

Ring in the new year with a record-setting 2005

When the record-setting 2004 real estate market came to a close everyone wondered, if it could happen again in 2005. Trends solidly continued their upswing into 2005 and with flying colors to boot. Without even so much as a waiver, or a falter, 2005 figures ended up notably higher than those of 2004 and have thus created yet another overall record. In its entirety, 2005 brought in a total dollar volume of \$637 million with 885 total sales numbers.

	Total \$ Volume	Total # of Sales
2005	\$637 million	885
2004	\$534 million	790
2003	\$356 million	661
2002	\$281 million	618
2001	\$310 million	572
2000*	\$495 million	878

*The Telluride Association of Realtors only began recording data in February of 2000. Therefore, the 2000 figures do not include January.

STRONG FOURTH QUARTER

The fourth quarter of 2005 was very impressive as it witnessed \$179 million in total dollar volume. This is a 29% increase over the fourth quarter dollar volume of 2004, which was \$139 million. In comparison to 2000, which for a long time was the model year in regional real estate sales, the 2005 fourth quarter was 39% higher than 2000's fourth quarter total, which was \$129 million.

In October and November 2005, the dollar volume for land sales was tremendous and brought in \$35 million and \$41 million, respectively. These were the highest land months of the year and more than doubled those same months from 2004, which brought in \$16 million each in total dollar volume for land sales. When comparing the two months, October 2005 was 119% higher than October 2004 and November 2005 was 156% higher than November 2004. Interestingly, however, is that there were

virtually the same number of transactions for land sales between the two months of the two years (32 for October 2004, 28 for November 2004; 37 for October 2005, 22 for November 2005). This supports the fact that property values for vacant land have risen significantly in the past year. The average price for vacant land for October and November 2004, combined, was \$530,000, while the average price for vacant land for October and November 2005, combined, was \$1.3 million, a 145% increase. November also boasted \$26 million in single-family residential sales, which was the highest of the quarter and partially due to the sale of a \$5.2 million home in Mountain Village, as well as two \$3+ million homes (one on Specie Mesa, the other in Mountain Village). On account of its remarkable land and residential home sales, November's total dollar volume was \$84 million, the largest grossing month of the year.

MONTHLY COMPARISONS

Looking at the monthly breakdowns, the months between June and November 2005 were consistently higher in total dollar volume than the same months during 2004.

	2004	2005	% Increase
June	\$28 million	\$43 million	+54%
July	\$41 million	\$48 million	+17%
Aug.	\$40 million	\$61million	+53%
Sept.	\$39 million	\$71million	+82%
Oct.	\$46 million	\$61million	+33%
Nov.	\$53 million	\$84million	+58%

While November's total dollar volume of \$84 million was the highest month of the year, September followed with \$71 million in total dollar volume. September also brought in the highest single-family residential sales for the year with \$35 million in total dollar volume dispersed over 36 transactions. April, June, July and August were also impressive with regard to single-family homes as April claimed \$28 million, June

\$23 million, July \$26 million and August \$24 million.

November's aforementioned \$41 million in land sales made it the highest overall land month of the year. The month's most notable land transaction, which was also the biggest land transaction of the year, was a \$25 million parcel that sold in Mountain Village. November's land figures were further bolstered by another six parcels that sold for over \$1 million, two of which were over \$2 million.

With regard to condominium sales, April produced the highest dollar volume of the year with \$20 million total. Sales that largely contributed to this figure were a \$3 million condominium that sold in the town of Telluride, and nine other units that sold for over \$1 million. Trailing April, were August and February, both of which yielded large condominium dollar volumes at \$19.6 million and \$19.3 million, respectively.

YEAR-END COMPARISONS

Between 2004 and 2005, property types in the Telluride region witnessed significant jumps in overall dollar volume. Condominiums, despite the fact that 2004 was deemed "The Year of the Condo," jumped from \$128 million to \$159 million, a 24% increase; fractional units doubled from \$4 million to \$8 million; land sales leapt from \$141 million to \$205 million, a 45% increase; and single-family residential homes climbed from \$234 million to \$249 million, a 6.4% increase.

Between 2004 and 2005, the property types that rose most significantly in average price per sale include condominiums, fractional and vacant land. The prices shown below are the averages as they stood at the close of each year.

	2004	2005	% Increase
Condo	\$631,000	\$791,000	+25%
Fractional	\$154,000	\$186,000	+21%
Vacant Land	\$507,000	\$659,000	+30%