

An aerial photograph of Breckenridge, Colorado, in winter. The image shows a dense forest of evergreen trees in the foreground and middle ground, with a town nestled in a valley. In the background, snow-covered mountains rise against a clear sky. The text "Buyer's Guide to Homes in Breckenridge" is overlaid in a dark blue serif font.

Buyer's Guide to Homes in Breckenridge

Your Trusted Global Advisor

Reasons to work with a Professional:

Expert Guidance in a Complex Market

The real estate market is exceedingly complex and factors affecting the market change daily. Let us be your guide, using our in-depth knowledge of Colorado communities, and current and past market conditions and indicators to assist you in numerous ways. As your trusted Global Real Estate Advisor, we can help expedite your search, identify the neighborhoods and communities that best fit your lifestyle and meet your needs, negotiate the best possible deal, and avoid delays or costly mistakes.

Expanded Search Power

Sometimes properties are available but not actively advertised on the market or the MLS. Through our expanded network and search power, we have first hand knowledge to these "off-market" listings not accessible on public search sites. We also have access to more detailed property information than what is publicly available and exclusivity to our global search portals and connections with local representatives worldwide.

Negotiation Prowess

There are many factors to be considered when making an offer on a house and we can help prepare you so that you are able to make decisions in a timely manner. We will negotiate the details of an agreement to ensure that your best interests are protected before you are bound to complete the transaction.

Let's Win Before We Start

Do you believe the home you buy will sell for the list price and terms set by the seller? Or can your home buying experience, the price you pay, and your ultimate satisfaction vary based on your broker's negotiating skills, expertise, access to premium data, and the clarity with which your best interests are promoted?

Good food for thought. It can be easy to assume all real estate brokerages and sales associates are the same. The truth is, we're different—very different. In a world full of doing the minimum, we offer an alternative, where strategic negotiation skills and transparency, matter. The smiles and relationships with thousands of satisfied homeowners have taught us that a clear process creates enduring value and enjoyment for homebuyers. Let's make a quality investment in your future.

Being different isn't for everyone, but to us, it is everything.



Understanding *Agency*

We will provide you with an Exclusive Right to Buy Agreement or Brokerage Disclosure to Buyer that will explain in detail the role of your broker. Additionally, here are essential terms to navigate you through your real estate journey.

Buyer's Agent

A buyer's agent operates exclusively on behalf of the buyer, striving to advance their interests with unwavering good faith, loyalty, and fidelity. This agent actively negotiates and acts as a strong advocate for the buyer. To establish this relationship, a separate written buyer agency agreement called the Exclusive Right to Buy Listing Contract (ERB) is necessary, delineating the duties and obligations of both the broker and the buyer. The buyer's agent may be compensated by buyer or from seller's proceeds as explained in the ERB.

Transaction Broker

Acting as a facilitator, a transaction broker assists the buyer or the seller, or both, in a real estate transaction as a neutral representative. This involves fulfilling the terms of any agreements, providing comprehensive information, presenting offers, and aiding with contracts, including the transaction's closing, but does not include representation as a fiduciary. Similar to agency relationships, an ERB is needed to outline the roles and responsibilities of both the buyer's transaction broker and the buyer. The buyer's transaction broker may be compensated by buyer or from seller's proceeds as explained in the ERB.

Seller's Agent

A seller's agent, also known as a listing broker, is dedicated to championing the seller's interests with the utmost good faith, loyalty, and fidelity. This agent skillfully negotiates and advocates on behalf of the seller. To formalize this relationship, a separate written listing agreement is required, outlining the responsibilities of both the broker and the seller.



