

ASPEN BOARD OF REALTORS®

The Voice For Real Estate In The Roaring Fork Valley 2021 Board of Directors



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The Aspen Board of REALTORS® opposes discrimination based on race, color, religion, sex, handicap, familial status, sexual orientation, gender identity, & national origin. The Aspen Board of REALTORS® is committed to the principals of Fair Housing practices and strives to convey respect, ensure fairness, and improve business relationships with all of the many clients it serves from around the globe.

MISSION: As the Voice for Real Estate in the Roaring Fork Valley, the Aspen Board of REALTORS[®] is a trade Association that provides professional support to its members and is collectively committed to advocating for property rights and thriving communities.

aspenglenwoodmls.com

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Chod

CHAIRWOMAN'S MESSAGE

ASPEN BOARD OF REALTORS®

The Voice For Real Estate In The Roaring Fork Valley

Dear Members,

Things have been hopping at the Aspen Board of REALTORS® in the past month. I was honored to represent ABOR in giving away scholarships to the local seniors at Roaring Fork High School with the past Chairwoman of the Board, Karen Peirson on April 19th. The kids this year seemed mature beyond their years and SO deserving of the money to help their college dreams come true. I am so impressed by the ones who are 1st generation and the hurdles they have overcome to make this happen! Thank you for your part in contributing to the success of this 37-year tradition. Basalt and Aspen High School Award Programs are coming soon too.

Speaking of which, please save the date and plan to attend the **Heldman King** Scholarship Pre-Party and Golf Tournament which has been confirmed for September 8th and 9th at the Snowmass Golf Club. The fundraising committee met last week and are in the process of making a game plan and confirming interested "committee members" at this time. Please reach out to Melissa Temple, Catie Fleming (Co-Chairs) or Maria Cook at ABOR if you have interest in being involved in raising funds for this great cause – even if you only want to bring in a few silent auction items ... your help and support is needed and most welcome. If you would like to purchase a few "gift certificates" from your favorite gym, salon, yoga studio, restaurant, hotel (staycations) or sports store ... these items raise lots of money for the kids.

We have also kicked of the 2021 - 2022 Nominations and Elections process (see page 8). Please let us know if you have any interest in becoming involved in serving on the Board of Directors now, or in the future. A good place to start is by becoming involved on a committee so you can get acquainted with the association's mission, values, and vision.

Please also see page 6 to view the newly developed Community Outreach Calendar featuring new ways that you, and/or your company as a REALTOR® member can get involved with the community. Hats off to Blake Greiner's capable leadership and strong community spirit for helping ABOR to raise the bard and make a difference in the Roaring Fork Valley.

Our membership has been exploding throughout the valley and statewide with new members. This time last year ABOR had 678 REALTOR® members and we currently have 741 an increase of 63 agents.

Stay tuned for information soon to be released for the annual **Broker Forum and** 10 Legal Things by CAR Legal Counsel Scott Peterson, on June 23rd.

Serving as the Chairwoman of the Board has given me a front row seat on the many positive and dynamic attributes and culture of our membership and the Aspen Board of REALTORS® We are a great organization!





Cheers!

Ashley

CALENDAR OF EVENTS

INSIDE THIS ISSUE

3	CHAIRWOMAN'S MESSAGE		
5	37th ANNUAL HELDMAN KING REALTOR CLASSIC		
6	COMMUNITY OUTREACH CALENDAR		
8	VOLUNTEERS TO SEARVE ON THE BOARD OF DIRECTORS		
10	REAL ESTATE IN THE NEWS		0
11	MEMBERSHIP REPORT	1	
12	COX EDUCATION LLC, EDUCATION SCHEDULE	1	2
14-15	GOVERNMENT AFFAIRS		
20	ASPENGLENWOODMLS	4	
21	JANUARY AGMLS STATS		3

SUPPORT THOSE WHO SUPPORT YOU!

This edition of the Aspen REALTOR® is made	possible by the following businesses:
1stBank Roaring Fork Valley	page 7
Academy Mortgage Corporation	page 9

MAY

9am – 12pm COX Education Manufactured Hom Instructor: Amanda Potter – <u>Click Here to Regi</u>	
21 9am – 12pm COX Education You Clients and Mor Instructor: Roxane Webster – Click Here to Reg	
20 9am – 12pm COX Education Security Deposit Proce Instructor: Rob Lynde – <u>Click Here to Register</u>	esses and Procedures
9am – 12pm COX Education 2021 Annual Commiss Instructor: Keith Alba – <u>Click Here to Register</u>	sion Update

AT HOME WITH DIVERSITY COURSE

LIVE ONLINE | Zoom Wednesday, June 23 & Thursday, June 24 9:00am to 1:00pm BOTH DAYS Instructor: Leigh York 6 CE CREDITS

Gain an edge in expanding your business.

At Home With Diversity[®] is an educational opportunity designed to present a picture of the changing face of the real estate industry.

CLICK HERE TO REGISTER



The Aspen Board of REALTORS® wishes Connie Luu, our wonderful Events & Marketing Coordinator the best of luck in her new position as Director of Creative with "Good Clean Food Delivered"!







SAVE THE DATE

Thursday, September 9, 2021 Snowmass Club Golf Course



Benefiting Local Scholarships















AND SCHOOL









Aspen Chapel

COMMUNITY OUTREACH CALENDAR

Introducing **ABOR'S NEW Community Outreach Calendar**, where you can find Community Outreach updates and opportunities to volunteer and be a steward of the valley's real estate community.

