



## 2006 CLOSES WITH STRONG FIGURES

Second Highest Dollar Volume on Record with Several Notable Sales

The 2006 real estate market boasted yet another impressive year in San Miguel County as the second highest dollar volume in history was recorded. In total, \$681.9 million was netted in 2006, a vast leap from just a decade ago when the total dollar volume was \$212.5 million. Only 2005, the biggest grossing year in county history at \$724.5 million, was bigger than 2006—yet only by a small margin of 6%.

1997	\$212.5 million	2002	\$319.2 million
1998	\$256.7 million	2003	\$422.1 million
1999	\$415.2 million	2004	\$617 million
2000	\$546.2 million	2005	\$724.5 million
2001	\$430.9 million	2006	\$681.9 million

The past year was an important one on various levels as there was a multitude of significant sales and several property types were particularly strong. Single-family home sales in Telluride outdid those from 2005 as total dollar volume was \$63 million in 2006 compared to \$42 in 2005. **cont. inside**

## IF YOU THINK TELLURIDE IS EXPENSIVE...

Comparing the Telluride and Aspen Luxury Real Estate Markets

While Telluride is largely a luxury real estate market these days, it is still very much evolving with ample room to grow. And in comparison to other world-class Colorado resorts, Aspen in particular, it is perceived as having real value when it comes to real estate prices.

According to data compiled by Telluride Real Estate Corporation, there are currently five Mountain Village homes on the market for over \$10,000,000, as well as three more in the region (one in the Preserve and two in Sunnyside Ranch), compared to 43 homes in the Aspen area. The most expensive of these eight multi-million-dollar homes in the Telluride region is priced at \$15,000,000, a common figure in Aspen as 19 homes are currently listed for at least \$15,000,000 with nine listings exceeding \$20,000,000.

When examining comparable properties in the Telluride and Aspen regions, a 4-bedroom, 4.5-bathroom ski-in/ski-out townhome in the upcoming exclusive Courcheval enclave in Mountain Village, managed by TREC, is presently priced at \$4,995,000. Likewise, a 4-bedroom, 4.5-bathroom townhome in an upcoming development in Aspen's central core is presently priced at \$16,254,500, 225% higher than the price of the Courcheval unit. Additionally, TREC recently closed a Mountain Village home for \$10,500,000, and according to Aspen real estate broker, Joshua Saslove, a Christie's Great Estates affiliate (like TREC), five homes of sim-

ilar quality to the one in Telluride sold for much more in Aspen. "Those five homes in Aspen recently closed at prices between \$17,000,000 and \$23,000,000," said Saslove. "And at the base of Red Mountain, another 6,000-square-foot home that will likely be demolished sold for \$22,000,000."

These comparisons between Telluride and Aspen are not to detract from the fact that, at this time, history is being made in the Telluride market in terms of notable sales. As reported by TREC, the recent \$10.5 million closing is only the second time a home in the Mountain Village Multiple Listing Service has sold for such a price. (The first home, which sold for \$11 million, was also handled by TREC.) In the past three years, 12 homes in the Telluride MLS sold for upwards of \$6 million (eight of which were handled by TREC on at least one side of the transaction, five of which were handled exclusively by TREC on both sides of the transaction). Such closings mark tremendous headway when considering Telluride's status in the luxury marketplace.

Telluride is often compared to Aspen because the two share certain qualities like superb alpine settings, out-of-the-way locations, and year-round cultural and outdoor activities. They are similar in terms of layout: historic towns at the base of a ski area (town of Telluride and town of Aspen), paired with newer resort communities also at the base of a ski area (Mountain Village and Snowmass Village), and nearby **cont. inside**

**CHRISTIE'S NEWS** TREC was recently mentioned in the Christie's Great Estates Significant Sales for 2006 for the sale of the Morningstar Ranch at Alta Lakes for \$5.7 million. Other brokerage houses and properties mentioned were from a breadth of places around the globe, including Whistler, British Columbia; Verbier, Switzerland; East Hampton, New York; Malibu, California; and Paris, France. In addition, Christie's Great Estates Affiliates also took four of the top six honors in a report presented by Forbes.com of the Top 10 U.S. residential real estate transactions in 2006.

