

Board News

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Service

Public Relations & Philanthropy

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Letter from our President

Dear Members,

Our 'new' Board of Directors is one month old and I feel like our Staff and Board of Directors have stepped forward to accomplish the work normally done during a three month period!

SOME NEWS COMING DOWN THE PIKE: Home Inspectors may be licensed, thanks to the work of CAR and NAR. Further into the distance is the possibility of a Tax Savings for Parents and Grandparents who place money in an account that will be used for their Children's down payment on Real Estate---an interesting concept.

TO PUT ON YOUR CALENDAR: Come meet our new Government Affairs Director, Sarah Thorsteinson, at our next Luncheon, November 18, 2014. There will be an interesting panel discussion and Q & A being asked regarding the new Wildfire Urban Interface. If you think this won't affect you, please think again! Pitkin County and the City of Aspen have some important regulatory proposals. Come see what you can do to help yourself and your clients! Be a hero!

TIME TO BE GENEROUS: It's that time of year! Clean out your pantry and help others at the same time. Bins will be delivered to each office the first week of November with all food being donated to Lift-up. It feels good to help others so dig deep! Details on food preferences and office competition coming soon!

HELP NEEDED: Our Christmas party will be held at **L'Hostaria on December 11, 2014!** **Mark your calendars** (How fun will that be?). We are looking for volunteers to help us with our visit from Santa Claus, etc. Please call Lindsey Geary at 970-927-0235 if you are interested!

THANK YOU to Michele Higgs and the Committee volunteers for putting together the **FALL TOUR!** We, the Membership, appreciate your hard work and dedication.

Best to you in your business,

"A mind is like a parachute. It only works when it's open!"

Tory

Victoria "Tory" Thomas
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New Members and Members on the Move



New Realtor Members

Tom Ashley Aspen Snowmass Sotheby's-Basalt
Frank McSwain Roaring Fork Realty

New Offices

Live Water Properties Alex Maher
The Jenkins Properties Jim Jenkins

Reinstated Members

Mike Luciano Michael Luciano, Broker

New Affiliate Members

Alpine Custom Electronics Jeff Hoffman (A/V-Low Voltage-Installation-Home Control Systems)

Company Changes – Locations

Amy Feldman Aspen Snowmass Sotheby's-HM
Gary Feldman Aspen Snowmass Sotheby's-HM
John LaSalle Aspen Snowmass Sotheby's-HM
Cally Shadowshot Portfolio Aspen Properties

Calendar of Events

| | |
|----------------|---|
| November 3,5,7 | Fall Tour |
| November 4 | BOD Meeting, ABOR Office, 8:30 – 9:30 am |
| November 6-10 | NAR Convention, New Orleans, All day, Leadership attending |
| November 13 | CREC Annual Update & 2014/2015 Risk Management (CLASS HAS BEEN CHANGED) , John Wendt, Limelight Hotel, 8 – 4 pm, Register Here |
| November 18 | Broker Forum & Luncheon, 10:30 – 11:30 am, 12 – 1:15 pm, The Gant |
| November 20 | New Member Orientation & MLS Intro , ABOR Office, 9 am - 12:30 pm |
| November 20 | IRA/1031 Exchange , First Bank, Limelight Hotel, RSVP Brendan.Matthias@efirstbank.com 8:30 - 11:00 am |
| November 27-28 | Thanksgiving holiday – ABOR Office Closed 11/27 & 11/28 (no Aspen Caravan on 11/27) |
| December 2 | Ethics for REALTORS® , John Wendt, Limelight Hotel, 8 – 12 pm, CREC Annual Update , 1 – 5 pm |
| December 3 | BOD Meeting, Board Office, 8:30 – 9:30 am |
| December 10 | AGSMLS BOD Meeting |
| December 11 | Holiday Party, L'Hostaria, 5-8 pm |
| December 12 | CMA's & Listing Presentations, 2 CE, ABOR Office, 11 - 1 pm |
| December 16 | First night of Hanukkah |
| December 24–26 | Christmas holiday – ABOR Office Closed @ 12:00 pm 12/24. Closed 12/25 (no Aspen Caravan) |
| December 31 | New Year's Eve – ABOR Office Closed @ 12:00 pm |
| January 1 | New Years Day – ABOR Office Closed (no Aspen Caravan) |

*4th Quarter MLS fees are now due from all offices. Invoices were sent out to all Managing Brokers during the first week of October. **Please be reminded that you will be charged a late fee of \$100 if your invoice is not paid within the 30 days.** For more information or to make a payment please contact Michele@aspenrealtors.com. A huge thank you to all offices that have already paid.*

THANK YOU FALL TOUR COMMITTEE!