Mutual *Agreement*

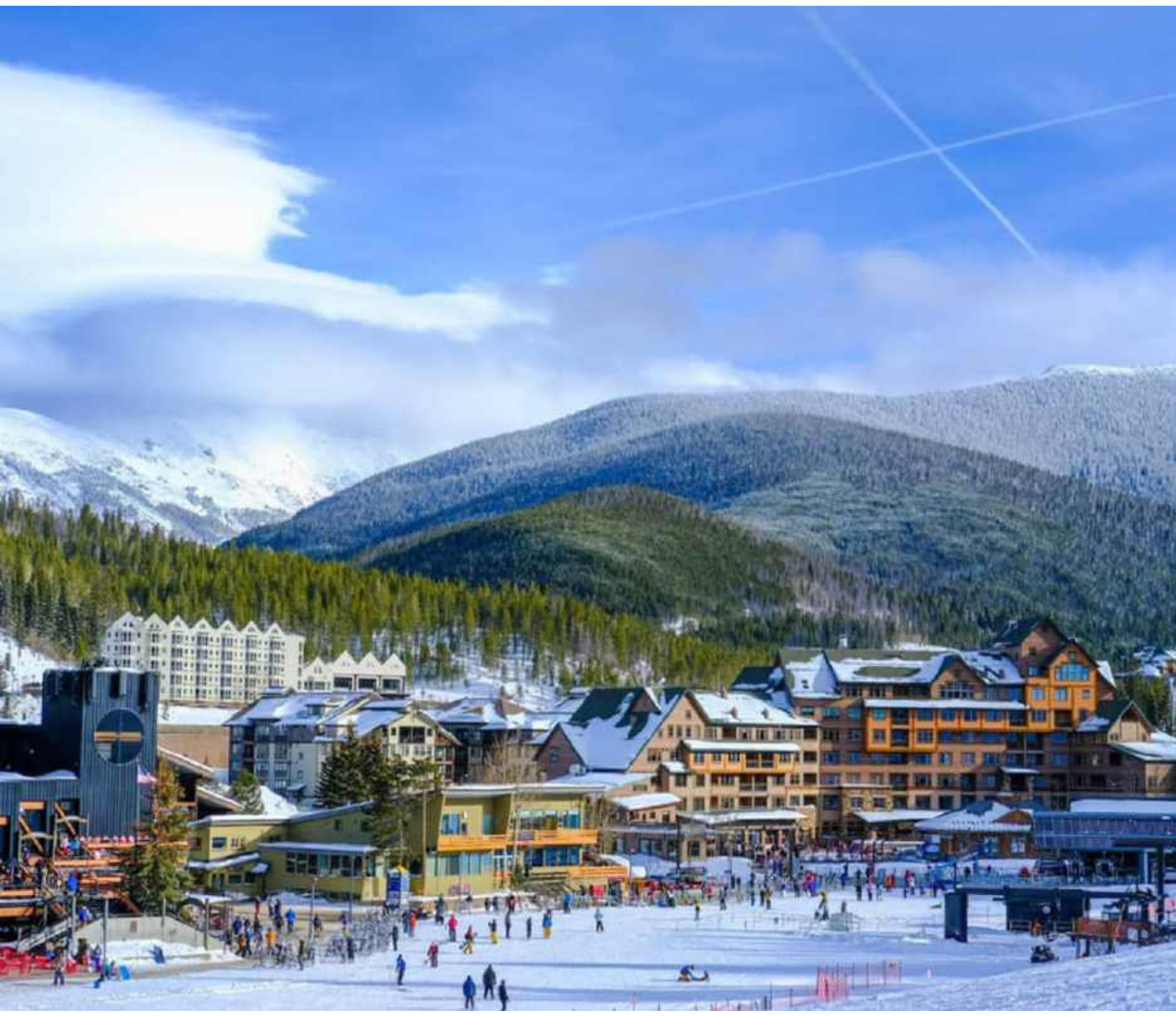
You Can Expect Me To

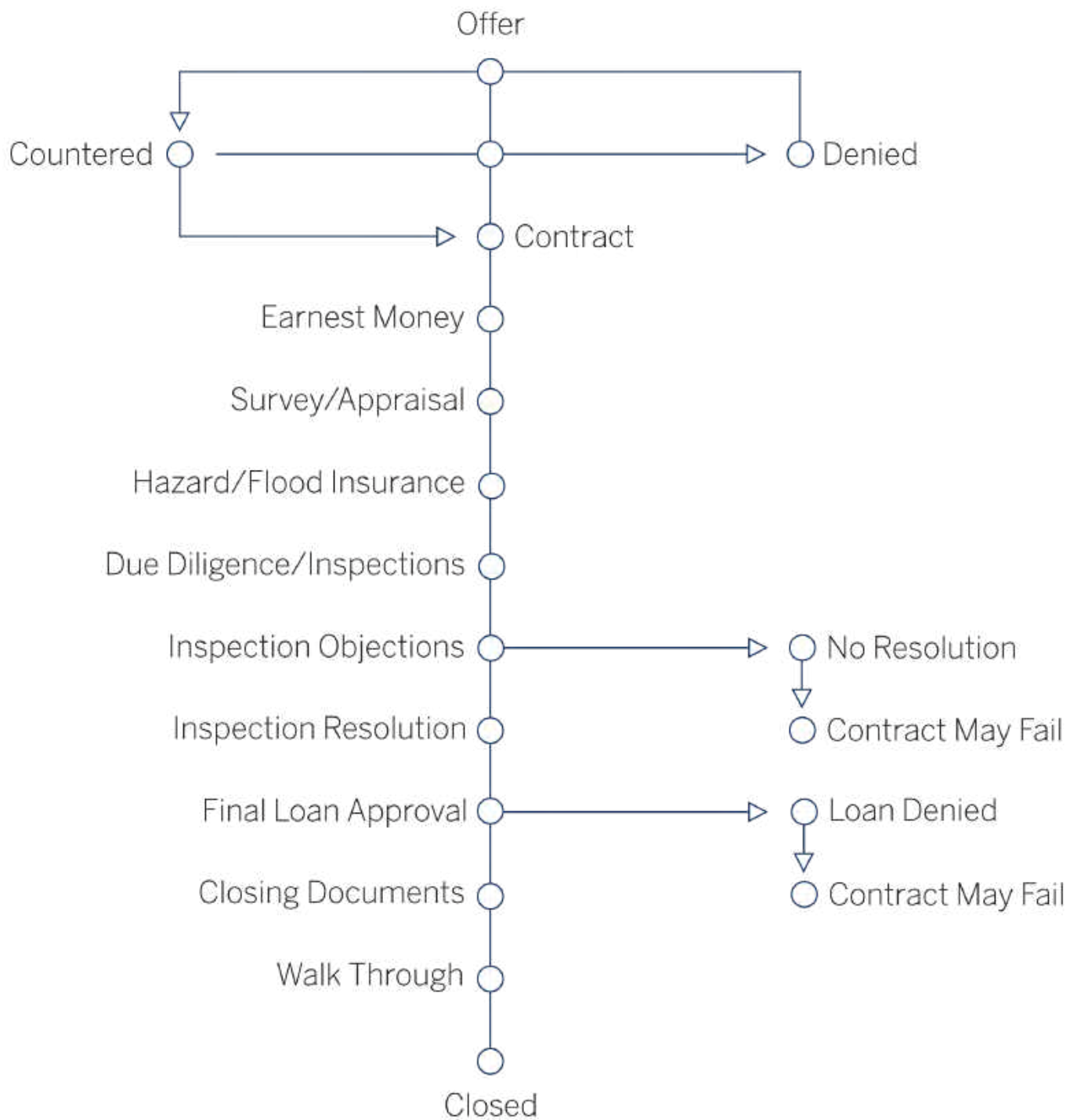
- Find the home that meets your needs
- Commit my resources, and experience to find exactly what you want
- Incur all my personal and business expenses
- Commit to the home search until you either find a home or tell me to stop looking

In Exchange

- Let me know if your plans change
- Tell me if you want to look at a home listed with another agent, builder, or for sale by owner
- Tell me what you like and dislike about the homes we look at
- Work with me until we find you the right home

Navigating the *Homebuying Process*





Guiding You to a *Successful Purchase*

Each homebuying journey is unique, just like our clients.
The following is a list of some of the items that may be part of your Buyer Consultation Process.

