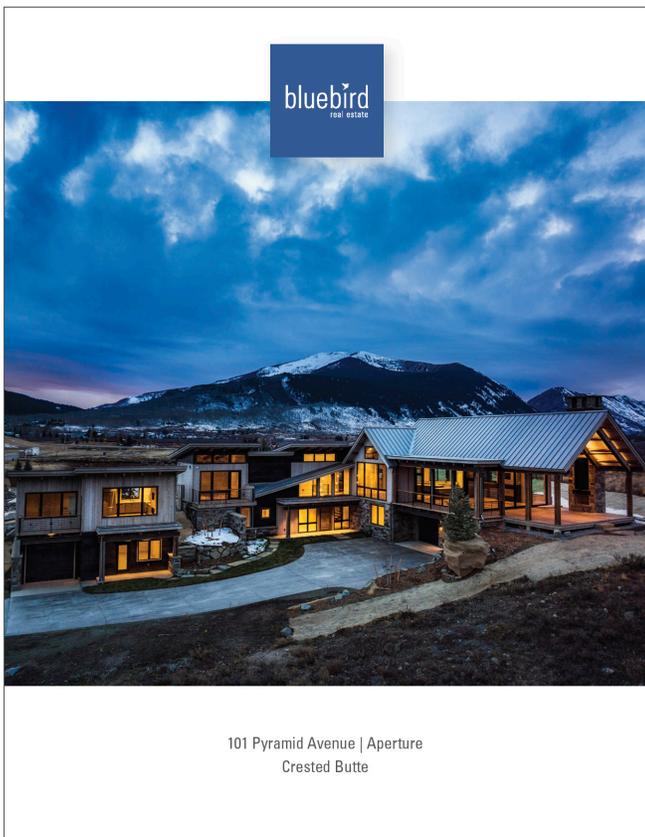
An aerial photograph of a mountain valley. A vibrant blue river winds through a lush green valley, surrounded by dense evergreen forests and rolling hills. In the background, rugged mountains with patches of snow rise under a bright blue sky with scattered white clouds. A dark blue square is overlaid in the upper center of the image, containing the 'bluebird real estate' logo.

bluebird
real estate

bringing dreams home

Welcome to Bluebird Real Estate, a premium home buying and selling experience in the Crested Butte area and Gunnison Valley of 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.



303 Forest Lane | Offered for \$9,999,700

birdseye view: market snapshot, first quarter 2022

We are off to a strong start in 2022 following a robust holiday season and spring break. Crested Butte is a very hot area for destination seekers and home buyers. Demand for real estate continues to absorb the supply, however properties have been entering the market at a steady pace. It is uncommon for a new listing to receive only one offer.

Sales have been cut in half in the region due to the record low shortage of available homes for sale. Our agents all have many buyers ready to pull the trigger when their property matches come on the market.

The average sales price is stretching beyond the \$2 million mark and high-end sales constitute the largest growth sector. Last year there were 29 sales above \$3 million compared to 12 the previous year. There were 36 condominium sales above the \$1 million mark, double from the previous year. We had nearly three times the number of \$1 million plus land sales last year compared to 10 the year before.

Bluebird recently recorded the highest ever single-family home sale in the Town of Crested Butte, a pre-owned home at \$5.1 million and an off-market sale. Of the 14 home sales to date in the north valley this year, only two sold under \$1 million.

There are 52 homes available presently in our entire MLS. The good news is that we anticipate inventory to loosen as we enter the summer market with an equalization occurring following the post-covid frenzy. We encourage sellers to “sell when they are ready to sell” and we will take care of the timing logistics. With rising interest rates and inflation, we may be seeing the peak for home prices.

Bluebird Real Estate, the leading independent real estate brokerage, is now serving the entire Gunnison Valley with two high profile locations in Crested Butte and Gunnison. We would love to share with you how we are “bringing dreams home.”



