

OFFICIAL PUBLICATION OF THE ASPEN BOARD OF REALTORS®

Aspen REALTOR®

SEPTEMBER 2022

V8 N09



Photo Credit: Maria Cook



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 REALTORS® of ABOR are committed to the principals of Fair Housing practices and strive to convey respect, ensure fairness, and improve business relationships with all the many clients they serve 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.

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Alexandra
George
2022 Chair



Dear Members,

It has been an incredible year and I am very pleased to announce that the ABOR Staff and the amazing Scholarship Fundraising Committee have netted \$100,000 again this year in their tireless efforts to replenish ABOR's Heldman King Scholarship Awards funds. None of this would be possible without the generosity of the Sponsors, (\$39,800) Tee Box Sponsors (\$14,000) Silent Auction (\$13,935) Cash Donations (\$31,533) Golfer Fees (\$29,100) along with a few other sources of income. And of course, all of this stems from YOU, our exceptional real estate community that understand that generosity and a thriving community equates to a thriving real estate market. Thank you from the bottom of my heart (see [page 10-13](#) for more)

Hard to believe that I have just one more board of directors meeting in my term as Chair of the Board. What I really want to know is if you value the benefits, community involvement and services offered by the Aspen Board of REALTORS®. How do you rate the AGSMLS, B2B communication service, education programs, organized open houses and caravans, YPN events, Professional Standards Services (arbitration and ethics), Governmental Affairs involvement in your local, state, and national levels, Technology Helpline, Legal Hotline, in person events such as the Market Update Luncheon, the Aspen REALTOR® (monthly electronic newsletter), and the many community involvement projects coordinated by the board. I really want to know and ask that you reach out to me and/or our CEO maria@aspenrealtors.com and let us know. These projects and benefits take a lot of effort, investment, and coordination and bring you and your clients an organized & professional marketplace to succeed in the challenging and rewarding business of real estate.

Try to envision doing business without your organization. I have had the privilege of working hand in hand with the staff and many volunteers this year including your 2022 Board of Directors who have set the budget and vision to improve and uphold the high standards established here in the real estate industry since 1971.

Your annual REALTOR® dues will be sent out on Oct 1st and will be due no later than Oct. 31st. I hope you realize what a great investment in your future success supporting your Association truly is.

Thank you for your support and all you do to build a great community and help many to achieve the American dream of homeownership.

Cheers,

Alexandra



CALENDAR OF EVENTS

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SUPPORT THOSE WHO SUPPORT YOU!

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

1st Bank Roaring Fork Valley

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Academy Mortgage Corporation

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OCTOBER

- 1 2023 Annual REALTOR® Membership Dues Invoices Go Out
- 14 AGS MLS BOD Meeting
- 16 CAR Mountain District Welcome Reception, Viewline Resort, Snowmass at 4:30PM-6:30PM
- 16-19 CAR Fall Forum, Viewline Resort, Snowmass Village, Colorado
- 26 **Save The Date** In Person Mortgage 101 & 102 Class Presented by Bay Equity, ABOR Office 9AM-11AM, SEE FLYER ON [page 15](#)
- 31 2023 Annual REALTOR® Membership Dues Deadline

NOVEMBER

- 2 ABOR BOD Meeting & Board Retreat, Aspen Meadows
- 9-14 NAR Convention in Orlando, Florida
- 24-25 ABOR Office Closed for Thanksgiving Holiday

DECEMBER

- 8 **Save the Date:** ABOR Holiday Party, More details to follow

YOU ARE MAKING A DIFFERENCE

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



CAR FALL FORUM
is in Snowmass Village on Oct. 16th-19th
[CLICK HERE](#) to register & for more detailed information!





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

Between two extended table locations, five pantry locations, five mobile food distribution sites, the LIFT-UP warehouse and the LIFT-UP thrift store, the need of LIFT-UP volunteers has substantially grown in the past year, online sign up: www.liftup.org/volunteer

Roaring Fork Outdoor Volunteers (RFOV)

From family friendly workdays to remote backcountry conservation projects, everyone is invited to care for our region's public lands. No experience needed! The RFOV project calendar for 2022 is available at www.rfov.org/calendar or online sign up options go to: www.rfov.org/individuals

Habitat for Humanity

Habitat for Humanity RFV has multiple volunteer opportunities available in the ReStore or on a Build Team, You can go to www.habitatroaringfork.org/pages/volunteer-opportunities to sign up today! Or to visit Habitat for Humanity for the Roaring for Valley: www.habitatroaringfork.org

Heldman King Scholarship

9/7/22

The 38th Annual Heldman King Scholarship Foundation Annual Silent Auction & Pre-Party will be at The Inn at Aspen this year from 5:30PM-8PM.

