

Telluride Real Estate Corp.

EXCLUSIVE AFFILIATE OF  
**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

# The TELLURIDE REPORT

Volume II - 2012

## LE BEAU CHÂTEAU—HUGUETTE M. CLARK'S SECLUDED 52-ACRE ESTATE IN NEW CANAAN, CONNECTICUT—BACK ON THE MARKET

Hidden Behind Gates and Pine Forests for More Than 70 Years, This Secret Garden Hideaway is Offered at US\$19,800,000

New Canaan, Connecticut — One of Fairfield County's last great estate properties—Le Beau Château, owned by Huguette M. Clark, the copper heiress who died in May 2011 at the age of 104—is again being offered for sale. Serenely nestled in the southwestern corner of Connecticut, Le Beau Château is an extraordinarily rare offering of 52 sprawling acres complete with 10 estate lots and a grand French-style manor house.

Barbara Cleary of Barbara Cleary's Realty Guild is representing this exceptional property, with international marketing services provided by Christie's International Real Estate. Christie's, the parent company of

Christie's International Real Estate also auctioned an exceptional collection of Art Deco jewelry from the Estate of Huguette M. Clark on April 17 in New York, which garnered \$20.8 million, second only to Liz Taylor's record-



setting jewelry auction in the last decade. Mrs. Clark's other real estate holdings—three historic Manhattan apartments at 907 Fifth Avenue—are also being offered for sale by Christie's International Real Estate in partnership with its exclusive Affiliate Brown Harris Stevens.

"No other luxury real estate network can offer this level of customer care in both art and real estate," says Kathleen Coumou, Senior Vice President. "We are honored to represent this rare and exceptional property, which was acquired by Ms. Clark more than 70 years ago."

## NEW: LIVE TELLURIDE WEBCAM ON TREC.COM

New Rooftop Webcam Can Be Controlled Remotely, So Users Can Customize Their "Telluride View"

Thanks to our partnership with Telluride.com, we have just added a new way for visitors, residents, and second homeowners alike to keep tabs on Telluride. Visit [www.telluriderealestatecorp.com](http://www.telluriderealestatecorp.com) and click on the homepage link to our live Telluride webcam to view events, current weather conditions, traffic, snow conditions and happenings around town. The cam is situated on the roof of our Main Street location in downtown Telluride, and can be controlled by viewers in 30-second increments, so you can choose your view plane. Pre-programmed views include the view to the east of the box canyon, south to the ski area, across the street to the Steaming Bean (the "Bean Cam") and to the courthouse and west. Come see what we're up to!

## SPRING REAL ESTATE SALES ON THE RISE

After a Slow Start in 2012, Numbers Have Steadily Begun to Pick Up

We had an excellent winter in Telluride with an uptick in both retail sales and skier days. The Historic Town of Telluride reports that retail sales year-end 2011 were the highest in 20 years. Real estate sales are trending upward as well. This year, \$18.9M of sales closed in February (vs. \$19.8M in February of 2011) and \$38.1M



of sales closed in March (vs. \$27.3M in March of 2011) - a 40% increase in sales dollars with a 26% increase in transaction volume. So, it certainly seems that momentum is gaining in our marketplace and has nearly made up for slow sales in the month of January. It's also clear that smart sellers have adjusted their pricing, and smart buyers have rediscovered the value of Telluride.

On another very positive note, over \$91M is currently under contract which bodes well for April and May which realized approximately \$42.6M in total sales for those months in 2011. 44 properties sold or contracted YTD are over \$1M with 25 between \$2M - \$12.5M, so it appears as the upper end of the market is experiencing a bit of a revival.

During the past 12 months, the Town of Telluride experienced 18 sales over \$1M, 10 sales above \$2M, 4 sales between \$2.9M - \$6M and those four sales averaged \$934 PSF. The Telluride Mountain Village Market continues to present excellent buyer opportunities with 76 homes currently in market above \$1M. The Mountain Village experienced 27 transactions over \$1M during the same period, 13 of those transactions were over \$2M and 5 between \$5M - \$12.5M.

