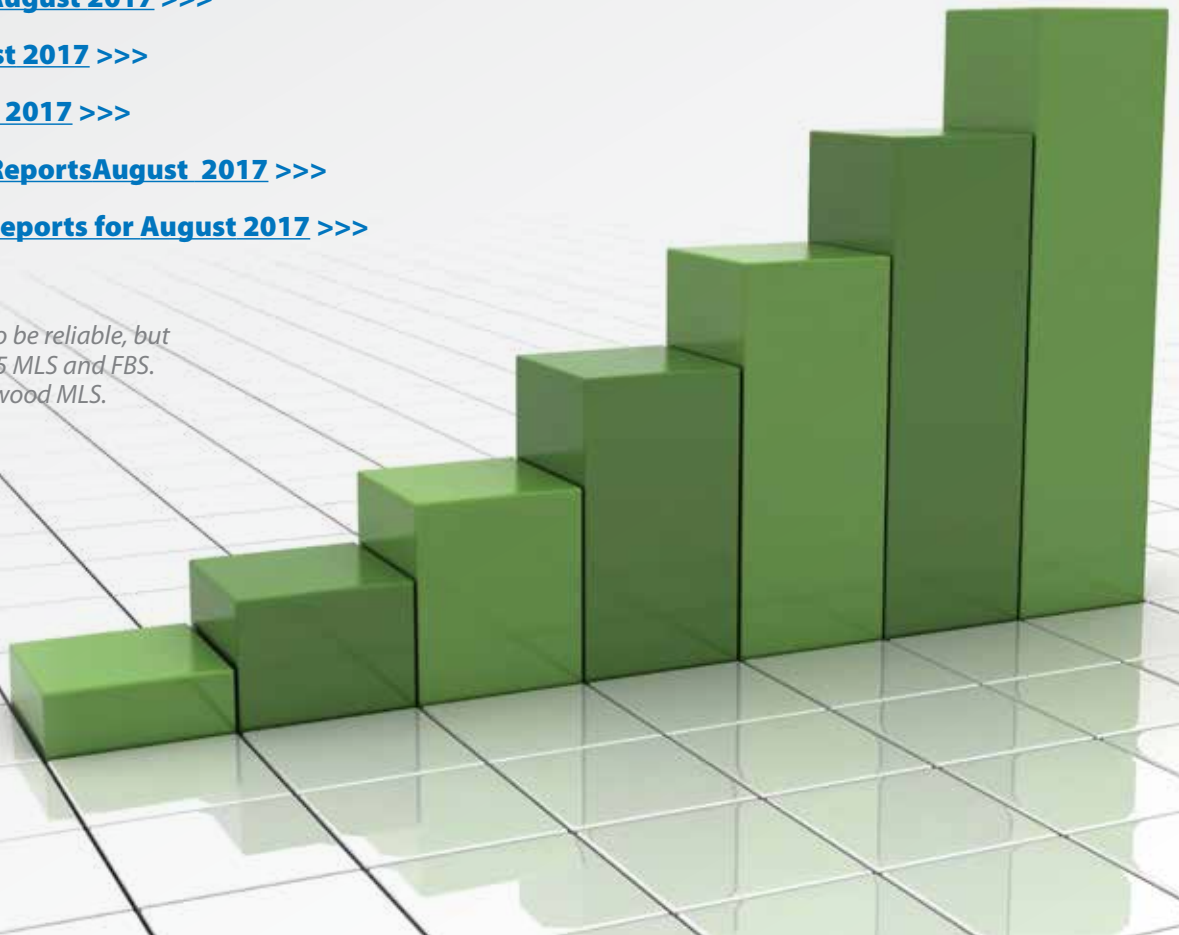
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## Aspen Occupancy Report

	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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