LIFT-UP

Volunteers are needed on an ongoing basis to assist in the Aspen Pantry with food distribution from 3:30-7:30pm on Tuesday, Wednesday and Thursdays. Volunteers are also needed to help with food distribution from community distribution sites in Carbondale, Glenwood, New Castle, Rifle and Parachute.

To visit easy online sign up: <u>www.liftup.org/volunteer</u>

ROARING FORK OUTDOOR VOLUNTEERS (RFOV)

ABOR is thrilled to announce a new partnership with RFOV. RFOV has released their **Project Calendar** for 2021. These events are open to anyone to sign up.

You can also organize a <u>Group Work Day Program</u> for your office and set up a custom event.

HABITAT FOR HUMANITY

We are currently working on bringing back ABOR REALTOR® "Habitat Build Days"! We are finalizing two dates for this summer and fall. Dates will be released here on our new Community Outreach Calendar, and we will open up volunteer sign up spots.

You can also organize a **Bring Your Team** day for your office.

SEPTEMBER

8TH - Aspen Board of REALTORS® Heldman King Scholarship Foundation Annual Golf Tournament Pre-Party. Details to be released.

9TH - Aspen Board of REALTORS® Heldman King Scholarship Foundation Annual Golf Tournament. Details to be released.

OCTOBER

LIFT-UP REALTOR® Food Drive and the Salvation Army Coat Drive.

NOVEMBER & DECEMBER

ABOR is also excited to partner with the Aspen Chapel this year. We will be encouraging offices to participate in their Holiday Basket Program, going strong in the valley for the 40 years.

We will also be encouraging participation in their Adopting Angel Program. Details to be released.

For questions or opportunities to join our Community Outreach Committee, please email <u>maria@aspenrealtors.com</u>.



No matter what size home you're looking to cut out for yourself, we'll help make your dream a reality.

Contact one of our Carbondale Loan Officers today or visit us at our convenient Carbondale location at 791 Hwy 133.



Kseniya Mamlin Vice President 970.748.4220 Kseniya.Mamlin@efirstbank.com NMLS ID # 1339934

Apply for a Mortgage



Andrew Reed Vice President 970.928.5999 Andrew.Reed@efirstbank.com NMLS ID # 1309356

Apply for a Mortgage





banking for good STBANK



The Aspen Board of REALTORS® is currently seeking volunteers to serve on the Board of Directors for 2021 - 2022

GET INVOLVED AND MAKE A DIFFERENCE WITH YOUR ASSOCIATION AND THE REAL ESTATE INDUSTRY!

We make a living by what we get. We make a life by what we give.

- Winston Churchhill

Ideal candidates will be community minded, have served on ABOR committees and must be current with their financial obligations to the ABOR and MLS. Candidates must also be current with all obligations imposed as a result of an Ethics Hearing or an Award in Arbitration in order to be eligible to hold office and to receive and cast ballots.

While most directors are re-elected, all positions are one year and (re)nominated annually. Terms are from DEC 01 -NOV 30. Term Limits: 2 consecutive 4 year terms.

The Board of Directors of the Aspen board of REALTORS® meet 6 times annually. The duties of the officers shall be such as their titles, by general usage, would indicate and such as may be assigned to them by the Board of Directors.

The election and nominating committees will meet in June to review the candidate nominations and make recommendations for each position. Ballots will then be emailed to the ABOR membership.

POSITIONS

- ` Chairman of the Board
- ` Chairman of the Board Elect
- ` Treasurer
- ` Director
- ` Director
- ` Director
- ` Director
- `Legislative/Political Director
- `Appointed MLS Director
- `Appointed Past Chair
- ` CAR Director

ALL INTERESTED PARTIES, PLEASE E-MAIL: MARIA@ASPENREALTORS.COM NO LATER THAN MAY 21, 2021.



CAR NEWS

WHO BUYS A HOME

67%



T 5245.



Top 8 Reasons to Use a REALTOR®

NAVIGATE A COMPLICATED PROCESS:

SOURCES USED IN HOME SEARCH

A knowledgeable expert will help you prepare the best deal and avoid delays or mistakes.

ULEY VARY SIGN

INFORMATION AND OPINIONS:

REALTORS® can provide local community information on utilities, zoning, schools, and more.

HELP FINDING THE BEST PROPERTY:

Sometimes it will take some investigation by your REALTOR® to find all available properties.

NEGOTIATING SKILLS:

There are many negotiating factors. Your REALTOR® can advise you as to what is recommended or required.

PROPERTY MARKETING POWER:

A large share of real estate sales comes as a result of a REALTORS® contacts - not advertising.

SOMEONE WHO SPEAKS THE LANGUAGE:

If you don't know a CMA from a PUD, you know why it's important to work with a REALTOR®.

EXPERIENCE:

Laws and regulations change. REALTORS® handle several transactions each year. Having an expert on your side is critical.

OBJECTIVE VOICE:

Home buying and selling can be an emotional undertaking. Having an objective, third party helps you stay focused.

> With interest rates at historic lows, this could be the perfect opportunity for you to take advantage of this market and buy your dream home!



