

Sales volumes YTD 31% higher than 2003

In examining this year's county-wide real estate figures from January through October, sales surpassed those from 2003 for the same months by \$137 million. Total numbers for all transactions were approximately \$443 million in 2004 versus \$303 million in 2003, a rise of approximately 31 percent. These statistics correspond to the 646 transactions in 2004 compared to the 596 in 2003, thus reflecting the average purchase price as \$685,000 for 2004 over 2003's \$508,000.

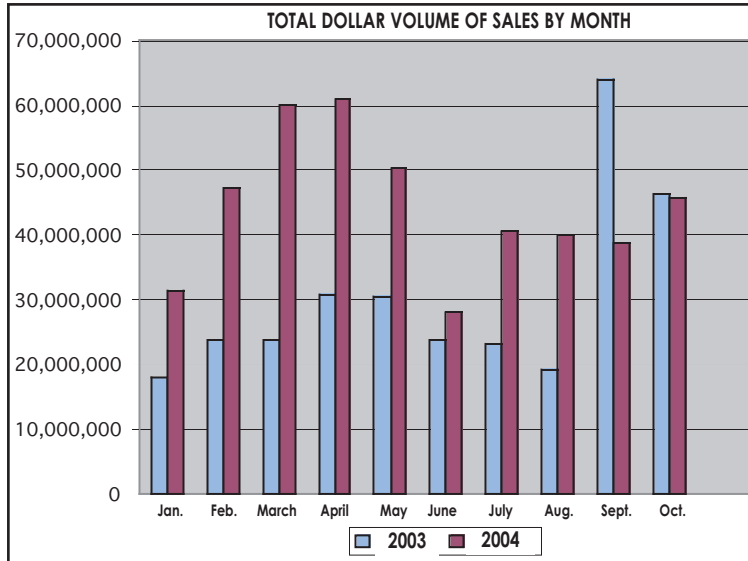
In terms of property types, single family residential was the strongest contributing force, boasting the biggest sales totals so far in 2004 at approximately \$203 million. This was also the strongest property type for 2003, which totaled almost \$138 million between January and October.

The largest number of transactions were led by vacant land sales. At this point in 2004, there have been 220 vacant land sales. Vacant land sales transaction numbers in 2003 were similar to those in 2004, yet dollar amounts in 2003 trailed 2004 by 32 percent (\$113 million in 2004 and \$76 million in 2003). This therefore translates to an overall rise in land values for 2004.

Condominium sales came in behind land and single family residences with 165 transactions in 2004 totaling \$100 million and 135 transactions in 2003 totaling \$71 million.

MONTHLY COMPARISONS

As far as monthly breakdowns, market revenues in 2004 from January through May



crushed those same months from 2003. In March, total real estate sales more than doubled with \$60 million in 2004 as opposed to \$24 million in 2003. February and April of 2004 were also banner months with total sales reaching \$47 million and \$61 million, respectively, compared to \$24 million and \$31 million, respectively, in 2003. May presented considerable growth as well with \$50 million in 2004 compared to \$30,500,000 in 2003; and January 2004 claimed \$31 million in sales, while January 2003 came in at \$18 million.

Although summer months didn't present variances of the same magnitude as winter months, numbers were still considerably higher, for the most part, in 2004. July's sales totaled \$40 million compared to last year's \$23 million, while August totaled \$40 million compared to \$19 million in 2003. June's sales were 15 percent higher in 2004 than in 2003 with numbers totaling \$28 mil-

lion and \$24 million, respectively. The only month of the year that didn't bring in bigger numbers for 2004 over 2003 was September. September 2004 trailed 2003 by a sizeable amount as totals were \$39 million and \$64 million, respectively. September 2003, however, was the year's record sales month due to the whopping \$30 million in single family residential home sales, 61 percent of which was from five Mountain Village homes totaling approximately \$18 million.

Single family residential sales, reached \$31 million in April 2004 compared to \$6 million in April 2003. March, too, hit \$33 million as opposed to \$9 million in 2003. In fact, single family residence sales saw a 35 percent increase in 2004 over 2003.

Condominium sales witnessed a 28 percent increase in 2004, with particularly wide gaps in August and March. August saw \$14 million in 2004 over \$4 mil-

lion in 2003, while March saw \$6 million in 2004 over \$800,000 in 2003.

The year 2004 has definitely been one for condominium sales as 165 units have sold between January and October. In 2003, 135 condominium units sold during the same time period. Approximately 82 of the 165 condominium transactions in 2004 were in the town of Telluride, where prices ranged from \$1.7 million to \$180,000. In Mountain Village, 66 condominiums were sold with prices ranging from \$2.8 million to \$235,000.

