

bluebird
real estate



gunnison
bringing dreams home

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

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.



31 Taloga Road | Offered for \$1,295,000

birdseye view: gunnison market snapshot, fall 2024

The big change from fall to winter is underway, as Western Colorado University recently celebrated homecoming and the bright orange jackets of seasonal hunters have infiltrated the backcountry.

Although the number of sales throughout the Gunnison region have lessened slightly, the demand for homes remains high and prices are firm. There have been 25 home sales in Gunnison so far this year and the average price is just over \$600,000, with only twelve properties currently on the market.

The rural Gunnison market is experiencing the most activity with 39 sales to date averaging a new high average price over \$1 million and a healthy inventory of 41 single family homes. The condominium market has increased inventory with 14 offerings and 24 sales to date averaging a new high of over \$400,000.

Land sales remain soft with 22 sales through the third quarter averaging \$260,000, with an increasing inventory of 72 properties.

Commercial sales have picked up with eight transactions so far averaging nearly \$950,000 and 12 properties on the market. Throughout the county,

property sales are steady with home sales averaging over \$1.3 million and only 162 currently on the market.

With interest rates beginning to ease toward six percent and below, we will see renewed activity from buyers who have been on the sidelines saving and waiting for more favorable conditions. Coupled with added inventory of available properties, we expect a vibrant holiday season into the new year following the November elections.

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 Leading Real Estate Companies of the World, the largest network of independent brokerages and available properties in the world.



Gunnison
970.641.6691
Crested Butte
970.349.6691
bbre1.com



gunnison area property sales statistics

	<u>2019</u>	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>YTD 9/23</u>	<u>2023</u>	<u>YTD 9/24</u>
Gunnison City							
Sales - Single Family	52	57	73	40	30	42	25
Average Price	363,945	390,667	493,193	522,649	647,354	628,739	611,470
Percent Change	6%	7%	26%	6%	24%	20%	-6%
Price/ Square Foot	229	240	292	361	353	369	430
Days on Market	95	105	82	74	145	129	72
Active Listings	9	6	3	20	12	15	12
Month of Inventory	2	1	0	6	4	4	4
Gunnison Rural							
Sales - Single Family	55	79	72	42	50	62	39
Average Price	540,069	597,957	705,657	746,462	859,033	968,753	1,071,239
Percent Change	16%	11%	18%	6%	26%	30%	25%
Price/ Square Foot	228	250	327	344	396	419	444
Days on Market	129	167	109	113	108	114	107
Active Listings	34	27	17	21	34	26	41
Month of Inventory	7	4	3	6	6	5	9
Gunnison Area Condo/ TH							
Sales - Condo/TH	48	57	77	62	44	52	24
Average Price	260,142	302,972	333,618	437,440	344,204	349,669	419,404
Percent Change	22%	16%	10%	31%	-24%	-20%	22%
Price/ Square Foot	223	252	300	355	302	318	358
Days on Market	151	148	70	64	112	120	102
Active Listings	17	15	10	19	10	8	14
Month of Inventory	4	3	2	4	2	2	5
Gunnison Area Land							
Sales - Land	59	61	81	38	35	42	22
Average Price	181,487	154,391	280,782	389,623	355,514	309,357	260,636
Percent Change	-27%	-15%	82%	39%	1%	-21%	-27%
Days on Market	312	307	346	194	160	153	206
Active Listings			33	38	74	59	72
Month of Inventory			5	12	19	17	29
Gunnison Commercial							
Sales - Commercial	8	4	15	11	5	6	8
Average Price	291,875	336,625	459,100	1,236,113	546,000	617,500	945,000
Percent Change	-27%	15%	36%	169%	-60%	-50%	73%
Price/ Square Foot	93	113	130	161	182	180	166
Days on Market	218	194	498	143	197	180	433
Active Listings			8	11	15	14	12
Month of Inventory			6	12	27	28	14
Gunnison/CB Association							
Sales - Single Family	253	399	395	220	174	227	145
Average Price	783,986	880,901	1,111,485	1,202,960	1,250,536	1,337,925	1,372,606
Percent Change	22%	12%	26%	8%	6%	11%	10%
Price/ Square Foot	331	349	441	505	513	537	574
Days on Market	173	237	135	112	131	145	115
Active Listings	233	94	58	107	140	205	162
Month of Inventory	11	3	2	6	7	11	10

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 Gunnison and Crested Butte.



Gunnison office pictured L to R, top to bottom: Bet Egelhoff, Erin Croke, Joe Summerville, Bobby Overturf, Steve Mills, Mary Hakala, Mindy Costanzo, Trent Bona, Emma DeHaven, Bud Bush, Brian Cooper, Chrissy Mitchell, Not pictured: Andrew Kunze, Patti Miller

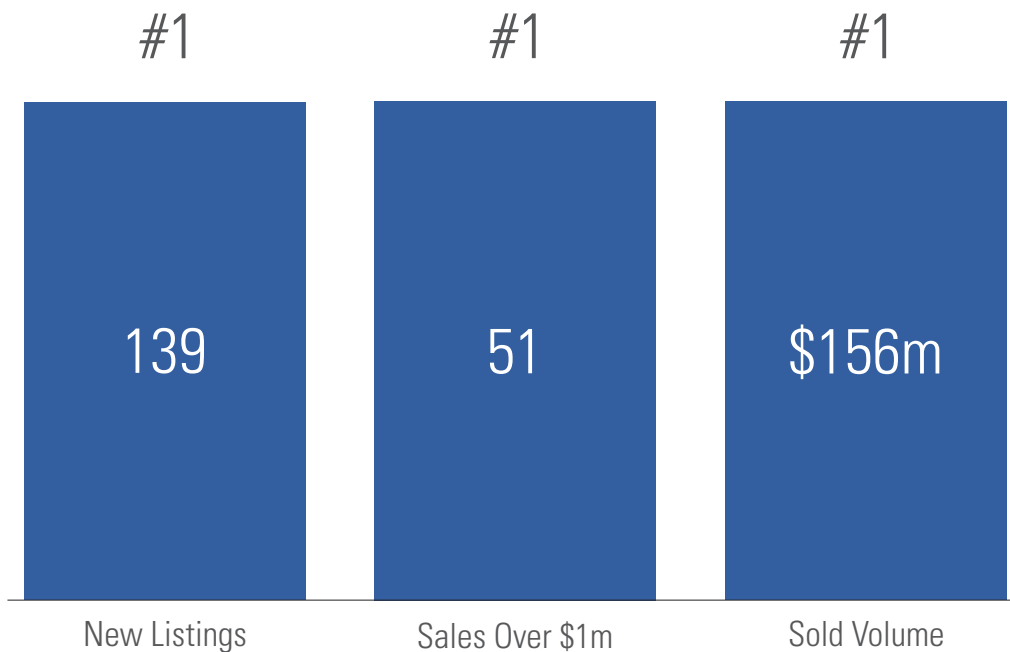


Bluebird's award winning website, bbre1.com, attracts discerning buyers and sellers regionally and from around the globe. Recently the website was recognized for Best Visual Design, an international honor from our member company, Leading Real Estate Companies of the World.

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 CREN MLS YTD, October 2024*



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