9/8/22

The 38th Annual Heldman King Scholarship Foundation Golf Tournament will be at Snowmass Club this year. Please plan to sponsor & attend! We appreciate your support!

November & December

ABOR will be participating in the LIFT-UP REALTOR® Food Drive, Salvation Army Coat Drive & The Aspen Chapel Holiday Basket Program this year for the holiday months. Details to be released.

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



Aspen Board of REALTORS®

Education Update

Owners Expectations & The Property Management Agreement

9/27/22

1:15 PM - 3:15 PM

2 Credits

\$20

Instructor: Rob Lynde

Hybrid Class

Corresponding Forms to the CREC Contracts

9/28/22

9:00 AM - 12:00 PM

3 Credits

\$30

Instructor: Brie Aljets

Zoom Class

2022 Redline Contracts & Forms

10/05/22

9:00 AM - 12:00 PM

3 Credits

\$30

Instructor: Amanda Potter

Zoom Class

Understanding Market Conditions & Advising Clients

10/06/22

9:00 AM - 12:00 PM

3 Credits

\$30

Instructor: Mitch Bevins

Zoom Class

Differentiate Yourself with Contracts

10/08/22

8:30 AM - 4:30 PM

8 Credits

\$80

Instructor: Susan Vencill

Zoom Class

2022 Annual Commission Update

10/13/22

9:00 AM - 1:00 PM

4 Credits

\$40

Instructor: Damian Cox

Hybrid Class

Register [HERE](#) for the above classes

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

Compliments of the Aspen Board of REALTORS®

Aspen

Short-Term Rental Tax Question Going to the Voters

Aspen City Council approved a resolution at a special meeting that will send a short-term rental tax question to voters this November, the Aspen Daily News reported....[MORE](#)

JAS Center Gets Approvals from Council

City council granted the necessary approvals and entitlements for the Jazz Aspen Snowmass Center to move forward in securing a construction permit in the next couple of months, the Aspen Daily News reported....[MORE](#)

Permanent Theatre Aspen Structure Receives Initial Nod

Permanent Theatre Aspen Structure Receives Initial Nod

In a joint work session with the Planning and Zoning Commission and the Open Space and Trails Board, the Aspen City Council supported moving forward with a proposal from Theatre Aspen to replace its current theater facility with a permanent, subgrade facility in Rio Grande Park, the Aspen Daily News reported....[MORE](#)

Snowmass

Tax Income Up in 2022, So Far

Lodges, restaurants, and retailers in Snowmass Village reported 44.2% more in taxable sales for the first six months of 2022 than they did in the first half of 2021, reported by the Aspen Daily News. The town's 3.5% sales tax produced \$6.9 million in revenue from January through June, with nearly \$2 million of that amount going to the general fund and \$4.9 million to marketing.

This year's first six months of sales tax collections didn't only dwarf the town's first half haul of \$4.4 million in 2021, but also the first halves of 2020 and the pre-pandemic years of 2017, 2018 and 2019, according to the report. The nearly \$7 million in collections from January to June this year came close to the year-end totals from the previous five years.

Basalt

Town Prepares for One of Its Largest Municipal Projects

Basalt is preparing one of its biggest municipal projects ever as the town council gave its approval to staff members and consultants to move forward with a proposed design, the Aspen Daily News reported....[MORE](#)

Final Willits Project Receives Approval

Developer Michael Lipkin received approval from the Basalt Town Council to build the final piece of his massive mid-valley Willits project, the Aspen Daily News reported....[MORE](#)

Carbondale

Jamie Abbott Named Director for Carbondale Arts

Jamie Abbott has been named the next executive director of Carbondale Arts, starting Oct. 1, the Aspen Daily News reported. She has a 25-year history in the region's nonprofit sector, including 15 years at Aspen Words. Most recently, Abbott served as development director at Colorado Mountain College. She replaces Amy Kimberly, who has been instrumental to developing Carbondale's arts and cultural industry.

