



TELLURIDE REPORT

winter 2008

Exclusive Affiliate of
CHRISTIE'S
GREAT ESTATES



CHRISTIE'S

ROCKEFELLER REFERRAL

Recently, while at the Christies Rockefeller Center showroom, an art connoisseur noticed the Great Estates video playing in the lobby. Already familiar with the luxury service of Christies Auction House, the woman located the Great Estates affiliate in her town, and chose to list her high-end property with them, over other luxury firms she had interviewed in the area.

Christies has been synonymous with luxury products and legendary service in the auction world since the 1700's, and that very reputation carries over to Christies Great Estates. Ultimately, however, it was the worldwide exposure of her property to a select group of qualified buyers that made Christies Great Estates stand out above all others in the case of this exclusive listing with our sister affiliate, VanSciver Realtors.

SKI RESORT EXPANSION

New Revelation Bowl Lift, Wine Bar and Beer Garden

Construction of the Revelation Lift is complete! This fact is evidenced by the now-visible top terminal that sits high on the Gold Hill ridge. The lift will access terrain that falls dramatically from the Gold Hill ridge onto northeastern aspects. These snow-magnet slopes had previously been the focus of powder day reveries only, but that will change with the opening this winter of Revelation Bowl and its corresponding Leitner-Poma quad lift.

Situated above tree line, Revelation Bowl offers advanced and expert terrain in a setting that, with its far-reaching mountain views and wide-open, treeless expanse, evokes a European ski experience. Skiers and riders will be able to choose ridgelines in either direction offering steeper pitches and rock features, or rolling groomed terrain down the middle.

Last winter's opening of Black Iron Bowl, Palmyra Peak and Gold Hill Chutes 6-10 significantly increased the resort's selection of

hike-to terrain, and with the opening of Revelation Bowl this winter, the Telluride Ski Resort will have undergone a nearly 400-acre



growth spurt in just two years. The resort's vertical drop is now one of the largest in North America at 4,425 feet, with 3,845 vertical feet lift-served.

Telski is also opening two new restaurants on the mountain this winter. Keeping with the theme of a European ski experience, Alpino Vino is a European-styled hütte near the top of Gold Hill that will offer fine wines, cheeses and appetizer plates. Alpino Vino will be located in what many locals knew as the Trommer House (a private home built by Eric Trommer), which has sat idle since the ski area purchased the property nearly a decade ago. Crews recently began remodeling the stone and wood chalet, and the restaurant's doors are slated to open to the public for the first time this winter.

For après ski, the new Hop Garden in Mountain Village will offer the ambiance of a traditional German beer garden, with 10 specialty beers on tap and craft beers from around the world highlighted daily, as well as a menu of hot and cold fare. The Hop Garden is located in the space previously occupied by the Skier's Union, at the base of Lift 4.

TOGETHER WITH THE OPENING OF BLACK IRON BOWL, PALMYRA PEAK AND CHUTES 6-10 LAST SEASON, THIS EXPANSION ADDS NEARLY 400 ACRES TO TELLURIDE'S SKI AREA!

TELLURIDE MOVES UP IN THE RANKS

Ski Resort Advances In Public Opinion



Telluride is one of the best ski resorts in North America and the major ski magazines have made it official, crowning Telluride as one of the best anywhere, and one of the fastest rising resorts in the world. In their annual rankings, SKIING magazine puts Telluride at fourth overall, while SKI magazine put it at number 10. Both rankings were based on reader surveys, and the readers obviously feel like Telluride is on its way up. It moved up from seventh in last year's SKIING poll, and it wasn't even in the top 10 in SKI last year.

Readers loved the steeps, the new terrain, the weather, the restaurants, and especially the après ski scene.

“The readers spoke,” said SKIING magazine’s associate editor, Scott Gornall, and moved Telluride ahead of Alta, Utah, Alyska, Ak., and Aspen. “We were surprised to see that.”

Gornall figures the jump has to do with Telluride’s recent expansion, opening the death-defying Black Iron Bowl, Palmyra Peak, and the Gold Hill Chutes, all of it introduced by Telski’s relatively new CEO, Dave Riley.

What’s more, Telluride’s ranking in SKI magazine would have been higher, but it takes into account the fact that Telluride is remote, ranking it 60th in “access” and dropping its overall score. Other than the long drive / flight, SKI readers drooled over Telluride, ranking it second in “overall satisfaction,” behind only Alta.

Here is a sample of some of the Telluride rankings from SKIING magazine:

Best new terrain: 1st, for Palmyra Peak.
Best \$40 steak: 1st, for Sheridan Chop House.
Après ski scene: 2nd.
Steeps: 3rd.
Backcountry access: 4th.