## TELLURIDE TO HOST THE STAGE ONE FINISH OF "AMERICA'S RACE"

The 2nd Annual USA Pro Cycling Challenge Will Draw an International Crowd of 1 Million+ and Athletes at the Elite Level

Referred to as "America's Race," the second annual USA Pro Cycling Challenge will take place in the Rocky Mountains from August 20-26, 2012. More than 1 million spectators are expected to once again line the route to see if Levi Leipheimer will defend his title as winner of the 2011 USA Pro Cycling Challenge, while millions more around the world will watch the race on television and online through the Tour Tracker.

For seven consecutive days, the world's top athletes will race through the majestic Rockies, reaching higher altitudes than they've ever had to endure – more than two miles in elevation. One of the largest cycling events in United States history, the 2012 race will feature the best of the best in professional cycling, competing on a challenging course through some of America's most beautiful scenery.



Recently upgraded to a 2.HC ranking, the highest registration level next to the Tour de France, the race will visit a total of 12 official host cities over the course of the seven-day race, which runs from August 20-26, 2012.

### The host cities and stages of the 2012 USA Pro Challenge include:

- Monday, Aug. 20 (Stage 1) Durango – Telluride
- Tuesday, Aug. 21 (Stage 2) Montrose – Crested Butte/Mt. Crested Butte
- Wednesday, Aug. 22 (Stage 3) Gunnison – Aspen
- Thursday, Aug. 23 (Stage 4) Aspen – Beaver Creek/Vail Valley
- Friday, Aug. 24 (Stage 5) Breckenridge – Colorado Springs
- Saturday, Aug. 25 (Stage 6) Golden – Boulder
- Sunday, Aug. 26 (Stage 7/ITT) Denver

"The host cities selected for the 2012 USA Pro Cycling Challenge will enable us to showcase the beauty and hospitality of Colorado to a worldwide audience," said Shawn Hunter, CEO of the USA Pro Challenge. "These cities are valued partners who will work with us, hand in hand, as we continue to raise the bar for professional cycling here in America."

Overall winner of the 2011 USA Pro Cycling Challenge, Levi Leipheimer said, "What makes Colorado uniquely challenging is the Rocky Mountains. Knowing that in 2012 we will start in one corner of the state and suffer through more mountain passes than any other race of this caliber in the North America is exciting. Add in the altitude factor and you've got one beast of a race."

New in 2012 is the placement of the Individual Time Trial on the final day of racing in Denver, keeping fans holding their breath to the very end to see who will be awarded the overall victory of the seven days of fiercely competitive racing. Fans in Denver will have multiple opportunities to cheer for any given rider, as well as the benefit of both start line access to riders along the traditional team "pit row" and the thrilling finish line excitement.

Described as "the most demanding bike race held on US soil," the USA Pro Cycling Challenge was viewed by more than 1 million spectators in 2011, and watched on television by many more

in 161 countries and territories, including on NBC and Versus. The 2011 USA Pro Cycling Challenge was one of the largest cycling events in United States history.



Just following the announcement of the host cities for the 2012 USA Pro Cycling Challenge, Colorado Governor John Hickenlooper proclaimed the week of the race as the "Colorado Cycling Holiday." Stating spectators, economic activity, the caliber of the athletes and the embodiment of Coloradans' aspirations to be healthy as reasons for the proclamation, each year the week of the race will be recognized statewide as an honorary holiday.

"The USA Pro Challenge was an event that shined an international spotlight on Colorado," said Gov. Hickenlooper. "Any expectations we had for success were surpassed ten-fold. We want race week each August to be known as Colorado Cycling Holiday to attract visitors from all over the world and to celebrate Colorado, good health and cycling."

Colorado tourism director Al White presented the official proclamation bearing the Colorado state seal to CEO of the USA Pro Challenge Shawn Hunter at an event set to celebrate the host cities of the 2012 race. "This race means so much to us, and to know the USA Pro Cycling Challenge is being recognized and celebrated by people throughout the state is such an honor," said Hunter. "Fans came out to watch the race in droves this past August and we hope that enthusiasm continues into 2012 and beyond."

