

OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS®

*Aspen* **REALTOR**

MARCH 2021

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**IN CELEBRATION OF**



**50th**  
**ANNIVERSARY**

**ASPEN BOARD OF REALTORS®**

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

Cover: Connie Luu

SINCE 1971



# ASPEN BOARD OF REALTORS®

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

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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](http://aspenglenwoodmls.com)

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Ashley  
Chod  
2021 Chair



## CHAIRWOMAN'S MESSAGE



**ASPEN BOARD OF REALTORS®**

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

# Dear Members,

In honor of the Aspen Board of REALTORS 50th Anniversary, we have compiled the historic retrospective below to celebrate each and every year of the REALTOR® organization. I hope that you will enjoy this walk down memory lane. I take my hat off to each and every President, Volunteer and Member of this great real estate community.

## ABOR Past President History & Highlights:

### 1971

**ABOR receives its REALTOR® Association Charter from NAR**

### 1972

**Bill Heldman** Richard Nixon US President Minimum Wage was \$1.60

The Aspen Board of REALTORS® became a real estate organization with 6 office locations and 30 real estate agents.

The double-chair Lift 1A replaces the original Lift 1, ending at the bottom of Ruthie's lift instead of Midway. The Aztec trail is cut for World Cup. Ted Ryan opens Ashcroft Ski Touring and the first Pine Creek Cookhouse. A short-lived ski patrol/teamsters strike on Aspen Ski Corp. mountains sees patrollers replaced by scabs.

December 29th 1972 one of Aspen Skiing Companies highest skier days with 10,390 skiers on the three mountains.

### 1973

**Bill Mason:** Bill was a founding member of Mason and Morse. He was a member of the 5th Mountain division and served in Italy during WWII. Aspen Highlands Ski Patrol begins the Cloud Nine Restaurant deck jump. Doug Driskell is the first to jump sixty feet—while pulling a toboggan—over the restaurant crowd.

### 1974

**Tony Scheer:** Gerald R. Ford, US President. Minimum Wage was \$2.00

There were 7 offices in the Aspen Board of REALTORS® in 1974! Real Estate Information was FAXED to the offices, the biggest challenge/accomplishment at the time was opening new office locations.

Real Estate Contracts were typed, one page, with a carbon copy. There were no Xerox machines to make copies. Listings were single page, w/ no photos and a copy sent



# CALENDAR OF EVENTS

## INSIDE THIS ISSUE

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- 33** FEBRUARY AGMLS STATS

## APRIL

- 2** 9am – 12pm **COX Education Manufactured Homes**  
Instructor: Amanda Potter – [Click Here to Register](#)
- 6-7** **Heldman King Scholarship Committee Student Interviews**  
(via ZOOM)
- 7** 9am – 1pm **COX Education 2021 Annual Commission Update**  
Instructor: Keith Alba – [Click Here to Register](#)

## SUPPORT THOSE WHO SUPPORT YOU!

This edition of the Aspen REALTOR® is made possible by the following businesses:

- |                              |         |
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| 1stBank Roaring Fork Valley  | page 17 |
| Academy Mortgage Corporation | page 27 |

- 7** 9am – 1pm **2021 Annual Commission Update**  
Instructor: Keith Alba – [Click Here to Register](#)
- 7** 10am – 11am **COX Education Out of the Box Buyers**  
Instructor: Nate Rees – [Click Here to Register](#)
- 8** 9am – 12pm **COX Education Your Clients and Mortgage Forbearance**  
Instructor: Roxane Webster – [Click Here to Register](#)
- 15** 9am – 11am **COX Education Basic Fair Housing**  
Instructor: Rob Lynde – [Click Here to Register](#)
- 20** 1am – 12pm **COX Education Reverse Mortgage Loans**  
Instructor: Gabe Bodner – [Click Here to Register](#)
- 27** 9am – 12pm **COX Education The Residential Lease**  
Instructor: Rob Lynde – [Click Here to Register](#)

## MAY

- 20** 9am – 12pm **COX Education Security Deposit Processes and Procedures**  
Instructor: Rob Lynde – [Click Here to Register](#)
- 21** 9am – 12pm **COX Education You Clients and Mortgage Forbearance**  
Instructor: Roxane Webster – [Click Here to Register](#)

## YOU ARE MAKING A DIFFERENCE

AS A MEMBER OF THE ASPEN BOARD OF REALTORS®  
YOU ARE HELPING THE COMMUNITY AND  
SUPPORTING THE FOLLOWING CAUSES.



ASPEN BOARD OF REALTORS®  
*The Voice For Real Estate In The Roaring Fork Valley*





## 1974 continued

to each office location. There were no cell phones, no computers and just a few offices had fax machines. Most advertising was done through the local newspapers or yard signs.

Aspen's season pass price doubles "to keep local yahoos from skiing too much," because tourists are intimidated. Ted Ryan ends the Mt. Hayden ski-area dream and gives the Ashcroft property to the Forest Service for preservation. Aspen ski areas break one million skier visits.

## 1975

**Kit Carson:** Sold Dollar Volume: \$4,550,150, Total Average Sold Price: \$57,596, Total Average days on market: 28, Number listed in year: 807 Locals' Ski Pass, \$19.75

Locals organized to fight the Aspen Ski Corp. and petitioned the U.S. Forest Service after the company stopped honoring the three-mountain "local's pass" on Aspen Mountain, ostensibly because crowds of ski bums were scaring off tourists. Without success in the fight, local skiers began flocking to Aspen Highlands, which operated independently.

## 1976

**Bill Heldman:** Minimum Wage: \$2.30

In March 1976, the USA's most famous skier, Spider Sabich, was shot and killed in Aspen, CO by his singer/actress girlfriend, Claudine Longet. On Nov. 24, 1976, Aspen Highlands owner Whip Jones had defiantly opened his Half-Inch Poma lift for skiing on artificial snow, with \$3 lift tickets, but that was the only skiing available. 1976-77: The renowned drought year—annual snowfall is 85.70 inches. Aspen Mountain opens January 10, and the first cloud-seeding program is attempted to produce snow. Austrian Franz Klammer follows his legendary "edge-of-disaster" Olympic-gold downhill run at Innsbruck with a win at America's Downhill on Aspen Mountain.

Number of Sales: 353, Sold Dollar Volume: \$20,018,274, Total Average Sold Price: \$56,708

Total Average days on market: 124, Number listed in year: 915

## 1977

**Robert Throm:** Jimmy Carter, US President Ted Bundy Escaped Prison. Snowmaking is installed on lower Buttermilk; cost: \$800,000. Snowmass history: Ski splash of Wintersköl 1977. Amid a winter season that began with one of the lowest snowpacks ever for Aspen Skiing Co., Wintersköl '77, chose the theme of "Still Crazy After All These Years,"

The lack of snow canceled the annual Torchlight Descent, Mayor's Cup Cross Country Race and several other activities, but Snowmass prevailed, hosting snow sculpting, the citizen's cross country race, pool tug of war, Ski Joring (which had to be relocated due to snow conditions to a pasture on Owl Creek Road) Finals held at the El Dorado Pool included a "\$100 cash prize giving the contestants something to jump for.

Number of Sales: 426, Dollar Sold Volume: \$32,401,321, Total Average Sold Price: \$76,059

Total Average days on market: 92, Number listed in year: 1,235

## 1978

**Jim Martin:** Minimum Wage: \$2.65

Twentieth Century Fox buys the Aspen Ski Corp. & it becomes Aspen Skiing Company. Marvin Davis buys Twentieth Century Fox, and the Aspen Ski Corp. becomes a private company amid much corporate shuffling. The Crown family buys a 50-percent stake.

Number of Sales: 345, Dollar Sold Volume: \$37,202,339, Total Average Sold Price: \$107,832, Total Average days on market: 93, Number listed in year: 808

## 1979

**Bill Stirling:** Minimum Wage: \$2.90

Inflation was soaring. Average studio/condo price was \$125,000. First REALTOR® elected Mayor of Aspen! (Bill ran on a controlled growth platform slogan... "cut the crap" and put the people back in charge"). By 1979 snowmaking machines were installed at the base of the 3 mountains as a result of the disastrous winter of 76/77. Aspen's dual season economy was its salvation. Not long after that other Ski Resort Towns began to emulate the Aspen area's cultural, musical and intellectual summer model. The leadership of ABOR attended the Annual CAR state convention at the Broadmoor Hotel in Colorado Springs for the first time, raising ABOR's consciousness about the importance of continuing education. 1st Mountain District Chairman from Aspen @ CAR level. The First Gay Ski Week is held and an average pair of skis cost \$150.00 and the average adult day ski ticket was \$16.00. A private lesson at Aspen Mountain with TJ Burke was \$33.00.

Number of Sales: 357, Dollar Sold Volume: \$50,922,980, Total Average Sold Price: \$148,243

Total Average days on market: 84, Number listed in year: 875

## 1980

**Janine (Sharkey) Hill:** Minimum Wage: \$3.10

Unemployment soaring, reaching 10.4% in 1982. Mortgage rates almost 20%. Limited reinstatement of full three-mountain season ski pass for \$300. To ski Aspen Mountain add a validation sticker for an extra \$10 per day. Aspen Highlands pass is still the locals' protest option. Gretl's restaurant on Aspen Mountain becomes Bonnie's.

