

If you build it well, it will sell

Trails Edge condos sell out on Mullan Avenue

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COEUR d'ALENE — With prices starting at \$429,000, they weren't cheap. But builder **Art Elliott** credits good design and quality materials for the fast sellout of the Trails Edge condominiums on Mullan Avenue. Buyers agree. "They look different. They are not cookie-cutter design," said Taryn Petersen, who has already moved into one of the ground-floor units of the three-story project. Todd Butler, of Forte Architects, created the layout with three units on each of the first two levels and a pair of top-floor units priced as high as \$639,000. By facing them in different directions privacy was enhanced and no more than two inside walls shared with other units, said **Elliott**, president of Shelter Associates.

Petersen also appreciates the sound isolation of the units, which include floors 16 inches thick separating the condos, which range from 1,550 to nearly 1,800 square feet in size.

With underground parking for two cars per condo also including individual storage units, occupants never have to venture into the weather to enter their homes. Those who choose not to take the wood-paneled elevator have large, open stairwells designed with portholes and other windows to brighten them, said Denise Lundy, who sold the project.

"I love this building," she said. Built on a third of an acre that was once three lots with old homes, the Trails Edge project sits just west of the Ice Plant condo project and is named for its location on the Centennial Trail.

Each unit has a large private deck, and there are three other community decks, including one covered, that split the level between condos. Two face Mullan, and will be excellent viewing areas for Ironman and fireworks, Lundy said.

Each unit was custom finished from the drywall out for the occupants, **Elliott** said, but they all have jetted tubs and premium materials including Karndeen vinyl floors that simulate wood, and surfaces that include granite and slate.

"As a builder I went through with each buyer," he said. "Every one is delighted with their choice."

Elliott has built a reputation as a green builder, and shared much of the philosophy with the architect and owner of the project. Though the design allowed vaulted ceilings in the second-floor units by building under the roofline, and some patios are below upper-floor units, a less than perfect layout for efficiency, "we applied the principles we knew during construction," he said.

"It wasn't the most inexpensive way to build, but at the end of the day it paid off," Lundy said.

For Petersen and partner Clinton Erickson, who are preparing a downtown bicycle store, the low maintenance of the condos, which have little green landscaping, is a plus not just for business but for their active life.

"It's the condo life, pure simplicity," Petersen said.

Denise Lundy, agent, and **Art Elliott**, builder of the Trails Edge condominiums, stand inside an occupied unit of the sold-out project on Wednesday.