KIRK SCHNEIDER

Senior Loan Officer | NMLS #281552 kirk.schneider@academymortgage.com academymortgage.com/kirkschneider



(970) 927-1000

723 E Valley Road, Suite #202, Basalt, CO 81621 Equal Housing Lender | Corp NMLS #3113 | MAC322-14741

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

Compliments of the Aspen Board of REALTORS®

Aspen

Controversial Homes Request Square Footage Exception

Two existing homes on Ute Avenue that are part of the same development are requesting amendments to their original approvals in order to increase their square footage through the city's transferable development rights program, the Aspen Daily News reported....<u>MORE</u>

Wheeler Opera House Hopes to Reopen in May

Aspen City Council welcomed incoming Wheeler Opera House Executive Director Lisa Rigsby Peterson during an April work session, the Aspen Daily News reported....<u>MORE</u>

Downtowner Goes on Hiatus this Offseason

Aspen's Downtowner service will be suspended from April 16 to June 14 due to budgetary constraints, the Aspen Daily News reported....<u>MORE</u>

Aspen Joins Fiber Optic Cable Partnership

Aspen has signed on to a regional partnership meant to bring faster, more reliable broadband to the Roaring Fork Valley, the Aspen Daily News reported...<u>MORE</u>

Old Guard Prevails in City Election

Incumbent Ward Hauenstein and longtime local John Doyle will serve on Aspen City Council for the next four years, winning outright and eliminating the need for a runoff vote, the Aspen Daily News reported...<u>MORE</u>

Snowmass

Snowmass Announces Summer Events

The rodeo is coming back to Snowmass Village along with nearly two dozen events and activations slated for the town's summer lineup, the Aspen Times reported...<u>MORE</u>

Lindsay Cagley Takes Over as Challenge Aspen CEO

Adaptive sports nonprofit Challenge Aspen announced Lindsay Cagley as its new CEO, the Aspen Times reported....<u>MORE</u>

Basalt

TACAW Takes Shape for July Opening

The Arts Campus at Willits (TACAW) plans to welcome outdoor concert audiences by early July, but won't expect to stage indoor events in its new midvalley venue until September, the Aspen Times reported...<u>MORE</u>

Carbondale

AVLT Preserves Carbondale Ranch

Aspen Valley Land Trust is purchasing the Coffman family ranch along Catherine Road for \$6.5 million, the Aspen Times reported....<u>MORE</u>

Glenwood Springs

Plans for Multi-Family Housing Complex Proposed

Plans to develop an empty field near the Glenwood Mall into a multimillion dollar planned unit development district were announced during a March Glenwood Springs Planning and Zoning Commission meeting, the Glenwood Springs Post Independent reported....<u>MORE</u>

Denver-to-Moab Train Service Begins in April

The Rockies to the Red Rocks route will be a two-day rail journey between Denver, Colorado, and Moab, Utah, with an overnight stay in Glenwood Springs, Colorado starting service in April. Rocky Mountaineer will launch the route with a preview season of 40 departures across 10 weeks from August 15 to October 23, 2021. The two-day rail journeys, including a one-night hotel accommodation in Glenwood Springs, will start from \$1,250 USD plus tax per person. This new route will be in addition to the three rail routes that run in Western Canada, between Vancouver and the Canadian Rockies towns of Banff, Lake Louise and Jasper.

Pitkin County-

Real Estate Sales Top \$3 Billion in 2020

2020 was a record-setting year posting more than \$3.1 billion in total property sales volume in Pitkin County due largely to a surge in demand for local home ownership because of the pandemic, the Aspen Times reported.....<u>MORE</u>

New Parking Program Institute for Construction Sites

Pitkin County will implement a new residential construction parking program on its county roads beginning in May, the Aspen Daily News reported.....<u>MORE</u>

ASFB Dissolves, Forms Innovation Fund

After 25 years, the internationally renowned, locally based Aspen Santa Fe Ballet has dissolved and will not return post-pandemic, the Aspen Daily News reported.....<u>MORE</u>

Reservations Required Again for Maroon Bells this Summer

A reservation system for parking and shuttles at the Maroon Bells Scenic Area will return this summer with tweaks affecting backpackers and hikers, the Glenwood Springs Post Independent reported.....<u>MORE</u>



MEMBERSHIP REPORT

APRIL 2021

New REALTOR® Members

Lloyd Tucker – Slifer Smith & Frampton Real Estate Maret Jessen – Coldwell Banker Mason Morse Jet Tuma – Aspen Snowmass Sotheby's International Realty Michael Wolff – The Aspen Agency, Inc. Marley Regan – Aspen Snowmass Sotheby's International Realty Giovanna Kennedy - Aspen Snowmass Sotheby's International Realty Cam Short – Compass Terry Claassen - TCC Properties, LLC Kyle Oberkoetter – TCC Properties, LLC Valerie Forbes – Aspen Snowmass Sotheby's International Realty

New Offices

Real Estate Appraisal Brokerage, Inc. TCC Properties, LLC BRE Services, LLC Keller Williams Colorado West Realty, LLC (Reinstated)

New Secondary Members

Rick Hiton – Real Estate Appraisal Brokerage, Inc. **Shilo Bartlett** – Slifer Smith & Frampton Real Estate **Robert DiBiase** – BRE Services, LLC Reinstated Members Amanda Potter - Keller Williams Colorado West Realty, LLC

Company Changes Lyndsey Sackett – Toni Cerise Real Estate, Inc.

New Affiliate Members Chase Home Lending

Thank You for Your Membership!

Members Stats

REALTOR® Members - 754 Primary - 684 Secondary - 68 Non-Members - 2 Affiliates - 48

BE PROFESSIONAL - SIGN REGULATIONS



Dear Realtor Members,

The Aspen Board of REALTORS[®] office has received numerous calls recently concerning For Sale Signs that are in disrepair, due to the winter conditions or lack of attention. Please remember to check on your signs from time to time as it reflects the professionalism of the real estate community.

