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FOUR SEASONS PROJECT MOVES FORWARD



BINYAN STUDIOS / COURTESY IMAGE

A wintertime rendering of Four Seasons Telluride in Mountain Village. The mild weather has allowed contractors to push ahead with groundwork on the project.

Construction and sales for Mountain Village-based project continue apace

BY ERIN SPILLANE
Editor

THIS WINTER'S MILD WEATHER has benefited construction of the Four Seasons Resort and Residences Telluride, say those involved with the project.

With an estimated timeline of three years, when complete the complex will include 26 private residences, 43 hotel residences and 52 hotel keys on 4 acres in Mountain Village adjacent to the gondola

station.

Brian O'Neill, a director at Telluride Properties, and Bill Fandel, founding broker of Compass in Telluride, are co-listing agents.

O'Neill said that with warmer and drier conditions than usual, contractors have been able to push ahead with groundwork, including soil excavation and work on retaining walls.

"I feel good about what the guys are saying from the construction side," O'Neill said, adding that the site had been connected to utilities in 2025. "I thought that was

incredibly smart of the Town of Mountain Village and the contractor and developer. Now, there isn't the disruption of having to open up the road to put in utilities and at the same time running trucks in and out of the jobsite."

For his part, Fandel noted that with "a concentration of visitors and second home owners coming in the next several weeks, they are going to be able to really see the project first hand, where it's located and how it is progressing."

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FOUR SEASONS

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As for sales, O'Neill described them as "record-setting for our market. We are selling condos for over \$20 million — there have been several of those. It is incredible when you think about it, but this is what happens with a Four Seasons."

Fandel echoed O'Neill.

"Four Seasons' global footprint has dramatically broadened the universe from which buyers are coming, with newfound interest in Telluride dovetailing with those who are already attracted to all the things that make this region special," he said.

Fandel pointed to Latin America and the San Francisco Bay Area in particular.

"We've seen a rise in inquiries, interest and contracts" from both, he remarked and explained that "interest in resort real estate is often a heat map for what the strongest sectors in an economy are at any given moment."

O'Neill noted that a number of potential buyers have arranged to visit later in the season and explained that of those who are already under contract, "about one-third already have a place here — they know this community. But the rest are not a different type of person from what we are used to. They are low-key."

He continued, "These are the same people who are choosing Telluride be-



VERO / COURTESY IMAGE

ABOVE: The Four Seasons project is scheduled for completion in 2028. **LEFT:** Clements is designing the interiors at Four Seasons Telluride, while Olson Kundig is serving as the architects.



HAYES DAVIDSON / COURTESY IMAGE

cause it is harder to get to. Let's be fair, it's actually easy to get to Telluride, but it still has that perception of being off the beaten track. The people I am working with are the sort of people who appreciate that."

Julia Callahan, a senior director at M18, the public relations firm for the project, added that another draw is that the project involves two highly regarded entities that rarely work together: Olson

Kundig, the architects, and Clements, the designers.

"Both are AD 100," Callahan said, referring to Architectural Digest's venerated annual list of the best interior design, architecture and landscape design companies. "Clements does a lot of private homes, they don't do a lot of hotels," she said. "In fact, I think this is their first-ever hotel. So, for people who appreciate that level of design this is a first and that has been a draw for some."

O'Neill mentioned a buyer who owned a site locally with plans to have Olson Kundig design a home for that site. Upon hearing about the Seattle-based firm's involvement in the Four Seasons project,

"he chose to sell the lot and buy a penthouse in our project."

Fandel spoke of a client familiar with Clements' work.

"They were planning to build in Aspen — and they follow Tom Kundig too," he said. "Once they heard of the intersection of these two talents, they decided to come look at this project."

As the conversation wound down, O'Neill acknowledged that some have expressed concern about the project to him.

"People can always reach out with any questions," he said. "The people behind this project want to be indigenous and they appreciate the community we have here." ■