



CENTURY 21
Community First
First Colorado Land Office is now a C21 Affiliate!



CHAFFEE COUNTY MARKET UPDATE

Chaffee County remains a strong and steady market, though current indicators suggest a mild shift as conditions begin to balance between buyers and sellers. Commercial Real Estate activity has strengthened notably, with year-to-date (YTD) sales volume reaching **\$12,843,226** across **20 transactions**, a significant increase from 2024's **\$8,691,000** in sales and **11 transactions**. Residential Real Estate performance has remained consistent, with YTD sales totaling **\$234,684,739**, up slightly from **\$234,112,133** in 2024. The average residential sales price also increased to **\$769,458**, a **3.86%** rise compared to last year, while Days on Market improved from **73** to **61**, reflecting a faster-moving market. The modest decrease in residential transactions, from 316 to 305, points to an active market transitioning toward steady, more typical levels of activity.

	<u>September 2025 (YTD)</u>	<u>September 2024 (YTD)</u>	<u>% Difference</u>
<u>CHAFFEE COUNTY COMMERCIAL REAL ESTATE</u>			
Commercial Sales Volume	\$12,843,226	\$8,691,000	+47.8%
Commercial Transactions	20	11	+81.8%
<u>CHAFFEE COUNTY RESIDENTIAL REAL ESTATE</u>			
Residential Total Sales	\$234,684,739	\$234,112,133	+0.24%
Residential avg price	\$769,458	\$740,861	+3.86%
Residential Days on Market	61	73	-16.44%
Residential Transactions	305	316	-3.48%
<u>SALES TAX INDICATORS</u>			
All Sales Taxes	\$10,700,493	\$10,272,830	+4.2%
Retail Taxes	\$5,088,433	\$5,013,011	+1.5%
Restaurant/Food Services Taxes	\$1,526,922	\$1,511,154	+1.0%
Real Estate, Rental & Leasing	\$49,653	\$63,426	-21.7%
Manufacturing	\$181,984	\$163,066	+11.6%
Construction	\$43,700	\$44,108	-0.9%
Information	\$106,984	\$96,071	+11.4%
All Other	\$468,025	\$396,792	+18.0%

CAP RATE 7-7.5%



[Jeff Post Century 21 Community First](#)

A top-producing realtor since 2000 and owner of Century 21 Community First since 2006, Jeff Post is a highly respected community leader with a deep commitment toward making a difference. A proud fifth-generation resident of Salida, Colorado, Jeff combines his knowledge and experience in commercial real estate to help Chaffee County attract new business and enhance growth opportunities for existing businesses.