



bluebird  
real estate

crested butte  
bringing dreams home

Welcome to Bluebird Real Estate, a premium home buying and selling experience in Crested Butte and Gunnison, Colorado.

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**Exceptional Marketing** Bluebird is an independent, local brokerage that represents the best homes in the marketplace with the finest print and digital collateral available locally and worldwide.



property brochure



bluebird days magazine



Bluebird is the exclusive regional member of Luxury Portfolio International, the leading luxury network selling the highest volume of distinctive properties in the world. The largest global consortium of independent brokers, Leading Real Estate Companies of the World manages relocation services for Bluebird and over 550 brokerages in 70 countries.



8 Glacier Lily Way | Offered for \$4,950,000

## birdseye view: crested butte market snapshot, fall 2024

Our transition to the winter season has begun and the hardcore skiers are tuning up their skis for early season tracks. One beautiful aspect of our geography is the very defined seasons and passages, especially from fall to winter. The fall colors were magical and vibrant following a strong snowpack from our last winter.

The real estate market continues to shape in a normalizing fashion. Sales are steady and inventories of available properties are growing to adequate supplies. The average price for a home in Crested Butte hovers just above \$3 million with a couple dozen properties currently on the market.

Homes on the mountain average \$2.2 million with only 13 available listings. Homes surrounding the core, such as Skyland and Trappers Crossing average \$2.8 million with 16 sales through the third quarter of this year. Crested Butte South homes are in short supply with nine sales to date averaging \$1.1 million.

The mountain condo market is solid with 60 sales averaging \$675,000 with about the same number of available properties. Land offerings have increased to a three year supply as purchasers have paused with only 36 sales so far in the Crested Butte area averaging just over \$600,000.

As a thriving emerging market, the Crested Butte area is experiencing dynamic changes which will enhance quality of life for its residents and visitors. The Red Lady exchange finalized the extinguishment of mining in perpetuity on Mt Emmons. A significant apartment development is in final planning stages south of downtown, the Community School is adding capacity with much needed expansion and a new fire station is well underway. There are lots of renovation projects downtown making way for new eateries and gathering places.

Bluebird leads the market this year with the most properties sold and the highest volume of sales in the Gunnison valley. With two offices serving both ends of the valley as well as ranch properties throughout the county, the Bluebird sign is well recognized as being the symbol for exceptional marketing and successful results for our clients.

Bluebird is the exclusive regional member of Luxury Portfolio International, the leading network of independent brokerages and luxury properties in the world.



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# crested butte area property sales statistics

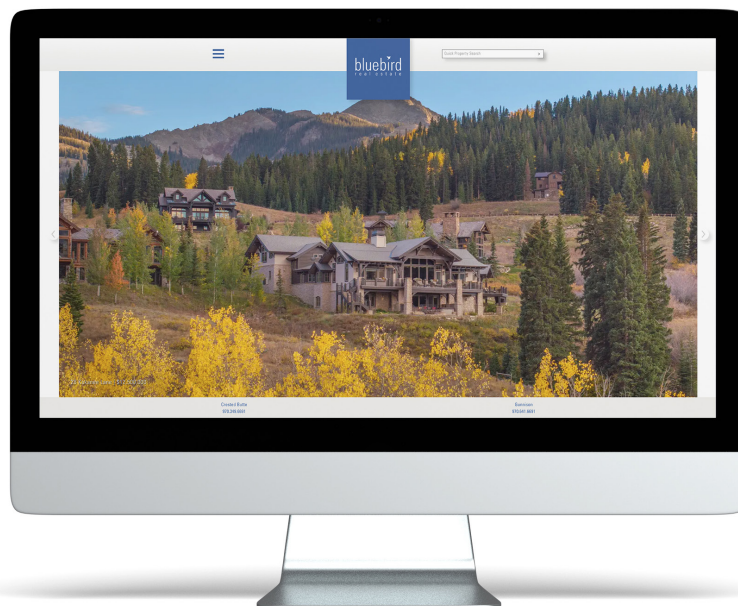
	2017	2019	2020	2021	2022	YTD 9/23	2023	YTD 9/24
<b>Crested Butte</b>								
Sales - Single Family	23	21	41	30	12	11	19	9
Average Price	1,363,624	1,734,224	1,609,646	2,318,500	3,087,500	2,875,460	3,065,122	3,116,694
Percent Change	18%	33%	-7%	44%	33%	4%	-1%	8%
Price/ Square Foot	560	725	752	993	1,288	1,231	1,201	1,245
Days on Market	247	154	175	128	212	201	265	240
Active Listings	18	22	7	11	22	26	24	24
Month of Inventory	9	13	2	4	22	21	15	24
<b>Mount Crested Butte</b>								
Sales - Single Family	29	24	33	41	18	15	17	15
Average Price	1,028,800	1,102,063	1,409,539	2,121,756	2,074,394	2,540,866	2,434,588	2,212,746
Percent Change	-11%	8%	28%	51%	-2%	19%	17%	-13%
Price/ Square Foot	331	413	459	583	713	668	657	796
Days on Market	243	189	225	126	161	139	152	117
Active Listings	27	22	18	9	9	15	13	13
Month of Inventory	11	11	7	3	6	9	9	8
<b>Mount CB Condo/TH</b>								
Sales - Condo/TH	137	86	126	162	126	52	65	60
Average Price	362,701	479,264	493,004	543,294	632,532	719,931	675,537	675,983
Percent Change	37%	21%	3%	10%	16%	17%	7%	-6%
Price/ Square Foot	311	419	441	538	675	691	669	644
Days on Market	161	141	168	155	81	123	143	148
Active Listings	49	63	54	11	33	47	62	57
Month of Inventory	4	9	5	1	3	8	11	9
<b>Crested Butte Rural</b>								
Sales - Single Family	38	27	62	53	34	23	33	16
Average Price	1,496,539	1,698,093	1,834,501	2,173,177	2,621,138	2,382,152	2,414,530	2,839,500
Percent Change	4%	30%	8%	18%	21%	-14%	-8%	19%
Price/ Square Foot	451	511	483	703	771	763	777	848
Days on Market	211	246	252	152	115	124	153	157
Active Listings	41	53	17	7	22	20	16	23
Month of Inventory	13	24	3	2	8	8	6	13
<b>CB South</b>								
Sales - Single Family	18	15	18	26	14	9	13	9
Average Price	632,445	726,133	794,338	1,035,864	1,242,500	1,085,905	1,112,703	1,137,755
Percent Change	8%	7%	9%	30%	20%	-12%	-10%	5%
Price/ Square Foot	275	302	311	447	658	520	504	589
Days on Market	192	140	169	78	76	121	119	92
Active Listings	7	6	0	0	1	0	3	3
Month of Inventory	5	5	0	0	1	0	3	3
<b>Land - All CB</b>								
Sales - Land	117	89	131	248	89	47	60	36
Average Price	273,255	390,023	431,745	526,759	894,674	646,138	673,375	609,263
Percent Change	20%	40%	11%	22%	70%	-32%	-25%	-6%
Days on Market	305	230	349	447	356	303	291	185
Active Listings	242	248	151	66	91	127	124	140
Month of Inventory	25	33	14	3	12	24	25	35

