

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.



823 & 825 Whiterock Avenue | Offered for \$4,270,000

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

Following a joyous holiday winter wonderland, the ski season is off to a great start with the upper mountain t-bar lifts rolling and almost all the terrain skiing well in the new year. This last year, we experienced a lot of progress in the Crested Butte area. Several new restaurants have opened downtown, new construction is underway for a fire station and EMS facility, new multifamily housing is under construction at 6th Street and Butte and our Community School is being expanded to accommodate increased enrollment.

The real estate market has been strong, with gradual improvements since the peaks and corrections at the start of the decade. Despite the fact that the numbers of sales have reduced slightly, prices have held or increased, and inventories remain lower than average.

In the Town of Crested Butte, prices of homes average over \$3.3 million and more than \$1,200 per square foot. Homes in Mt Crested Butte are just under \$2.5 million and in the rural surrounding areas over \$2.9 million. There are only 25 homes currently available in all of the CB area.

Condominium sales on the mountain increased to 87 transactions last year with prices steady near \$650,000. CB south had 14 sales last year averaging over \$1.2 million with no homes presently available.

The demand for land has lessened with 51 closings in the area in 2024 averaging \$540,000. The inventory has dropped slightly to 116 offerings ranging from \$145,000 to over \$4 million.

With the elections past us, we have experienced increased confidence and positive movement in the market, with a record setting month in January for the firm.

Bluebird once again listed more properties and closed more sales than any brokerage in the valley and beat the market, increasing sales and volume year to year. We also closed the high residential sale of the year again, in Skyland for a new home priced over \$8 million.

The most adept and experienced realtors in the region work at Bluebird including five of the top 15 producers in 2024 and seven of the top ten producers in 2025, year to date. We would love to connect with you to show you how we are bringing dreams home.

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# crested butte area property sales statistics

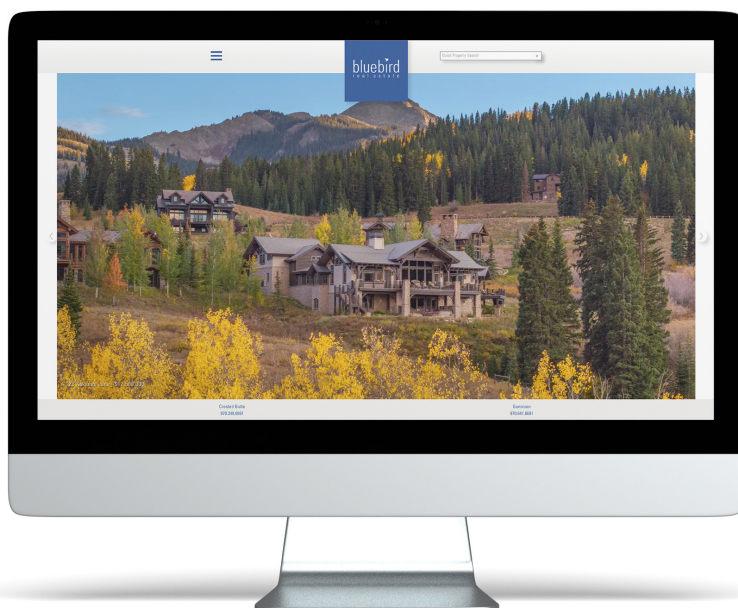
	<u>2015</u>	<u>2017</u>	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>	<u>2024</u>
<b>Crested Butte</b>								
Sales - Single Family	26	23	21	41	30	12	19	15
Average Price	803,404	1,363,624	1,734,224	1,609,646	2,318,500	3,087,500	3,065,122	3,379,975
Percent Change		18%	33%	-7%	44%	33%	-1%	10%
Price/ Square Foot	450	560	725	752	993	1,288	1,201	1,217
Days on Market	245	247	154	175	128	212	265	246
Active Listings	16	18	22	7	11	22	24	15
Month of Inventory	7	9	13	2	4	22	15	12
<b>Mount Crested Butte</b>								
Sales - Single Family	26	29	24	33	41	18	17	19
Average Price	968,404	1,028,800	1,102,063	1,409,539	2,121,756	2,074,394	2,434,588	2,406,063
Percent Change		-11%	8%	28%	51%	-2%	17%	-1%
Price/ Square Foot	337	331	413	459	583	713	657	795
Days on Market	221	243	189	225	126	161	152	116
Active Listings	43	27	22	18	9	9	13	11
Month of Inventory	18	11	11	7	3	6	9	7
<b>Mount CB Condo/TH</b>								
Sales - Condo/TH	84	137	86	126	162	126	65	87
Average Price	267,523	362,701	479,264	493,004	543,294	632,532	675,537	655,000
Percent Change		37%	21%	3%	10%	16%	7%	-3%
Price/ Square Foot	230	311	419	441	538	675	669	627
Days on Market	249	161	141	168	155	81	143	140
Active Listings	127	49	63	54	11	33	62	53
Month of Inventory	18	4	9	5	1	3	11	7
<b>Crested Butte Rural</b>								
Sales - Single Family	31	38	27	62	53	34	33	27
Average Price	1,318,661	1,496,539	1,698,093	1,834,501	2,173,177	2,621,138	2,414,530	2,925,592
Percent Change		4%	30%	8%	18%	21%	-8%	21%
Price/ Square Foot	361	451	511	483	703	771	777	861
Days on Market	229	211	246	252	152	115	153	164
Active Listings	44	41	53	17	7	22	16	14
Month of Inventory	16	13	24	3	2	8	6	6
<b>CB South</b>								
Sales - Single Family	18	18	15	18	26	14	13	14
Average Price	484,972	632,445	726,133	794,338	1,035,864	1,242,500	1,112,703	1,257,700
Percent Change		8%	7%	9%	30%	20%	-10%	13%
Price/ Square Foot	221	275	302	311	447	658	504	567
Days on Market	106	192	140	169	78	76	119	92
Active Listings	8	7	6	0	0	1	3	0
Month of Inventory	4	5	5	0	0	1	3	0
<b>Land - All CB</b>								
Sales - Land	104	117	89	131	248	89	60	51
Average Price	199,468	273,255	390,023	431,745	526,759	894,674	673,375	540,706
Percent Change		20%	40%	11%	22%	70%	-25%	-20%
Days on Market	397	305	230	349	447	356	291	211
Active Listings	227	242	248	151	66	91	124	116
Month of Inventory	26	25	33	14	3	12	25	27