Initial Consultation

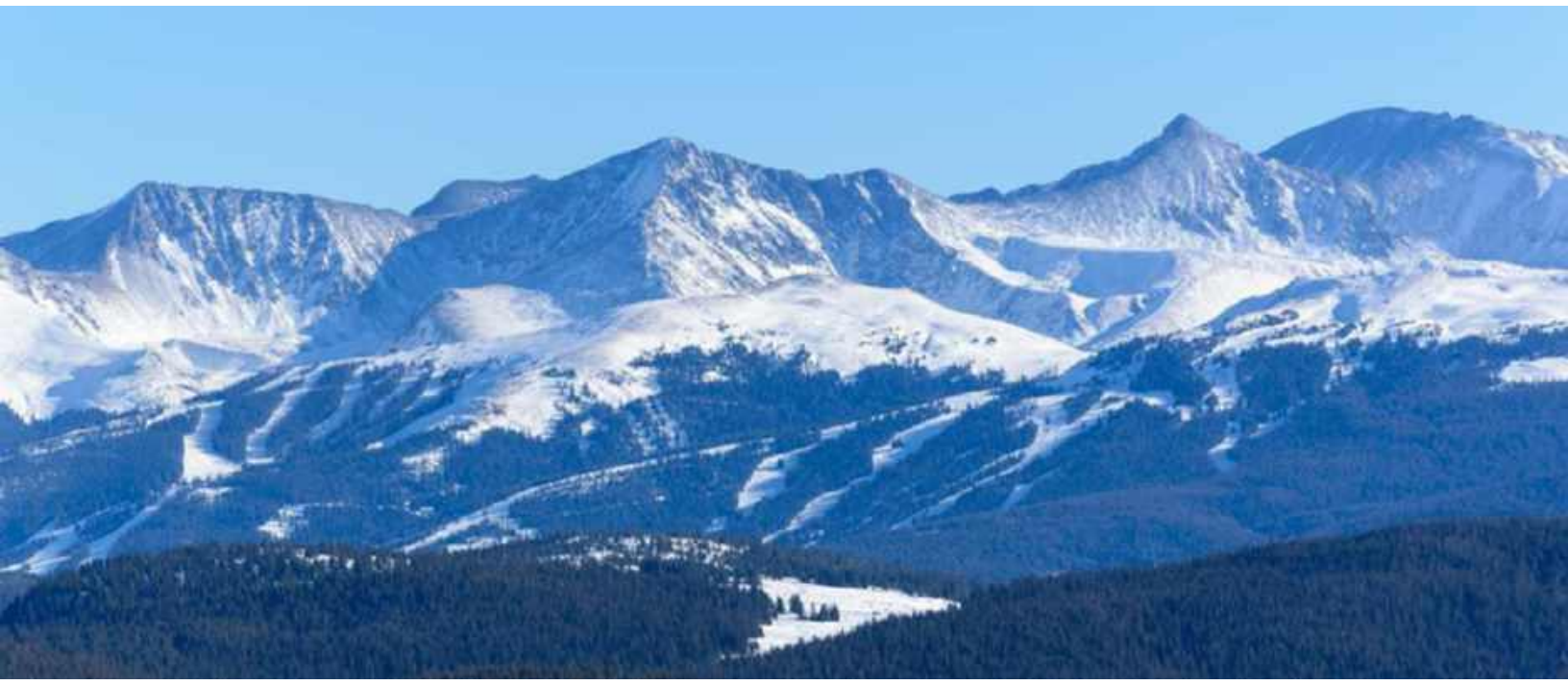
An initial meeting is important to ensure that you get access to properties both on and off the market, as well as exclusive and coming soon listings. We want to prepare you to be able to write offers quickly in a competitive market when needed.

Purchasing Process with your Agent

Agency – We can explain agency and discuss their role in buyer representation

Purchase Contracts – We can share sample contracts so you can familiarize yourself with the various options and terms

Buyer Representation – We can explain how buyer's agent compensation works and will complete a contract to work together to secure your new home



Property Selection & Refine Search

- Discuss property needs and wants, location, size, amenities, and style
- Discuss purchase price range
- We will provide an overview of the current market dynamics and challenges
- We will refine your property search criteria based on key wants and needs
- We will set up listing alerts and market reports to help facilitate your home search

Financing

Financing and good lender relationships are important. We can recommend a variety of loan officers who can help you be prepared to purchase your home.

- Get prequalified and confirm price range
- Complete the loan application
- Obtain loan pre-approval subject to the property selection and appraisal
- Provide any additional documentation requested

Property Tours

By closely monitoring market dynamics and actively tracking properties throughout the region, we are here to assist you in gaining a comprehensive understanding of the value and condition of the homes you view.

- Present off-market or pre-market listings as they arise
- Review list of potential properties from the MLS
- Call listing agent(s) to schedule and set up private showings
- Map out and tour properties together
- Review the pros and cons of each home after the showing

Reviewing Disclosures

One benefit of having a trusted real estate advisor is their familiarity with required disclosures, recommendations for inspectors, and experience with reviewing reports.

- We will request the disclosure package, preliminary title report, and other information from the listing agent
- Discuss if you want to get any additional inspections or reports and determine the timeframe for needed contingencies
- If the home is in an HOA, and the seller has not provided the HOA documents, we can explain the typical timing of the process to receive and review the documents
- We will recommend a title company and service providers

Write Competitive Offers

When we locate a property that meets your needs, we can assist you in determining an offer price and terms, and negotiate on your behalf to help you win the sale. What may not be evident at the outset is the added value of being represented by an agent with a trusted brand and a good reputation within the real estate community when it is time for them to help their clients assess competing offers.

- We can call the listing agent to get the best information possible about competing offers and sellers preferences regarding terms, and the timeline for offer submission
- We can review comparable sales and discuss the price and terms that can best position your offer
- We will prepare the offer with the relevant and required advisories and disclosures, and can submit the loan approval letter or proof of funds with the offer
- We will get signatures on all offer documents to provide a complete and compelling offer

Presenting Offers

Representing you in the best light can be helpful in securing the winning offer. It is up to the seller how they wish to receive offers.

- We can help you present the offer in person or by email in a timely manner
- Notify the selling agent of the offer submission to ensure that they received it, and find out the expected response time
- Maintain communications and forward any counter-offers for review
- Negotiate on your behalf and write any addenda or subsequent counter-offers

Transaction Oversight

Congratulations! This is just the start of the transaction process. We will guide you through the requirements that are contained in your accepted offer.

- Coordinate with the selected title company
- Ensure you understand wire fraud concerns and that you communicate directly with your trusted title agent regarding any wiring, account, or transfer information
- We will maintain a secure transaction file with all the ongoing required documentation and upload the earnest money deposit receipt to the file

Physical and Other Contingencies

There may be numerous contingencies, and we will help you navigate them. If you have an inspection contingency this will allow you to order further inspections and reports to get more information about the property.

- We can recommend or help you locate inspectors for all the inspections you want to undertake
- Call inspectors to check on their schedules and set up inspection appointment times
- Communicate with your lender as requested
- Assist the appraiser with access to the home and provide comps as needed
- Provide resources for homeowners insurance and options—this is a critical step in the process given the current insurance climate
- We will assist with negotiating seller repairs or concessions as requested

Complete the Closing Process

- We can recommend moving companies
- Arrange for a final walkthrough of the property
- Provide resources for a home warranty policy
- We can accompany you to the closing



Preparing to Buy

Will this be your primary residence? _____

Vacation/Investment? _____

Will this be purchased as a 1031 Exchange? Y N _____

Will you be renting the residence? Y N _____

Short-term/Long-term? _____

In what area do you want to live? _____

Would you consider any other areas? _____

What is most important to you in a home? _____

How many bedrooms do you prefer? _____

How many baths do you prefer? Full _____ 3/4 _____ 1/2 _____

Any other special rooms, such as an office/study, family room, great room, media room etc? _____

What architectural style do you prefer? (modern, mountain modern, log, retro) _____

Do you require a view? (lake, filtered, peek, mountains, forest, meadow, town) _____

Would you like a deck/more than one deck, patio, landscaping/no landscaping, front yard, back yard? _____

What hobbies or interests do you have that would come into play in purchasing a home? _____

How do you feel about HOAs? _____

Would you like a hot tub/pool/common area in return for HOA fees? _____

What size garage do you prefer? _____

How many parking spaces do you need? _____

Will you be commuting to work? _____

Is proximity a concern? _____

Do you need to sell your current home before you purchase? _____

If we found the right home for you today, would there be anything that could keep you from buying it? _____

Have you seen any homes that fit your current needs? _____

What is the timing of your move? _____

How do you plan on paying for your home? _____

If you are getting a loan, have you been prequalified by your lender? Y N _____

Is there anything else you would like me to know? _____





Conduct your *Home Search*

Multiple Listing Service (MLS)

Our office provides access to the Multiple Listing Service (MLS) which features hundreds of listings by all real estate companies. We can set you up with a Client Portal so that you will be notified daily about new listings that meet your criteria. You will be able to mark your favorites and we will be notified so we can set up showings for you.

