

**Wants and Needs**

- Buyer Needs
  - ~ Buyers interested of horse property on the north end; in the Mid to high 3's – at least 2 bedrooms
- Seller Needs
- Leases:
  - ~ Eric Blackhurst has 3 spaces available for lease downtown, ranging from 1080 sf to 3000; Located on the 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> floors; They are Great Starter locations
- Trades - None

**Thank You's**

- Thank you to Seth Hanson and Alpine Legacy Real Estate for hosting Breakfast

**Program**

Greg Muhonen from Public Works Department, Speaking on the Fish Creek Construction

- One item I recall is the three cast in place concrete box culverts at Brodie, Country Club, and Brook Drive are nearing completion. Brook and Country Club should be open to traffic next week. The first precast concrete box culvert will be installed at Scott Drive starting next week. Scott Drive will be closed at Fish Creek Road. It should be done by February 1.
- Paving scheduled to occur at the end of August; There are 3 sections of retaining wall – embankment to hold the road up that will continue through the winter; Doing channel work in the box culverts (enhanced resiliency and aesthetics), and They will do additional channel repairs
- Questions –
  - Regarding new easements to re-do the trail => The Department had to contact 52 owners and in no instance did they have to go through adverse possession – each person amicably agreed.
  - Has anything taken place as far as dredging out (by the high school) => that is owned by the bureau of reclamation – they declined to dredge it out so at the moment there is no plan to go forward with that project
  - What about the beavers? => There are currently no plans to reinstall the beavers
  - How is the parking garage going
    - There is a very large Duck bank – 2 feet wide and 2 feet deep
    - It has taken a while to get the site ready – need to stabilize the embankment which got done about a week ago; they are pouring 4 of the column footers today
    - In Mid-February they are trucking up precast concrete parts – 1<sup>st</sup> week in march they will be here and so we are starting to construct it mid-March/April so they are still on schedule
    - The structure will add 310 parking spaces to the 102 that previously existed

**Website Presentation**

- The Website has been Revamped & Redesigned to be your GO TO place for information affecting YOU, your BUSINESS, and your COMMUNITY. CAR has a new website – take a look at it when you have a chance
  - This morning, we will be going over just a few of the major changes but please, take a moment on your own to DISCOVER it's NOOK AND CRANNIES
- HOME TAB: This is your GO TO PLACE for WEEKLY UPDATES and ANNOUNCEMENTS
  - Upcoming Events and Association News: So what you would normally be receiving in an email, will now be listed HERE
    - MEETINGS & TOUR REMINDERS
    - UPCOMING CLASSES
    - CONVENTION INFORMATION
    - TOWN HALL MEETING ALERTS
  - News Affecting Real Estate in Estes Park
- About Us – So your CLIENTS WILL KNOW WHAT WE ARE ALL ABOUT
  - Core Values – gives our vision and mission statement
  - Our History – gives background on EPBOR
  - Our Leadership - Provides Easy Access to EPBOR Leadership Contact Information
- For Consumers – One place for your clients: Provides links to information and resources for consumers to make educated real estate decisions.
  - Find a Property – connects the person directly with the property search engine: [www.ColoProperty.com](http://www.ColoProperty.com)
  - Find out Why They need Realtor
  - Find a Realtor – couple of key points here

- Name Rotation: Each time someone clicks on this section, the names of the realtors rotate. So the person listed first will always change.
- Realtor Information: Please note that it is your responsibility to make sure your information is correct and up to date. If you find an error or something needs to be changed, please email me with the changes.
- Search Function – for specific searches
  - Used for specific searches
    - 1. Click on down arrow key
    - 2. Select real estate office
    - 3. Type in the name of the office
    - 4. All the realtors that are associated with that specific office will appear
  - Sort Function – for generalized searches
    - Used to alphabetize by first or last name
      - All the realtor members will appear
      - To sort by first or last name, Click on down arrow
      - Select preference (first or last name)
      - Hit search: All the realtor members will appear in the order selected
- Community Links of Interest
  - Click on the name, the link will automatically take you to their website
- ~ Estes Park Living
  - This is where particular information for local residents is provided
    - Wildlife Prevention
    - Living with Wildlife
    - Living with Bears
    - Noxious Weeds
- ~ HOA Database
  - This is still a work-in-progress, but as we continue to update this section as receive information from the local HOA's.
  - Search – type in name of HOA
    - Example of Updated One: Lower Venner
      - ~ If the notes are in this format, then you will know the information has been updated
      - ~ Click on Show Notes – these are the questions we asked which we thought would provide the information most people are looking for when they research HOA's.
    - Example of one Not Updated: Ranch Meadows
      - ~ Click on Notes – you can see the difference, as this is one we have not yet received their current info
    - NOTE: When we receive information from an HOA, not only do we update the contact information and notes, but the MAP is also being updated to show the location of the property instead of the location of the post office where their mail is delivered.
  - Bottom line – our goal is to provide usable information – and information we can rely on as current and accurate (in accordance to what was submitted)
- ~ Estes Park Service Affiliates / Arthur Gallagher / NOTES
  - For any affiliates here, if you forward me key information that you would like noted with your business, this is where it will be loaded along with your LOGO
- For Realtors
  - ~ Calendar of Events / Weekly Updates
    - Meeting information, classes, Social Events, Conventions, ,
      - HOVER OVER THE EVENT AND ALL THE INFORMATION POPS UP (Time, date, location, special information)
  - ~ Law & Ethics
    - This is the page one would go to, to file an ethics complaint
    - Note: if you click on one of the links, like ethics complaint form, it will bring up the form which you can then download
    - All the information needed is on this page