# bluebird associates and staff

Bluebird Real Estate is a dynamic team of dedicated professionals who are driven by exceptional marketing and successful results for our clients. We are strategically located in downtown Crested Butte and Gunnison.



Pictured from L to R: Bud Bush, Jenna May, Patti Miller, Bobby Overturf, Dalynn Trujillo, Joel Vosburg, Chrissy Mitchell, Jenny Knox, Mary Hakala, Bet Egelhoff, Karen Allen, Brian Cooper, Jennie Barry, Ross Tunkey, Maggie Dethloff, Lisa Lenander, Diane Aronovic, Jana Barrett, Joe Summerville, Steve Mills, Charlie Farnan, Jordi Sendra, Trevor Bona, Not pictured: Natalie Hatchett, Cynthia Wolff, Crockett Farnell, Ryan Bak, Trent Bona, Mindy Costanzo, Erin Croke, Emma DeHaven

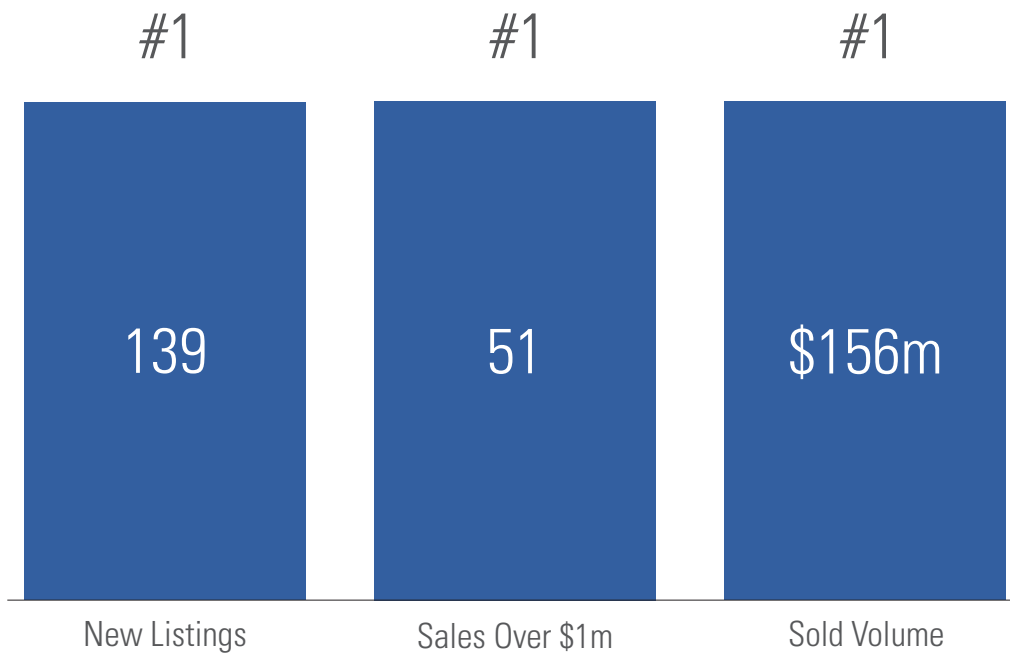


Bluebird's award winning website, [bbre1.com](http://bbre1.com), attracts discerning buyers and sellers regionally and from around the globe. Recently the website was recognized for Best Visual Design, an international honor from our member company, Leading Real Estate Companies of the World.

Bluebird exists to keep the interests of our clients our highest priority, with exceptional marketing, knowledgeable communication and most importantly, successful results.

# market leader

Bluebird continues to lead the market with the most new listings, luxury property sales, and total sold volume.



*\*Per CREM MLS YTD, October 2024*



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