Christie's, the world's oldest fine art auction house, with whom Telluride Real Estate Corporation is a valued affiliate, recently announced that worldwide art sales totaled a record \$4.67 billion for 2006, an increase of 36% over last year's figure of \$3.3 billion. These figures include private sales, which totaled well over \$256 million for the same period. Such outstanding results confirm Christie's position as a world leader in the art business.

**TELLURIDE KNOWS ITS FLICKS** Once again, Telluride and the Telluride Film Festival have displayed their true colors in terms of style and sophistication. At the 2007 Academy Awards, seven of the films that premiered at the 2006 Telluride Film Festival received Oscar nominations, adding up to 15 nominations total. The 'Film Fest' films were **Babel**—seven nominations including Best Picture, Best Director (Alejandro González Iñárritu) and Best Screenplay (Guillermo Arriaga); **The Last King of Scotland**—Best Actor (Forest Whitaker); **Little Children**—three nominations including Best Actress (Kate Winslet), Best Supporting Actor and Best Adapted Screenplay; **Venus**—Best Actor (Peter O'Toole); **Volver**—Best Actress (Penelope Cruz); **Days of Glory**—Best Foreign Film; and **The Lives of Others**—Best Foreign Film. And when it was all said and done, a very impressive three of those 15 nominations emerged as winners: The Last King of Scotland for Actor in a Leading Role, Forest Whitaker; Babel for Music (Score); and The Lives of Others for Foreign Language Film.



## TREC WELCOMES NEW BUSINESS MANAGER

In February, Telluride Real Estate Corporation welcomed Jessica Simon to its team. Simon is the new business manager, hired to replace former business manager Cynthia Sommers.

As a nine-year Telluride resident, Simon has a breadth of experience, serving most recently as the Telluride Association of Realtors' executive director for over two years. "I'm really excited to join TREC and it's great to know I will continue working with so many of the wonderful people I enjoyed working with at TAR," she says.

As for Sommers, she was TREC's business manager for the past four years (spending five years total with the firm), and departed primarily due to the birth of her first child, a little girl born February 15. While very excited to focus on motherhood, her feelings toward leaving her position were bittersweet. "My time at TREC has been wonderful. I learned a great deal, had the opportunity to work with a superb group of people, and have witnessed this firm continuously make great strides in both the market and the community. But," she chuckles, "I think it's time to leave the real estate in my family up to my husband [TREC broker Chris Sommers]." Sommers added she will miss her job, but couldn't feel more confident in handing the reins to Simon (whose husband Garrett Simon is, coincidentally, also a TREC broker). "I am certain Jessica's [Simon] arrival will continue our successful growth as a company and that this transition will be entirely seamless. She will be an enormous asset to the company and will do her job brilliantly."

## DEVELOPMENT BOOM

### TREC at the Forefront of Telluride/Mountain Village Developments

As an internationally-acclaimed destination resort, the Telluride region is bustling with development activity. Many projects are upscale, multi-million dollar hotels/condominium complexes and several of the largest are being managed by Telluride Real Estate Corporation. Such projects include Rosewood Telluride, Courcheval, Element 52, Villas at Tristant, Belvedere Park and Owl Meadows.

"TREC was founded 25 years ago to facilitate the marketing and sales of the newly approved Telluride Mountain Village for its master developer," said TREC president and managing



director T.D. Smith. "Since then, the company has continued to assist numerous developers with fine vertical product as a focal point of its business model. Our representation is exciting and challenging as we move forward with developers to ensure mutual success in the Telluride region's maturation as a world-class destination resort."