Crested Butte
970.349.6691
Gunnison
970.641.6691
bbre1.com



crested butte area property sales statistics

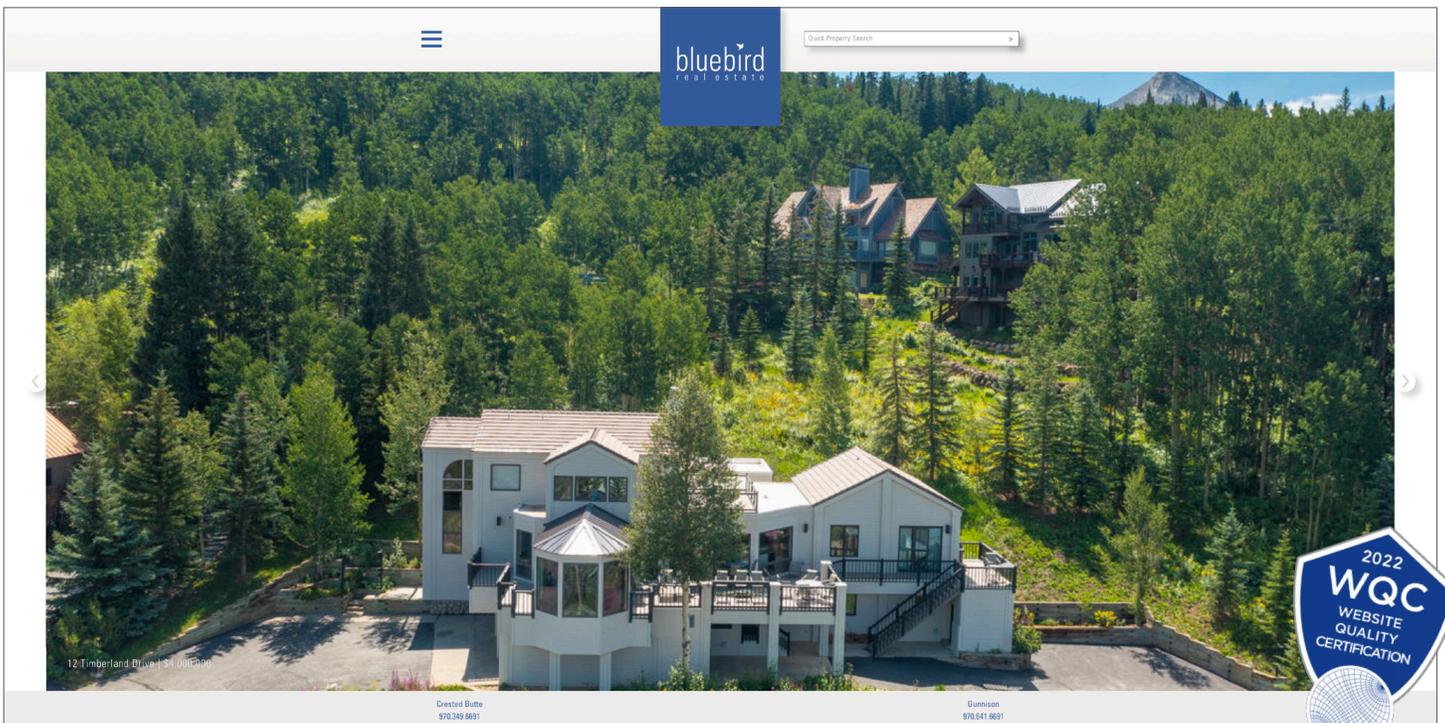
	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>YTD 3/21</u>	<u>2021</u>	<u>YTD 3/22</u>
Crested Butte								
Sales - Single Family	27	23	22	21	41	7	30	3
Average Price	1,157,515	1,363,624	1,302,877	1,734,224	1,609,646	1,583,428	2,318,500	2,626,666
Percent Change	44%	18%	-5%	33%	-7%	-13%	44%	66%
Price/ Square Foot	546	560	588	725	752	769	993	1,128
Days on Market	175	247	217	154	175	179	128	118
Active Listings	15	18	20	22	7	5	11	14
Months of Inventory	6	9	11	13	2	2	4	14
Mount Crested Butte								
Sales - Single Family	22	29	30	24	33	10	41	4
Average Price	1,149,801	1,028,800	1,018,750	1,102,063	1,409,539	1,522,900	2,121,756	2,647,650
Percent Change	19%	-11%	-1%	8%	28%	64%	51%	74%
Price/ Square Foot	373	331	363	413	459	475	583	723
Days on Market	332	243	252	189	225	133	126	134
Active Listings	35	27	25	22	18	7	9	3
Months of Inventory	16	11	10	11	7	2	3	2
Mount CB Condo/TH								
Sales - Condo/TH	148	137	122	86	126	47	162	36
Average Price	264,769	362,701	397,107	479,264	493,004	574,977	543,294	612,062
Percent Change	-1%	37%	10%	21%	3%	41%	10%	6%
Price/ Square Foot	264	311	366	419	441	531	538	611
Days on Market	246	161	147	141	168	178	155	104
Active Listings	66	49	61	63	54	38	11	17
Months of Inventory	5	4	6	9	5	2	1	1
Crested Butte Rural								
Sales - Single Family	29	38	30	27	62	13	53	4
Average Price	1,434,216	1,496,539	1,309,300	1,698,093	1,834,501	1,724,615	2,173,177	1,733,875
Percent Change	9%	4%	-13%	30%	8%	-21%	19%	.5%
Price/ Square Foot	439	451	389	511	483	586	703	747
Days on Market	275	211	208	246	252	164	152	130
Active Listings	44	41	58	53	17	12	7	6
Months of Inventory	17	13	23	24	3	3	2	5
CB South								
Sales - Single Family	12	18	20	15	18	4	26	3
Average Price	584,708	632,445	676,657	726,133	794,338	882,500	1,035,864	1,190,833
Percent Change	21%	8%	7%	7%	9%	18%	30%	35%
Price/ Square Foot	251	275	287	302	311	333	447	578
Days on Market	119	192	144	140	169	58	78	78
Active Listings	4	7	6	6	0	1	0	0
Months of Inventory	2	5	4	5	0	1	0	0
Land - All CB								
Sales - Land	83	117	146	89	131	67	248	31
Average Price	226,878	273,255	278,621	390,023	431,745	528,582	526,759	1,047,870
Percent Change	14%	20%	2%	40%	11%	133%	22%	98%
Days on Market	319	305	292	230	349	907	447	457
Active Listings	244	242	211	248	151	141	66	58
Months of Inventory	35	25	17	33	14	6	3	6

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 in modern buildings with superior street visibility and traffic.