Insights Reports

Our on-demand neighborhood reporting tool can provide detailed information about local neighborhoods. Learn about top neighborhood businesses, walkability, environmental factors, schools, in-depth real estate market statistics, and more, to refine your home search.

RealScout

As the most intelligent real estate platform on the market, RealScout provides a full-featured, AI-powered search platform for us to collaborate during the home search process. This powerful tool simplifies the way you find your dream home, offering personalized recommendations that align with your preferences. Discover, evaluate, and select your dream home more efficiently and effectively than ever before.

LIV Suite

In an increasingly competitive housing landscape, the best opportunity to buy and sell your home may come before it hits the market. We launch all of our coming soon properties within our agent-exclusive LIV Suite platform. This presents exclusive previews to the best-in-class LIV Sotheby's International Realty associates before hitting the public marketplace.

LIV Sotheby's International Realty

Each month, millions of prospective home buyers from around the world use our website to help their home search. As the world's number one luxury real estate website, sothebysrealty.com offers a modern user experience replete with high-resolution imagery and video, unique geographic, lifestyle, and amenity filters, as well as language and currency translation for a truly global experience.

Advertising

If you should find a property you're interested in through an ad, yard sign, or online listing, please reach out to us for more information rather than the contact listed. We're here to provide you with expert guidance, exclusive access to listings, thorough research, powerful negotiation skills, and time-saving efficiency to ensure you make informed decisions every step of the way.

For Sale By Owner (FSBO)

If you come across a property listed online, in print or For Sale By Owner (FSBO), call us for information prior to contacting any third parties to ensure that your best interests are being represented and/or to avoid contractual pitfalls that accompany working with an unqualified professional.

New Construction

If you are looking for new construction, our experience and resources can help you navigate this complicated process with ease. Building a new home can be an exciting time, but the amount of decisions can be overwhelming. Our experience and expertise will help you navigate this complicated process with ease.

Lender Information

Benefits

Working with a lender as a homebuyer is not just a choice; it's a strategic advantage. When your offer is accepted, being financially prepared to hit the ground running can make all the difference. It's a competitive edge.

In the world of real estate, your offer's strength goes beyond the numbers. Seller confidence that your mortgage will close smoothly can be just as crucial as the offer amount itself.

Moreover, mortgage planning is more than just securing a loan; it's a form of financial planning. It's about understanding your monthly cash flow, navigating tax deductibility rules, and tailoring your mortgage structure to align with your priorities. This ensures you're not just looking at any homes but the right ones for your unique situation.

In this competitive market, working hand-in-hand with a lender isn't just advisable—it's essential for your success as a homebuyer.

Other Information

Much of the information, such as names, addresses, and balances of financial institutions are not necessary for you to furnish, as the lender will pull that information from your mortgage/asset statements.

Ask your lender about the difference between a prequalification, pre-approval, and pre-underwriting.

Identification Documents

- ☐ Social security card and legible photo I.D.

Residence

- ☐ Addresses for the previous two years (if renting, include landlord's name and phone number)

Existing Mortgage (All Properties Owned)

- ☐ Mortgage companies name, address, account number, approximate balance, and market value
- ☐ HOA bill on any properties
- ☐ Homeowners Insurance declarations page (reflects agent contact info, premium and coverage period)

Employment

- ☐ Name, address, phone number of employers (current and previous two years)
- ☐ Engagement letter (for new employment situations, citing dates and terms of your employment)

Income

- ☐ Two most recent pay stubs and proof of any additional income including benefits, dividends, social security, retirement, rental income, etc.
- ☐ Last two years W-2s and/or 1099s
- ☐ If self-employed or commissioned, business/personal income tax returns for previous two years (with all schedules K-1s) and year-to-date profit/loss and balance sheet statements

Checking, Savings & Investment Accounts

- ☐ Names, addresses, account numbers and approximate account balances
- ☐ Last three month's bank/savings account statements
- ☐ Checking, savings, investment accounts, and retirement accounts

Installment & Revolving Debt

- ☐ Names, addresses, account numbers, monthly minimum payment, balance (including zero balance accounts)

Legal Documents (If Applicable)

- ☐ Leases on rental property owned
- ☐ Bankruptcy with release
- ☐ Transcripts from school if recent graduate
- ☐ Settlement statements (previously owned property, sale of business, etc.)
- ☐ Copy of divorce decree or separation agreement
- ☐ Documentation of child support/alimony

Purchase Agreement

- ☐ Copy of fully executed contract including counterproposals, addendums (signed by both the seller & buyer)
- ☐ Copy of earnest money check

VA Loan Eligibility

- ☐ Certificate of eligibility if applying for VA loan; copy of DD 214
- ☐ At time of loan application you will generally need to pay an application fee, appraisal fee, and credit report



Under *Contract*

Seller Disclosure

Sellers are required to disclose all that they know about their property. It is important to review all information provided by Sellers or related to the Property and perform your own due diligence on any item that is of special interest to you.

We can guide you and refer you to trained professionals should you decide to do additional investigations.

Inspection

As part of the sales contract you have the right to investigate all physical aspects of the property, including mechanical, electrical, plumbing, and structural. You may also order any additional inspection about anything that affects the property that you deem important.

We encourage you to meet with the inspector at the end of the inspection so that they may point out things to know about the property and answer any questions that you have. The inspector will give you an itemized report for your review.

If repairs are needed, you can request that the seller make them in accordance with the provisions of the sales contract, or if they are unacceptable, you may have the option to void the contract depending on its terms.

Square Footage

The initial measurement is for the purpose of marketing, may not be exact and is not for loan, valuation, or other purposes. If exact square footage is a concern, the property should be independently measured prior to the inspection deadline.

Insurance

Hazard Insurance

Once you have a home under contract, it is critical that you contact your insurance company to get a quote on insurance. When contacting an insurance agent, it is helpful to know the condition of the home's major systems, or to find out when each of the following was last updated: plumbing, heating, electric, roof, and exterior paint. This information may be gathered from the seller's listing agent or may be found on the inspection or appraisal report.