Glenwood Springs

Garfield County Housing Market Starts to Cool

The housing market spiked during the pandemic; now, data shows it's finally starting to get to a manageable place, the Glenwood Springs Independent reported....[MORE](#)

Former Bank to Become Welcome Center

Colorado Mountain College is working to move into the old US Bank location on Grand Avenue with some help from Glenwood Springs, the Glenwood Springs Post Independent reported....[MORE](#)

Pitkin County

Aspen-to-Atlanta Flight Doubles Down this Winter

Starting Dec. 17, Delta Air Lines will have a second daily nonstop flight from Atlanta to Aspen, the Aspen Daily News reported....[MORE](#)

Independence Pass Stoplights Could Become Permanent

The two stop lights controlling traffic in the Narrows sections of Independence Pass could become permanent fixtures, according to the Colorado Department of Transportation, reported by the Aspen Daily News....[MORE](#)

New Mountain Bike Trail Increases Safety

Work has started on a new trail that will provide better access to Sky Mountain Park from Aspen and reduce the chances of collisions for mountain bikers, the Aspen Daily News reported....[MORE](#)

SEPTEMBER 2022

New REALTOR® Members

Sarah Girgis – Douglas Elliman Real Estate
Stefanie Duch – Compass
Deborah Capogrosso-Roth – Coldwell Banker Mason Morse
Jessica Hughes – Gilmartin - Weaver and Briscoe
Hayley Wheeler – Global Real Estate Group, LLC
Mike Wilkinson – Embark Realty Group LLC

New Offices

Fly-N Brian LLC
LoKation Real Estate
Embark Realty Group LLC

New Secondary Members

Rob Kishbaugh – Compass Colorado
John Marshall – LoKation Real Estate

Reinstated Member

Allison Byford - Christie's International Real Estate

Company Changes

Candice Girgis - Douglas Elliman Real Estate (Moved from Hyman to Durant Office)
Rebecca Stirling - The Agency Aspen
Rollie Jordan - Douglas Elliman Real Estate
Brian Sherry - Fly-N Brian LLC
Tommy Tolleson - Christie's International Real Estate Aspen Snowmass LLC
Nancy Quisenberry - Coldwell Banker Mason Morse
Brian Hipona - Coldwell Banker Mason Morse

New Affiliate Members

SkyRun Aspen LLC. (Reinstated)

Thank You for Your Membership!

Members Stats

REALTOR® Members - 829
Primary - 736
Secondary - 93
Non-Members - 0
Affiliates - 55

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Green

BJ Adams Team | Pillar to Post – The Moran Team | US Bank | Blue Sky Mortgage
Jessica Owens at The Mortgage Network | Hamlet Financial



Presented by



CAR Fall Forum

Snowmass, October 16-19 2022

The 2022 CAR Fall Forum is geared towards REALTORS® who want to become more involved at CAR or in the REALTOR® association. Don't miss out on new ideas, new products, networking and fun this **October 16-19, 2022**. We hope you can attend **in-person** to engage with other REALTOR® leaders and explore new ideas in beautiful Snowmass, Colorado this fall.

Included with your registration is a networking lunch, opening reception, coffee breaks and sessions like:

- **CAR Strategic Think Tank**
- **Risk Management Forum**
- **MLS Forum**
- **Diversity and Inclusion and more!**

Also make plans to add-on your ticket to the CAR Inaugural Dinner on Tuesday, October 18, to meet the new CAR Leadership Team and celebrate this past year.

Details

Where: Viewline Resort Snowmass. Address: 100 Elbert Ln, Snowmass Village, CO 81615. Phone: (970) 923-8200. The Viewline Hotel is sold out, but upon registration, you'll have access to make reservations at more properties.

Registration Fee: \$250 Full Conference

[**Click Here to REGISTER TODAY!**](#)

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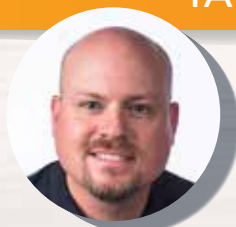
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Dear REALTOR® Member,

We trust you have been enjoying your summer! Over at ACRA we have been busy rolling out elements of the [Aspen Destination Management Plan](#), one of which was the release of an updated [Defy Ordinary video](#) at the FOOD & WINE Luncheon.

