

CENTURY 21
Community First

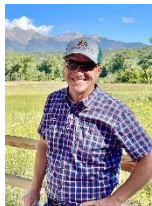
First Colorado Land Office is now a C21 Affiliate!



CHAFFEE COUNTY MARKET UPDATE

Chaffee County's real estate market in **Q2** showed a mixed performance from **April 2026**, with commercial activity gaining momentum while the residential market experienced a modest slowdown compared to **April 2025**. Commercial sales volume increased **31.9%** year over year to **\$7,973,500**, despite transaction count declining **42.9%** to four sales, reflecting a smaller number of higher-value transactions. Residential sales volume reached **\$78,401,822**, down **9.3%** from **April 2025**, while the average residential sale price decreased **4.1%** to **\$761,183**. Residential transaction count slipped **5.5%** to **103** sales, and the average days on market increased **36.2%** to **64** days, indicating buyers are taking more time to make purchasing decisions. Overall, the market in **April 2026** remained active, with commercial investment strengthening and residential transactions continuing to demonstrate stability despite a more balanced pace than **April 2025**.

	<u>April 2026 (YTD)</u>	<u>April 2025 (YTD)</u>	<u>% Difference</u>
<u>CHAFFEE COUNTY COMMERCIAL REAL ESTATE</u>			
Commercial Sales Volume	\$7,973,500	\$6,046,500	+31.9%
Commercial Transactions	4	7	-42.9%
<u>CHAFFEE COUNTY RESIDENTIAL REAL ESTATE</u>			
Residential Total Sales	\$78,401,822	\$86,483,590	-9.3 %
Residential avg price	\$761,183	\$793,427	-4.1%
Residential Days on Market	64	47	+36.2%
Residential Transactions	103	109	-5.5%
<u>SALES TAX INDICATORS</u>			
All Sales Taxes	\$4,252,507	\$3,950,037	+7.7 %
Retail Taxes	\$2,043,234	\$2,002,204	+2.0%
Restaurant/Food Services Taxes	\$517,719	\$471,022	+9.9%
Real Estate, Rental & Leasing	\$25,104	\$14,252	+76.2%
Manufacturing	\$73,886	\$66,695	+10.8%
Construction	\$20,279	\$22,006	-7.8%
Information	\$47,448	\$46,762	+1.5%
All Other	\$190,746	\$171,811	+11.0%
<u>CAP RATE 6.5</u>			



[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.