Please refer to the links below regarding current Signage Regulations for:

<u>ASPEN</u>

SNOWMASS VILLAGE

BASALT



EDUCATION

The Voice For Real Estate In The Roaring Fork Valley



Cox Education in partnership with the Aspen Board of REALTORS.

Damian L. Cox, Esq. has practiced in the real estate industry for over twenty years, initially as a real estate broker for seven years, and then as an attorney. He has served on multiple Real Estate Commission committees and task forces (including the forms and education committees), worked closely with the Attorney General's office and CAR drafting legislation. Damian teaches a wide range of law classes on subjects affecting real estate brokers and has served as a guest lecturer at DU Law School. He is a graduate of the University of Colorado-Boulder and received his Juris Doctorate from the University of Denver.

May 04, 2021

2021 Annual Commission Update

Instructor: Keith Alba

Every year the Division of Real Estate releases the required Annual Commission Update (ACU) course with topics the Division believes are important for brokers to know. This is the required class every broker must take each year.

Credits: 4 Cost: \$40.00 Zoom Course

Click Here to Register

May 20, 2021

Security Deposit Processes and Procedures

Instructor: Rob Lynde

Security Deposits are the largest area of contention between property managers and tenants. When it comes to returning security deposits, both landlords and tenants often find themselves unsure of how to proceed. The confusion likely stems from the fact that the regulations governing security deposits vary at the city, county and state level.

This class will cover the laws regarding security deposits and how to handle security deposit dispositions and complaints. The cirriculum will cover factors such as normal wear and tear as well as depreciation, and how the courts can view and rule on security deposit disputes. Lastly, the course will conclude by answering some common discrepancies landlords and tenants have about security deposits.

Credits: 3 Cost: \$30.00 Zoom Course

Click Here to Register

May 21, 2021

Your Clients and Mortgage Forbearance

Instructor: Roxane Webster

Many homeowners applied for mortgage forbearances during the COVID-19 pandemic in an attempt to save their homes from foreclosure. Mortgage forbearances are now expected to have mixed results as to their effectiveness helping homeowners avoid foreclosure as homeowners must now find ways to pay them back. This class will give students a deeper understanding about mortgage forbearances, how they work, what there limitations are and how they potentially impact homeowners. By having this deeper understanding, brokers will be better equipped to advise homeowners of their options surrounding mortgage forbearances.

CO EDUCATION

COX-EDUCATION.COM

Credits: 3 Cost: \$30.00

Zoom Course

Click Here to Register

June 24, 2021

Manufactured Homes

Instructor: Amanda Potter

In a world of increasing home prices, manufactured homes have become an affordable housing choice for many people. However, manufactured homes are not real estate. As such, these transactions are very different and can be very confusing and high risk. In 2020, the Colorado Real Estate Commission's forms committee approved manufactured home forms for use by real estate brokers. This course is a detailed analysis of these forms that goes through all the contracts line-by-line and analyzes why manufactured homes can be such dangerous transactions. If you have any interest in listing or selling a manufactured home, or are supervising those transactions, this class is a MUST.

Credits: 3 Cost: \$30.00 Zoom Course

Click Here to Register

LICK HERE TO VIEW MORE EDUCATION OFFERINGS WITH COX EDUCATION LLC.

1/2



3 CE Credits | \$35

Katie Karow Sales Colorado Title License #564316 Land Title Guarantee Company 901 Grand Ave Suite 202 Glenwood Springs, C0 81601 Cell: 970-930-7250 kkarow@ltgc.com www.ltgc.com

Sponsored Virtual Classes

How to Prepare a Seller Net Sheet May10, 2021 2:00pm - 3:00pm

1 CE Credit | \$0

Negotiations

3 CE Credit | \$40

Probate & Trust Estates - Real Estate Related Process and Common Issues

April 29, 2021 | 9:00 am - 12:00 pm 3 CE Credits | \$40

Title Insurance 101

Advanced Contracts II

April 28, 2021 | 9:00 am - 12:00 pm

May 5-6, 2021 | 11:00am - 12:00pm 1 CE Credit | \$0

Please visit us at www.ltgc.com/classes to register for any of the above classes you're interested in attending.

48 hour cancellation notice required for a refund.

Selling with Consistency

May 11, 2021 | 9:00am - 12:00pm

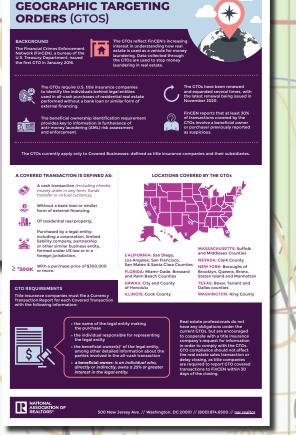
May 12, 2021 | 9:00am - 11:00am 0 CE Credit | \$0

Educational Brochure: Geographic Targeting Orders (GTOs)

Learn how real estate is used as a vehicle for money laundering. Data collected through the GTOs are used to stop money laundering in real estate.

CLICK HERE TO VIEW





CLICK HERE TO REGISTER

ASPEN BOARD OF REALTORS[®] The Voice For Real Estate In The Roaring Fork Valley Nick Bokone ABOR Governmental Affairs Director



ABOR HEADLINES

Government Affairs



Housing Authority Mulls Inspection Program for Aging Deed Restricted Properties

The Aspen-Pitkin County Housing Authority board is considering a pilot program that would have a third-party inspector assess the condition of aging deed-restricted ownership units.

