



## RESIDENCES | AT THE LITTLE NELL

### NEWS RELEASE

For Immediate Release

June 2010

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### **RESIDENCES AT THE LITTLE NELL 100% UNLEVERAGED AND RECORDS A RECORD SALES PERIOD FOR 2010**

ASPEN, Colo... We hope you are enjoying a wonderful summer season, as it has been another perfect one for all of us here in Aspen and for those of you that have already visited The Residences at The Little Nell.

We are extremely proud of a milestone that we have just reached for the project. We have closed \$164 million in transactions to date and on June 8, 2010, we became unleveraged as we paid off our major construction loan of \$158 million with Deutsche Bank and a consortium of lenders. It is our belief that we are possibly the only active project in North America to payoff in whole such a large loan prior to our due date of October 2011. We are very proud of this accomplishment and we want to recognize all of the hard work and commitment by all involved with the Residences project.

We also have nothing but good things to share with you regarding our current sales progress. Our 2010 year-to-date performance has been nothing short of phenomenal. As a baseline to understand our virtual market dominance, we are sharing with you some general Aspen/Snowmass real estate 2010 market statistics. Overall, the Aspen/Snowmass whole-ownership and fractional real estate markets continue to struggle year-to-date in 2010 with pricing down over 60% from peak values. As a result of that deeply discounted pricing, sales volume compared to 2009 increased 22%, but still remained more than 50% below 2006 and 2007 levels. Inventory and days on market are up substantially with 214 resale fractional interests currently listed for sale and an average of 323 days on the market for sold fractional resale inventory. RLN is the shining star of the local and regional real estate market and the recent price increase on the RLN three-bedroom inventory to \$1.3 million has sent a very strong message to the real estate marketplace that RLN is on a positive uptick.

Across all Aspen/Snowmass fractional projects, 54 fractional interests have been sold in 2010. RLN represents 28 of those closings, or 52% of the interests sold. The 28 RLN closings represent an astonishing 84% of all closed fractional sales proceeds in 2010. RLN also represents the highest priced closed fractional sale year-to-date at \$1.8 million in a market where the median sales price for fractional interests is at \$290,000, down



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68% from 2009's median price. In 2009, RLN constituted 11% of the national fractional sales volume of \$361 million. The 2010 data is not yet available, but RLN's market share is expected to increase. Overall RLN continues to outperform the industry and the local and regional real estate markets.

It has been a great past few months for Residences at The Little Nell with our sales success and becoming unleveraged. Both of these major achievements can make you confident that the future remains bright for RLN. We will continue to diligently set the bar high and work hard to exceed expectations.

For high resolution imagery, please contact Mandy Norton at [mandy.norton@forteinternational.net](mailto:mandy.norton@forteinternational.net) or 440/821-2020. For more information on ownership opportunities, contact the Residences at The Little Nell Sales Gallery, at 970-920-7272.

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