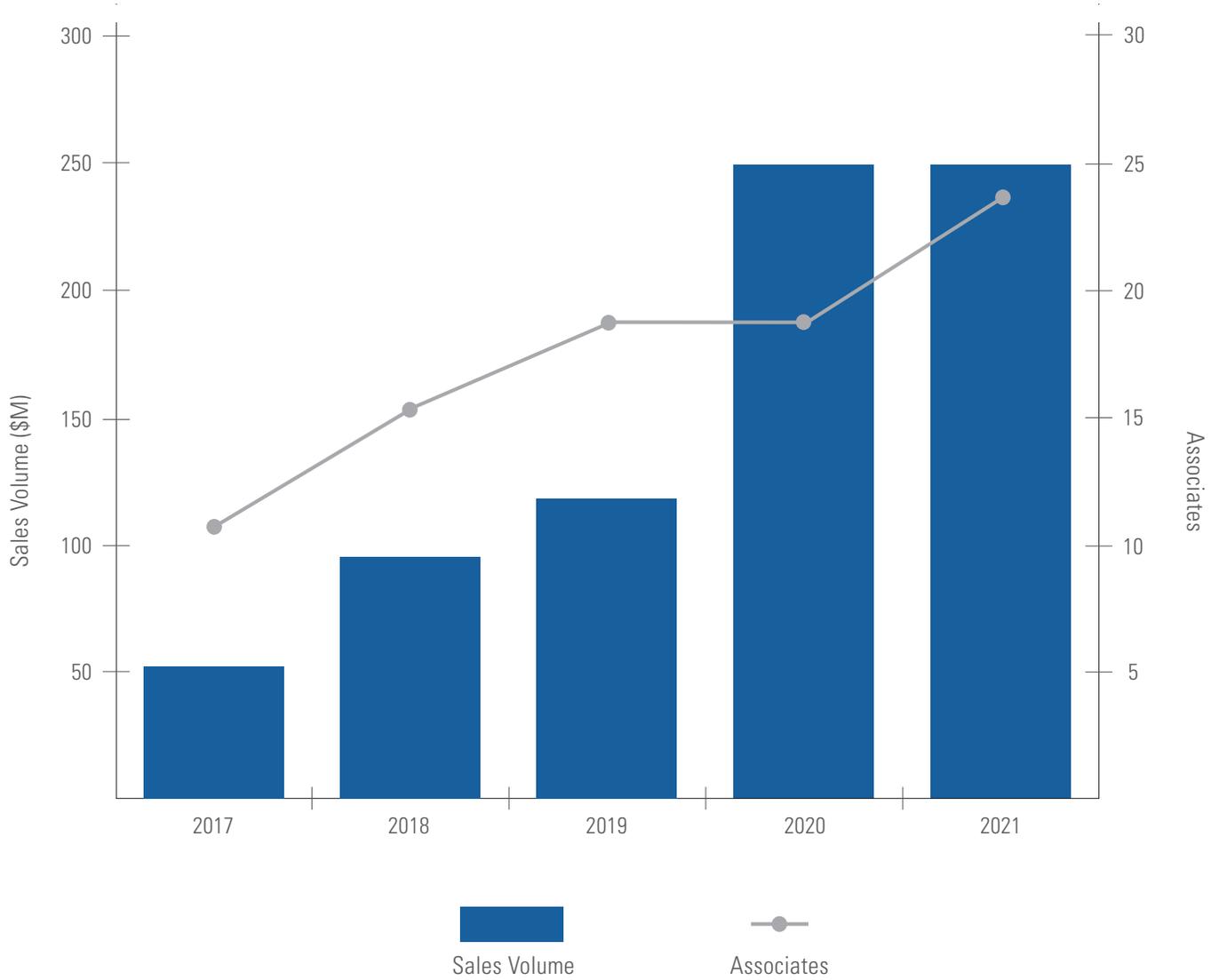
Picture from L to R: Natalie Hatchett, Lisa Lenander, Joe Summerville, Jennie Barry, Bet Egelhoff, Dan Estey, Mary Hakala, Dalynn Trujillo, Alex Owen, Patti Hensley, Bud Bush, Jordi Sendra, Joel Vosburg, Charlie Farman, Maggie Dethloff, Trevor Bona, Karen Allen, Diane Aronovic, Jana Barrett, Jenny Knox, Jenna May
Not pictured: Cynthia Wolff, Ross Tunkey, Steve Mills, Brian Cooper, Bobby Overturf



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's annual flight

the fastest growing real estate brokerage in the Gunnison Valley



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