**Rosewood Telluride** is a \$200 million luxury hotel complex situated slopeside and adjacent to the first tee box in Mountain Village. Managed by Smith, the project expects to break ground this spring and include 75 resort guest rooms and 65 condominiums. **Courcheval**, also managed by Smith, is an intimate enclave of six townhomes situated slopeside on the Peaks ski run in Moun-

tain Village. Units are currently for sale with services to be provided by the upcoming Rosewood Telluride. **Element 52** (named for tellurium, the element that named Telluride) is a 35-unit, exquisitely-crafted complex located trailside in downtown Telluride, adjacent to the San Miguel River. **Element 52** expects to break ground this spring and is managed by TREC managing director Steve Catsman, who is also part of XYZ Land Development, the development team. **Villas at Tristant Residences**, also managed by Catsman, expects to break ground in Mountain Village this spring on its final 14 high-end creekside/slope-

side units with superb amenities. **Villas at Tristant Club Residences**, managed by TREC managing director Steve Hilbert, offer an exclusive and innovative approach to vacation getaways with 20 richly appointed Club Residences. **Belvedere Park**, managed by TREC vice presidents Jon Dwight and Steve Patterson, and broker associate Scott Kelley, is an upscale ski-in/ski-out condominium project in the Mountain Village Center. Phase II is in its final construction stages, while the 25-unit Phase III will break ground this year. **Owl Meadows**, managed by broker associate Teddy Errico, is a distinguished townhome development on Telluride's western end, less than two blocks from the lifts. The tri-level residences are in their second phase with several units for sale.

Between its developments and other properties TREC currently represents \$611 million in gross listings throughout the Telluride region. "This is an important turning point for TREC," said TREC managing director Buzz Fedorka. "Our role in numerous major projects demonstrates our strength and success as the region's leading brokerage firm."

**MOUNTAIN VILLAGE GETS JUICED WITH RENEWABLE ENERGY** This year, the Gondola celebrated its 10-year anniversary and as its birthday present, it can now add "powered by renewable energy" to its resume. Already revered as one of the most unique eco-friendly transportation systems in the nation, the Gondola, as of January 1, 2007, now runs entirely on renewable energy Green Tags. Not only that but all of Mountain Village's electrical usage, including Town Hall, the Telluride Conference Center, maintenance shop, snowmelt system and street lights, is powered 100 percent by renewable energy.

In December 2006 Mountain Village and the Mountain Village Owners Association purchased \$59,000 worth of Green Tag renewable energy from San Miguel Power Association. In turn, SMPA pays its electricity provider, Tri-State Generation and Transmission, to develop new sources of renewable energy (wind, hydro, solar, biomass, etc.). "Our Town of Mountain Village boards and council want to set the precedent for towns and other entities to buy Green Tags," said Bob Delves, Mountain Village town councilmember. "By making a commitment to purchase renewable energy, we encourage the building of wind farms versus coal-fired power plants."



## AIR FAIR

### Telluride Continues to Bolsters Regional Air Service

This summer the Telluride Montrose Regional Air Organization (TMRAO) continues daily nonstop service between Houston Intercontinental Airport and the Montrose Regional Airport on Continental Airlines, and begins daily nonstop service between Dallas/Ft. Worth and the Montrose Regional Airport on American/American Eagle Airlines. Continental's service runs May 24, 2007 until October 7, 2007 with flights operated by a 50-seat ERJ145 jet aircraft. The American/American Eagle service is effective June 14, 2007 through September 4, 2007 on a 70-seat CRJ700 regional jet aircraft and adds to the already successful winter service that American/American Eagle provides.

**2006 Figures cont.** a 50% increase. Also in terms of single-family sales, numerous multi-million dollar homes sold in Mountain Village, some of which were among the highest home sales in Mountain Village history. Throughout the year, eight homes sold for over \$5 million in Mountain Village, with one for \$8 million and another for \$7.75 million. Similarly, a string of precedent-setting single-family homes sold in Telluride as four properties closed for over \$4 million, their specific amounts at \$4.1 million, \$5.6 million, \$6.3 million and \$6.9 million. These tally among the highest home sales in Telluride history.