It's also a good idea to note the following:

- If a wood stove is present, identify the last date the chimney was cleaned
- Material of siding and roof
- Type of foundation

Flood Insurance

Many policyholders do not realize that basic homeowner's insurance does not include protection from flood damage. Flood insurance may be purchased as a separate policy as standard homeowner's insurance does not cover the cost to recover flood damages. Be sure to check to see if the property is in a flood zone.

Vacation Rental Insurance

Inform your insurance agent if you plan to rent your property as a vacation rental; an additional policy may be required.



Real Estate

Terms

Adjustable-Rate Mortgage (ARM): A mortgage for which the interest rate and the payments change during the life of the loan.

Alternative Financing: Mortgage instruments for both new and existing homes which allow the buyer to qualify at lower than market rate. Among these instruments are adjustable rate mortgages, graduated payment mortgages, and buydown mortgages.

Amortization: A gradual repayment of a mortgage by periodic installments over a fixed period of time.

Annual Percentage Rate (APR): The total cost of credit expressed as a yearly rate. It reflects all of your mortgage loan financing costs, including interest paid up front as points and interest paid over the life of the loan.

Appraisal: An analysis done by a qualified appraiser that puts a dollar value on a property based on a number of considerations, including the condition, location, and size of the property.

Assumable Loan: A loan that can be picked up by a subsequent buyer for a small assumption fee. It saves thousands of dollars in closing costs and loan origination fees. Conventional loans that are assumable usually require a new application.

Closing or Settlement: The conclusion of a transaction, including delivery of a deed, financial adjustments, signing of the note, and the disbursement of funds, which allows for transfer of ownership.

Closing Costs: Costs in addition to the price of a house, usually including mortgage origination fee, title search and insurance, recording fees, and pre-payable payments collected in advance and held in an escrow account. Be sure your sales contract clearly states who will pay these costs—the buyer or the seller.

Conventional Loan: Fixed-rate or adjustable-rate mortgage that is not guaranteed by a government agency. If you are applying for a conventional loan and your down payment is less than 20 percent of the purchase price, mortgage insurance is required. The lender will obtain mortgage insurance for you. Mortgage insurance protects lenders against default by borrowers.

Credit Report: Lists the credit history of a borrower on current and previous credit obligations.

Deed: A written document transferring ownership of property from seller to buyer.

Down Payment: A specified percentage of a home's value paid at closing. Private mortgage insurance is required at amounts less than 20 percent.

Earnest Money: Deposit money given to the title company to hold on behalf of the seller by the potential buyer to show that they are serious about buying the house. If the deal goes through, the earnest money is applied to the down payment. If the deal does not go through, it may be forfeited.

Encumbrance: A legal interest in a property that affects or limits the sale or transfer of property. Examples of encumbrances are mortgages, leases, easements, judgments, and liens.

Equity: The homeowner's net ownership of the home, determined by subtracting the amount of the principal owed on the mortgage loan from the home's market value.

Escrow Payments: The portion of a mortgagor's monthly payments held by the lender in an escrow account to pay for taxes, hazard insurance, mortgage insurance, and other monthly payments as they become due.

FHA Mortgages: Loans made by private lenders, which are insured by the Federal Housing Administrations (FHA).

Graduated Payment Mortgages (GPM): A type of flexible-payment mortgage whereby the payments increase for a specified time and then level off. Used by first-time homebuyers who expect their incomes to increase over the years.

Hazard Insurance: Protects homeowners against damage caused to a property by fire, wind, or other common hazards. It is required by the lender up to the amount of the mortgage to protect the lender's security interest in the property. Additional coverage on the property can be purchased by the borrower. Flood insurance may be required if the home is in a high-risk flood area.

Lien: A legal claim on property as security for a debt.

Loan Commitment: A written promise of a lender to a borrower to make a mortgage loan, on a specific property, under stated terms and conditions. The terms of the commitment most important to borrowers are the interest rate on the loan and expiration date of the commitment.

Loan-To-Value Ratio (LTV): The relationship between the amount of your mortgage to the appraised value of your property, the security. If you have a \$60,000 mortgage on property valued at \$80,000, your LTV is 75% (\$60,000 divided by \$80,000 = 75%).

Lock-In: When the borrower informs the lender that he/she wished to lock-in a guaranteed interest rate and points for a specified time period. To keep the lock-in price, the loan must close or settle by the end of the lock-in period. Be sure you fully understand the terms and conditions under which you lock-in your guaranteed interest rate and points.

Mortgage Insurance: An insurance, paid for by the mortgagor, which protects a lender against default. If the loan-to-value ratio is greater than 80% (or in some cases less than 80%) on conventional loans, lenders will require mortgage insurance issued by an independent mortgage insurer. Mortgage insurance protects the lender's security interest in a property if the borrower defaults on the loan. Mortgage insurance for FHA mortgages is known as the Mortgage Insurance Premium, or MIP. MIP is required on all FHA mortgages regardless of the loan-to-value ratio. Mortgage insurance should not be confused with mortgage life insurance, which pays off a mortgage loan in the event of the borrower's death.

Mortgage Note: Defines the terms of repayment of the debt secured by the mortgage.



Moving *Checklist*

- ☐ Call security/alarm monitoring company to have the system transferred to your name as of the date of closing
- ☐ Call your cellular phone service company to have your plan(s) changed and moved to Colorado
- ☐ Submit your change of address form(s) to the Post Office for mail and magazines or visit moversguide.usps.com to submit your address change online
- ☐ Notify your financial institution(s) of your move
- ☐ Order new checks from your bank
- ☐ Arrange for moving assistance
- ☐ Notify your employer(s) of your change of address
- ☐ Notify your creditors of your change of address and phone number
- ☐ If you are moving from out-of-state, get your automobile emissions test completed. Colorado requires this test before you can get your license plates. If you are moving to a different county within Colorado, notify the state and possibly get new license plates.
- ☐ Update your driver's license or get a new one if moving from another state
- ☐ Register your automobiles with Colorado in the county where you will be residing
- ☐ Transfer your auto policy or make arrangements for new auto insurance
- ☐ Register to vote
- ☐ Register your kids at their new schools or submit a change of address with their school
- ☐ Make arrangements to have your entire family's medical and dental files transferred to your new doctors
- ☐ Arrange for homeowner's insurance by the insurance objection deadline in the purchase contract

We Simply *Do More*

The only global real estate network.

83

Countries & territories

1,100

Offices worldwide

26,400

Sales associates

LIV Sotheby's International Realty is the #1 affiliate in the world.

