



# CENTURY 21<sup>®</sup>

## Community First

First Colorado Land Office is now a C21 Affiliate!



## CHAFFEE COUNTY MARKET UPDATE

Chaffee County continues to demonstrate solid momentum across both commercial and residential real estate sectors, with year-to-date figures through December 2025 showing notable year-over-year gains. Commercial real estate activity strengthened, with sales volume rising to **\$4,475,000** across **five transactions**, reflecting a **123.0%** increase in volume and a **25%** increase in transaction count compared to 2024. Residential real estate performance also improved, with total sales reaching **\$95,127,496**, up **34.0%** from the prior year. The average residential sales price increased to **\$799,391**, a **12.6%** gain, while transactions rose from **100 to 119**. Days on Market increased from **85 to 102**, indicating a slightly slower pace but continued buyer engagement. Overall, the data points to a healthy and active market, supported by modest growth in local sales tax indicators and steady demand across property types.

	<u>December 2025 (YTD)</u>	<u>December 2024 (YTD)</u>	<u>% Difference</u>
<b><u>CHAFFEE COUNTY COMMERCIAL REAL ESTATE</u></b>			
Commercial Sales Volume	\$4,475,000	\$2,005,000	+123.0%
Commercial Transactions	5	4	+25.0%
<b><u>CHAFFEE COUNTY RESIDENTIAL REAL ESTATE</u></b>			
Residential Total Sales	\$95,127,496	\$70,972,700	+34.0%
Residential avg price	\$799,391	\$709,727	+12.6%
Residential Days on Market	102	85	+20.0%
Residential Transactions	119	100	+19.0%
<b><u>SALES TAX INDICATORS</u></b>			
All Sales Taxes	\$11,882,757	\$11,407,385	+4.2%
Retail Taxes	\$5,661,367	\$5,585,694	+1.4%
Restaurant/Food Services Taxes	\$1,673,746	\$1,647,953	+1.6%
Real Estate, Rental & Leasing	\$54,920	\$69,226	-20.7%
Manufacturing	\$203,240	\$178,263	+14.0%
Construction	\$49,666	\$52,847	-6.0%
Information	\$119,744	\$107,862	+11.0%
All Other	\$524,490	\$449,899	+16.6%
<b><u>CAP RATE</u> 6.5-7%</b>			



[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.