Condominiums in Mountain Village had another banner year as dollar volume totaled \$126 million, a 20% increase over the \$105 million in 2005. The highest condominium sale in 2006 was a \$4.8 million unit in the See Forever development in the Mountain Village Core. While Telluride condominium sales were roughly the same between 2005 and 2006 (\$74.4 million and \$74 million, respectively), 23 units sold for over \$1 million in 2006, four of which were over \$2 million (the largest being \$2.9 million for a Rivercrown unit). Vacant land in Mountain Village also brought in higher figures than in 2005 as dollar volumes totaled \$62 million in 2006, compared to a previous \$55 million in 2005, a 13% increase. Six lots sold for over \$2 million, three of which were over \$3 million, and the largest of which was a \$3.8 million parcel.

As notable sales continue in San Miguel County, the regional real estate market remains solid and steadfast. Overall dollar volumes and property values were strong in 2006 and such trends continue as we move further into 2007.

## SALON 7

Salon 7, a hair salon, opened its doors in Telluride late-summer 2006 and with its first full season under its belt, co-workers Jesse Martin and Rosa Lea Davis look forward to many more.



"Business is going great," said Martin. "Everything is fantastic and we are delighted."

Although Salon 7 is new to Telluride, Martin and Davis are not. Both have been in town five years and both previously worked at Bliss Salon on main street. Salon 7 is located at the base of Lift 7 in the Cimarron complex.

"It's perfect," said Martin. "We have great local clients and then we've received lots of skier traffic since we're right at the bottom of the lift. That part has been far better than we expected."

Salon 7 offers color, cuts, kids' cuts, styles for wedding parties and facial waxing. Davis and Martin are also considering adding a manicurist/pedicurist to their staff. "If someone wants the works, we can supply it," said Martin.

Martin moved to Telluride from San Francisco, Davis came from Denver, both moved to the San Juans for a love of the mountains.

Salon 7 is open Monday through Saturday, 9 - 6. Call for appointments at 970.369.0050; walk-ins welcome.

**EAST MEETS WEST** Upon stepping into East Meets West, one is immediately taken by its wealth of beautiful things, as the new downtown boutique is adorned with fine art and home furnishings from all over the world. Proprietor Brenda Van der Mije moved to Telluride in March 2006 from Colorado Springs/New York and opened her shop in January 2007. Prior to launching her retail location, Van der Mije was showing her goods at various spots around the country. "Telluride is so beautiful; I couldn't think of a better place to open my store," she said.

Van der Mije meticulously hand-selects her inventory while journeying to a myriad of far-flung places. Much of her merchandise, consisting of furniture, housewares, accent pieces, rugs, pillows, and much more, comes from Japan, Thailand and China, as well as from South America, Europe and the U.S. Van der Mije also has 25 years in the decorating business (in Florida, New York and Colorado) and wants East Meets West to double as a decorator showroom. "I want to work with other decorators, builders, brokers, and individuals," she said. "I love being a source for that sort of thing."

East Meets West, located at 240 Pacific Avenue



(across from the post office) is open 11-6, seven days a week; call 970.369.5258 for more information.

**TELSKI GOES GREEN TAG** The Telluride Ski Resort (Telski) recently announced a partnership with Bonneville Environmental Foundation (BEF) to sell the Green Tags associated with the nonprofit organization's SkiGreen program. The partnership is intended to provide those resort guests who wish to participate in off-setting travel-related carbon emissions the means to do so. Guests can purchase a SkiGreen Mini-Green Tag with each lift ticket for \$2 and 100 percent of the proceeds support new wind energy entering the power grid. Each \$2 mini-tag represents 100 kilowatt-hours of renewable energy, equivalent to approximately 150 driven miles. "We believe the Green Tag Program is a good step toward providing awareness and providing a mechanism to contribute to alternative energy initiatives," said Jeff Proteau, senior vice president of resort operations. Telski said it intends to continue the program for the 2007/2008 ski season.

Established in 1998, BEF is committed to developing clean, sustainable, and domestic renewable energy across North America and is able to fund its projects through revenues generated from Green Tag sales and the SkiGreen program. As a member of the National Ski Area Association's Sustainable Slopes initiative for more than four years, BEF pioneered Green Tag sales to resorts and is the leader in helping them become climate-neutral. Visit [www.SkiGreen.org](http://www.SkiGreen.org) for more information.