- ~ Forms and Documents
  - The Ethics forms are also available through this tab
  - Here you will find Realtor Membership Applications, Affiliate Membership Applications, and Committee list/sign up sheet
- ~ Market Indicator
  - This report is provided by CAR each month and distributed to all realtors and affiliates
- ~ Member Roster
  - This is the same as what is provided on the Consumer Page
  - The names rotate and the search and sort options work the same way
  - As a reminder, it is up to each of you to check to make sure your information listed here, is correct.
- ~ Affiliate Members
  - Here is where all the contact information about our Affiliate Members is provided.
- ~ Industry Links
- For Affiliates
  - ~ Gives information and benefits of affiliate membership
  - ~ Affiliate Member List and Contact Information
  - ~ Affiliate Membership Application
- Blog
  - ~ Basically, this will be used for posting the news articles we write each month that are printing in EP News and EP Trail
- Contact
  - ~ Includes address, phone number, email address and office hours

### Announcements

- CAR has a new website – take a look at it when you have a chance
- Estes Park Board of Realtors is in the process of a name change to Estes Valley Board of Realtors in order to be more inclusive (i.e. Glen Haven, Drake, Allenspark, etc.)
- Addition of two Affiliates to our Board of Directors
  - Because the affiliates are also partners with our board, we are adding 2 Affiliate positions to the Board of Directors. Initially the affiliate board members will be
    - Tammy Elley, serving a one year term
    - Mike Louk serving a 2 year term
  - This will promote better communication between the realtors and the affiliates, and we will be able to get direct input and feedback from the affiliate members
- Affiliate Brochure: We are currently working on a brochure of the affiliates that can be distributed to clients via hard copy or electronically. The brochure will also be available through the website.
- Education
  - New Ethics Cycle – now required every 2 years and everyone is on the same cycle. This cycle began on Jan 1, 2017 and ends Dec 31, 2018. We will be offering an ethics class on Feb 22, and another one in November of next year.
  - Upcoming classes: February 22
    - Morning from 8:30 – 12:30: CREC Mandatory Update
    - Afternoon from 1:00 – 4:00: Ethics
    - Cost: \$40/class but this year, we are offering a discount if you attend both
      - ~ \$40 for one, \$65 for two – savings of \$15
    - If you wish to sign up, see Nancy after the meeting or email her at the office.
  - Folders – Being passed around are new folders that we hope will help you keep track of your continuing education credit requirements along with the required CREC and Ethics classes, along with being a convenient place to keep all of your class certificates in for your education cycle.
    - For those who did not receive their folder, please contact Nancy or Mary. These are complimentary from the board.
- Idea for Outreach / Conservation
  - Leftover keys – we can recycle them but she found out about “The Giving Key”
    - They make jewelry out of the keys and they stamp words on them and sell

- The giving key hire the homeless to do the work which helps employment and we would like to help facilitate that end.
- Every Key Counts
- Congratulations to Julia Daley who was accepted into the CAR Leadership Academy
- Town Meetings and Recent Decisions
  - Mary reminded us to sign up to receive emails from the town of upcoming meetings; go to [www.Colorado.gov/townofestespark](http://www.Colorado.gov/townofestespark) to sign up to receive emails from the town
  - ADU's were voted down
  - Vacation rentals (VR), ordinance 29-16 – go on town website to get the full information
    - VR with 9 pp and above are required to have a special review; the owners now need to go through a process to be considered a legitimate vacation rental
  - Planning
    - ~ The Estes Valley Development Code has been changed to provide a density bonus up to 16 (formerly 8) units per acre, in the appropriate zoning districts, for units built and deed restricted to individuals making up to 150% of area median income who work a minimum of 30 hours per week in the Estes Park School District boundaries. This is specifically designed to assist with the shortage of work-force housing.
      - ~ Has to be deed restricted
      - ~ Has to qualify for who can buy
      - ~ This was adopted by the town board at the meeting and It is now in effect
  - Larimer county med income and established by HUD and monitored by the housing authority / This affects rentals and sales
- Next Tuesday – there is a wildlife protection ordinance that goes into effect regarding bear proof trash cans
  - Mary wants to see if there is a way that we can offer discounts to EPBOR members. She is going to talk to local businesses to see what can be done.

#### **Realtor member announcements**

- RPAC
  - Eric announced that this begins a new calendar year, and thus, a new fundraising year. Although the annual dues billing suggests a \$25 donation to RPAC from each member, Eric emphasized that you *can* opt to donate more (e.g. he is donated \$100 this year). So he is encouraging each of you to support RPAC. What do the funds help with?
    - Helps to keep housing issues and real estate issues represented at the federal government level
    - Helps to maintain a voice in government on behalf of the interests of Realtors and our industry.
- Wayne Newsom:
  - Introduced Marie and Mike Edwards, the New owners of Coldwell Banker
  - Mike worked in the Estes Park Coldwell Banker office 20 years ago. They currently live in Ft. Collins but plan on moving back to Estes in the coming year(s). Marie works with a Title Company and will remain temporarily in Ft. Collins while Mike will be striving to work primarily out of the Estes Office.

#### **Affiliate announcements**

- Mike Aldrich: Thank you for all of your referrals over the years. Announced he has a new staff manager
- Tammy Elly: Shared precautionary warnings with the group about phone hacking and wiring fraud. Case in point, Vicky's phone was recently hacked and a text went through directly to her client, telling them to wire their funds somewhere else.
  - Advised everyone to tell their clients that if they receive wiring instructions, to follow up with a phone call to verify and confirm the instructions before taking any action.
  - Another example from Tom, whose client received an email requesting an extra \$30,000
  - So Pay attention to where you go with your email – and if you receive requests of this nature, please let the board know so we can keep track of what is happening in the area
- Tour Review