\$5.6B+

Total sales volume
in Colorado in 2023

450+

Brokers
in Colorado

Brand Recognition

Brand Heritage

Exclusive Networks & Affiliations

Relocation & Referral Services

Unrivaled Online Syndication

Global Media Partnerships

Local Leadership

Award-Winning Marketing

Proven Track Record

Company Culture





Sotheby's Auction House

A Brand Synonymous *with Quality*

Sotheby's acclaimed auction house has brought the world's most cherished possessions to the global market since 1744, creating a brand with unparalleled prestige. We harness the global recognition and distinction of the Sotheby's name to help buyers of homes at all price points and serve as your trusted real estate advisor for life.

Exclusive Access

488K+

Collectors & enthusiasts

68

of Forbes' 100 World's
Richest People

136

of Forbes' 400
Richest Americans

164

of Forbes' Top 500 CEOs

20%

have an average net worth
of \$20.4 million

\$8.4M

Average net worth

Data based on recent survey of 9,200 clients primarily in North America, Europe and Asia

Leading the Colorado Market

LIV Sotheby's International Realty is committed to the highest standard of professionalism, quality, and expertise by focusing on people, integrity, service, and innovation. Founded in 2008 with the mission to help people LIV the life they love, our brokers will help you reach your real estate goals by offering knowledge and advice tailored to your individual needs.



\$5.6B+

Total sales volume in
Colorado in 2023

465

Brokers in Colorado

20

Offices throughout
Colorado

Our *Western* Footprint



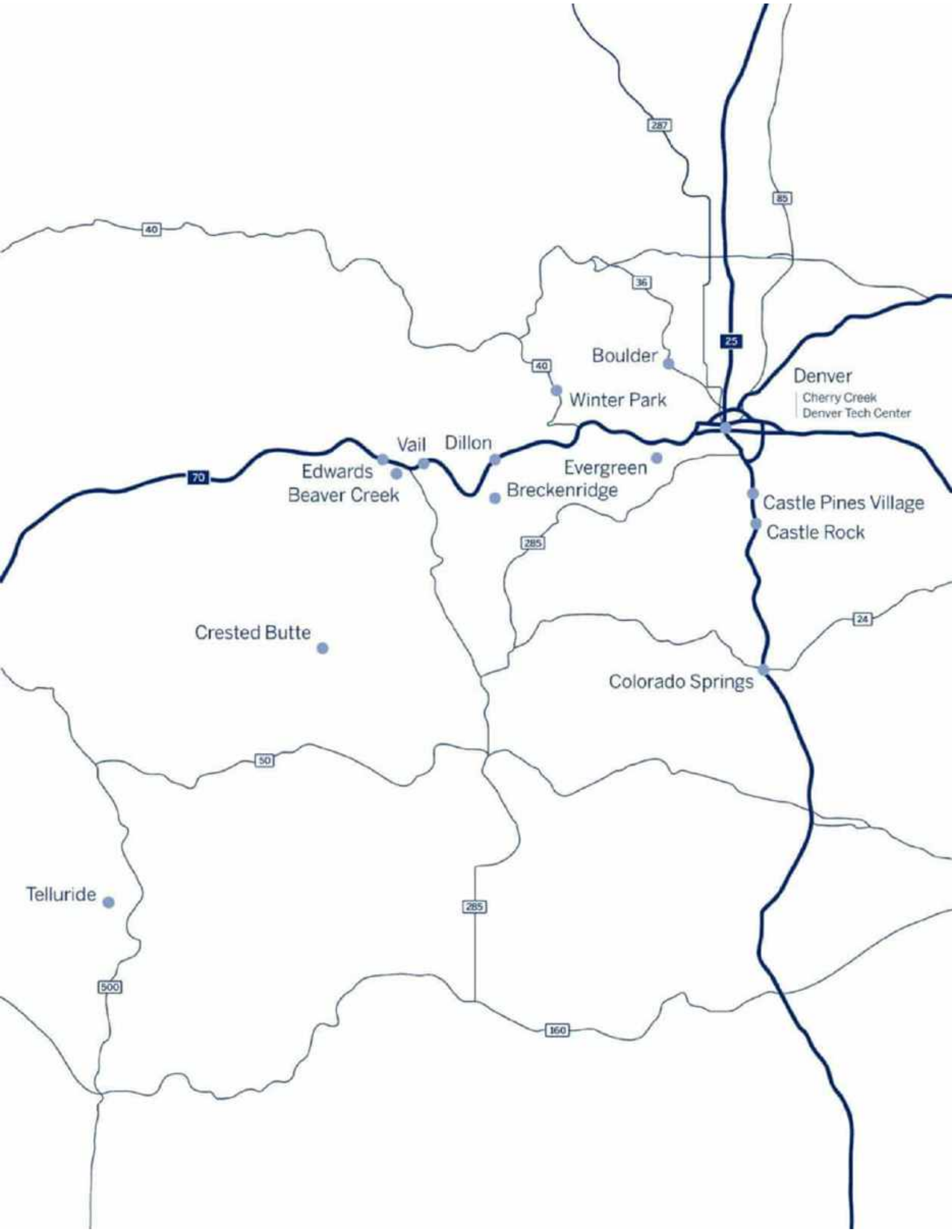




Office Locations

101 South Main Street
Breckenridge | 970.453.0550

78977 US Highway 40
Winter Park | 970.453.0550



Preparing to Buy

Where are you living now? _____

Do you own your current home? _____ How long have you owned it? _____

Tell me a little bit about it. _____

When you purchased your current home, what was the process you used to find that home? How did that process work for you? _____

Is there anything you would like to change on this purchase? _____

If you could wave a magic wand and have this purchase go just the way you want it, what would that look like?

Are you familiar with the current market conditions? _____

Is there anything else you want me to know? _____

Funnel Process

Our goal is to help you find the right home and, at the same time, make sure you don't miss anything or pay too much. We have a process called the "funnel process" that will help accomplish those goals. Would you like to see how it works?

First, did you bring any listings with you? _____

To make sure you don't miss anything we will put everything in the funnel that you might consider:

- All MLS, New Listings, New Construction, Foreclosure, FSBO, Zillow/Trulia

Once we have everything in the funnel, we'll start a simple process of eliminating those properties that don't work for you. We'll use the comfortable process of elimination rather than the often frustrating process of selection. This way we will make sure you don't miss anything.

We'll go from thousands to hundreds of properties in the funnel down to dozens (if there are that many on the market) as we begin to eliminate those that don't work.

On a scale of 1-10, where would you rate yourself in the process? _____

What would have to happen for you to be a 10? _____

Make a list of the things you want in a home. After you have made your list, put stars beside the three things you can't live without.

_____	_____	_____
_____	_____	_____
_____	_____	_____

THE 85% PERFECT HOME:

WHAT

WHY

Will you be selling your current home? _____

Will you be paying cash for this home or will you be getting a loan? _____

If getting a loan: Do you have a loan arranged? Do you have a lender? _____

Are you familiar with the 1% = 10% Rule? Every 1% change in interest rate affects your buying power 10%.