# 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: Crockett Farnell, Ryan Bak, Trent Bona, Mindy Costanzo, Emma DeHaven

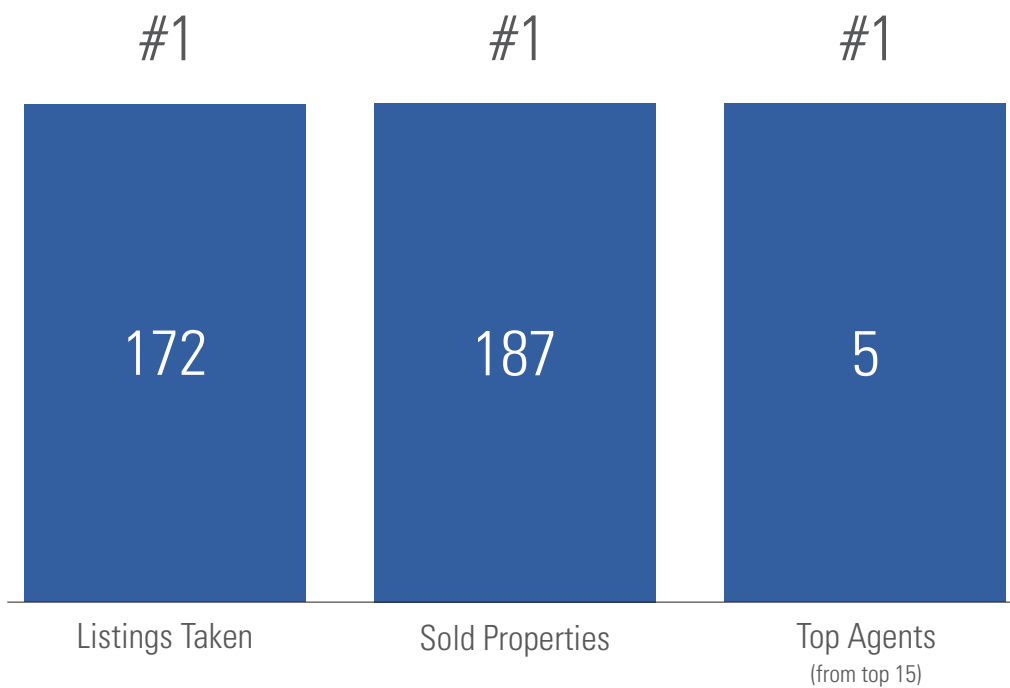


Bluebird's award winning website, [bbre1.com](http://bbre1.com), attracts discerning buyers and sellers regionally and from around the globe. Recently the website was recognized for Best Visual Design, an international honor from our member company, Leading Real Estate Companies of the World.

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 listings taken, sold properties, and top agents.



*\*Per CREM MLS, 2024*



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