Total Number of Sales: 208, Dollar Sold Volume: \$42,583,465, Total Average Sold Price: \$204,728, Total Average days on market: 94, Number listed in year: 1,439

## 1981

**Robert George :** Ronald Reagan, US President Minimum Wage: \$3.35

Robert George was an active member of Mountain Rescue. Growing up in Aspen, he was also an active member of the Elks & in the 80's was able to get the financing to restore the Elk's building, which likely wouldn't have been done without him. Daily sheets of new listings were received by the offices every morning. The first Winternational America's Downhill is held on Aspen Mountain. Ski Magazine writes about Aspen snowmaking: "Most guns in the west." Snowmaking exists on 155 acres of Aspen Mountain, 60 acres on Snowmass, and 74 on Buttermilk.

Total Number of Sales: 223, Dollar Sold Volume: \$43,337,375, Total Average Sold Price: \$194,338, Total Average days on market: 118, Number listed in year: 1,713





## 1982

**BJ Adams:** Minimum Wage: \$3.35

Major recession as interest rates soar to the 18-20% range. Implementation of a real estate transfer tax in Snowmass Village. A plat map notebook was created which included neighborhoods from Aspen to Missouri Heights, which was a bible for agents prior to the electronic MLS system.

Total Number of Sales: 179, Dollar Sold Volume: \$35,268,824, Total Average Sold Price: \$197,032, Total Average days on market: 156, Number listed in year: 1,388

## 1983

**Radine Simpson:** A massive avalanche in Highland Bowl kills ski patrolmen Chris Kessler, Tom Snyder, and Craig Soddy while they are doing control work. Aspen Mountain records highest-on-record annual snowfall of 278 inches. Aspen Highlands becomes the first of Aspen's four ski areas to allow snowboarding.

Total Number of Sales: 170, Dollar Sold Volume: \$43,088,185, Total Average Sold Price: \$253,459, Total Average days on market: 169, Number listed in year: 1,186

## 1984

**Steve Hach:** dedicated his term as President to the Realtor Code of Ethics and encouraged members to participate in the local and state boards. The opportunity to serve the industry that supports you.

U.S. Ski Teamer Bill Johnson follows his Sarajevo Olympic downhill win with another at the America's Downhill on Aspen Mountain.

Total Number of Sales: 220, Dollar Sold Volume: \$54,464,145, Total Average Sold Price: \$243,018, Total Average days on market: 147, Number listed in year: 1,192

## 1985

**Rick Griffin:** First Heldman King REALTOR® Classic.

Snowboarding is allowed on a trial basis at Buttermilk. A dorm-room bed still costs \$15 per night at the Aspen Highlands Inn. New high-speed-quad Lift 3 is built on Aspen Mountain.

Total Number of Sales: 147, Dollar Sold Volume: \$36,958,892, Total Average Sold Price: \$251,421, Total Average days on market: 168, Number listed in year: 1,101



## 1986 & 1987

**Penney Evans-Carruth:** ABOR was quite involved in local politics and many REALTORS® attended City Council and County Commissioner Meetings. REALTORS® served on many influential study groups including re-writes to the Aspen City Code and were highly involved in giving second homeowners a voice in local rules that so dramatically affected them.

The "Attorney/Realtor" Committee was very active as private property rights were being challenged with increased regulations. i.e. "the fireplace restriction" and ADU guidelines. Succession leadership was implemented (President-Elect) to promote and train new top leadership. Also, a board newsletter was implemented to enhance member communications.

The Silver Queen Gondola opens; a ride to the top of Aspen Mountain now takes fourteen minutes versus thirty on the preexisting chairs. Aspen Professional Ski Patrol Association (APSPA), a labor union, forms amid labor contentions with Aspen Skiing Company. A four-mountain ski pass costs \$595 with an Aspen Mountain daily surcharge. Total Colorado skier visits: 9,453,359.

Number of Sales: 946, Back on Market: 259, Total Sold: 320, Sold Volume: 87,912,388

Average Sale Amount: \$274,726, Total Average days on market: 170

## 1988

**Evan Boenning:** Lift Tickets were \$30. per day and 60% of town's revenue was received in winter. Computerization of the MLS system set off a firestorm from the older members who believed that computers would not catch on the and MLS Books would continue to be the source of MLS information. Conducted a search and hired a new AE. Marvin Davis flies in his Hollywood crowd, agents call the papers announcing arrival of entertainers and paparazzies are seen in town. Fur was a no-no, and Aspen was the Winter place to be. Growth vs No growth was a constant controversy as high-profile people were visiting and buying in Aspen.

Snowmass allows snowboarding. The inaugural 24 Hours of Aspen ski race on Aspen Mountain sees sleep-deprived teams of two ski racers average 65 to 70 laps in 24 hours for charities, with only gondola rides to rest. Aspen Mountain holds its first women's World Cup Ski race. The landmark Little Nell après-ski deck and bar are torn down, replaced by the Little Nell Hotel.

Number of Sales: 394, Dollar Sold Volume: \$121,329,352, Total Sale Average Price: \$307,942

Total Average days on market: 182

## 1989

**Anne Austin:** George H.W. Bush, US President

Highlights of serving as ABOR President: Working with Evan Boenning and Rick Griffin! The start of computerizing ABOR and the MLS. Buying my Husband Willard, a tuxedo at the Aspen Thrift store to go to the induction at the Broadmoor. I still have the picture on my dresser!

The anti-fur movement in Aspen made international news and influenced the animal rights movement. Organized protests date back as far as 1979 against people wearing fur coats in town, which led to bans on inhumane animal traps in the years that followed. The movement crested in 1989 as Mayor Bill Stirling began moving to ban the sale of fur in town, which gained world press attention and made Aspen a major force in the early animal rights movement, though Stirling's ballot measure lost in 1990.

Ingemar Stenmark wins his 86th and final World Cup race on Aspen Mountain.





## 1990

**Gary Feldman:** ABOR was at the center of a political firestorm. Bill Stirling survived a mayoral recall. Gary hosted and moderated a luncheon addressing the controversy. The following day the Aspen Times headlines read “REALTORS® boo the Mayor”.

New listings: 1,999, Number of Sales: 579, Dollar Sold Volume: \$226,771,347, Total Sale Average Price: \$391,660, Total Average days on market:144

## 1991

**Terry Morse:** 1991 wasn't a very eventful year. It was mostly business as usual, but was a bit slower than normal. The full three-mountain season pass (Aspen, Buttermilk, and Snowmass) is reinstated at \$1,600, without an Aspen Mountain surcharge.

New listings: 1,484, Number of Sales: 481, Dollar Sold Volume: \$182,637,072, Total Sale Average Price: \$379,702, Total Average days on market:198

## 1992

**Caroline Christensen:** The St. Regis Aspen was built in 1992, and originally was a 257-room Ritz-Carlton hotel.

## 1993

**Steve Elliot:** Bill Clinton, US President

1ST Annual REALTOR® Charity Ski Race for Neighbor-to-Neighbor community project.

American A.J. Kitt is robbed of his World Cup downhill victory on Aspen Mountain, as warm temperatures, clouds, and ruts incite a Swiss protest and the race's cancellation. The Crown family acquires full 100 percent of the Aspen Skiing Company and purchases Aspen Highlands.

Harris Hall opens to critical acclaim. Whip Jones donates Aspen Highlands to Harvard University, which sells it to Gerald Hines, who becomes a partner with the Aspen Skiing Company, which assumes operations of Aspen Highlands.

## 1994

**Kay Ambrose:**

**The “Honk-In,” Dec. 30, 1994**

Ten days before paid parking went into effect in downtown Aspen, protestors staged a noon “honk-in.” Drivers circled City Hall honking their horns through the afternoon. One protestor burned a cardboard parking meter in effigy. “It was deafening,” city parking department head Tim Ware told the Aspen Times in 2005. “I kind of hid inside. I'd already had enough hate mail and bad things said about my mother.” “It created gridlock in the entire downtown,” Mayor John Bennett told the Times in 2005. “They were supposed to circle City Hall. Nobody could circle anything.”

A near-record annual snowfall of 239.36 inches; avalanches close Castle Creek Road. A uniquely wild piece of Aspen history dies when Aspen Highlands suspends the restaurant deck jump. A four-mountain day ski ticket costs \$52. A.J. Kitt again robbed of Aspen Mountain World Cup downhill victory by FIS decision because 37 racers had not yet run due to heavy snows.

New listings: 815, Number of Sales: 493, Dollar Sold Volume: \$218,731,125, Total Sale Average Price: \$443,674, Total Average days on market:244





## 1995

### **Carol Hood Peterson:**

The Board Watch Program was implemented, and the board hired a scribe to record minutes at City of Aspen and BOCC meetings – to keep up with any land use changes. ABOR had an Attorney/REALTOR committee to interpret the actions of the city and to protect private property rights for the public. The Aspen Board of REALTORS was featured in the “In-Flight Airways” magazine.

Two Creeks base area at Snowmass opens providing quick access to the popular Elk Camp area.

New listings: 1,113, Number of Sales: 417, Dollar Sold Volume: \$221,141,497, Total Sale Average Price: \$530,315, Total Average days on market:169

## 1996 & 1997

### **Leah Moriarty:** REALTOR.COM launched

The 50th Anniversary of the Aspen Skiing Company is marked with more than 3,000 employees and 4,700 acres of skiable terrain across four mountains and secures its status as a world-class winter destination. Pat O'Donnell becomes President and CEO of Aspen Skiing Company.

Snowmass celebrates 30 years of skiing. The Cirque lift opens giving Snowmass the nation's longest lift-served vertical rise of 4,406 feet. The lift is built in an ecologically sound fashion to protect local animals and their habitat and is the first lift to be operated solely by clean, renewable wind power.