The details were presented at a recent APCHA board meeting, and include initially targeting 100 single-family units that are least 20 years old.

The goal is to understand the "breadth and depth of capital improvements that may be needed" in these types of units, of which there are at least 675 of them that are 20 years old, according to Diane Foster, interim executive director of APCHA and assistant city manager.

The proposal is in response to a decades-old quandary that affordable housing officials in the upper valley have been dealing with in trying to ensure that when any of the 1,600 ownership units in the taxpayer-subsidized program is sold that basic upkeep of the property has been maintained.

What officials have seen over the years is that homeowners let their properties fall into disarray, pushing maintenance and repairs to the next buyer. Because there is up to a 3% annual resale cap on for-sale units and limits to how much a homeowner can get back from their investments into a unit, some owners are not motivated to keep their property in good condition.

The demand for affordable housing is so high that entering the lottery to buy a unit can attract as many as 100 people, so there is nearly always someone who is willing to purchase less-than-desirable properties.

The pilot inspection program is designed to provide qualitative information to the board to make future policy decisions on seller requirements within the APCHA inventory.

As proposed under the voluntary program, APCHA would hire several inspectors for owners to choose from.

The agency would pay an estimated \$400 per inspection for a

If deemed successful, another 300 to 500 inspections could take place next year at an estimated cost of between \$120,000 and \$200,000, which would require a request of funding from Pitkin County commissioners and the Aspen City Council.

CAR Seeking Members to Serve on RPAC Councils

Join our Participation or Major Investor Council to represent your local association and help achieve our RPAC fundraising goals for the year! What to expect if you join; Collaborating with other members on ways to increase RPAC participation and expand the Major Investor program, planning and promotion of upcoming RPAC events, and updates on

NAR fundraising. Click the clicks below to register for either council, your participation directly leads to RPAC success.

RPAC PARTIICPATION COUNCIL: RPAC MAJOR INVESTOR COUNCIL:

Celebrate Fair Housing Month

In April, we celebrate Fair Housing Month and the strides our industry makes to ensure our diverse communities have equal access to homeownership. Did you know Colorado was the first in the nation to pass statewide fair housing laws and to this day has some of the strongest protections against housing discrimination in the country? It wasn't until nine years later that the Federal Fair Housing Act became law.

Colorado REALTORS® promote fair housing and antidiscrimination policies and practices in our advocacy and day-to-day business. This year, CAR introduced the Century of Opportunity Legislative Package that aims to remove barriers to homeownership, and increase opportunity for economic mobility for all Coloradans, especially Colorado's communities of color who represent less homeownership across our state. Those solutions include:

1. Include financial literacy in high-school curriculum so that students have a better understanding of credit, debt, and student loans, as well as preparing for homeownership and retirement (HB21-1200).



The Voice For Real Estate In The Roaring Fork Valley

ASPEN BOARD OF REALTORS®

2. Require the Division of Housing to annually report how housing dollars are spent to get a comprehensive picture of the state's housing needs, be transparent about how we are meeting those needs, and base long-term affordable housing decisions on data (HB21-1028).

3. Allow for credit building through pilot programs that level the playing field for populations of color and give

renters opportunities to build their credit so they can access homeownership (HB21-1134).

4. Empower and reward local governments that pursue best practices in affordable housing policy that will help Colorado communities create more housing to meet the needs of Coloradans (bill coming soon).

CAR Opposes Ski Area Safety Plans And Accident Reporting (SB21-184)

Senate Bill 184 requires Colorado ski areas to publicly report all accidents and injuries and collect and make available specific information about each accident, including where and when it occurred, the conditions at the time, the type of injuries and whether death occurred on site or following medical transport and nonprivate information about the injured person.

Ski areas are the economic engines of Colorado's mountain towns. Tourism dollars drive demand for restaurants, hotels and countless small businesses and services. This bill would needlessly give ski areas and the communities that depend on them a black eye, effectively saying that resorts are experiencing a safety crisis that requires government intervention. Building this unfounded perception will have negative reputational and business consequences for those who work, play, and own property in our mountain communities.

If enacted, Colorado would be alone among the 37 ski states in having those requirements. There are no equivalent requirements for any other amateur sport or recreation activity. Importantly, this effort risks Colorado's reputation as a fun, safe outdoor recreation destination for enthusiasts across the country and worldwide. And the bill would do nothing to improve safety on the slopes.

Federal News: CDC Extends Eviction Moratorium

On Monday, March 29, the CDC announced it is extending the federal eviction moratorium for an additional 3 months, through June 30, 2021. The moratorium prohibits housing providers from evicting a tenant who is unable to pay rent as a result of financial hardship due to COVID-19, but does not forgive the rent that is due. In addition to extending the moratorium, the CDC made a few additional changes, notably: it expands the order to include persons who are confirmed to have, who have been exposed to, or who may have been exposed to COVID-19 and are taking reasonable precautions not to spread the disease; and it requires covered persons to provide a declaration form which specifies they meet all the requirements to qualify to their housing provider.

