

LUXURY DEFINED: AN INSIGHT INTO THE GLOBAL PRIME PROPERTY MARKET

Excerpted From The Report Released By **Christie's International Real Estate**

"**Trophy**" has become the new buzz-word in luxury real estate. According to the latest issue of *Luxury Defined* — Christie's International Real Estate's just-released study on the global prime property market — more properties than ever before were both sold and listed for sale at US\$100 million or higher in 2014. As the number of billionaires globally reached new heights, so too did the price benchmarks for their trophy homes, as the world's most



affluent focused more and more on acquiring "collectible" residential assets in prized locations across the globe. US\$100 million is now firmly established as the billionaire benchmark for ultra-prime property.

At the more traditional luxury residential real estate price segments, the overall market experienced steady growth in 2014, with US\$1 million plus home sales up by an average of 16 percent over 2013 in the 80 luxury residential

markets surveyed for the report. After an explosion in urban luxury home sales growth in 2012-2013, **the story in 2014 was that second-home resort markets were red hot**, leading the growth in luxury property sales. 'Jet set destinations' soared 28 percent over the prior year, fueled by attractive investment opportunities, below market peak prices, and an emerging confidence that the market has bottomed and a recovery is well under way.

"More than ever before, we are focusing on the purchasing patterns of ultra-affluent individuals — as well as what's driving their investments across the globe — and why the acquisition of luxury real estate has become increasingly important to their portfolios," notes Dan Conn, CEO, Christie's International Real Estate. "Whether for safe storage of wealth, lifestyle upgrades or the pure passion of the investment, the intrinsic recognition of the sheer value of prime property ownership could not be stronger among these consumers."

For more information, or a copy of this in-depth report on global luxury real estate markets, please contact your TREC broker.

REAL ESTATE MARKET UPDATE

First Quarter of 2015 On Track With Q1 2014

Total sales for the first quarter is on par, in both dollars and numbers, with the first quarter of 2014, the latter registering the highest gross dollar sales since 2007. The modest downturn of Historic Town of Telluride sales is largely the result of a lack of quality inventory, which was seriously depleted during 2014.



The increase in gross dollar sales of Mountain Village condominiums and homes in the first quarter of this year helped maintain overall market stability as compared to the first quarter of 2014. Currently, \$83.3M in transactions are under contract with \$41M closed in March alone, with almost \$92M closed YTD.

How the Major Market Segments Have Performed:

Town of Telluride

- Gross Dollar Sales **down 7.4%** (\$39.5M vs. \$42.7M)
- Sales Numbers **down 4.7%** (40 vs. 42)

Town of Mountain Village

- Gross Dollar Sales **up 1%** (\$37.1M vs. \$36.6M)
- Sales Numbers **down 7.6%** (37 vs. 43)

Remainder of County

- Gross Dollar Sales **up 1%** (\$14.9M vs. \$14.8M)
- Sales Numbers **up 48%** (31 vs. 21)

Specific Sub-market Segment Performances of Note

- Town of Telluride Condominiums **up 9%** (\$23.9M vs. \$21.9M)
- Town of Telluride Homes **down 54%** (\$5.5M vs. \$12M)
- Mountain Village Condominiums **up 24%** (\$16.4M vs. \$13.2M)
- Mountain Village Homes **up 67%** (\$16.7M vs. \$10M)

TELLURIDE SKI RESORT REPORTS A RECORD SEASON

Over 475,000 Skier Visits Were Reported for the Telluride Ski Resort in the 2014/2015 Ski Season

The Telluride Ski Resort had 478,000 skier visits during the winter season, a 5% increase over the previous season's approximately 454,000 visits and a sizable excess over the 470,000-visitor goal the resort's management set for themselves. Telluride Ski and Golf President and General Manager Greg Pack said, "We had an incredible winter. We had a record season skier-visit-wise, revenue-wise, the whole bit."

The resort focused much of their marketing strategies on regional visitors who are within driving distance, with the biggest percentage of those visitors coming from Durango, Farmington and Phoenix.

On the heels of a great season, the resort has plans to make improvements and new features for the summer. Pack also noted work the resort will be doing, including improving beginner and intermediate mountain bike trails, a zip line and more summer activities. In addition, they are looking to expand their destination weddings and conferences services.

MOUNTAINFILM 2015 HAS A NEW EXECUTIVE DIRECTOR

TREC Broker Alex Martin's Wife Sage Joins the Mountainfilm Team



This year's Mountainfilm (May 22-25), will kick off with a few fresh faces. This past fall, Mountainfilm announced that Executive Director Peter Kenworthy would be retiring. And so the search began to fill his large shoes. Nature nut, outdoors enthusiast, non-profit professional, and overall terrific person, Sage Martin, was selected for the role. We have to admit, we're a bit biased, as Sage is a familiar face at TREC - her husband is broker Alex Martin.

Katie Klingsporn also joined the Mountainfilm team, as Program Director. This year's festival will fill big screens all over town with heart-thumping adventures, provocative environmental features, thoughtful cultural portraits and stories of inspiration, larger-than-life personalities and the indomitable human spirit.