New listings: 1,640, Number of Sales: 815, Dollar Sold Volume: \$502,361,289, Total Sale Average Price: \$616,394, Total Average days on market:212

## 1998

### **Guy DeCarlo:** Aspen/Snowmass Weekly Caravans launched. Minimum Wage: \$5.15

The World Cup returns to Aspen after a three-year hiatus. The Cirque run on Snowmass is renamed “Rocky Mountain High” in tribute to John Denver. Gulfstream 24-Hours of Aspen charity ski race set a new fund-raising record of \$1.2 million to support Kid's Stuff (Silver Lining Ranch) and the Aspen Valley Ski Club. Highlands Cafe closes forever. Construction begins on new Highlands Village. Cloud Nine Cafe debuts on Aspen Highlands.

## 1999

**Arleen Ginn:** There were 425 Members of ABOR. Greatest challenge was the rapidly changing Technology – shifting the way REALTORS® do business. There was a push by a segment of the REALTOR® community to do away with “signs” and to raise REALTOR® fees to get rid of the “nonprofessionals” in the industry. With Y2K around the corner, people were buying up generators – so they could run their computers, when the world stopped. The MLS Committee signed a contract with Paragon launching the “online” MLS System.

A new Sundeck is built on Aspen Mountain and includes the new, private Aspen Mountain Club.

The Sundeck on Aspen Mountain is demolished to be replaced by a new 21,600 square foot mountain-top restaurant. A new Cloud Nine lift is built on Aspen Highlands. A controversial roundabout is completed at the intersection of Highway 82 and Maroon Creek Road with hopes of relieving increased traffic congestion at Aspen's entrance. There are 9 traffic lights between Mill St. in Aspen and the first light in Glenwood. A remodeled Isis cineplex theater opens.





## 2000

**Cathi Rowley:** Discussions began to merge the MLS's in the Roaring Fork Valley to save the membership the added work of entering listings into two MLS systems. Suzanne Frazier starts working at ABOR to manage MLS.

The Aspen Skiing Company tries to change name of Aspen Mountain to Ajax to avoid marketing confusion over having a snowboard ban on only one of four mountains. Locals prefer historical Aspen Mountain instead of Ajax.

The 50th Anniversary of the Aspen Institute. Aspen Music Festival and School dedicates new permanent music tent. The World Cup returns again to Aspen. Isis cineplex theater declares bankruptcy and closes.

## 2001

**Maureen Stapleton:** George W. Bush, US President

The world was rocked by the events of 9/11 in NYC, bringing real estate to a halt, resulting in a market shift in Aspen as clients were looking for a safe place to raise their families, rather than just vacation homes. Aspen hosted the CAR summer conference where Past Presidents conducted guided tours @ the Silvertree Hotel. Due to adverse weather conditions (a snowstorm in June) the Keynote Speaker could not fly in and the CEO of Aspen Ski CO. stepped in (Pat O'Donald).

SkiCo president Pat O'Donnell reverses course and allows snowboarding on Aspen Mountain, beginning April 1.

Aspen Historical Society changes its name to Heritage Aspen. We've stopped counting the traffic lights on Highway 82 from Aspen to Glenwood. The Isis cineplex theater reopens under new management. Snowboarding is allowed on Aspen. The Winter X Games is hosted in Aspen for the first time.

## 2002

**Hetta Heath:** The B2B Realtor communication system launched. A big challenge was the "sign issue" related to size, appearance and too many signs making the community look like the whole town was for SALE. The decision was made allowing one sign and one arrow sign per property. Another positive community accomplishment the board was especially proud of was a workday at Ashcroft – cleaning and restoring many of the log houses and the Saloon before the summer season started. There was a great REALTOR turnout, it was fun, worthwhile and a lot got accomplished.

Aspen Drug ceases business after over 100 years of service to the community.

## 2003

**Mary Anne Meyer:** 2003 is a long while back and a relatively calm year when compared to current climates! ABOR had monthly luncheons, yes, in-person, and an hour or so to catch up with each other. Moving forward ABOR provided a presenter series of thought-provoking speakers featuring community leadership, events and causes, along with professional camaraderie as helpful mentors for fellow brokers with less experience. Significant and fun.



## 2004

**Carmelo (Sonny) D'Anna:** Zillow launched a property search website, changing the dynamics of the consumer search process. HeritageAspen changes its name back to the Aspen Historical Society.

## 2005

**Georgia Kopelousos:** Aspen and Glenwood Springs merged their MLS systems, creating Aspen/Glenwood MLS, Inc. ABOR moves out of Aspen (ABC) and purchases its current office location in Basalt. This move was featured in the local media "even REALTORS® can't afford to office in Aspen".

Nick DeVore wins the first Colorado Freeride competition on Burnside Cliffs, Snowmass, jumping three cliffs on telemark skis. First Aspen-area high-speed "six pack" chairlift installed at Snowmass; capacity: 3,000 skiers per hour. The first Summit for Life uphill race is held on Aspen Mountain to benefit the Chris Klug Foundation. Toklat Gallery moves from Ashcroft to Basalt.

## 2006

**Ed Foran:** The original The Silver Queen Gondola cabins are retired to be replaced with larger cabins. Construction of the new Snowmass Base Village begins. Mike Kaplan becomes President and CEO of Aspen Skiing Company.

## 2007

**Rod Woelfle:** Minimum Wage: \$6.85

## 2008

**Sarah Woelfle:** Minimum Wage: \$7.02

Technology was coming into its own and many Aspen agents didn't want to "share" data with the outside world such as data feeds, etc. They thought their value rested on keeping the knowledge close to the vest. The main focus was strengthening the combined MLS and warding off attempts to break it apart.

## 2009

**Brian Leasure:** Barack Obama, US President Minimum Wage: \$7.28

Aspen & Glenwood MLS data base merger was the focus, fractional properties emerge in the RE market in Aspen. Highest recorded number of MLS participants in ABOR history. Aspen: 735, Glenwood: 392 TOTAL Members: 1127





## 2010

**Ryan Anslyn:** Minimum Wage: \$7.24

Some 12,000 years after it walked the earth, an Ice Age creature unexpectedly emerged as one of 2010's biggest local newsmakers – both literally and figuratively. The bones of a Columbian mammoth turned up at the site of a reservoir excavation near Snowmass Village in October, turning the resort town on its ear and capturing headlines around the country. In the weeks that followed, the layers of earth at Ziegler Reservoir produced about 600 bones and bone pieces, including 15 tusks, plus hundreds of pounds of plant matter. The stunning tally included parts of eight to 10 mastodons, four Columbian mammoths, two Ice Age deer, four Ice Age bison and one Jefferson's ground sloth (the first ever found in Colorado), plus one tiger salamander, insects and small crustaceans. Scientists also carted away distinctly chewed wood – evidence of Ice Age beavers. Many of the tusks, jaw bones, leg bones and other specimens were displayed at the Snowmass Village Water and Sanitation Department in the initial days, dazzling hundreds of locals who lined up in the department's parking lot for a close-up glimpse.

There will be a new sheriff in town for the first time since 1987 when Joe DiSalvo takes office Jan. 11. DiSalvo won a commanding victory in the Nov. 2 Pitkin County sheriff's race over Patrick "Rick" Leonard for the right to succeed his boss, mentor and friend, Bob Braudis. Braudis, who first won election in November 1986 and took office the following January, was perhaps the most popular Pitkin County elected official in history.

## 2011

**Cally Shadowshot:** Minimum Wage: \$7.36

The single-day ski ticket breaks the \$100 barrier (\$104). Aspen Glenwood MLS opened its own office location in Carbondale. The Power of Four ski mountaineering race debuts, a grueling event with 12,000 feet of vertical gain over twenty-five miles.

Fossils of mammoths, mastodons, a giant sloth and many other Ice Age animals and plants are discovered during the expansion of the Ziegler Reservoir in Snowmass Village. The City of Aspen passes a "Plastic Bag Ban." The Merry Go Round is renovated on Aspen Highlands.

Number of Sales: 43, Sold Volume: \$301,381,500, Average Sale Amount: \$7,008,872

Total Average days on market: 486

## 2012

**Bennet Bramson:** Minimum Wage: \$7.64

In Aspen: created sign recommendations for the city. Re-instituted the Broker Forms for Managing Brokers. Keeping an eye on the proliferation of Zillow and Trulia. Residential MLS category was added to MLS. "Aspen REALTORS®: We ARE Your Community." To enhance communications, Board Members personally visited with each real estate office. Snowmass adds 230 acres of hike-to terrain on Burnt Mountain.

Cafe Suzanne is torn down and replaced by a new Elk Camp Cafe at Snowmass. Colorado voters approve Amendment 64 legalizing marijuana for recreational use and regulating sales and tax income. The vote marked an electoral first in the United States and worldwide. The Hotel Jerome undergoes significant renovations.





## 2013

**Andrew Ernemann:** Minimum Wage: \$7.78

Increased communication with the membership was a noted accomplishment. City of Aspen zoning changes were forefront in the news. Consideration of separating the Aspen and Glenwood MLS into two separate MLS was a constant discussion for the board.

Aspen's four mountains now have a total of forty-two ski lifts with a combined capacity of 55,213 skiers per hour. An estimated 1.4 million skiers visit Aspen's four mountains. Annual snowfall is 226 inches.