In addition, and specifically for realtors and their clients, we have crafted a welcome packet for new residents. Many of you may already have your own welcome content that you distribute to your clients, but in an effort to welcome everyone into the Aspen fold, we created this piece for you to distribute to anyone who has moved to the area within the past few years. The piece is designed to be printed on 8.5x11" paper, or you may link to it [electronically](#) and it can be [downloaded](#).

Finally, this summer we relaunched the [Aspen Pledge](#), and ACRA will be making a donation of \$18.80 for each pledge signed, which honors the year Aspen was incorporated, 1880. Those signing the pledge can choose between the [Independence Pass Foundation](#) and [Roaring Fork Outdoor Volunteers](#) as the beneficiary organization. For the initial launch, ACRA has committed up to \$50,000 in donations. If you would like to promote this initiative in your own newsletters or social channels those assets are linked here.

[Aspen Pledge Newsletter Assets](#)

[Aspen Pledge Social Assets](#)

Please let us know if you have any [questions or comments](#) about these assets. We look forward to working together with you to create an environment for Aspen to thrive.

Best Regards,

ACRA Destination Marketing & Management Team





LOCAL BROKER MARKETPLACES ENSURE EQUITY, TRANSPARENCY, AND MARKET-DRIVEN PRICING OPTIONS FOR THE BENEFIT OF HOME BUYERS AND SELLERS.

The U.S. Model of local broker cooperation has long been – and is still viewed as the best value for consumers around the world. Local broker marketplaces provide sellers equal access to the largest possible pool of potential buyers and create the greatest number of housing options for buyers in one place without hidden or extra costs. Listing brokers making offers of compensation to buyers' brokers also gives first-time, low/middle-income and all homebuyers a better shot at affording a home and professional representation. The free market organically establishes commission costs within local real estate markets based on service, consumer preference and what the market can bear, among other things.





Local News - Snowmass Village Considers Sending Tax Question to Voters

The Snowmass Village Town Council are considering a resolution to send a tax-use change ballot question to voters. The question would ask voters to approve an expansion of the existing 2.5% marketing sales tax and the existing 2.4% lodging tax to add workforce housing to the allowed uses. According to a memorandum from town staff, the town council has been discussing the possibility of asking voters to expand the tax uses to include expenses related to construction, maintenance and workforce housing for the last several months.

The state of Colorado requires that all changes to taxes be put to a vote by the electorate. If the tax-use change is approved by voters in November, it would allow the two taxes to be used for workforce housing in addition to the existing tourism-related uses and would also keep the two taxes in one fund.

The town council last discussed the ballot language on Aug. 15, after which the town's marketing, group sales and

special events board recommended a number of changes including the addition of several clauses. The board also recommended that the proposed question state that the town will allocate no less than 80% of the expected revenues to tourism and that the remaining funds can be contributed to workforce housing.

During the council discussion on Aug. 15, concerns were brought up about whether a strong year for housing in the future would result in less money for marketing and tourism. Councilman Bob Sirkus said that the town's budget process involves a lot of different review steps and he doesn't expect to see the marketing department's funding sources change much.

Mayor Bill Madsen agreed that the town's process should be trusted and added that the town is committed to tourism and that will likely not change. Before concluding the meeting, Madsen said he was looking forward to seeing the final language.

State News - CAR Supported Affordable Housing Measure Reaches State-wide Ballot

A ballot measure that would generate \$270 million annually for affordable housing is headed for voter review after qualifying for the ballot.

Proponents for Initiative #108 turned in 149,072 valid signatures to the Colorado Secretary of State's Office and of those signatures, clearing the 124,632-vote threshold required to qualify for the election.

"We're thrilled that this measure is officially on the ballot," said Brian Rossbert, executive director of Housing Colorado. "The people of Colorado have spoken, and they want to make Colorado affordable. Too many Coloradans can no longer afford to live in the neighborhoods where they set down roots. That's forcing families to make difficult relocation decisions, robbing our communities of essential services and intensifying our homelessness crisis. This measure is desperately needed if we want future generations of Coloradans to thrive."