Affiliate Spotlight of the Month: FirstBank

Set a closing date without using the phrase "or thereabouts".

In 2013, we closed 6,311 mortgage loans worth over \$1.4 billion. If experience is what you're looking for, yeah, we've got it.

Visit us at our convenient Aspen location:
601 East Hopkins Avenue, Unit 1
Aspen, CO 81611
970-544-5200

efirstbankmortgages.com



***Important* If you have not yet paid your 2015 Realtor® membership dues – They are now PAST DUE**

Please click on link - www.realtor.org, select **PAY DUES (found above heading About NAR)** type in your user name & password or NRDS id and pay by credit card or check. Payments **MUST** be made through E-Commerce and not to ABOR this year. Your 2015 annual membership dues are due and payable by **November 1, 2014**. Payment received after this date will incur a \$100 late fee.

The annual fee breakdown for 2015 is as follows:

| | |
|---|------------------|
| Aspen Board of Realtors | \$ 365.00 |
| Colorado Association of Realtors | \$ 165.00 |
| National Association of Realtors | \$ 120.00 |
| NAR Consumer Advertising Campaign Assessment | \$ 35.00 |
| * RPAC Voluntary Contribution | \$ 25.00 |
| | \$ 710.00 |

***Tax Deductibility:** Contributions are not deductible for income tax purposes. Contributions to RPAC are voluntary and are used for political purposes, including causes and candidates which support Realtor issues, home ownership, reducing tax burdens, and assisting us in serving our clients and customers. All members benefit from your RPAC support.

The ABOR Board of Directors strongly recommends your support of this important voluntary contribution. Compliance with the Tax Reform Act of 1993 requires that the portion of dues attributable to lobbying and political activities at the State and Federal levels of government be considered nondeductible for income tax purposes.

If you are an Affiliate member of ABOR, your dues will be billed separately in January 2015.

Government Affairs – Your RPAC Dues at Work!

Tom Cruise Lists in Telluride for \$59 Million

Tom Cruise is listing his 298-acre Telluride, Colo. estate for \$59 million, according to Telluride Sotheby's International Realty, the firm listing the property.

Tom Cruise spent several years designing and constructing the native stone and cedar home, completing it around 1994, according to listing agent Bill Fandel. *REUTERS*

With views of the surrounding mountains, the nearly 10,000-square-foot main house has four bedrooms and six bathrooms, plus a gym, recreation room and library. There is also a guesthouse measuring about 1,600 square feet, with three bedrooms and three baths.

The gated estate also includes a sports court for tennis, basketball and ice hockey, and a private trail system. Mr. Cruise spent several years designing and constructing the native stone and cedar home, completing it around 1994, according to listing agent Bill Fandel. The star, who is currently shooting the fifth film in the "Mission: Impossible" series, is selling because he hasn't used it much over the past few years, Mr. Fandel said.

The property is about a 12-minute drive from downtown Telluride and Telluride Ski Resort, Mr. Fandel said.

Steve Brown Hosts Election Preview

Posted in [REALTOR® Party](#), [RPAC](#), [Steve Brown](#), by [NAR](#)

NAR President Steve Brown hosted the election preview webcast, "[Getting Out The REALTOR® Vote](#)." The webcast looked at key races in both the House and Senate for the midterm elections, when turnout is traditionally lower and voter participation more urgent.

Joining Brown for the webcast were Jerry Giovaniello, NAR's Chief Lobbyist and Senior Vice President of Government Affairs, as well as Scott Reiter, Shannon Burke, and April Brown from the political field team.

Some of the issues covered were:

- The process that NAR uses to select candidates its supports
- How NAR's participation in individual races affects RPAC fundraising
- What independent expenditures are and why they are used in certain races

Remember, REALTORS® should go to the polls on November 4, before joining NAR in New Orleans for the [2014 REALTORS® Conference & Expo!](#)

If you need to register to vote, or if you are already registered and need to find your polling place, please visit www.realtoractioncenter.com/pollfinder.