## 2014

**Karen Toth:** Minimum Wage: \$8.00

The primary focus of the board included: the syndication of ABOR's public facing website: [aspenglenwoodmls.com](http://aspenglenwoodmls.com) and a monthly commitment of community support to local non-profits. ABOR contributed over \$50,000 locally.

A strong snow start is stalled by the second lowest January total ever: 5.26 inches. Buttermilk hosts the biggest X Games of all time. Snoop Dogg performs. The commercial sale of marijuana to the general public began on January 1, 2014 at licensed establishments throughout the state, including several stores in Aspen.

## 2015

**Tory Thomas:** Minimum Wage: \$8.23

A growing threat was a national MLS system. A focus was inviting new leadership to get involved, particularly younger members. Launched the Aspen REALTOR® upscale electronic newsletter.

Hired new AE, Board Attorney, Board CPA and GAD who monitors all City Council meetings to inform ABOR of real estate related issues. Instrumental in changing mitigation fees from \$73. per square foot to \$42. per square foot. Record breaking Scholarship fundraising income.

The City of Aspen accomplishes its goal to source 100% of electricity from renewable sources by 2015, becoming the third municipality to do so in U.S. After 30 years, the original fixed-grip, double chair High Alpine lift is upgraded to a high-speed quad chair and slightly relocated. Cloud Nine restaurant is renovated on Aspen Highlands. The Wheeler Opera House undergoes significant renovations.

## 2016

**Brenda Wild:** Minimum Wage: \$8.31

MLS Syndication and MLS Mergers nationwide are a top trend as ABOR strives to maintain MLS autonomy. Other MLS's offer cash for Aspen's notable database. Cybercrime is a threat to the industry, ABOR responded with increased education to the membership. Another record-breaking year for Scholarship fundraising efforts, the Technology Helpline was added as a benefit of membership, ABOR's RPAC Goal achieved.

## 2017

**Chris Lewis:** Donald Trump, US President Minimum Wage: \$9.30

ABOR pays off the mortgage balance on their building in Basalt to make better use of reserve funds. REALTOR® community collaborates with Pitkin County Emergency Services and the State on Wildfire awareness and the promotion of mitigation activities. ABOR facilitates Aspen Sign Code Amendment input process, ABOR's RPAC Goal achieved.

The men's and women's FIS Ski World Cup Finals are held on Aspen Mountain, marking 50 years of World Cup racing in Aspen.





## 2018

**Jackson Horn:** Minimum Wage: \$10.20

Multiple office mergers – resulting in numerous associate transfers and office closures, ABOR is researching Health Insurance as a member benefit. A recent membership survey revealed that REALTOR® education is #1 most valued benefit of ABOR – driving an increase of educational offerings in 2018. Advocacy is also a big focus of ABOR combined with conscientiously monitoring any issues impacting local REALTORS® and/or private property rights.

Lake Christine Fire – Burned 12,588 acres from 07/03/2018 – 09/04/2018. Cost over \$25 Million dollars to contain and extinguish. Nearly 1,500 fire personnel were sent from thirty-nine states in the Union to Colorado to assist with the fire. Helicopters worked for days using local water sources and retardant pickup stations to battle the blaze from the airspace.

## 2019

**Krista Klees:** Minimum Wage: \$11.10

City of Aspen voters approve new Lift One corridor project at Aspen Mountain's historic western portal. The project includes a history museum to be operated by AHS, in the restored Skiers Chalet Lodge. Raised a record breaking \$75,000 for Scholarship Grants, achieved RPAC Funds Goal. Successfully developed and launched a membership Healthcare Program until halted by the State of Colorado.

## 2020

**Karen Peirson:** Minimum Wage: \$12.00

A worldwide pandemic suddenly and dramatically changed the way real estate was being done. All Showings, Home Tours, CARAVANS and Open Houses were terminated due to social distancing mandatory guidelines legislated by State and County Health Departments. Education Classes and events all became virtual online sessions and no in person meetings were held. Due to mass exoduses from urban areas Aspen and surrounding communities experienced the most robust market in the history of ABOR. YPN Aspen produced a Cookbook with 100+ recipes in support of restaurant workers. ABOR has 2 representatives serving in leadership positions at the State Association.

## 2021

**Ashely Chod:** 1st ever Virtual Market and Economic Update, ALL electronic CE courses, Orientation, Scholarship Interviews, and Board Meetings due to the global pandemic.

### **Aspen/Snowmass Snapshot:**

Current # of Residential Listings (including RES vacant land): **392**, Number of Properties Currently Under Contract: **145**, Number of Sales: **136**, Dollar Volume Sold: ~**\$537,000,000**, Average Sale Price: **\$3,800,000**, Total Average Days on Market: **208**, Highest Sale in 2021: **\$27,371,000**, Lowest Sale Price in 2021: **\$244,000**.

More to come....

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

## Aspen

### December Retail Sales Down, Following Pandemic Year

December retail sales in Aspen plummeted by 37.3% to cap off a year that saw an overall decrease of 6.9% because of pandemic restrictions enacted to stem the spread of COVID-19 cases, the Aspen Times reported....[MORE](#)

### City Names New Wheeler Opera House Director

After nine months without a dedicated leader, the Wheeler Opera House announced Lisa Rigsby Peterson as executive director of the iconic 132-year-old performance venue, the Aspen Daily News reported....[MORE](#)

### Gondola Maintenance to Delay Summer Opening

Postseason maintenance on the Silver Queen Gondola at Aspen Mountain will push the gondola's summer opening date to early July, the Aspen Times reported....[MORE](#)

### Hotel Jerome Names New General Manager

Patrick Davila is the new general manager of the historic Hotel Jerome, the Aspen Daily News reported....[MORE](#)

### Limelight Hotel Aspen to Close for Six-Month Renovation

The Limelight Aspen will close for renovations this spring, the Aspen Times reported....[MORE](#)

## Snowmass

### Transit Center in the Works

The town of Snowmass Village is aiming to have its new transit center at the Snowmass Mall completed in time for ski season 2024, the Aspen Daily News reported....[MORE](#)

### Thursday Night Concerts Cancelled Again

A longstanding Snowmass Village tradition of free summer concerts on Fanny Hill has been canceled for the second year in a row due to COVID-19 concerns, the Aspen Times reported....[MORE](#)

## Basalt

### New Middle Eastern Restaurant Opens in El Jebel

Lior Lilah, along with his wife Angie Torres and business partners Doina Musteata and Alexei Rotaru, recently opened their own Middle Eastern restaurant — Jaffa Kitchen — at 400 East Valley Road in El Jebel near City Market, the Aspen Daily News reported....[MORE](#)

## Pan and Fork Construction to Begin

Basalt River Park has been a long time coming, but it's moving ahead with hopes to finalize plans this spring and begin construction, the Aspen Times reported....[MORE](#)

## Carbondale

### Ascendigo Submits Plans for Camp

Ascendigo Autism Services has submitted plans to develop 126 acres in eastern Missouri Heights near El Jebel for a summer camp and year-round activities center for autistic children, the Glenwood Springs Post Independent reported....[MORE](#)

## Glenwood Springs

### Hanging Lake to Reopen to Visitors Post-Fire

Less than a year after the Grizzly Creek Fire scorched over 32,000 acres in Glenwood Canyon, Hanging Lake will reopen to visitors beginning May 1, the Aspen Daily News reported....[MORE](#)

### Garfield County Pushing Making Solar Options Easier

Garfield County is launching a campaign, Solarize Garfield County, to boost local solar energy participation, the Aspen Daily News reported....[MORE](#)

## Pitkin County

### Pandora's Expansion Conversations Continue

In a repudiation of the county staff's recommendation to deny a SkiCo rezoning request for the Pandora's ski area expansion project in favor of looking at the area comprehensively, the Pitkin County Planning & Zoning instead voted unanimously to allow a public hearing on a partial or full amendment to the East Aspen Master Plan, the Aspen Daily News reported....[MORE](#)

### RFTA Looking to Add Bike Solutions to Transportation

Integrating more electric-powered bikes into the regional transportation network is a concept gaining traction with the Roaring Fork Transportation Authority, the Aspen Daily News reported. The entity's board of directors supported the bus agency resuming its planning of a regional bike-share study that could run in the \$200,000 to \$250,000 range....[MORE](#)





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# MARCH 2021

## New REALTOR® Members

**Andrea Staucet** – The Agency Aspen  
**Lynn Chaffier** – Aspen Development Realty, LLC  
**Jesse Hoffman** – Coldwell Banker Mason Morse  
**Michael Fox** – Aspen Snowmass International Realty

## New Offices

**Adam Rothberg Real Estate Company**  
**Gunning Holdings (Reinstated)**  
**Allen Real Estate Investments, LLC**  
**Aspen Inside**

## New Secondary Members

## Reinstated Members

**Jake Allen** – Allen Real Estate Investments, LLC  
**Janine Gunning** – Gunning Holdings  
**Julie Ellis** – Forte International, LLC

## Company Changes

**Adam Rothberg** – Adam Rothberg Real Estate Company  
**Adrianne Rhein** – Coldwell Banker Mason Morse  
**Ryan Smalls** – Coldwell Banker Mason Morse  
**Emilee Kelloff** – Slifer Smith & Frampton Real Estate  
**Ksenia Tyutrina** – Compass  
**Sara Little** – Aspen Inside

## New Affiliate Members

**The UPS Store Basalt**  
**Earth Improvements Inc**

## Thank You for Your Membership!

## Members Stats

**REALTOR® Members - 739**  
**Primary - 674**  
**Secondary - 65**  
**Non-Members - 2**  
**Affiliates - 47**







**ASPEN BOARD OF REALTORS®**

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

**ASPEN BOARD OF REALTORS®**

**THANKS ALL OF OUR 2021 MARKET UPDATE**

# SPONSORS!

ABOR hosted its first ever VIRTUAL Market Update on March 18. Annually, this is a sold-out event at the St. Regis, where the valley's REALTORS® and industry leaders gather and enjoy lunch together. With the inability to come together in person this year, we were still able to successfully deliver the most up-to-date real estate and economic information presented by local data expert, Randy Gold of Aspen Appraisal Group, and national economist, Elliot Eisenberg, Ph. D. Thank you to our generous sponsors and all those who attended!

