

## 2006 Shows Highest Dollar Volume in TAR History

According to stats compiled by Telluride Association of Realtors, the regional real estate market has been bustling with activity during the past several months. November and December of last year closed 2006 with record numbers, while this year's first quarter is off to a solid start. TAR's data comes from its multiple listing service (MLS) and includes all transactions handled by its 230-plus broker members.

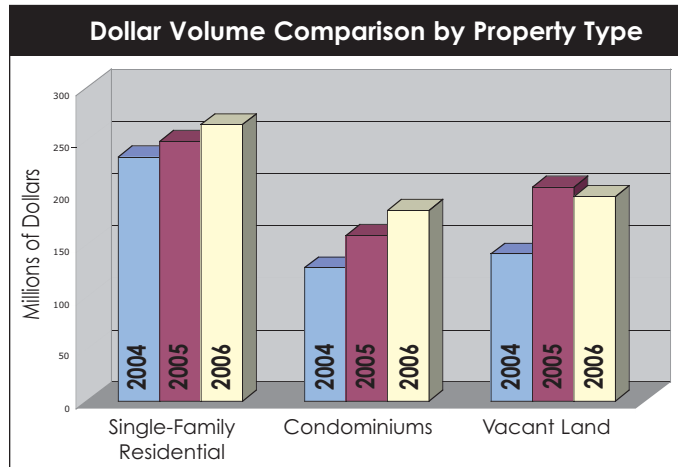
**First  
Quarter  
2007  
Second  
Highest**

### 2006 IN PERSPECTIVE

Total dollar volume for 2006 reached \$670 million, the highest figure since TAR began recording MLS data in February 2000. The 2006 dollar volume was 5% higher than the 2005 dollar volume of \$637 million and 26% higher than the 2004 dollar volume of \$534 million. Between 2001 and 2006, the total dollar volume from transactions handled in the Telluride region has increased by a compound annual growth rate of 15.5%.

In 2006, single-family residential homes boasted the largest dollar volume of the five property types. Topping out at \$265 million, it was also the largest dollar volume for single-family homes in TAR history. It was 6% higher than single-family homes sales in 2005, which totaled \$249 million, and 13% higher than sales in 2004, which totaled \$234 million.

Vacant land showed the second highest total dollar volume by property type in 2006, behind single-family homes. The annual figure of \$196 million, was the second highest in TAR history, just slightly behind 2005. Land sales were only 5% lower than the \$205 million from 2005 and 39% higher than the \$141 million from 2004.



Condominium dollar volumes for 2006 were the largest on record as sales finished the year at \$183 million, 15% higher than the \$159 million from 2005, and 43% higher than the \$128 million from 2004. Judging by the numbers, the "Year of the Condo," an appropriately-coined term from 2004 due to record condo sales at the time, is apparently still in full swing.

### A POSITIVE FIRST QUARTER FOR 2007

As for the first quarter of 2007, it was strong with year-to-date total dollar volumes totaling \$175 million, the second highest first quarter in TAR history, behind 2006.

#### First Quarter Totals

2001	\$96 million
2002	\$63 million
2003	\$66 million
2004	\$138 million
2005	\$136 million
2006	\$216 million
2007	\$175 million

The biggest revenue-producing property type in the first quarter of 2007 was single-family residential homes. At \$79 million, it also marked the highest dollar volume for single-family residences in first-quarter his-

tory. Condominium sales were at \$51 million and vacant land sales were at \$34 million at the close of the first quarter.

The monthly breakdown for the \$175 million of total dollar volume in the first quarter of 2007 was: \$49 million for January, \$49 million for February and \$77 million for March. January 2007 was on target as it boasted the same total dollar volume as January 2006 (\$49 million), was higher than January 2005 (\$46 million) and was significantly higher than January 2001-2004 (\$37 million, \$29 million, \$18 million, and \$31 million, respectively). January is not typically one of the largest money-making months, but with January 2007 the same as January 2006, the market appears to be continuing its momentum into the new year.

February was noteworthy as it boasted a \$10.5 million home sale in Mountain Village. The property was one of the largest single-family residential sales in the Telluride region in MLS history. There have only been three other recorded single-family residential sales for over \$10 million: a Mountain Village home in February 2004 for \$11 million, an Aldasoro home in June 2006 for \$10.4 million, and a Wilson Mesa home in July 2006 for \$14.3 million. Such transactions not only illustrate history in the making, but reinforce the Telluride region's stable position in the luxury real estate market.

March had the largest dollar volume amount, by far, for the first quarter of 2007 with \$77 million total. This was the second highest March in TAR history, just 2% below the March 2006 amount, which totaled \$79 million. Single-family residential sales reached an impressive \$45 million and included several multi-million dollar homes in both the town of Telluride and Mountain Village.