Initiative #108 proposes to divert 0.1% of the general fund into a state affordable housing fund. The measure, according to a nonpartisan fiscal analysis, is a revenue change to the state's TABOR spending limit. It will reduce TABOR refunds by the same amount: \$135 million in 2023 and \$270 million to \$300 million thereafter.

Make Colorado Affordable said the measure will help build 170,000 affordable new homes and rental units. The initiative defines affordable as 60% or less of the area median income for rentals and housing at 100% or below of the area median income and a mortgage payment of less than 30% of a household's income.

For example, Denver's median income from 2016-2020 was \$72,661, according to the Census Bureau. Colorado Springs' median income for the same period was \$67,719.

The measure is backed by Housing Colorado, Community First Foundation, Colorado Realtors Association, Caring for Colorado, Rocky Mountain Mechanical Contractors and Unions, Civitas Resources, Urban Land Conservancy, Habitat for Humanity of Metro Denver and Gary Ventures, which put \$2 million into the initiative's campaign finance committee, Coloradans for Affordable Housing Now. The committee has so far raised a total of \$2.8 million and spent more than \$2 million to gather signatures. Other donors include the National Association of Realtors, Habitat for Humanity of Metro Denver and the Colorado Low Income Housing Campaign, which is run by Housing Colorado.



Federal News - Flexibility Added for Housing Programs

On Wednesday, August 27, the Treasury Department announced updates to its guidelines for using the State and Local Fiscal Recovery Funds (SLFRF) to augment the Administration's "Housing Supply Action Plan" by adding flexibility within the program for uses aimed at increasing the affordable housing supply in the country. The SLFRF comes from the American Rescue Plan, which allocated \$350 billion for state, local, and tribal governments to support COVID-19 response and recovery actions.

The Treasury Department previously released an outline of approved uses for the funds, determining that programs targeted toward increasing the supply of affordable housing are responsive to the COVID-19 pandemic and thus may be an eligible use. Those regulations stipulated that the funds may be used to provide housing services, including the development of affordable housing to increase supply to communities that were disproportionately impacted by the pandemic; addressing housing insecurity; lack of affordable housing; and homeownership. These services include production, rehabilitation, and preservation of affordable rental housing and in some cases affordable homeownership units, as well as down-payment assistance and homeownership assistance that would be eligible under the Community Development Block Grant (CDBG) program. In addition, affordable housing and development projects that increase the supply of long-term affordable housing for low-income residents can qualify for SLFRF funds, if they are eligible under either the National Housing Trust Fund or the HOME Investment Partnership Program (HOME). The National Housing Trust Fund and the HOME Investment Partnership Program are under the Department of Housing and Urban Development (HUD).

The Treasury's update gives states, localities, and tribal governments increased flexibility to use the SLFRF to fund long-term affordable housing loans, including those that would be eligible for additional assistance under the Low Income Housing Tax Credit (LIHTC). It also expands the list of eligible uses beyond the CDBG, HOME, and National Housing Trust Fund programs, to include many more programs from multiple federal agencies – including the Public Housing Capital Fund, Multifamily Preservation & Revitalization Program, and affordable housing projects that would be eligible under the Indian Housing Block Grant. The updates also clarify that SLFRF funds may be used to finance the development, repair, or operation of any affordable rental housing unit that provides long-term affordability of 20 years or more to households at or below 65% of the local area median income.

The Treasury Department and HUD have jointly published a "How-To" Guide(link is external) for governments to assist them in combining the SLFRF funds with other sources of federal funding, which includes examples of ways to combine multiple sources of federal funding, including SLFRF, to facilitate affordable housing deals. As of March 2022, \$12.9 billion in SLFRF funds have already been budgeted to meet housing needs and lower housing-related costs, including \$4.2 billion for affordable housing development and preservation. NAR CEO Bob Goldberg will meet with Administration officials in August to talk more about this update and the White House's "Housing Supply Action Plan", and to work together toward a solution to the nation's housing supply and affordability challenges.