**IF YOU WERE UNABLE TO ATTEND THIS YEAR'S EVENT, YOU CAN PURCHASE THE VIDEO RECORDING OF THE MARKET UPDATE HERE.**

**\*VIDEO WILL BE AVAILABLE TO VIEW UNTIL APRIL 18TH.**

## SPONSORS



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## EMERITUS AWARDS

In celebration of the 50th Anniversary of the Aspen Board of REALTORS® we would like to honor our members who have achieved the REALTOR® Emeritus Status.

Current Emeritus Status eligibility requirements are: Forty (40) years of REALTOR® membership and proof of volunteer service as a NAR officer, director, committee member, Federal Political Coordinator, Global Ambassador, or Global Coordinator to a country with which NAR holds a reciprocal agreement.

Former requirements were: Forty (40) years of REALTOR® membership and proof of volunteer service in the local, state and/or national Association of REALTOR® levels.



Even Boenning

Aspen Snowmass Sotheby's International Realty-Hyman Mall



Gary Feldman

Aspen Snowmass Sotheby's International Realty-Hyman Mall



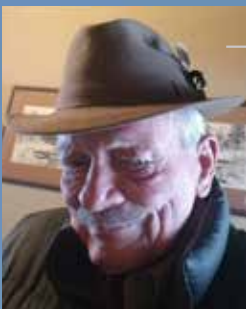
Penney Carruth

Aspen Snowmass Sotheby's International Realty-Spring Street



Arleen Ginn

Aspen Snowmass Sotheby's International Realty-Hyman Mall



John Cooley

Cooley Investment Co.



Terry Griggs

Exclusive Properties of Aspen and Snowmass LLC



Guy DeCarlo

Guy DeCarlo, Broker



Darryl Grosjean

Engel & Volkers Roaring Fork





**Stephen Hach**  
Ute City Properties, Inc.



**Greg Rulon**  
Douglas Elliman Real Estate-SMV



**Rick Head**  
Aspen Snowmass Sotheby's International Realty-Spring Street



**Tony Scheer**  
Engel & Volkers Carbondale



**Janet Mitchell**  
Janet Mitchell & Co.



**Bill Stirling**  
Douglas Elliman Real Estate-Hyman Ave



**Jane Moy**  
Coldwell Banker Mason Morse-Aspen



**Brent Waldron**  
Aspen Snowmass Sotheby's International Realty-Hyman Mall



**Charley Podolak**  
Aspen Snowmass Sotheby's International Realty-Hyman Mall



**Ed Zasacky**  
Aspen Snowmass Sotheby's International Realty-Hyman Mall



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.

### April 02, 9:00 AM - 12:00 PM

#### 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](#)

### April 07, 9:00 AM - 1:00 PM

#### 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](#)

### April 07, 10:00 AM - 11:00 AM

#### Out of the Box Buyers

Instructor: Nate Rees

Does your client fall outside of the strict qualifying guidelines for an advertised mortgage? It's not that they can't qualify, it's that they fall outside of their box. This one-hour CE course explores loan options that are available for buyers who do not qualify for a traditional mortgage. With 28% of U.S. workers being self-employed and 57% of households having a credit score below 680, there is a tremendous market of "out of the box buyers" to assist. Loan programs that will be covered include:

- Loan options for self-employed buyers
- Down payment assistance
- Asset qualification
- Loan options for investors
- Reverse for purchase

Credits: 3

Cost: \$30.00

Zoom Course

[Click Here to Register](#)

### April 07, 12:00 PM - 4:00 PM

#### 2021 Annual Commission Update

Instructor: Whitney Sweet

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](#)

### April 08, 9:00 AM - 12:00 PM

#### 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 their 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.

Credits: 3

Cost: \$30.00

Zoom Course

[Click Here to Register](#)

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**April 15, 9:00 AM - 11:00 AM**
**Basic Fair Housing**

Instructor: Nate Rees

Does your client fall outside of the strict qualifying guidelines for an advertised mortgage? It's not that they can't qualify, it's that they fall outside of their box. This one-hour CE course explores loan options that are available for buyers who do not qualify for a traditional mortgage. With 28% of U.S. workers being self-employed and 57% of households having a credit score below 680, there is a tremendous market of "out of the box buyers" to assist. Loan programs that will be covered include:

- Loan options for self-employed buyers
- Down payment assistance
- Asset qualification
- Loan options for investors
- Reverse for purchase

Credits: 1  
Cost: \$10.00  
Zoom Course

[Click Here to Register](#)

**April 20, 10:00 AM - 12:00 PM**
**Reverse Mortgage Loans**

Instructor: Gabe Bodner

It is important to keep up with the current trends in real estate and finance, but it is just as important to learn how to use these tools to enrich your clients' experience when working with you. This course teaches the requirements and benefits of a reverse mortgage, what to expect and when one might be appropriate for your clients. Upon completion of this course participants will understand how to properly explain to your clients how a reverse mortgage loan works as well as how to use one when purchasing a home.

Register today!

Credits: 2  
Cost: \$20.00  
Zoom Course

[Click Here to Register](#)

**April 27, 9:00 AM - 12:00 PM**
**The Residential Lease**

Instructor: Rob Lynde

This class will take a close look at the residential property management lease. Not only the must have's and the should have's but clauses and inclusion that Rob has gathered from property managers around the state. Rob will go into detail why even clauses not enforceable in court might be a good thing to include in your residential lease. This interactive class, yes, even on Zoom will allow you to either make sure your lease is covering the vital parts of the lease plus setting tenant expectations or if it's possibly time to have your lease updated

Credits: 3  
Cost: \$30.00  
Zoom Course

[Click Here to Register](#)

**May 20, 9:00 AM - 12:00 PM**
**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 curriculum 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](#)

## MORE EDUCATION OPPORTUNITIES

APRIL

- 4/01 | 2PM EXPAND YOUR DIGITAL BRAND
- 4/02 | 9AM WRITING WINNING OFFERS
- 4/06 | 9AM SELLING WITH CONSISTENCY
- 4/06 | 11AM NAVIGATING THE REO MARKET
- 4/06 | 10AM HOW TO PREPARE A SELLER NET SHEET
- 4/07 | 1PM DIVORCE ISSUES IN REAL ESTATE
- 4/07 | 9AM ASSET PROTECTION
- 4/14 | 9AM 2021 ANNUAL COMMISSION UPDATE
- 4/15 | 9AM DRAFTING BETTER ADDITIONAL PROVISIONS
- 4/20 | 9AM 2021 CONTRACTS AND FORMS UPDATE
- 4/28 | 9AM ADVANCED CONTRACTS II



## Town Park Master Plan Receives Approval from Snowmass City Council

After a lengthy process, the Town Park Entryway Master Plan finally got its golden ticket to proceed to the design process at a March 1 Snowmass Village Town Council meeting. Council's unanimous approval of the plan allows planners to take the next steps in the design process for the long-awaited and much-discussed project, which will add new amenities and multi-use spaces to Town Park and beautify the entryway to Snowmass Village.

That direction is key to making progress on a project that has been on the minds of local stakeholders for nearly two decades; master planning began in 2003, according to the plan approved March 1. The document establishes project goals, the placement of park features, potential phasing and cost estimates; approval allows planners to zero in on the design of individual elements.

The need for a permanent, attractive multipurpose facility on the rodeo grounds and closer alignment with the town's comprehensive plan prompted the change of heart, according to a letter from Jim Snyder, Robert de Wetter, Markey Butler and Jamie Knowlton. The letter included an earlier sketch of the town park entryway and a wide range of possible additional uses for the grounds, from concerts and weddings to UFC fights and an American Ninja Warrior Training Center. Previous rodeo boards had been opposed to some multipurpose applications of the grounds "but that is not the case at all anymore," de Wetter told council.

But discussion among council, Town Park planners and the Snowmass Western Heritage Association revealed that some of the association's opposition was the result of mixed signals and mixed messages, not conflicting interests in the future of Town Park.

## News - Legislature Resumes, introduces Over 200 Bills in First Week

The Colorado General Assembly reconvened in mid-February, and there is an expectation that our elected officials will be in Denver until June, depending on how quickly some major initiative move forward.