GALLOPING GOOSE CONNECTOR TRAIL OPENS

The Galloping Goose Trail, at one time a part of the historic Galloping Goose regional railroad system, spans from Telluride through Illium Valley to Lizard Head Pass. Open to hikers, runners and mountain bikers, the trail recently underwent improvements to make the route safer, by keeping users off the highway.

Prior to the Galloping Goose Connector, users had to travel on the highway and secondary roads through Lawson Hill. The detour through the residential area is no longer necessary. The Galloping Goose Connector is a short single-track trail that links the Galloping Goose Trail and the Keystone Gorge Trail.

The new connector trail is about a half-mile long and features two metal bridges over the San Miguel River and two wooden footbridges over wetland areas. It connects the Society Turn underpass to the Galloping Goose Trail east of Keystone Gorge.



MAY

- 21 Gondola Opens
- 22-25 Mountainfilm
- 25 Memorial Day

JUNE

- 1-6 Wild West Fest
- 5-7 Telluride Balloon Festival
- 18-21 Bluegrass Festival
- 24- 7/5 Telluride Musicfest
- 25-28 Telluride Wine Festival
- 29- 7/5 Telluride Plein Air Festival

JULY

- 4 Independence Day Parade & 4th of July Celebration
- 4 Rundola
- 9-12 Telluride Yoga Festival
- 11-12 The Ride Festival
- 15-18 Telluride Americana Music Fest
- 17 Ah Haa Art Auction
- 18-19 Art + Architecture Weekend
- 18-25 Shakespeare in the Park
- 21-25 Telluride Playwrights Festival
- 25 Buccaneers Ball
- 31-8/2 Telluride Jazz Festival

AUGUST

- 6-16 Telluride Chamber Music Festival
- 7-9 Many Hands Fiber Art Festival
- 13-16 Telluride Mushroom Festival

SEPTEMBER

- 4-7 Telluride Film Festival
- 12 Imogene Pass Run
- 18-20 Blues & Brews Festival
- 24-27 Festival of Cars & Colors
- 25 Mountains To Desert Ride
- 28-10/4 Telluride Photo Festival

RECENT SALES



RED DOG RANCH: \$3,500,000
Listed by TREC



LORIAN III Unit 2
\$2,250,000
Listed/Sold by TREC



798 PROSPECT AVE.
\$1,400,000
Listed/Sold by TREC



PAINTER BUILDING 2
\$1,375,000
Listed by TREC



433 W. GALENA
\$2,000,000
Sold by TREC



524B W. PACIFIC AVE. **2045 W. ANDERSON RD.**
\$1,175,000 **\$1,900,000**
Sold by TREC *Listed by TREC*



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232 West Colorado Ave.
970-728-3111

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

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TELLURIDE SCHOOL DISTRICT WELCOMES NEW SUPERINTENDENT

In April, the R-1 School District Board of Education announced the hire of new superintendent Michael Gass. The search for a new superintendent began last December when current superintendent Kyle Schumacher announced he would be returning to Illinois after the 2014-15 school year to be closer to family.

Gass is currently the assistant superintendent for the Eagle County School District and will start his new job in Telluride on July 1. He was selected out of 29 applicants and 4 finalists. In his 26 years in public education, he has served as a teacher, elementary school principal, athletics coach, director of secondary education, executive director for student services and, most recently, assistant superintendent.

He is also experienced in school construction projects which was a major reason he was selected, with the recent passing of the \$24 million construction bond, slated to be used to expand and upgrade the current facilities to accommodate Telluride's growing student body.

NEW LISTINGS



SEE FOREVER VILLAGE UNIT 131

With commanding views, this sophisticated 3-bedroom 4-bath penthouse is beautifully appointed. OFFERED AT: \$2,150,000



122 HIGHLANDS WAY

New Mountain Village home listing in the exclusive Highlands Way neighborhood. OFFERED AT: \$3,900,000



741 MOUNTAIN VILLAGE BLVD.

This 5-bedroom home was designed by award-winning Aspen architect, Charles Cunniffe. OFFERED AT: \$7,250,000



220 ELK WALLOW

Great for horse lovers! This 4-bedroom, 3-bath, custom log home sits on 8.62 acres on Wilson Mesa. OFFERED AT: \$995,000



7X & ALVEY RANCHES

One of the premier historic ranches in the North Fork of the Gunnison Valley. OFFERED TOGETHER AT: \$17,900,000

310 NORTH SPRUCE ST.

Located in a secluded sunnyside neighborhood, yet still near all town amenities. OFFERED AT: \$3,300,000



230 SAN JOAQUIN ROAD

Vaulted ceilings, large timbers, and iron work detail define this 4-bedroom, 4.5-bath home. OFFERED AT: \$5,950,000



260 WILSON VISTA

The hand-hewn posts, beams and de-this exquisite and timeless 4-bed, 4.5-bath residence. OFFERED AT: \$1,295,000