Of the 207 single family residential homes sold between January and October in 2004 (compared to the 174 in 2003), 20 were in the town of Telluride, three of which broke the \$3.4 million mark. The highest residential home sale in the town of Telluride was \$4.4 million in February. In Mountain Village, there were 27 sales, with top-selling homes closing at upwards of \$6 million. The highest residential home sale in Mountain Village was \$11 million, also in February.

Since 2003, average prices for condominiums and single family residences in San Miguel County have both exhibited substantial increases. Condominiums swelled from \$529,000 in 2003, to \$602,000 in 2004, an escalation of approximately 12 percent. Single family residences jumped from \$793,000 in 2003 to \$985,000 in 2004, representing an increase of almost 19.5 percent.

Community support continues for upscale hotel

In September, for the second time in less than three months, Mountain Village voters showed support for the town's approval of a new condominium/hotel on Lots 50-51 in the Mountain Village Core. This vote cleared one of the last major pre-construction hurdles as hopes are to possibly break ground on the project next spring/summer.

The majority of Mountain Village voters have displayed an overwhelmingly strong and consistent backing for the project, while some opposition to the development exists, primarily from owners of the fractional units in the adjacent Franz Klammer Lodge and the developer of FKL's Phase 2.

In June project opponents forced a special election, resulting in 73 percent of Mountain Village voters rejecting a measure to amend the Town Charter to sharply restrict the town's ability to award height variances. Passage of that amendment would have heavily impacted the progress of the project.

September brought about another special election forced by the project's opponents. In that vote, 80 percent rejected a measure that would have overturned the Town Council's approval of the project, also impacting the start of construction.

Concerns by some individuals, with regard to not receiving enough as far as community benefits in exchange for zoning variances, were also alleviated. One particularly well-received change in the plan was the donation of a space to the Telluride Adaptive Sports Program by developer Robert Levine. Other community benefits include an improved

vehicular and pedestrian entrance to the Mountain Village Core, a new post office, and a public plaza containing an ice rink.

"There have been two special elections that have resoundingly indicated that the citizens of the Mountain Village want to proceed with this project and support it," said Mountain Village Mayor Davis Fansler.

According to Levine, the next step in moving forward with the project is a development agreement needed to memorialize the terms and conditions of Town Council's approval of the 100-room, 34-condominium project. The project is slated to be operated by a four-or-five-star hotel operator such as the Ritz-Carlton.

In addition to the hotel rooms and condominiums, the project includes retail space, eight employee condominiums, conference space, underground parking and 28,372 square feet of commercial space.

Quality, Views, Value, on the Golf Course

The development team of Eagle View Reserve is celebrating the first of many closings, as this long-awaited project has just received its Certificate of Occupancy.

Phase One of Eagle View Reserve focused upon reconfiguring and upgrading the Main Lodge into four spacious, luxury condominiums. It also included remodeling the freestanding, former caretaker's residence into a refined, private home. Phase Two, due to break ground, will transform four more freestanding structures into charming "cottage" homes, each roughly 4,000 square feet.

Perched on a rolling knoll between the sixth and 12th fairways of the Telluride Golf Course, with impeccable landscaping and unobstructed views of the breathtaking Wilson range and San Sophia Ridge, Eagle View Reserve offers top-quality finishes, which resonate an understated elegance. Exteriors are a blend of stone, timber and cedar shake with flagstone patios, decks and balconies, while the distinguished interior finishes feature Alder doors, tumbled Travertine tile, Thermador, SubZero and Bosch appliances.

New Mountain Village private residences offer resort amenities and luxury comforts

See Forever Village, Mountain Village's new, luxury log cabin and condominium development is well underway, having broke ground in August.

Designed by architects, O'Bryan Partnership, Inc., and constructed by See Forever Ventures, LLC, the 23 residences and four log cabins form a quaint and charming community. Condominium sizes average approximately 3,000 square feet, with smaller units around 2,700 and the largest at 4,645. Floor plans range from five bedrooms/six baths, to three bedrooms/three-and-a-half baths. As for the cabins, numbers 1-3 are roughly 3,700 square feet with four bedrooms, four baths. Cabin 4 is 3,253 square feet with three bedrooms, three-and-a-half baths. At this juncture, Building B and three of the four cabins have already sold—pre-construction—leaving Cabin 4 and Building A's 13 units still available for purchase.

All See Forever Village units boast tremendous views and have the finest, custom interior finishes available. They are ski-in/ski-out; just moments away from both Village Core and the gondola; and through a management agreement with the Wyndham Peaks Resort & Golden Door Spa, offer comforts far beyond the typical residential development. Such amenities like preferred golf tee times at the Telluride Golf Club, room service and full spa access are just some of the homeowner benefits.

See Forever Village is yet another firm step into the future wave of mountain living. While owners have all the amenities of a world-class resort, they have the privacy and independence of a single-family home. Projected construction completion is expected by fall/winter 2005.