**Telluride vs Aspen cont.** upscale mesa-type neighborhoods (Deep Creek, Turkey Creek, Wilson and Sunshine mesas for Telluride; Red Mountain, Starwood, The Preserve and Morningstar for Aspen). The two also tend to attract similar clientele, leaving many under the impression that Telluride is on par with Aspen with regard to property values. In fact, the two are quite different. Telluride indeed boasts a strong and competitive market that attracts investors to high-end properties, but there is a significant discrepancy between what real estate is presently selling for here and what it presently sells for in Aspen. Therefore, according to TREC's current statistics, this translates to more affordable prices in Telluride today, as well as sound opportunities for investment appreciation if Aspen's figures are any indication as to where Telluride's luxury marketplace is ultimately headed.

# NEW LISTINGS



**111 AGUIRRE ROAD ~ ALDASORO**

This 6-bedroom, 4.5-bath log and stone home commands spectacular views of the Wilsons and surrounding peaks. A live stream in the yard adds ambience to the ample outdoor spaces, including a lower level hot tub terrace. Other features include a massive stone and timber fireplace, timber accents, arched architectural details and large caretakers' quarters. \$3,500,000



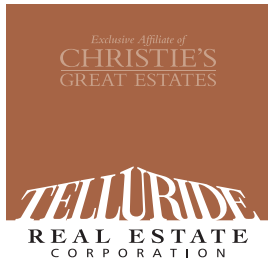
**HEADWATER RANCH ~ TROUT LAKE**

This exquisitely private 155 acre property is surrounded on all four sides by National Forest, and yet is only 15 minutes to the ski area. Pictures and words do not do it justice, you simply have to see it to believe it, water falls, private world class fishing and skiing and just about anything else you can imagine...\$25,000,000

## TREC WELCOMES NEW BROKERS

**KIKI FROBERG** — Broker associate Kiki Froberg joined TREC at the start of 2007 and works in managing director Steve Catsman's office. She first began spending time in Telluride in the late 70s, but has been a full-time resident for the past several years. Kiki has a passion for real estate and her favorite thing about working for TREC is the camaraderie and collaboration amongst the company's team.

**NATE SOULES** — Broker associate Nate Soules started with TREC in November 2006 and is an assistant to broker associate Teddy Errico. He has lived in Telluride for 10 years and greatly enjoys working for TREC because of the extensive knowledge and experience that the firm's brokers have to offer.



**TOWN OF TELLURIDE**  
 232 West Colorado Ave ..... 970.728.3111  
 135 West Colorado Ave ....970.728.1613  
 666 West Colorado Ave ... 970.728.1629  
**MOUNTAIN VILLAGE**  
 Village Center..... 970.728.6655  
 Mountain Lodge..... 970.369.6003  
**RICO**  
 10 South Glasgow Ave..... 970.967.2882

### APRIL

- 1 April Fool's Day
- 1 Sunday at the Palm — La Bamba
- 2-5 5th Grade Shakespeare Production  
Palm Theater
- 6 Street Dance
- 6-8 Swing Camp Telluride
- 8 Closing Day at the Telluride Ski Resort  
Gondola Closes
- 8 Easter Day/Easter Egg Hunt at  
the Telluride Ski Resort
- 9-20 Spring Break — Telluride Schools
- 20-22 Talking Gourds Spoken Word Festival

### MAY

- 11 Writing Activism Workshop  
with Amy Irvine McHarg
- 18-20 Annie Get Your Gun — SOH
- 24 Gondola Opens
- 25-28 MountainFilm Festival
- 28 Memorial Day

### JUNE

- 1 Graduation — Telluride High School
- 2-3 Telluride Balloon Rally
- 4-10 Wild West Fest
- 4-10 Ceramics workshop with Kent Harris
- 6 Last Day of School —  
Telluride Public Schools
- 8 Graduation — Telluride Mountain School
- 10-17 Telluride MusicFest
- 14 Ah Haa Exhibition Opening
- 21-24 Telluride Bluegrass Festival
- 24-30 Telluride Plein Air Festival
- 25-28 Painting workshop with Keith Wicks