## MAY

24  
25-28  
28

Gondola Opens  
Mountainfilm  
Memorial Day

## JUNE

1-3  
4-9  
8-10  
21-24  
27-7/1  
27-7/8  
29-7/5

Balloon Festival  
Wild West Fest  
Heritage Festival  
Bluegrass Festival  
Wine Festival  
Musicfest  
Plein Air

## JULY

3  
4  
4  
8  
9-15  
12-15  
13-15  
19-21  
20-28  
20  
23-27  
27-28

Red, White & Blues Concert  
Firemen's 4th of July  
Rundola Race  
KOTO Doo-Dah  
Featuring Ziggy Marley  
Playwrights Festival  
Yoga Festival  
Hardrock 100  
Americana Music Fest  
San Miguel Basin Fair  
Ah Haa Art Auction  
YPT Summer Spectacular  
Camp  
Cajun Festival

## AUGUST

3  
3-5  
9-19  
11-12  
16-18  
17-19  
20-21  
25-26  
31-9/3

KOTO Duck Race  
Jazz Celebration  
Chamber Music Fest  
Full Tilt in Telluride  
Mushroom Festival  
Festival of the Arts  
Pro Cycling Stage 1  
Rock and Roll Festival  
Film Festival

## SEPTEMBER

8  
14-16  
22

Imogene Pass Run  
Blues & Brews  
Mountains to Desert Ride

## LISTED AND SOLD



98 HANG GLIDER DRIVE: \$4,650,000



106 HIGHLANDS WAY: \$6,550,000



213 & 219 WEST GREGORY: \$3,650,000

All recent sales above listed and sold by TREC brokers - your choice to list AND sell!

**DOWNTOWN TELLURIDE**  
232 West Colorado Ave.  
970-728-3111

**MOUNTAIN VILLAGE**  
567 Mountain Village Blvd.  
970-728-6655

[www.telluriderealestatecorp.com](http://www.telluriderealestatecorp.com)

## TREC LISTING NOMINATED FOR HGTV'S "DOORY" AWARDS

Listed by TD Smith, TREC's Managing Broker, 160 Sunnyridge Place was nominated for a 2012 "Doory" award in the Master Suites category on HGTV's [www.FrontDoor.com](http://www.FrontDoor.com). With a clean, elegant design, the serene room invites relaxation and comfort. This home is available for purchase: for more information, contact your TREC broker.



## UPCOMING AUCTION

### HIGH-END AUCTION TO FEATURE TWO LUXURY PROPERTIES

On July 12th, Concierge Auctions, in cooperation with TREC and Christie's International Real Estate, will bring to auction two unparalleled Telluride properties. Listed by TREC Director Steve Catsman, Pa Gomo and 156 Country Club Drive will be auctioned as a package - one is a home of unprecedented design and scope in the luxury Gray Head subdivision, the other is a luxury stand-alone cabin at See Forever in Mountain Village. Concierge Auctions is the nation's foremost luxury real estate auction firm. They've built a transparent, white glove service that helps buyers locate and purchase stunning, one-of-a-kind properties. They help sellers and agents of those homes market their properties globally, find qualified buyers and produce guaranteed transactions within 60 days. This is truly a one-of-a-kind opportunity, not to be missed.



## THE TOWN BARBER FILLS A NICHE IN TELLURIDE

Local Rob Petrie Aims to Capture the Feel of the Barbershops of His Youth

For a town that has so much history, for over a decade Telluride has lacked a major piece found in historic downtowns across America: the red, white and blue-striped pole of a men's barbershop. However, no longer will that be the case, with the opening of The Town Barber, located downstairs at 389 W. Colorado Ave., across from the former Mail Boxes, Etc. space. Owner and barber Rob Petrie recognized the opportunity to create a new niche in town two years ago and set off to Durango to attend barber school followed by attending American Crew in Denver. Men's haircuts run \$25, a beard trim \$15, straight razor shave \$25, and kids' cuts \$15. Business hours are Tuesday through Friday 9 a.m.-6 p.m. and Saturdays from 10 a.m.-5 pm. Call 708-0974 to schedule an appointment or stop on in. Look for the striped barber pole.