There is emergency rental assistance funding available from the Treasury Department, which has been disbursed to the states. Each state received at least \$352 million (or more, based on population) and is in the process of setting up its program and disbursing funds to housing providers and renters who qualify. The National Council of State Housing Agencies (NCSHA) is tracking the individual state programs(link is external). NAR is working with the Treasury Department and the Administration on the implementation of this program, to ensure federal regulations that encourage states to create programs that allow the money to be disbursed quickly with as little burden on the housing provider as possible.

The CDC announced its initial eviction moratorium on September 4, 2020; it has since been extended several times. The CDC's power to do this is based under Section 361 of the Public Health Service Act, and it is designed to prevent the further spread of COVID-19. There have been many legal challenges against the order, including several cases in which it was ruled to be an overreach of power by the CDC, but those rulings have thus far only had narrow applications.

NAR is part of a coalition of housing industry groups which is advocating for housing providers who have been negatively impacted by the eviction moratorium due to loss of rent payments. NAR is advocating for an end to the eviction moratorium and additional rental assistance funds to stabilize the rental housing market.

PLEASE CLICK HERE TO CONTRIBUTE TO RPAC. WE NEED YOUR SUPPORT!

NAR NEWS

At Home With Diversity®

At Home With Diversity[®] (AHWD) is an NAR certification program designed to present a picture of the changing face of the real estate industry. Since 1998, the At Home With Diversity[®] program has prepared over 20,000 REALTORS[®] to work effectively with and within today's increasingly diverse pool of homebuyers.

The At Home with Diversity[®] course is a 6 to 7-hour class that can be taken online or in person and addresses the topics of diversity, fair housing, and business planning development. After successfully completing the course, REALTORS[®] are eligible to apply for the official AHWD certification, which conveys to clients they're working with a dynamic real estate professional with expertise that transcends cultural barriers.

About the Course

The At Home With Diversity® Course teaches REALTORS® how to:

- Assess and understand attributes of diversity in local markets and their impact on the real estate industry
- Understand basic competencies to earn the confidence of potential buyers and sellers, regardless of race, ethnicity, religion, gender, handicaps, familial status, or national origin
- Build a business plan that minimizes risk and successfully services all types of clients

See the course goals and objectives.

Additional Course Benefits

- Eligibility for the AHWD certification
- Continuing Education credit potential (depending on your state)

- Elective credit toward the ABR[®], GRI (depending on your state), and CIPS designations
- The AHWD certification counts as a Task in the C2EX Program

Take the Course

- In a classroom(link is external)
- Online(link is external)

Apply for the AHWD Certification

AHWD application requirements:

- Take the AHWD course and pass the final exam, if required*
- Be an active NAR member in good standing
- The <u>AHWD application fee(link is external</u>), normally priced at \$75 has been discounted to \$40 to REALTORS[®] as a part of the Right Tools, Right Now Program. Take advantage now through May 31, 2021.

*The exam is required for the online course, and a few states require it for continuing education (CE) credit.

AHWD Certification Benefits

- At Home With Diversity[®] Certification certificate of achievement
- Updated education records on nar.realtor and NRDS directory listings
- Congratulatory letter from the National Association of REALTORS®
- Exclusive access to At Home With Diversity® marketing tools and resources
- Networking and referral opportunities in the official At Home With Diversity® Certification Holders Facebook group



Diversity

The REALTOR® commitment to diversity and equality is perhaps the strongest in real estate, going even further than the federal Fair Housing Act.







Fair Housing Makes US Stronger

April is Fair Housing Month. As stewards of the right to own, use, and transfer private property, REALTORS[®] understand that fair housing protects the real estate industry and our businesses. We depend on a free, open market that embraces equal opportunity. In short, fair housing makes us stronger.

"The Fair Housing Act was amended to prohibit discrimination based on gender, disability and familial status, and to increase enforcement of the law... We must strive, together with our partners, to define how to bring about a market that's truly open and provides equal housing opportunities. We are not alone in commemorating the fair housing anniversary. We are working together with our partners and allies to show that our industry is firmly committed to equal housing opportunities and recognizes the unique and important role each organization, and each of us, has in this monumental endeavor."

How will you participate in commemorating the 50th anniversary of the Fair Housing Act?



EALTORS* are members of the National Association of REALTORS*

UNFAIR HOUSING? Not in our house.

THAT'S WHO WE 🖪

ASSOCIATION OF REALTORS®

LOCAL NEWS



Funding Available for Projects Addressing Forest Health, Wildfire Risk

FORT COLLINS, Colo. – April 7, 2021 – Last year, historic wildfires were an unfortunate reminder to Coloradans that many forested areas here remain unhealthy and fire-prone. The occurrence of fire in natural settings is inevitable, including in the wildland-urban interface (WUI) where millions of Coloradans live.

For those interested in taking action, but who have lacked the financial means, funding is now available to help reduce wildfire risk through Forest Restoration and Wildfire Risk Mitigation (FRWRM) grants.

The Colorado State Forest Service announced today that it is accepting proposals for FRWRM grants from Colorado HOAs, community groups, local governments, fire protection districts, utilities and nonprofit organizations seeking funding to improve forest health, conduct forest restoration and reduce wildfire risk on non-federal land in the state.

In March, Governor Polis signed a bill (SB21-054) to transfer \$6 million from the General Fund to the FRWRM grant program to address wildfire risk in Colorado. Approximately \$6 million in total funding is available, and grant awards are available up to \$1 million during this FRWRM grant cycle.

