

# Koelbel acquires Coldwell Banker Mountain Properties

BY DREW MUNRO  
SKY-HI DAILY NEWS

Rendezvous developer Koelbel and Co. has acquired a majority ownership interest in Coldwell Banker Mountain Properties, headquartered in Winter Park.

Dennis Saffell, broker-owner of Coldwell Banker Mountain Properties (CBMP), and Walter "Buz" Koelbel, owner of Koelbel and Co., made the announcement Wednesday during a luncheon at the Broad Axe Barn at Devil's Thumb Ranch.

The deal had "been in progress for the better part of a year," Saffell told the crowd.

After the announcement, he and Koelbel explained that the two companies formed a "strategic alliance" about a year ago.

The more they worked together, the more convinced they became the alliance should become a financial one as well, Koelbel said, noting that Saffell first broached the subject.

Both men said terms of the deal will remain private.

Saffell said the deal made sense from CBMP's perspective because of Koelbel's solid financial footings, its credibility, its know-how, its management and its inventory in the Winter Park area, which he said totals more than 2,000 units and potential sales of at least \$1 billion.

Koelbel said his company has always believed Grand County is a special place populated by special people and that consummating this deal brings his company "full circle."

He explained the Koelbel family's involvement in the valley dates back to the early 1900s and that the company began as a real estate brokerage. Moreover, he said he believes Grand County offers great opportunity.

"It's the best value of maybe any resort in the state," he said of the Winter Park area.

That, plus its proximity to the Front Range, combine to make it unique, he said.

Nor did Koelbel enter the deal just to sell Rendezvous and the 688 acres of the former Idlewild ski area the company recently acquired, he said.

"We think Grand County has a great future."

Koelbel said it's clear the market agrees, as demonstrated by 14 home sales at Rendezvous during July and August.

Chris Mygatt, President of Coldwell Banker Residential Brokerage, the largest brokerage in Colorado, also commented on the acquisition, saying it underscores the relationship between Winter Park and Denver.

CB Residential Brokerage, not connected to Coldwell Banker Mountain Properties, has a cooperative relationship with Koelbel and Company in new home mar-



PHOTO BY RICK MACHLE/ROCKIN' MEDIA

Walter "Buz" Koelbel Jr. president of Koelbel and Co., addresses a group of realtors and community leaders during a luncheon at Devil's Thumb Ranch on Wednesday.

## By the numbers

Coldwell Banker Mountain Properties, founded in 1981, has been the major market shareholder of active listings in Grand County, according to a prepared statement. The company has 437 active listings totaling \$227 million, representing a 25-percent market share of the Grand County MLS. For the past five years, it has averaged 25 percent of sales volume for Grand County, the statement says.

Koelbel and Co., with a 57-year history of residential and commercial development in Denver, is one of the largest builder/developers in Winter Park with more than \$108 million in lot and home sales. Rendezvous recently expanded by adding 688 acres of former Ski Idlewild land in the town of Winter Park. An eventual build-out of 2,000 homes, with a projected value exceeding \$1 billion, is planned there, according to the statement.

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The deal "gives us a chance to bring more value to our customers, by expanding our marketing reach to the Grand County market," Mygatt said.

"The relationship provides the ability to showcase mountain properties listed by Coldwell Banker Mountain Properties through avenues to our 1,200 Denver area agents."

Mygatt said all real estate sales in the area will be enhanced by virtue of his company's clients looking at Grand County property.

Saffell said he will continue to work in Grand County and looks forward to "doing what I really love — selling real estate."

## USFS Pile Burning to Begin Oct. 12

Starting the week of Oct. 12, the Sulphur Ranger District will be burning slash piles in Grand County to remove hazardous fuels from past timber harvest activities.

Burning will occur as weather, snow cover and smoke dispersal conditions are favorable and will be consistent with state permit requirement. The Forest Service will place notification signs in the area when burning is taking place.

Pile burning will take place in the following locations: West of Grand Lake (N. Supply Trail and Kawuneeche Road); at the South edge of Lake Granby (County Road 6 near Lake Granby Dam); from 2 to 5 west of Winter Park (along forest boundary, including Fraser Experimental Forest); on Vasquez Ridge (immediately west of Winter Park Resort); Blue Ridge North (adjacent to Cottonwood Pass); Blue Ridge South (west of Sheep Mountain along forest boundary); and, on Keyser Ridge (east side of Williams Fork Drainage). Due to the mountain pine beetle epidemic, several types of hazardous fuel removal programs are occurring. These commercial and non-commercial fuel removal projects leave behind piles of woody debris, most efficiently removed by burning. For more information about current pile burning activities, contact Paul Mintier, Fire Management Officer, Sulphur Ranger District at 887-4128. People with smoke allergies should contact Tammy Williams at 970-295-6693 or e-mail [tjwilliams@fs.fed.us](mailto:tjwilliams@fs.fed.us) to be notified on the days piles are burned.

## USFS campgrounds close for logging

The U.S. Forest Service Sulphur Ranger District has announced new campground, trail and picnic area closures due to hazardous tree removal projects.

In the Arapaho National Recreation Area, the following areas are closed: Arapaho Bay Campground's Roaring Fork and Moraine Loops; Green Ridge Campground Loop B and the Dam Creek Road; Green Ridge Trail from Shadow Mountain Village to the Green Ridge Boat launch (please note that the Shadow Mountain Picnic Area remains open); and Pine Beach Picnic Area.

In the Winter Park and Fraser, Jim Creek Campground and Discovery Trail are closed.

Maps are also available online for the Shadow Mountain Forest Health Project, the Trail Creek Forest Health Project and opportunities and closures in the Upper Fraser Area. Logging operations in the Upper Fraser Valley have resumed.

There are no trail or road closures at this time, however heavy logging traffic should be expected on Forest Service Road 160.

For more information:  
<http://www.fs.fed.us/r2/ar/f/conditions/srbark-beetle/logging-fuelreduction.shtml>.