And from SKI:

Scenery: 4th.
Weather: 6th.
Dining: 8th.
Lodging: 9th.
Service: 10th.

“We’re pleased with the results,” said CEO Riley, “but it still shows that we’ve got room to improve.” With the opening of Revelation Bowl this coming year, one of the only major expansions at a North American ski resort, Telluride could move even higher. “Our tagline is ‘Unmatched in North America,’” Riley said. “To some people that’s a reality and to other people that’s an exaggeration but at minimum that’s a goal — so we won’t be satisfied until we’re no. 1.”

A GRAND DAY AT CORNERSTONE

TREC Brokers and Staff Enjoy A Day of Golf

It was with great excitement that the TREC team accepted an invitation for an early fall day of golf, delicious food, and camaraderie at Cornerstone on September 30th. Cornerstone, listed by TREC agents Jim Nerlin, Jon Dwight, and Alex Martin just opened all 18 holes of its Greg Norman-designed golf course this past July, to the delight of their members.

Thrilled to display two completed homes, the beautiful Foursome Cabins, and the newly complete golf course, the Cornerstone team invited us out for a day’s retreat; And what a day it turned out to be, with perfect weather and stunning fall colors, punctuated by white peaks in the distance. Nearly every agent participated in the day’s activities, including even those who seldom golf, which made for a fun and light-hearted scramble tournament.

In true ‘Pioneer Hospitality’ style, just when we thought the day couldn’t get any better, Cornerstone’s own Executive Chef, Peter O’Brien,

tantalized us with a delectable barbeque dinner. As some fly fished in the stocked pond adjacent to the Members’ Clubhouse, others relaxed on the patio—stretching dinner into the evening or relaxing around the fire pit.

All said, a great day was had by all, and it was great to experience the level of service that Cornerstone extends to its members and guests alike. ‘Pioneer Hospitality’, as they call it at Cornerstone, is something that has to be experienced to be believed!

For more information on Cornerstone, please contact your TREC agent or one of our offices.





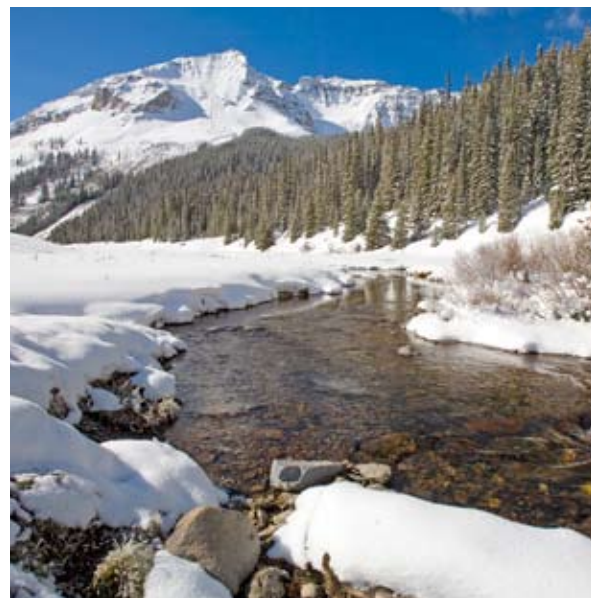
TELLURIDE MARKET UPDATE

The effects of the “Global Economic Meltdown” have not spared the Telluride real estate market. Dollar volume of sales is down close to 50% year to date. The uncertainty in the national economic environment has put discretionary spending on vacation properties in top resorts like ours on hold. TREC has taken numerous steps to strongly position the brokerage to meet this challenging business environment and maintain its leading position in the region.

But it’s not all bad news. Property values have softened, but not nearly as much as the losses of value seen in equity markets. Core areas in the Mountain Village and Town remain strong, with settlement prices within 10% of asking. The most vulnerable properties at this time seem to be limited to those in non-premier locales or those that are simply over-laden with debt. Existing owners have benefitted from the hedge against other losses. And for prospective buyers, there is a chance to strike a deal closer to 2003 levels. A quick refresher on some of the enduring core strengths of our market:

- Extremely limited supply of private land and highly restrictive/quality zoning
- Diverse ownership group characterized by high net worth/not mortgage dependent
- Extraordinary growth pressure in the Rocky Mountain states
- Unmatched lifestyle benefits and amenities year round
- Proven reputation as a “safe harbor” for asset allocation

Life in Telluride goes on. The natural beauty and quality of life that attracts us all remains. Come out this winter and remember why!



UNIQUE LISTING

HEADWATERS RANCH

Literally an island in a sea of National Forest - this pristine 153 acre property enjoys trout filled streams and waterfalls as well as an abundance of wildlife and natural beauty.

The six bedroom, rustic log home with caretaker’s quarters, provides the perfect vantage point to enjoy your own private wilderness. An alpine spring provides potable water to the home.