"This grant program is a critical source of funding to address wildfire risk and other forest health issues on a local level," said Mike Lester, State Forester and director of the Colorado State Forest Service. "I applaud Governor Polis and our state legislators for recognizing the urgency to make additional funds available now to community groups, fire districts and others to get this important work done on the ground. Last year's historic wildfires in Colorado reminded us how much we need our forests – and what can happen if we don't invest in improving forest health. More grant-funded projects will mean more communities and residents will be better protected from wildfires."

Reduce Risk to Property, Infrastructure, Water Supplies

The FRWRM program helps fund projects that strategically reduce the potential wildfire risk to property, infrastructure and water supplies and that promote forest health through scientifically based forestry practices. The competitive grant program is designed to reduce risk to people and property in the WUI and support long-term ecological restoration. Applications must not only promote forest health and address the reduction of hazardous fuels that could fuel a wildfire – such as trees and brush near homes – but also utilize wood products derived from forest management efforts.

The state can fund up to 50 or 75 percent of the cost of each awarded project; grant recipients are required to match at

least 50 or 25 percent of the total project cost through cash or in-kind contributions depending on whether the project location falls within an area of "fewer economic resources." Projects can be located on private, state, county or municipal forestlands. Program funds also are allowable to fund the purchase of equipment that directly supports and expands opportunities to reduce hazardous fuels. Program funds may be used for forest restoration but are not part of post-fire rehabilitation activities.

Applicants must coordinate proposed projects with relevant county officials to ensure consistency with county-level wildfire risk reduction planning. Follow-up monitoring also is a necessary component of this grant program to help demonstrate the relative efficacy of various treatments and the utility of grant resources. The CSFS will work with successful project applicants to conduct project monitoring and conduct site visits to assess effectiveness and completion of projects.

Additional emphasis will be given to projects that: are identified through a community-based collaborative process, such as a Community Wildfire Protection Plan (CWPP); are implemented strategically across land ownership boundaries; are conducted within a priority area identified in the 2020 Colorado Forest Action Plan; utilize the labor of an accredited Colorado Youth or Veterans Corps organization; and include forest treatments that result in the protection of water supplies.

Application Deadline

Applications must be submitted electronically to local CSFS Field Offices by 5 p.m. MST on May 19, 2021. A technical advisory panel convened by the CSFS will review project applications and make funding recommendations. The CSFS will then notify successful applicants this summer.

Applications and additional information about the Forest Restoration and Wildfire Risk Mitigation Grant Program are available at <u>CSFS Field Offices</u> and online at <u>csfs.colostate.edu/funding-assistance</u>.

The Colorado State Forest Service (CSFS) provides professional forestry assistance, wildfire mitigation expertise, and outreach and education to help landowners and communities achieve their forest management goals. The CSFS is a service and outreach agency of the Warner College of Natural Resources at Colorado State University and provides staffing for the Division of Forestry within the Colorado Department of Natural Resources. For more information, visit csfs.colostate.edu.



Dynamite Data

The economy continues to roar back to life. The Institute for Supply Management's services index rose to a record high of 63.7 in March, and in the process blew away the previous high of 60.9 of 10/18. This is great news as the recovery in services has, for obvious reasons, lagged well behind the manufacturing renaissance, and that index hit 64.7 in March, its best reading in nearly 40 years!

Upended Understanding

This recession has upended three well-understood economic stories. First, the "Hollowing Out" of middle-income jobs at the expense of high- and low-income jobs has utterly stopped as the pandemic has crushed low-end employment. Second, the idea that metro areas steadily gain population faster than non-metros has been totally inverted. Third, evidence that recessions always hit men harder than women has been shown to be patently untrue in this recession.

Hallelujah Happy

916,000 net new jobs in March, upward revisions from 379,000 to 468,000 in February and from 166,000 to 233,000 in January!! 347,000 people entered the labor force, and the unemployment rate fell from 6.3% to 6.0%! Hopefully, we see numbers like this through 2021. The only downside, the Fed might start tapering in fall rather than in 2022, and we remain 8.4 million jobs short of the pre-pandemic level.

Corporate Consistency

While higher corporate taxes are unlikely to boost corporate investment, they reduce it less than you think. Absent a corporate income tax, firms borrow to invest in plant and equipment if the return on investment exceeded the interest rate. By imposing an income tax, you simultaneously allow for deductibility of interest. As such, if firms use debt-financing, higher taxes are totally cancelled out by interest deductibility. Bring on the borrowing!

Fed Footing

In the recent Fed announcement, there was no mention of tapering, twisting, let alone rate raising, and rate liftoff is still not expected until 2023. Moreover, despite trillions in stimulus, Fed forecasts of GDP, inflation, and unemployment for 2022 and 2023 barely budged; at most by two-tenths of a point. This tells us that despite massive stimulus with big short-term effects, long run influences, including inflationary impacts, are at best, minimal.

Employment Effects

Unsurprisingly, researchers find that raising unemployment benefits by \$600/week last spring reduced job applications. But despite the higher wages that workers might have demanded, and the reduced job search conducted, job vacancies did not rise! This suggests the generous unemployment benefits had no employment effects. Rather, bigger benefits reduced search by the non-serious unemployed, but not among the ranks of job-hunters serious about landing one of the few jobs available.

Tax Trouble

With the stimulus package done, now comes a proposed \$3 trillion infrastructure bill, and importantly, tax hikes to help pay for some of this spending. Assuming the corporate tax rate rises from 21% to 28%, and assuming P/E ratios remain unchanged, which is optimistic, corporate earnings would decline 8% and equity prices 7%. Assuming the rate rises to 25%, the earnings hit would be 5%, and equities would decline 3%.