1% = 10%

- (1% in Rate = 10% in Mortgage)
- 4.5%, 30-year, \$1,013/month = \$200,000 mortgage
- 5.5%, 30-year, \$1,013/month = \$178,476 mortgage
- 6.5%, 30-year, \$1,013/month = \$160,326 mortgage



Advocates for the *American Dream*

Colorado Leads the Way

We are one of 18 states with buyer agency, established buyer agency processes, and listing contracts for over two decades. We are well-positioned to continue to add value for buyers and sellers alike.

Be a Force of Calm

In the midst of media and market confusion, we'll cut through the noise. For us, transparency is not new. We pride ourselves on accurate and timely information.

The Only Constant is Change

Our industry is dynamic, and every transaction is unique. We remain resilient and adaptable to implement a smart strategy to get you where you're going, wherever in the world that may be.

We Do It Right

Our success on both the buy and sell side drives our brokerage to have the highest productivity per person nationwide. We operate locally from a position of strength and knowledge. We are never rushed or reactive.

Helping You Live the Life You Love

Together, our 450+ Brokers, alongside our dedicated leadership team, have weathered the storms of the pandemic, interest rate fluctuations and limited inventory with you, our clients and friends. The life we love is helping you live #thelifeyoulove.

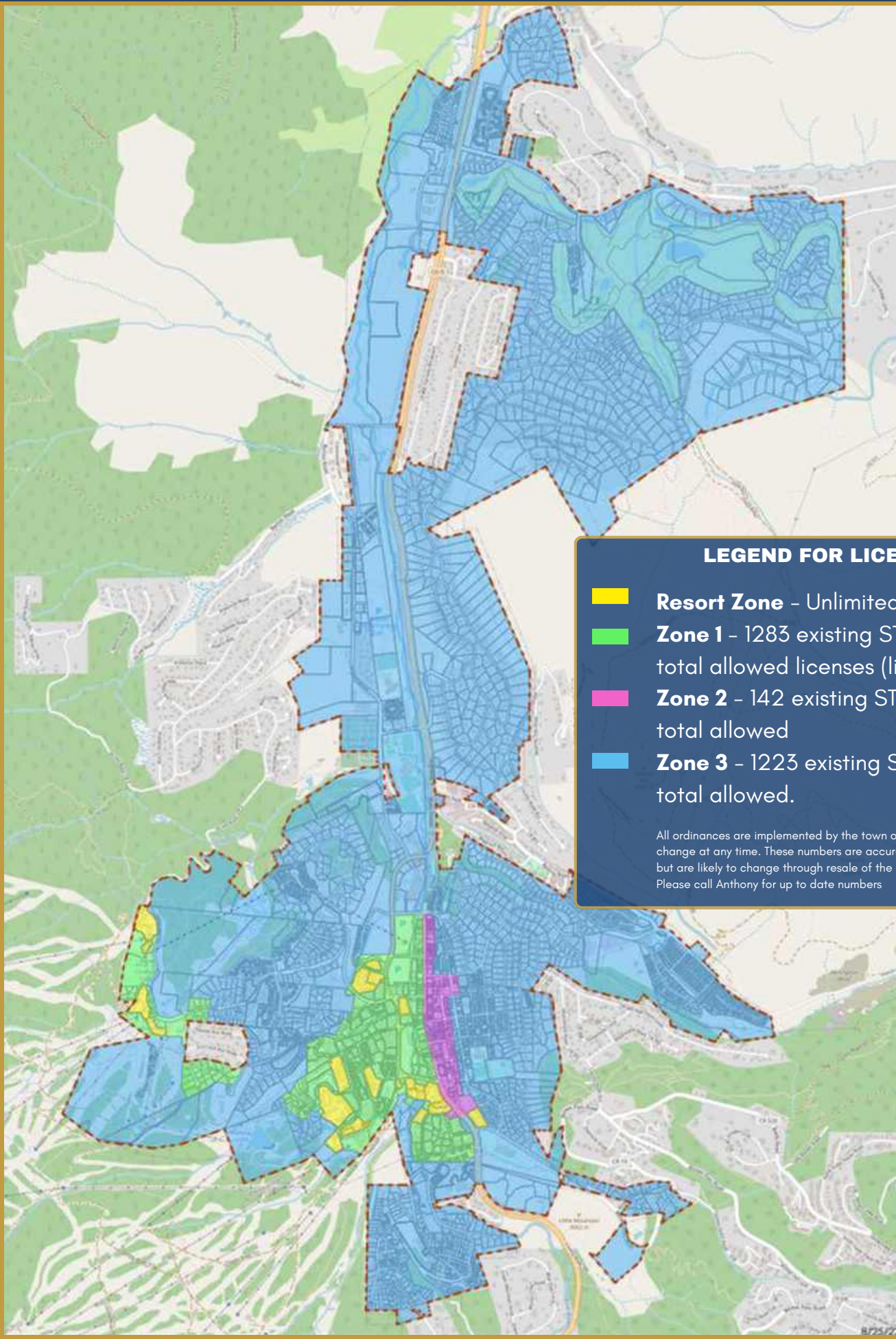


Breckenridge Short Term Rental Rules and Regulations

- On September 28, 2021 an ordinance was implemented by the Town of Breck placing limits on the number of short term rental licenses that are allowed.
- The town was divided into 4 different Zones to determine caps on allowable number of licenses:
- **Resort Zone:** These properties were intended for short term rentals, are unrestricted and can always get a short term rental license regardless of transfer of ownership.
- **Zone 1:** These properties were determined to be similar to resort zone properties, minus “hotel-like” amenities, so there is a cap of 1680 licenses. There are licenses available in this Zone.
- **Zone 2:** Just a few hundred properties on the east side of Main Street that have a license cap of 130 licenses. There are currently no licenses available, but that will change in the near future through resale of homes.
- **Zone 3:** The “Neighborhood Zone.” The license cap has been set to well below the active number of licenses and there will likely be no licenses available for many years to come.

For more information on how to apply and more rules/regs please visit: townofbreckenridge.com

Map of Breckenridge STR Zones



LEGEND FOR LICENSE ZONES

- Resort Zone** - Unlimited licenses
- Zone 1** - 1283 existing STR licenses. 1680 total allowed licenses (licenses available)
- Zone 2** - 142 existing STR licenses. 130 total allowed
- Zone 3** - 1223 existing STR licenses. 390 total allowed.