Located less than twenty minutes from the historic town of Telluride, this is an extremely rare property - and perhaps the finest piece of land in the San Juan Mountains.

OFFERED AT \$25,000,000

NOVEMBER

- 6 Telluride Historical Museum Lecture Series “White Gold in Telluride”
- 6 Telluride Unearthed-Telluride Historical Museum
- 8 Under the Influence - Sheridan Opera House
- 13 Telluride Historical Museum Lecture Series “When Mountains and Deserts Collide”
- 13 Telluride Unearthed-Telluride Historical Museum
- 14-16 KOTO Ski Swap
- 20 Telluride Historical Museum Lecture Series “How and Why Ski Resorts are Going Green”
- 20 Telluride Unearthed-Telluride Historical Museum
- 21 Gondola Opens for Winter Season
- 22 Turkey Bingo - Elks Lodge
- 27 Telluride Ski Resort Opens for 08-09 Season
- 30 “The Man Who Skied Down Everest” - Palm

DECEMBER

- 4 Dress to Impress-Telluride Historical Museum
- 5 Jingle Jam - Heritage Plaza/Mountain Village
- 5-7 Artisan’s Guild Holiday Bazaar - High School
- 5 Toys For Tots Merry Martini Party
- 5-7 Winter Sing - Telluride Choral Society
- 5-7 Peter Pan - Young People’s Theater
- 13-14 The Nutcracker Ballet - Palm Theatre
- 13 Rock and Roll Academy Winter Concert
- 18-21 Second Stage Holiday Show
- 20 Hall of Fame Music Series
- 20 Wilson Loop Nordic Sprint
- 21-22 Sitting with Santa - Mountain Village
- 22 A Christmas Carol - Palm Theatre
- 24 Christmas Eve Torchlight Parade
- 24-25 Santa Skis and Santa Photos on the slopes
- 26 Mountainfilm hosts special event at SOH
- 27-28 Golden Dragon Acrobats
- 27-28 Sheridan Holiday Concert Series
- 29 Holiday Music Extravaganza - Palm Theatre
- 31 New Year’s Eve Concert - SOH
- 31 New Year’s Eve Bash - Telluride Main Street
- 31 New Year’s Eve Celebration - Mtn Village

JANUARY

- 2 SAF Holiday Concert Series - SOH
- 9-13 Ouray Ice Climbing Festival
- 11 Mother/Daughter Tea - Tell. Historical Museum
- 18-21 SnowFest
- 18 “The 400 Blows (1959) film - Palm Theatre
- 21 Hall of Fame Music Series - Mountain Village
- 23 KOTO Guest DJ Day
- 24 Priest Lake Nordic Pursuit
- 30 KOTO Lip Sync Contest
- 30 Winter Jazz - Palm Theatre

TRAVEL HELP

Planning a trip to Telluride this season? Your TREC broker can offer a wealth of knowledge to help make your vacation the best it can be. From the inside track on flight deals to hotel packages, upcoming special events to local activities - tap into the valuable resources your TREC broker can provide. We know Telluride and we’re here to help!

FEBRUARY

- 6 Name That Tune - Elks Lodge
- 6-8 Grease - Young People’s Theater
- 9 Chocolate Lovers Fling
- 11 Victorian Valentines - Tell. Historical Museum
- 13 KOTO sponsored movie at The Nugget Theater
- 14 Butch Cassidy Nordic Ski Chase
- 14 Valentine’s Day Skiing special treats on the slopes
- 15 San Juan Symphony - Palm Theatre
- 19 Cribbage Tournament - Cornerhouse Grille
- 19 “Before & After” Art Exhibition - Ah Haa School
- 20 Fred Garbo Inflatable Theater Company - Palm
- 21-28 Gay Ski Week
- 24-2 Telluride AIDS Benefit
- 26 TAB Fashion Show Sneak Peek and Auction
- 27 TAB Opening Night Reception and Auction
- 28 Free HIV/AIDS Testing
- 28 TAB Gala Fashion Show & Auction

MARCH

- 1 “Spirited Away” film - Palm Theatre
- 2 TAB Designer Trunk Show
- 10-11 “A Memory, A Monologue, A Rant & A Prayer”
- 14 KOTO Concert
- 14 TopATen Nordic Race
- 17 Baseball on Skis
- 19 “King Henry V” play - Palm Theatre
- 27-29 Swing Camp Telluride
- 29 “The Real Dirt on Farmer John” film - Palm

APRIL

- 3 KOTO Street Dance
- 5 Telluride Ski Resort Closing Day
- 11 Mother/Daughter Tea - Tell. Historical Museum
- 14 Talking Gourds Spoken Word Festival
- 26 “The Secret Garden” film - Palm Theatre