Inflation Increase

Since 1992, there have been four instances when Y-o-Y headline inflation, as measured by the CPI, rose by nearly 4% or more; in 2000, from late 2005 to mid-2006, from Jan-September 2008, when inflation reached 5.5%, and in September 2011. In each of these time periods, core CPI never exceeded 2.9%. Stay alert but don't panic when the CPI starts to jump. Bottlenecks and pent-up demand are short-run phenomena.

Price Pressure

The price index for personal-consumption expenditures rose 1.6% year-over-year, and the core index, which excludes energy and food, and is the Fed's favorite measure of inflation, rose just 1.4% over the same period. This means prices in 2/21 were only trivially higher than in 2/20, prior to the onset of Covid-19, despite \$3.1 trillion in stimulus monies! Y-o-Y inflation will soon appear but primarily because prices collapsed last spring.

Lower Layoffs

Initial weekly jobless claims, a proxy for layoffs, were 719,000 for the week ending 3/27/21 and 658,000 for the prior week! These are the two lowest readings since the pandemic began, and they have been gradually trending down since 1/1/21. The four-week moving average is 719,000, its lowest reading since the week ending 3/21/20. However, we have a long way to go. In 2019, the weekly average was just 218,000.

Powerful Printing

In a clever study, researchers compared municipal bond yields in counties with three or fewer local newspapers before and after a newspaper closure, to counties with three or fewer newspapers that didn't experience a paper closure. They found that three years after a closure, municipal borrowing costs were 0.05 to 0.11 percentage points higher! Moreover, the authors found that internet and social media do not compensate for the lost broadsheets.

Catsup Crunch

The Friday File: The price of ketchup packets has risen 13% since 1/20, as their market share has exploded at the expense of tabletop bottles. Catsup is the most consumed table sauce in the US with about 300,000 tons sold to food service in 2020; more is eaten at home. With higher prices, ketchup sales for the first time exceeded \$1 billion in 2020, up from \$870 million in 2019.

Econ70 - Home of GraphsandLaughs <u>www.econ70.com</u> Elliot F. Eisenberg, Ph.D. <u>elliot@graphsandlaughs.net</u>



Floor Plans: The Big Picture



Feb 8, 2021 Kim Prior

The Big Picture

Listing photos are great but much like puzzle pieces, they don't provide a complete picture of the property until they're "put together". Floor plans bring the spatial-elements of listing photos together as the big picture, showing the relationship between spaces and rooms and delivering an instant, complete, picture of a property's layout. Floor plans help Buyers envision themselves inside the home.

Better and Easier

Without a floor plan, the Buyer must do the heavy lifting of "imagining" the property's layout, mentally stringing together individual photos to create a perception of the property layout. Oftentimes, as the front door opens, the perception they imagined doesn't match the reality. That "missed expectation" wastes valuable time and can lead to disappointment. Floor plans eliminate the guesswork and neutralize the perception-reality gap by providing a concrete and instant visual depiction of the actual layout. With floor plans, Buyers are more informed and confident creating a more efficient and positive in-person experience between them and their Agent. Win-win.

Need to Have (vs. nice to have)

In today's virtual-dominant environment (especially in our accelerated housing market), online home searching is the norm. Providing Buyers with the most complete and accurate property information so they can parse through many listings and make early decisions is central to their overall experience. A floor plan on the listing helps the Buyer instantly understand the property's flow and decide whether it's worth touring in-person or not. This saves valuable time and energy and creates a more positive in-person experience with their Agent.

The FloPlan® System – The Best, Easiest and Most Affordable Solution

The FlöPlan® System is licensed at the MLS level so the entire market can benefit from a floor plan on every listing. Once licensed, the FlöPlan Team works closely with the MLS to provide professional marketing materials so the MLS can begin implementing a new standard for listings with floor plans as part of every listing taken. Using both Al and machine learning, the innovative FlöPlan System creates awesome floor plans overnight from 10 minute scans done with a smartphone; no training or extra equipment required. Easy, simple and affordable technology that makes the market work better for everyone and gives real estate customers precisely what they need.



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 March 2021 >>> **Basalt Report March 2021** >>> Carbondale Report March 2021 >>> **Glenwood Springs Report March 2021** >>> Marble Report March 2021 >>> **Missouri Heights Report March 2021 >>>** New Castle Report March 2021 >>> Old Snowmass Report March 2021 >>> Redstone Report March 2021 >>> Rifle Report March 2021 >>> Silt Report March 2021>>> Snowmass Village Report March 2021>>> Woody Creek Report March 2021 >>> Mountain Region Report March 2021>>> 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

Lowering the cost of healthcare consistently ranks as one of the top issues for REALTORS[®]. For this reason, the Colorado Association of REALTORS[®] has worked to provide REALTORS[®] and affiliate members in Colorado access to an incredible healthcare solution with exceptional features for a cost significantly lower than purchasing traditional health insurance! There is a brand new 3-minute explainer video about it at <u>www.AlpineAssociationBenefits.com/video</u> which provides high level details about the program. The features include:

Monthly Cost 30-60% lower than traditional health insurance

- Free unlimited 24/7/365 access to doctors via phone or video conferencing
- No network restrictions
- All members who enroll are accepted
- Monthly Enrollment (you do not have to wait until the end of the year to start saving money)
- Prescription, dental, and vision discount plans included

Please take the time to watch the video to see how you may benefit!



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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.