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





Excellent Employment

August's employment report is best described as Goldilocks. Most importantly, 786,000 persons entered the labor force, pushing the labor force participation rate from 62.1% to 62.4%. While some found work, others didn't. As a result, the unemployment rate rose from 3.5% to 3.7%. Better yet for the Fed, M-o-M average hourly earnings declined from 0.5% to 0.3%. This keeps a 75bps hike on the table, but marginally reduces its likelihood.

Job Jumping

Over the past two years, 29% of the working population changed employers. Among Boomers the percentage was low at just 15%, for Gen Xers 17%, and for Millennials an elevated 32%. However, for Gen Zers it was a whopping 49%. This explains how overall economy-wide quit rates are averaging 34%/year for the last 18 months. It's younger workers, some of whom are repeatedly job switching for better pay and opportunities.

Passenger Plethora

The number of passengers going through a TSA checkpoint on 8/28/22 was 2,311,805 compared to 1,887,845 on 8/28/19, the first time 2019 totals were bested post-pandemic. To prove it wasn't a fluke, over the 2019 Labor Day weekend 8.62 million travelers went through a TSA checkpoint, while this past Labor Day weekend it was 8.76 million. Now, if only the airlines could treat us like it was 2019.

Invisible IPOs

The combination of high inflation, rising rates, and a European war has frozen IPOs. YTD, only \$5 billion has been raised, a year ago the amount raised exceeded \$100 billion, and on average going back to 1995 the amount raised is \$33 billion. To wit, it has been 109 days since a traditional IPO raised more than \$25 million, eclipsing the previous dry spell of 103 days set in 2008.

European Energy

With European energy prices stratospheric, the pressure on governments to intervene is profound. However, all solutions aren't equal. Capping prices is the worst solution; it encourages consumption by making energy artificially cheap. A subsidy on the amount of energy consumed by the median household is OK, it discourages demand beyond the subsidized quantity. Ideally, give sufficient cash to poor households. Price signals are maintained, and fear of freezing is eliminated.

Champion Chicken

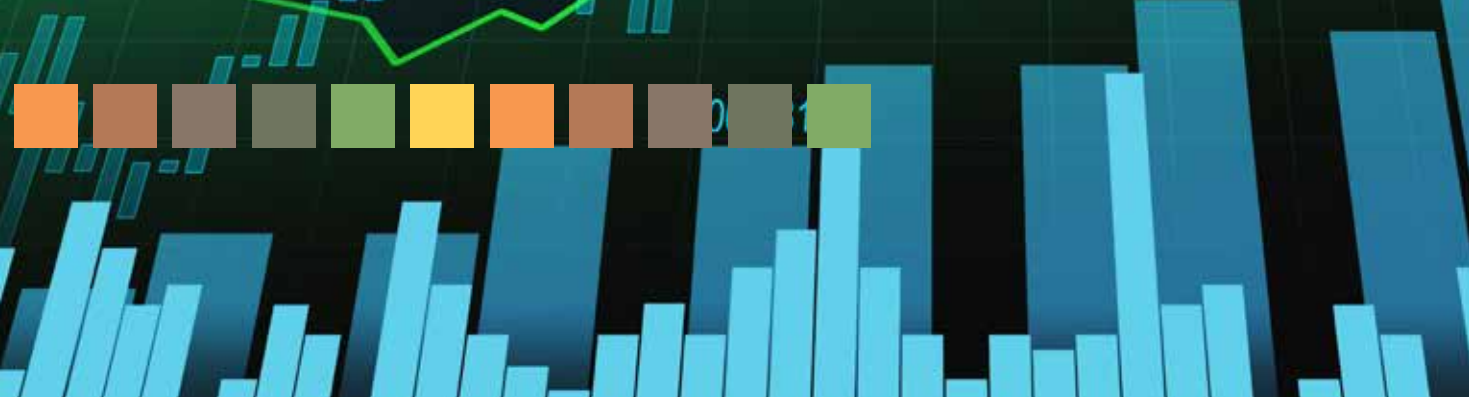
In 1995, Americans ate 75 lbs/year of beef, 50 lbs/year of pork, 37 lbs/year of chicken and 8 lbs/year of turkey. Since then, the amount of pork consumed has not budged and in 2022 is still 50 lbs/year. Turkey consumption has doubled and is now 16 lbs/year. The amount of beef consumed has slid to 60 lbs/year, while chicken has skyrocketed to almost 100 lbs/year.