To view the video, [CLICK HERE](#).

Existing-Home Sales Rebound in September

Adam DeSanctis

WASHINGTON (October 21, 2014) – After a modest decline last month, existing-home sales bounced back in September to their highest annual pace of the year, according to the [National Association of Realtors®](#). All major regions except for the Midwest experienced gains in September.

"Economic instability overseas is leading to volatility in the stock market and is causing investors to seek safer bets, which will likely keep interest rates in upcoming weeks hovering near or below where they are now," said Yun.

Realtor.com®, NAR's listing site, posts metro area median listing price and inventory data at: www.realtor.com/data-portal/Real-Estate-Statistics.aspx.

More information on all NAR and CAR government affairs issues can be found on their websites.

Tech Tools and Fun Facts

The Green MLS: Putting the Pieces Together in Your Market

When January, 22nd 2015 from 11:30 to 1:30
Where Rio Grande Room, Aspen (above Tasters)
Description This class has been approved by DORA for **2-hours of CE Credit** for REALTORS®

Intro to Green MLS Fields will be presented by Peter Rusin with the Colorado Energy Office. He will discuss the “Green the MLS” recommendations that have been adopted by Colorado MLSs covering 97% of the state. Suzanne Frazier with the Aspen/Glenwood MLS will also discuss the Green MLS Fields that are included in the FLEX MLS system. Learn about the history and impact these new fields are having on the real estate industry in Colorado and how to build sales momentum in our area.

Plus...CLEER Energy Coaches will be on hand to explain local energy efficiency programs and available rebates for the residential and commercial sectors offered by Garfield Clean Energy.

The session will be an open discussion where you can get your questions answered. Find out how to use these fields in listing a home, its impact on the appraisal process, and how to help sell homes that are not high performing!

COST *FREE* for Aspen Board of Realtors Members! Non-members are \$20.00.

RSVP BY Friday, January 16th - Contact Sarah Gruen at: sarah@aspencore.org or call 970-925-9775 x502 to reserve your seat.



Aspen celebrates the 6th annual MoVember

A month-long charity event with an objective to raise awareness of health issues faced by men. You can celebrate the beauty of men's facial hair on November 8 and 19 at Finnarr's, and participate in PSA Testing on Saturday November 17. The final Gala and Disco night takes place on November 30 at Finnarr's. It's not too late to sign up and start growing your 'stache in solidarity! For more information on individual or team participation, visit movember.com or healthaspen.com/movember.



WHERE WILL YOU BE WHEN YOU GET THE CALL FOR ACTION?

As a busy professional on the go your lifeline to clients and your office is your phone. Fewer and fewer of us are tied to a traditional desktop or laptop anymore to complete the functions of our work. Smartphones and tablets are how we increasingly manage our information and daily tasks.

To download, text "App" to 30644 and remember to login!

HOW TO BE TECH SAVVY EVEN AFTER THE SALE

How much blood, sweat and tears do you put into the before sale marketing of your listings? A descent amount, right? Just getting the listing itself can be utterly exhausting! Then you have the marketing – the professional photos, the virtual tours, the advertisements, the price reduction meetings... you know the drill.

But what about after the sale is all said and done? Are you just so thankful that you got the transaction to close that you pretty much just succumb to the emotional roller coaster you've been riding and slump into a big messy heap, recover and move on to the next ride?

What percentage of Realtors® do you think have an after sale plan in place and using consistently? 50%? 40%? 30%? Nope. How about less than 10%? Now, the question is, are you included in that 10%?

Referrals should be the root of your growing tree.

Here's some savvy ways to continue to be at the top of your past client's minds when it comes to referrals:

1. **Get a testimonial!**
2. **Send some type of communication**
3. **Remember the dates.**
4. **Be social.**

Register to Vote

The REALTOR® Action Center will now link you to the voter registration form for your state. Don't let someone else make the decision for you. Elections are coming up soon, register to vote NOW!

- [REGISTER NOW](#)
- [ABSENTEE VOTER REGISTRATION](#)