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***IT'S WINTER, FOLKS!** That means watching football, cold walks to work, and having my wife mock my scarf choice. I hope the season is treating you well.*



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#### QUOTE OF THE MONTH

"The scariest decisions we make in life are often some of the smartest." -- Unknown

#### THE BIG NUMBER IS ... **3**

Denver's rank in a new index of the [best cities for real estate investment](#).

#### INVESTING IN DENVER

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##### 7 THINGS TO KNOW ABOUT DENVER'S NEW AIRBNB LAW

You've likely heard about the primary residence rule. But did you know you have to pay 10.75% hotel tax and provide a fire extinguisher? That and [a few other items required under the new ordinance](#).

##### AND A WORD ABOUT AIRBNB ENFORCEMENT

At the last two Short Term Rental Advisory Committee meetings, Denver's excise and licenses department revealed they'll have [two inspectors "dedicated" to Airbnb enforcement](#). Eh, maybe. Also, they talked about the [fine structure for violations](#).

#### BUYING & SELLING

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## FED RAISES RATE. WHAT DOES THAT MEAN FOR YOU?

If mortgage lenders follow suit and raise their rates even a small amount, it can have [a big impact on buyers and investors](#).

## 4 REASONS TO BUY IN DENVER THIS WINTER

[Winter shopping has its advantages](#), and serious buyers can benefit from venturing out in the coming months.

## PURCHASING A CONDO? ASK THESE 6 QUESTIONS

Living in the heart of the Mile High City is exciting. Before beginning a search for your urban oasis, here are [a few things you need to know](#).

## THE BUSINESS

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### RUNNING A LOCAL BROKERAGE FROM OVERSEAS

My colleague Micki McNie is boldly going where few brokers go ... overseas. Hear how she's running a hyperlocal business [while living as a digital nomad](#).

### FOLLOW ME ON SOCIAL MEDIA

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### FROM THE SHAMELESS MARKETING DEPARTMENT

Check out my [agent intro video](#) on YouTube. (And maybe give it a thumb's up.)



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