Student Savings

The total cost of the student-loan relief package is about \$500 billion to the Treasury, with about \$360 billion in immediate cancelled debt costs and the rest coming over about a decade. As for inflationary impacts, they are likely to be small. The combination of immediate debt relief twinned with near simultaneous restarting of debt and interest repayments to DoE attenuates inflationary pressures, compared to the current moratorium base.

Domicile Dollars

According to the National Association of Realtors, Y-o-Y home price appreciation through 7/21 was 17.8%, and with annual inflation, as measured by the CPI at 5.4%, real appreciation was a very strong 12.4%. The housing market has since weakened and for the year ending 7/22 home price appreciation declined to 10.8%, but with annual inflation at 8.5%, real appreciation was just 2.3%, one-fifth of what it was twelve months earlier.



Contractor Concerns

New home construction activity is either in or near recession given the rapid 20% decline in starts since the recent 4/22 peak and the vertiginous collapse in the NAHB Home Builder Sentiment Index since 12/21. This month was the lowest reading since 6/14, excluding the worst Covid-19 values. However, first-time mortgage applications have been holding steady, down 18% Y-o-Y over the last three months and are back at 2015 levels.

Policy Pain

This past Friday, Fed Chair Jay Powell gave a major speech outlining the Fed's monetary policy approach for the near future. Importantly, the phrase 'soft landing' was nowhere to be found, a deliberate decision. Instead, the word 'pain' made an appearance very early on, an equally deliberate decision. A recession and hard landing are now all but inevitable in the Fed's escalating fight to beat inflation. Buckle up.

Popular Paintings

During 2020, the most Googled painting was the "Mona Lisa" by Da Vinci with 1.02 million monthly global average searches. Next was "Guernica" by Picasso with 455,000/month. In third, another Da Vinci, "The Last Supper" with 343,000/month. In fourth, "The Scream" by Munch with 241,000/month, followed by "Las Meninas" by Velasquez at 140,000/month. In sixth place and the only American painting is Wood's American Gothic at 136,000/month.

Memorabilia Madness

Recently, a 1952 Topps Mickey Mantle baseball card sold at auction for \$12.5 million, a new record that broke the previous sports memorabilia record set this May of \$9.3 million for Diego Maradona's "hand of God" jersey worn in 1986. The prior record for a trading card was \$7.25 million for a Honus Wagner T-206 baseball card that was sold earlier in August

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THE REALTOR® SAFETY PROGRAM

At NAR, member safety is top priority, and we are wholly committed to helping ensure that every REALTOR® makes it home safely every day.

The REALTOR® Safety Program was created to improve safety culture in the industry and rereduce the number of safety incidents by:

- Building awareness of the risks REALTORS® face on the job.
- Empowering members to be more prepared with safety protocols in place to reduce their risk.
- Educating REALTORS® about safety best practices, and providing them with timely topics, tools, and resources.

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Questions? Email safety@nar.realtor