In their first week of activity after the planned COVID break, legislators introduced a few hundred bills for consideration, including many that have impacts on real estate. CAR's Legislative Policy Committee (LPC) is working hard to represent the needs of Colorado's real estate industry so that Colorado is a place where REALTORS® can continue to assist consumers in their pursuit of homeownership. In the first week alone, LPC discussed and reviewed at length the following bills:

- HB-1008 Forest Health Project Financing (LPC Position: Support)
- HB-1034 Consumer Right To Use Natural Gas Or Propane (LPC Position: Support)
- HB-1054 Housing Public Benefit Verification Requirement (LPC Position: Amend)
- HB-1077 Legislative Oversight Committee Concerning Tax Policy (LPC Position: Amend)
- HB-1117 Local Government Authority Promote Affordable Housing Units (LPC Position: Amend)

- SB-033 Conservation Easement Working Group Proposals (LPC Position: Support)
- SB-054 Transfers For Wildfire Mitigation And Response (LPC Position: Support)
- SB-060 Expand Broadband Service (LPC Position: Amend)
- SB-070 County Authority To Register Businesses (LPC Position: Amend)
- SB-072 Public Utilities Commission Modernize Electric Transmission Infrastructure (LPC Position: Amend)
- SB-080 Protections For Entities During COVID-19 (LPC Position: Support)

More information on these and other legislation CAR is monitoring can be found on the bill tracker page found here (password protected): <https://www.coloradorealtors.com/political-advocacy/legislation/>

CAR brings forward legislation to help Coloradans overcome obstacles to homeownership

In an effort to be proactive and seek real change for the people of Colorado, CAR (along with industry partners) has introduced a series of bills designed to help increase access to realize the American Dream. Homeownership is one of





the fastest ways to build wealth, yet many Coloradans find themselves locked out. CAR is asking Colorado lawmakers to usher in a Century of Opportunity through:

- Financial literacy Education - Residents should receive the education they need to achieve upward mobility. A financial literacy high school curriculum should include understanding credit, debt, and student loans as well as preparing for homeownership and retirement.
- Credit Building Programs - Colorado should promote pilot programs that level the playing field for populations of color and give renters opportunities to build their credit so they can access homeownership.

- Requiring Division of Housing Annual Reporting - Colorado lawmakers should pass legislation to annually 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 decision on data.

Introduced bill: HB-1028 Annual Public Report Affordable Housing (LPC Position: Support)

- Incentivizing Best Practices in Affordable Housing Development - We should empower and reward local governments that pursue policies that increase the potential for building or developing more supply of affordable housing to meet Colorado's needs.



## FEDERAL NEWS:

# NAR Works to Preserve Independent Contractor Classification for REALTORS®



NAR has been educating policymakers on the importance of real estate professionals' ability to be classified as independent contractors to the real estate industry, homeowners across the country, and to boosting the economy.

The ability to work as an independent contractor is recognized and protected under many state and some federal laws (see 26. U.S.C. §3508(link is external) and state laws). However, litigation and new federal and state legislation continue to threaten workers' ability to be classified as independent contractors, including many real estate professionals. More specifically, NAR has communicated the concerns with adoption of the "ABC test" used for classifying workers. Should new federal standards adopt this test, there may be states that mirror that action and also encourage more litigation challenges that may impact real estate professionals' independent contractor status.

In recent years, there continues to be interest in moving federal legislation that incorporates the "ABC test" for classifying independent contractors. Under this test, all of the following must apply: (a) an individual is free from direction and control applicable both under the contract for the performance of service and in fact; (b) the service is performed outside the usual course of business of the

employer; and, (c) the individual is customarily engaged in an independently established trade, occupation, profession, or business of the same nature as that involved in the service performed. Based on these factors, the state statutory supervisory and control requirements imposed on brokers over agents make it challenging to classify real estate professionals as independent contractors.

The Department of Labor (DOL) also recently proposed to delay the effective date of a final rule issued by the Trump Administration, which was set to go into effect on March 8, 2021. DOL proposed this delay following a memorandum issued by the Biden Administration requesting federal agencies to review or delay certain pending regulations. NAR commented(link is external) on this delay, requesting that the effective date not be delayed, as the regulation provides needed clarity and certainty for how an employer may classify a worker. While these regulatory modifications have no direct impact on real estate professionals' classification under the Internal Revenue Code for federal tax purposes, it is anticipated DOL will effectively delay this rule and eventually modify or rescind it, potentially adding more challenging worker classification standards, especially if the ABC test is incorporated.

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





# THE ASPEN COOKBOOK



Dear ABOR Brokers and Affiliates,

As many of you have heard, YPN Aspen has been working diligently on The Aspen Cookbook with a mission of raising funds for our local restaurant employees impacted by the COVID related health orders and shutdowns over the past year. After launching the "Restaurant Employee Grant" application in early February, YPN Aspen and ABOR are proud to announce that we have sent out our first round of 30 impactful grants to employees in our restaurant community in need, with another round going out in April.

Though the cookbook sales have been quite successful, it became apparent that the restaurant employee need is greater than YPN Aspen could manage on sales alone. Thus The Aspen Cookbook and YPN Aspen are thrilled to announce our most recent fundraising partnership with Stephen and Tamar Olitsky of The Olitsky Family Foundation and Rabbi Mendel Mintz of the Chabad Jewish Community Center. Stephen, Tamar, and Rabbi Mendel have generously agreed to match the next \$10,000 in donations to The Aspen Cookbook. This is their way of giving back directly to those in our community who so selflessly serve so many of us. We invite you to join us in this fundraising match by making a donation to The Aspen Cookbook ([www.aspencookbook.com](http://www.aspencookbook.com)).

We also wanted to remind you that clients are coming this summer!! Whether you have rental welcome baskets to fill, or closing gifts to send, The Aspen Cookbook is the perfect gift for your clients. Please do not hesitate to reach out with any questions about donations or books - we are happy to assist ([ypnaspen@gmail.com](mailto:ypnaspen@gmail.com)).

Sincerely,  
YPN Aspen, powered by the Aspen Board of REALTORS®



**ASPEN BOARD OF REALTORS®**

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



# NAR Applauds House Vote to Secure Housing Rights for LGBTQ Americans



WASHINGTON (February 24, 2021) – National Association of Realtors® President Charlie Oppler issued the following statement after the U.S. House of Representatives on Thursday passed H.R. 5, the Equality Act. The legislation would ensure sexual orientation and gender identity are included as prohibited bases for discrimination under the Fair Housing Act.

“NAR applauds the House of Representatives for taking action to extend Fair Housing protections to LGBTQ Americans,” said Oppler, a Realtor® from Franklin Lakes, N.J., and the CEO of Prominent Properties Sotheby’s International. “As stewards of the right to own, use and transfer private property, Realtors® livelihoods depend on an open housing

market, and discrimination of any kind limits our shared goals, undermines our values and inhibits our ability to conduct business. NAR amended its official policies more than a decade ago to ensure Realtors® were upholding Fair Housing protections for the LGBTQ community, and we look forward to continuing our work to eliminate discrimination from America’s housing market.”

The National Association of Realtors® is America’s largest trade association, representing more than 1.4 million members involved in all aspects of the residential and commercial real estate industries.

[SOURCE](#)



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# Millennial Marketing: How to Appeal to this Generation of Homebuyers

By Paige Brown

In the last five years, Generation Y—more commonly known as millennials—have become the majority of today's homebuyers. Whether you are a new agent or a seasoned broker, marketing to this group is vital for success.

The first step to appealing to this generation is understanding their place in the current market. According to the National Association of REALTORS® [Home Buyers and Sellers Generational Trends Report 2020](#), millennials made up 36% of the buyers share last year. Boomers came in a close second at 33%, followed by Gen Xers at 23%. It was also reported that 86% of younger millennials and 52% of older millennials were first-time homebuyers, the largest of all generational groups.

When it comes to shopping for a home, this generation is tech-savvy, utilizing online listing services and social media in their home search. In fact, 83% of millennials used the internet to search for properties as their first step in the home-buying process. This is why your online presence and a millennial-focused marketing strategy should be your top priority.

For agents who are looking to build their lead generation and take on the most prominent group in the market today, there are many ways you can appeal to this new generation of homebuyers.

## Keep Up With the Latest Technology

From video to virtual reality, millennials are obsessed with the newest and latest tech available. For those who are searching for new homes—and have every search option at their fingertips—finding a real estate agent who utilizes these tools is a priority. Though some older millennials will take a reference from family and friends, most young millennials will only reach out about a property after seeing it online, with photos being the most important feature. Be sure to hire a professional photographer and consider offering [virtual tours](#) of your listings, including aerial shots using drones. This will allow your potential clients to tour your properties anytime, anywhere and on their schedule.

## Be Accessible On- and Offline

With a generation that depends on instant gratification, it is important to be accessible to these clients at almost any time of the day. Of course, social media is a great tool when it comes to constant communication, as you can respond to comments, questions and inquiries immediately. However, social media is not the only form of communication. Be prepared to respond to texts, calls and emails, as well as meeting on video calls. Because so many in this generation are shaping their work and home lives to fit their lifestyle, a traditional nine-to-five schedule may not work for them. However, realistically, being available 24/7 is impossible.

Consider hiring a virtual assistant to help with overnight inquiries, use an AI chatbot to answer frequently asked questions or even put together a reference guide that clients and leads can easily download for reference on your off-hours.

## Share Positive Reviews and Testimonials

No matter how much you choose to boast about yourself and your business success, most millennials will only work with someone they can trust and who they feel is authentic. To showcase that you are trustworthy, consider [sharing reviews and testimonials](#) from previous clients who can offer these potential leads many reasons why you will be the right agent to work with. Of course, you want to be sure to grab—and keep—their attention. Because video is the most viewed form of content online, ask your former clients if they could record their testimonials and get permission to share across your social media or on your website. This will not only illustrate your ability as an agent, but will also come across to this generation as genuine and authentic, which, in this day and age, is vital for any business success.