All ordinances are implemented by the town of Breckenridge and are subject to change at any time. These numbers are accurate as of the time of writing this, but are likely to change through resale of the current real estate inventory. Please call Anthony for up to date numbers

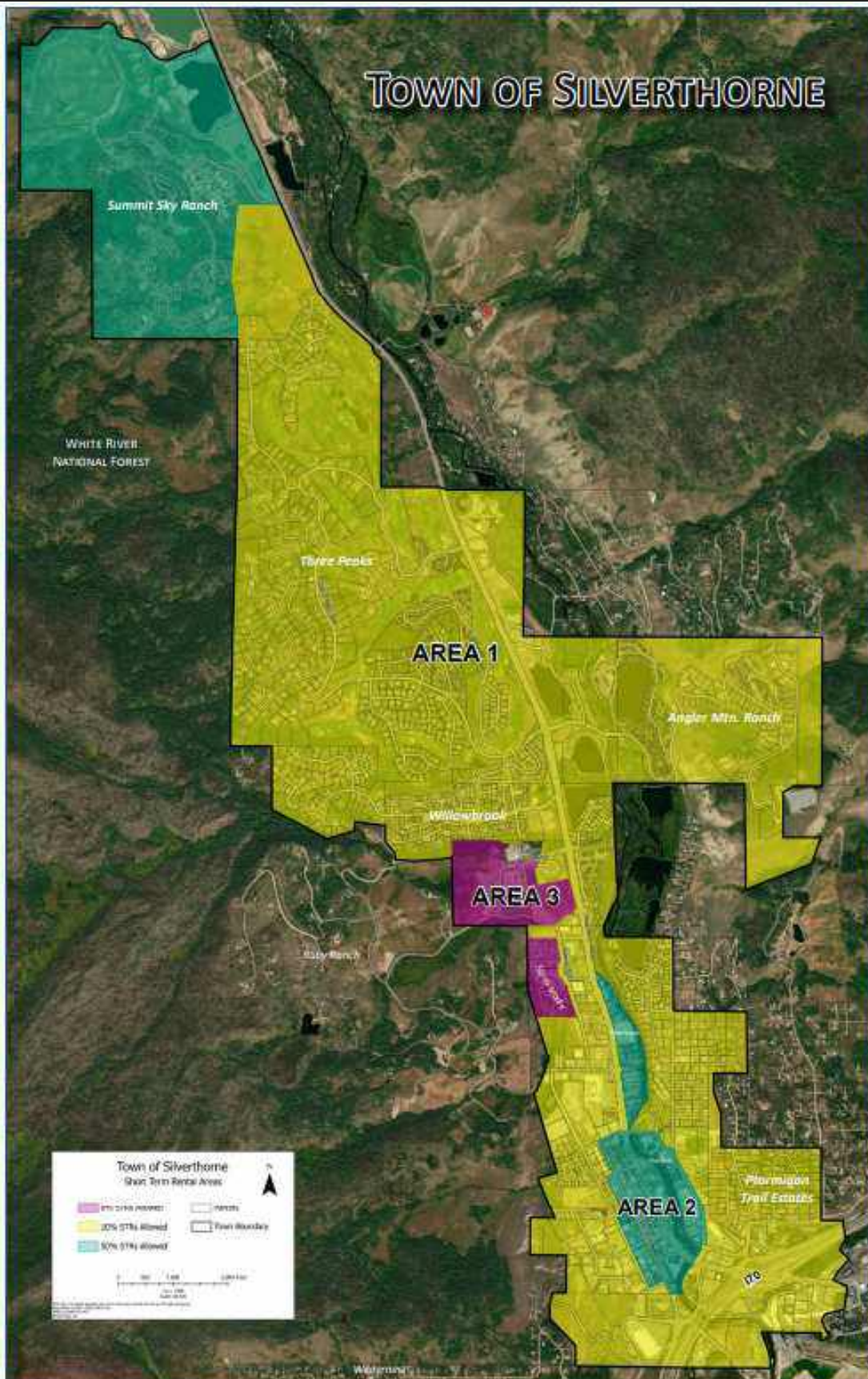
Town of **Frisco** Short Term Rental Rules and Regulations

- On October 11, 2022, Town Council adopted Ordinance 22-10, limiting the maximum allowable number of STR licenses that may be issued within Town boundaries to 25% of the residential housing stock. There are 3,600 residential housing units in Frisco, therefore a maximum of 900 STR licenses may be issued. The Ordinance is effective as of October 17, 2022.
- Once 900 STR licenses are issued, all subsequent STR applicants must fill out a form and pay a \$25 fee to get on the waitlist. **(There currently is a waitlist)**
- Each short-term rental unit or property is required to have a short-term rental license, and taxes must be remitted and paid to the Town of Frisco.
- The STR license application fee is \$250 per year. All STR licenses expire April 30th. The Town does NOT prorate the STR license fee.
- An STR license holder must designate an emergency contact (responsible agent) who is available 24 hours per day, seven days per week to respond to and resolve complaints.
- There is a maximum occupancy of two (2) individuals per bedroom plus four (4) additional occupants. For example – if you have a 2-bedroom unit, your maximum occupancy is eight (8).

**For more information on how to apply
and more rules/regs please visit:**

[Frisco.gov.com](https://www.frisco.gov)

Town of **Silverthorne** Short Term Rental Rules and Regulations



Area 1

10% STRs allowed
Total licenses allowed: 215
Total active licenses: 181
Licenses available

Area 2

50% STRs allowed
Total licenses allowed: 526
Total active licenses: 210
Licenses available

Area 3

NO STRs allowed

**For more
information on
how to apply and
more rules/regs
please visit:
Silverthorne.org**

Town of **Dillon** Short Term Rental Rules and Regulations

Unrestricted

*Please note that this **does not** include
Dillon Valley or Summit Cove

Town of **Keystone** Short Term Rental Rules and Regulations

Unrestricted

Town of **Blue River** Short Term Rental Rules and Regulations

Unrestricted

Unincorporated Summit County Short Term Rental Rules and Regulations

Unlimited STR Licenses in Copper Mountain, Keystone *, Tiger Run, and 4 O’Clock and Sawmill Subs in Breckenridge in the Resort Overlay Zone (ROZ). There is a cap on STR’s in all other Neighborhood residential Overlay Zones (NOZ) by Basin in the County. There are two types of Permits: Type I for locals and Type II for STR’s. Type I licenses are available. **No new Type II Licenses are available in residential areas of unincorporated Summit County** at this time and there is not a waitlist available.

Caps on the number of Type II licenses in the NOZ of each basin are established as follows (current numbers will be reviewed and updated here by January 5th of each year):

- Lower Blue Basin cap: 550 (607 Type II licenses as of 12/2023)
- Upper Blue Basin cap: 590 (678 Type II licenses as of 12/2023)
- Snake River Basin cap: 130 (189 Type II licenses as of 12/2023)
- Ten Mile Basin cap: 20 (30 Type II licenses as of 12/2023)



**For more information
on how to apply and
more rules/regs
please visit:
[Summitcountyco.gov](https://summitcountyco.gov)**

Presented by Anthony Sole

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**Scan the code to set
up a time to talk.
Coffee is on me!**