Flexmls Tips & Tools Update

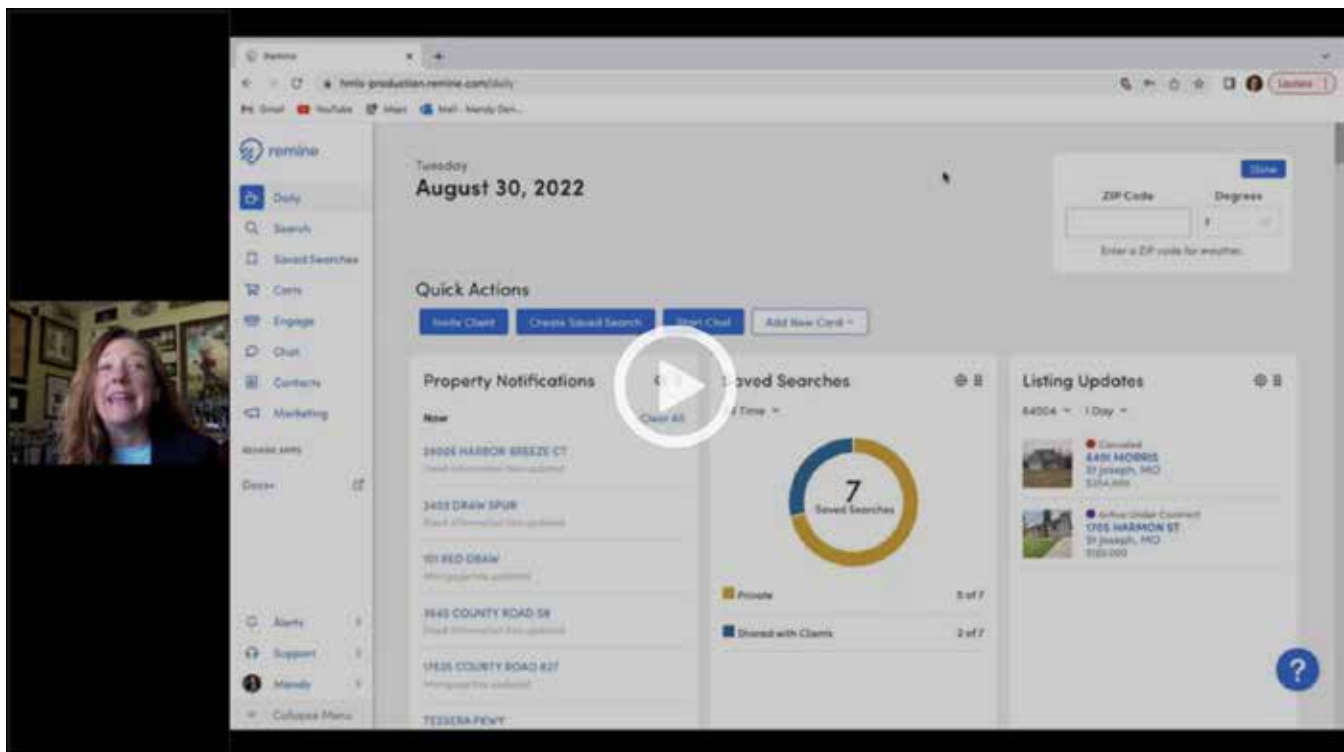
Search on the Wild Side

Wildcard searching in Flexmls allows you to strengthen your search if you are ever unsure about what exactly you are looking for. Normally, when filtering by a street name in Quick Search, there might be limitations on the search results you get. For example, if you enter a street name, such as "wood", you will get back only search results that start with wood. However, a wildcard search will let you insert an asterisk in place of a word or letter. By adding an asterisk before wood (*wood), you will be able to see all search results that end with wood, such as Dogwood, Hollywood, and Northwood. If you add an asterisk after wood (wood*), you will get search results that begin with wood, such as Woodlawn, Woodstar, and Woodward. You can also add an asterisk before and after wood (*wood*) to search all results that have that term anywhere in the field. This is a helpful tool if you don't remember the full street name you are searching, but this tool can be used many different ways.

Check out [this help article](#) to learn more. Also, did you know that when searching the Public or Private remarks, you can just type in a word (no asterisks) and it searches the entire remarks for that particular word? Follow [this guided tour](#) to see how you can search public or private remarks with a wildcard to help compensate for common misspellings of words.

Remine Pro webinar: Tips to elevate your buyer's experience with Remine Pro

[Tips to elevate your buyer's experience with Remine Pro](#)



flexmls®

AUGUST 2022



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 August 2022 >>>](#)

[Basalt Report August 2022 >>>](#)

[Carbondale Report August 2022 >>>](#)

[Glenwood Springs Report August 2022 >>>](#)

[Marble Report August 2022 >>>](#)

[Missouri Heights Report August 2022 >>>](#)

[New Castle Report August 2022 >>>](#)

[Old Snowmass Report August 2022>>>](#)

[Redstone Report August 2022 >>>](#)

[Rifle Report August 2022 >>>](#)

[Silt Report August 2022>>>](#)

[Snowmass Village Report August 2022>>>](#)

[Woody Creek Report August 2022 >>>](#)

[Mountain Region Report August 2022>>>](#)

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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 www.AlpineAssociationBenefits.com/video which provides high level details about the program. The features include:

Monthly Cost 30-60% lower than traditional health insurance

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



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