## Use Social Media Strategically

Because many millennials aren't sitting at home reading a newspaper, your online presence is essential. If you haven't already, be sure to incorporate social media into your marketing strategy as soon as possible. Though many agents already utilize these platforms, there are still many who do not use it to its full potential. The content you share must be relevant, educational and entertaining to this group, and for this generation especially, it is important to understand the type of content you share on each platform. For example, Facebook and LinkedIn are both great platforms to share videos, especially those glowing testimonials, as well as educational articles, such as the content you will find through [RISMedia's ACESocial](#). Instagram, on the other hand, is all about visuals. Whether you post a virtual tour of a property or photos of a listing with superior staging and styling, be sure the post is visually appealing. When done right, social media can be your business's best friend.

As millennials continue to grow as the top homebuyers in today's market, so should your marketing strategy. Though you may have to put a little more thought and time into your online marketing strategy, it will be worth the effort to gain a millennial client base. This is a powerful target market who are constantly looking to connect and learn. So if you're looking to take your business into the future with success, meaningful relationships and opportunities for more leads and transactions from the most prominent group in the market, be sure your marketing appeals to the millennial generation.





## Monetary Machinations

The Powell Fed has made it clear it will continue purchasing Treasuries and MBS for the foreseeable future and keep short-term rates at rock bottom levels but will not counter rising long-term rates. This is because financial conditions are loose, and liquidity is plentiful. Moreover, the Fed sees inflation as a transient phenomenon. Finally, slightly higher rates due to improving economic conditions are precisely what the Fed wants.

## Moving Matters

In 2020, Idaho enjoyed the highest percentage of net migration, with 70% inbound and 30% outbound, a net of 40%. SC followed at 28%, then OR at 26%, AZ and SD at 24%, and AL, FL, NC, and TN at 20%. AR was 10th at 18%. CA at -18%, CT at -26%, IL at -32%, NY at -34% and NJ at -40% struggled most. Americans continue moving south and west.

## Refined Returns

During 2020, the Knight-Frank Luxury Investment Index rose just 3% after declining 1% in 2019. The top performer for the second year in a row, Hermes handbags (think Birkin bag) up 17%, bettering their 13% jump in 2019. Fine wines were next, rising by 13%, antique cars followed at 6%. Since 1/1/11, rare whisky is tops, up a staggering 478% followed by antique cars at 193%.

## Incoming Inflation

A year ago, today, the WHO declared Sars-CoV-2 a global pandemic. Lockdowns commenced and prices of many goods and services collapsed, airline tickets, clothes, oil, as examples, and M-o-M inflation readings went negative in March, April, and May. Comparing those pandemic-induced prices to what they are now will soon show year-over-year inflation rates exceeding 3%/year. Ignore it! These Base Effects are one-off and indicate nothing about current inflationary pressures.

## Driving Data

In 2020, motor-vehicle crashes killed 42,060 people, up (yes, up) 8% from 2019. Moreover, vehicle miles driven dropped 13% last year. This means that the rate of road deaths per million miles driven rose 24%, to 1.49, the biggest annual increase since data collection began in 1924. Experts opine that riskier driving on emptier roads is the reason. It was hoped that reduced driving would lead to fewer fatalities. Buckle-up!

## Ganga Grazing

While marijuana is increasingly considered harmless, there are unintended consequences. Comparing retail scanner data in counties located in CO, OR, and WA where recreational marijuana is legal to counties where it's not, sales of high calorie foods like ice cream, cookies and chips, is higher by 3.2%, in pot legal counties. On the plus side, booze sales fall and, despite the diet deterioration, birth rates rise.

## Hiring Hallelujah

February's job growth of 379,000 and an upward revision of 177,000 to January's number is good. Restaurants & bars added 289,000 jobs, while recreational outlets, hotels and medical offices added 97,000, reminding us that Covid-19 drives this recovery. All, however, is not peachy. The labor force participation rate declined, as did the length of the work week. But the labor market is healing after stalling earlier and should steadily improve.

## Sports Stadiums

The Friday File: Recently completed SoFi stadium in LA, at \$5.5 billion, is the most expensive stadium ever built. Next most costly, MetLife Stadium (where the NFL's Jets and Giants play lifelessly) at \$2.03 billion. Las Vegas' Allegiant Stadium follows at just \$1.9 billion. Of the 30 most costly arenas ever built, 21 are in the US and in inflation-adjusted dollars cost a combined \$29.7 billion, the GDP of Estonia.

## Domicile Deficit

Existing inventory of residential homes is currently just 1.04 million units, or 1.9 months of supply, both record lows. It is partly due to insufficient homebuilding over the past decade, Boomers aging in place, Covid-19 preventing sellers from listing, huge demand by buyers to escape dense cities and decamp to suburbia and more space, low interest rates, forbearance plans, and the seven million single-family homes that have become rentals.

## Super Spending

January retail sales jumped a smoking 5.3% M-o-M and arrested a surprising three-month decline. This was the biggest increase since June's 8% rise when the economy was exiting lockdown, and the fourth largest bounce since at least 1992. Spending rose in all categories including bars and restaurants! This suggests 21Q1 should be pretty good, and that consumers were confident enough to spend their stimulus checks, unlike last March. Go shopping!

## Muted Money

The US savings rate jumped from 13.4% of disposable income in December to 20.5% in January. This means only 20 cents/dollar the government provided in the \$600 stimulus checks was spent. This suggest most of the next round of stimi money will probably also be saved, making one question the wisdom of sending out another \$1,400/person. But, it also means inflationary pressures are likely to be somewhat lessened.

## Impermanent Inflation

Biden's proposed American Rescue Plan is large, almost 10% of GDP, and is a short-term, one-off event. Other similar historical events include the Korean War, at 4% of GDP, and, as far as the US is concerned, WWI at 13%. Neither of those events led to sustained inflation; inflation rose and then dissipated. Given that the economy now has substantial slack resources, it's highly likely we'll see an inflationary replay.

## Likeable Legislators

The Friday File: Though wildly unproductive in the amount of meaningful legislation passed, the just finished 116th Congress resulted in members of Congress posting 1.57 million tweets and 680,000 Facebook posts, up from 1.03 million and 484,000 in the 114th. In the 114th there were 10 members with at least one million followers; there were 30 in the 116th. With 21.70 million followers, Bernie Sanders is the most followed member.



# N.A.R. – D.O.J. Settlement

Charlie Lee, Senior Counsel, N.A.R.

Rene Galicia, Director, MLS Engagement

## Outcomes

- NAR has agreed to make certain changes to the REALTOR® Code of Ethics and MLS Policies to accommodate questions raised by the DOJ.
- Most of the changes seek to more explicitly state what is already the spirit and intent of NAR's Code of Ethics and MLS Policies.
- No immediate action is required.
- All changes are subject to both DOJ and NAR Board of Director approval.
- NAR admits no liability, wrongdoing or truth of any allegations by the DOJ.
- No fines or any payments are required.
- Allows NAR to remain focused on supporting our members as they preserve, protect and advance the American dream of homeownership.

## Rule Change: Disclosure of Commissions

### N.A.R. must adopt one or more Rules that:

- Repeal any Rule that prohibits, discourages, or recommends against an MLS or MLS Participant publishing or displaying to consumers any MLS database field specifying compensation offered to other MLS Participants.
- Require all Member Boards and MLSs to repeal any Rule that prohibits, discourages, or recommends against an MLS or MLS Participant publishing or displaying to consumers any MLS database field specifying compensation offered to other MLS Participants.
- Require all MLS Participants to provide to Clients information about the amount of compensation offered to other MLS Participants.

## Rule Change: Prohibition on Advertising Services as Free

### N.A.R. must adopt one or more Rules that:

- Repeal any Rule that permits all MLSs and MLS Participants, including buyer Brokers, to represent that their services are free or available at no cost to their Clients;
- Require all Member Boards and MLSs to repeal any Rule that permits MLSs and MLS Participants, including buyer Brokers, to represent that their services are free or available at no cost to their Clients
- Prohibit all MLSs and MLS Participants, including buyer Brokers, from representing that their services are free or

available at no cost to their Clients.

## Rule Change: Filtering of MLS Listings

### N.A.R. must adopt one or more Rules that:

- Require all Member Boards and MLSs to prohibit MLS Participants from filtering or restricting MLS listings that are searchable by or displayed to consumers based on the level of compensation offered to the buyer Broker or the name of the brokerage or agent.
- Repeal any Rule that permits or enables MLS Participants to filter or restrict MLS listings that are searchable by or displayed to consumers based on the level of compensation offered to the buyer Broker, or by the name of the brokerage or agent.

## Rule Change: Lockbox Access

### N.A.R. must adopt one or more Rules that:

- Require that require all Member Boards and MLSs to allow any licensed real estate agent or agent of a Broker, to access, with seller approval, the lockboxes of those properties listed on an MLS.

## Next Steps

- No immediate action required
- Finalize proposed rule changes
- Possibly at NAR Board of Directors Meeting in Spring 2021 to approve rule changes
- Implementation of final rules

## In other news on the Litigation Front

**Moehrl v. National Association of REALTORS et al., Civil Action Nos.:1:19-cv-01610 and 1:19-cv-2544 (N.D. Ill. 2019)**

**Sitzer v. National Association of REALTORS et al., Case No. 4:19-cv-00332-SRB (W.D. Mo. 2019) - home sellers who listed their properties on several multiple listing services are claiming that NAR's MLS policies—which require all participants to cooperate with and compensate other participants—is a violation of antitrust law.**

- REALTORS® are champions of homeownership, property rights and the communities they serve.
- The MLS system and the way commissions are paid create competitive, efficient markets that benefit home buyers, sellers and small business.



- Local, expert brokers play a crucial role in helping buyers and sellers achieve their goals.
- These lawsuits are wrong on the facts, wrong on the economics and wrong on the law.

### **Top Agent Network v. National Association of REALTORS® et al., Case No. 3:20-cv-03198 (N.D. Cal., 2020)**

- Filed on May 11, 2020
- Plaintiff asserts that the Clear Cooperation Policy is anticompetitive
- On May 27, 2020, the Court denied Plaintiff's Motion for TRO Injunction
- On July 16, the Court denied Plaintiff's Motion for Preliminary Injunction
- On December 3, the Court granted Plaintiff leave to file a second amended complaint.
- On January 13, 2021, TAN filed a Second Amended Complaint and dropped CAR.
- On February 15, 2021, NAR filed a Motion to Dismiss the Second Amended Complaint.

### **The PLS.com, LLC v. National Association of REALTORS® et al., Case No. 2:20-cv-04790 (C.D. Cal., 2020)**

- Filed on May 28, 2020
- California Regional MLS, Midwest Real Estate Data, LLC, and Bright MLS, Inc. are also named defendants
- The Plaintiff asserts that the Clear Cooperation Policy is anticompetitive
- Plaintiff seeks a permanent injunction
- On February 3, 2021, the court granted NAR's Motion to Dismiss the case with prejudice.
- PLS.com has filed a notice of appeal.

### **REX v. National Association of REALTORS® and Zillow et al., Case No. 2:21-cv-00312 (W.D. Wash., 2021)**

- Filed on March 9, 2021
- Zillow, Inc., Zillow Group, Inc., Zillow Homes, Inc., Zillow Listing Services, Inc., Zillow Group Marketplace, Inc., and Trulia, LLC. are the named defendants.
- The Plaintiff asserts that MLS rules, particularly IDX display rules which require MLS listings be displayed separately from non-MLS listings are anticompetitive towards non-members.
- Plaintiff seeks a preliminary and permanent injunction.

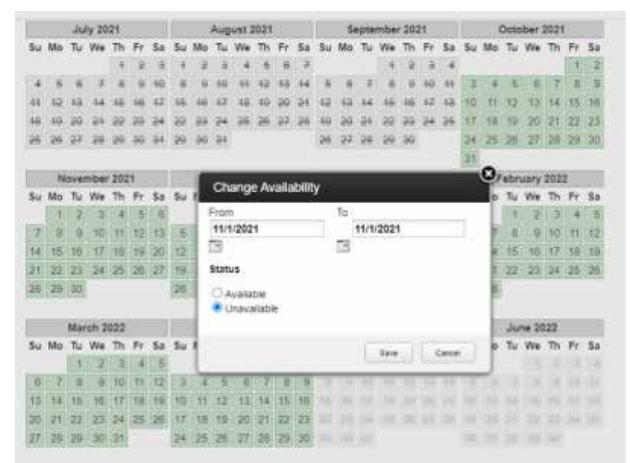
## MLS TIPS & TRICKS:

Save Time, Emails and Phone Calls on Rentals

Rentals & Rental Calendars

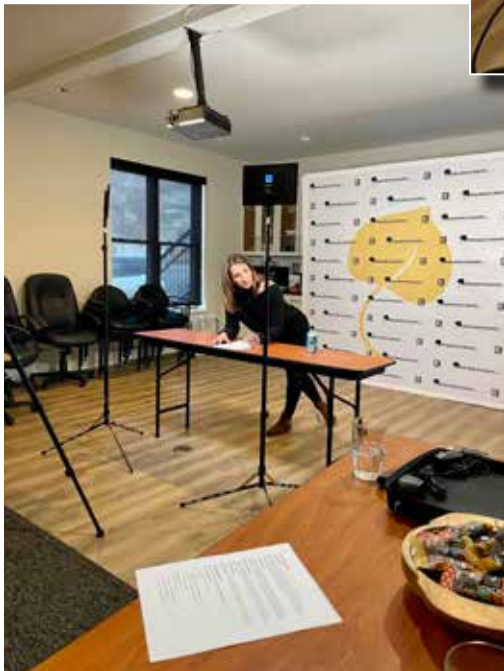
If you are tired of all the phone calls and emails concerning availability on your rental listings, please consider utilizing and updating the Rental Availability Calendar. After inputting your rental go to "change listing" click which listing you want to update and edit the rental calendar under Schedule Marketing Activities. It's very easy and takes only a few minutes of your time.

Click anywhere on the calendar and a box will appear with options to change availability. Don't forget to hit Save. The rental calendar is only available up to the expiration date. The rental calendar is available on the app Flexmls Pro.



## 2021 Virtual Market and Economic Update Luncheon

The Aspen Board of REALTORS® hosted it's first ever virtual Market & Economic Update Event with the help of NARR8 Media. Hats off to our 50th Chairwoman of the Board for being an outstanding on air hostess!





# FEBRUARY 2021



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 February 2021 >>>](#)

[Basalt Report February 2021 >>>](#)

[Carbondale Report February 2021 >>>](#)

[Glenwood Springs Report February 2021 >>>](#)

[Marble Report February 2021 >>>](#)

[Missouri Heights Report February 2021 >>>](#)

[New Castle Report February 2021 >>>](#)

[Old Snowmass Report February 2021 >>>](#)

[Redstone Report February 2021 >>>](#)

[Rifle Report February 2021 >>>](#)

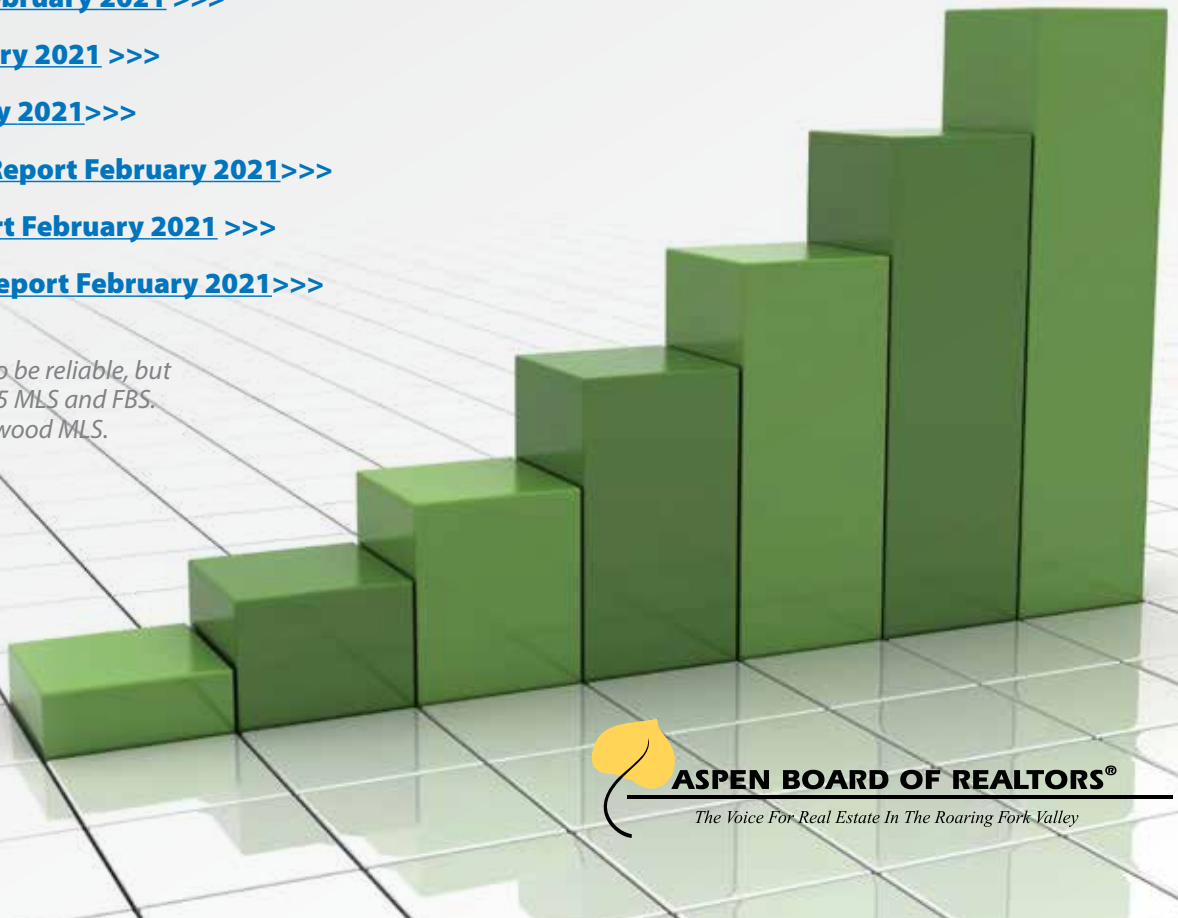
[Silt Report February 2021 >>>](#)

[Snowmass Village Report February 2021 >>>](#)

[Woody Creek Report February 2021 >>>](#)

[Mountain Region Report February 2021 >>>](#)

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**ASPEN BOARD OF REALTORS®**

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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 [www.AlpineAssociationBenefits.com/video](http://www.AlpineAssociationBenefits.com/video) which provides high level details about the program. The features include:

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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.

