

CONFIDENTIAL OFFERING MEMORANDUM

**1.17 Acres on Highway 50 – High Traffic, High Potential  
FOR SALE** | Capitalize on year-round tourism—minutes from  
Monarch Mountain, the Arkansas River, and legendary 14ers

**SHERPA**  
COMMERCIAL REAL ESTATE



 12,732 VPD



# SHERPA

COMMERCIAL REAL ESTATE

EXCLUSIVE LISTING BROKER



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## CONFIDENTIALITY

This confidential Offering Memorandum ("OM") is intended solely for your limited use in evaluating the property at 139 W Hwy 50, Salida, CO 81201 ("the Property"). Prepared by Sherpa Commercial Real Estate ("Sherpa") and reviewed by the Property Owners ("Ownership"), this OM contains selected information and does not purport to be all-inclusive. All information is provided for general reference and is based on assumptions subject to material variation. Neither Ownership nor Sherpa makes any representation or warranty, express or implied, as to the accuracy or completeness of these materials.

Prospective purchasers are responsible for their own independent investigation. Sherpa does not conduct environmental analyses and urges clients to retain qualified professionals to inspect for hazardous materials, toxic waste, or other environmental liabilities. Ownership and Sherpa expressly reserve the right, at their sole discretion, to reject any expressions of interest or terminate discussions at any time without notice. No legal commitment shall arise until a written purchase agreement has been fully executed and delivered.

By receipt of this OM, you agree to hold its contents in the strictest confidence and will not disclose or duplicate any part of this document without prior written authorization. If you have no further interest in the Property, please return or destroy these materials immediately.



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# EXECUTIVE SUMMARY



**LOT SIZE**  
**1.17 AC**



**SALE PRICE**  
**\$995,000 | 8.56% CAP RATE**



**2025**  
**NET OPERATING INCOME**  
**\$85,187**

## THE OPPORTUNITY

Sherpa Commercial Real Estate is pleased to present 139 W Hwy 50 Salida, CO 81201, a premier redevelopment opportunity situated in the heart of Salida's primary commercial artery. This property offers a rare combination of immediate cash flow and high-density development potential. As Salida continues to evolve from a hidden mountain gem into a premier year-round destination, the demand for diversified housing and modernized commercial space has reached an all-time high. This site is perfectly positioned to capture that momentum.

## REDEVELOPMENT & WORKFORCE HOUSING POTENTIAL

The City of Salida is actively encouraging the transformation of the Hwy 50 corridor through initiatives like the **"Future 50" (Rainbow Boulevard)** plan and recent Land Use Code updates. This property is an ideal candidate for:

- **Workforce Housing:** With a critical shortage of attainable housing in Chaffee County, the site's proximity to downtown and transit makes it a prime location for high-density multi-family or "missing middle" housing.
- **Mixed-Use Development:** The Highway 50 frontage provides high visibility for commercial/retail on the ground floor, with premium residential units above.
- **Flexible Configurations:** Preliminary concepts (detailed later in this memorandum) demonstrate the site's capacity for optimized parking and creative building footprints that maximize the square footage of the lot.

## STRATEGIC LOCATION

- **Hwy 50 Frontage:** Located on the main thoroughfare connecting the Arkansas River Valley to the Monarch Mountain ski area and beyond, ensuring a high daily vehicle count and maximum brand exposure.
- **Heart of Salida:** Minutes from the historic downtown Creative District, the Arkansas River, and essential services, making it highly attractive to a local workforce that prioritizes walkability and outdoor access.
- **Growth Corridor:** The surrounding area is seeing significant public and private investment, including infrastructure upgrades and new residential projects, signaling a long-term upward trend in property values.

## CURRENT INCOME & HOLDING VALUE

While plans for redevelopment are finalized, the property functions as a reliable income generator. The existing residential house and multiple trailer units provide immediate monthly revenue, mitigating carrying costs during the entitlement and permitting process. This "covered land play" allows an investor to stabilize the asset today while preparing for a high-yield transformation tomorrow.



# MARKET OVERVIEW

**11%+**  
population growth since 2020  
(5-mile radius)

Limited developable land within  
Salida city limits

Strong in-migration driven by  
lifestyle and remote work

## SALIDA, COLORADO – GROWTH & DEMAND DRIVERS

### POPULATION GROWTH CONTINUES TO OUTPACE NEW HOUSING DELIVERY

Salida is a supply-constrained mountain market characterized by limited developable land, strong in-migration, and sustained demand for both rental housing and modern commercial space. Population growth within the immediate trade area has accelerated since 2020, while housing inventory has remained limited—particularly for attainable and workforce-oriented product.

The City of Salida has responded by prioritizing higher-density residential and mixed-use development within existing corridors, rather than outward expansion. This policy direction has elevated the strategic value of infill sites that can accommodate increased density while maintaining proximity to employment centers and community amenities.

Within a five-mile radius of the property, population growth is projected to continue through 2029, supported by a diversified employment base, lifestyle-driven relocation, and year-round tourism. Rising home values and a high proportion of owner-occupied housing further reinforce demand for rental and workforce housing alternatives.

## AREA DEMOGRAPHICS

### 2024 POPULATION



1 MILE

5 MILES

10 MILES

**4,081**

**9,915**

**10,946**

### MEDIAN HOME VALUE



1 MILE

5 MILES

10 MILES

**\$468,103**

**\$518,178**

**\$534,483**

### 2024 AVERAGE HOUSEHOLD INCOME



1 MILE

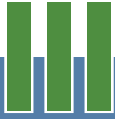
5 MILES

10 MILES

**\$99,670**

**\$93,216**

**\$92,637**



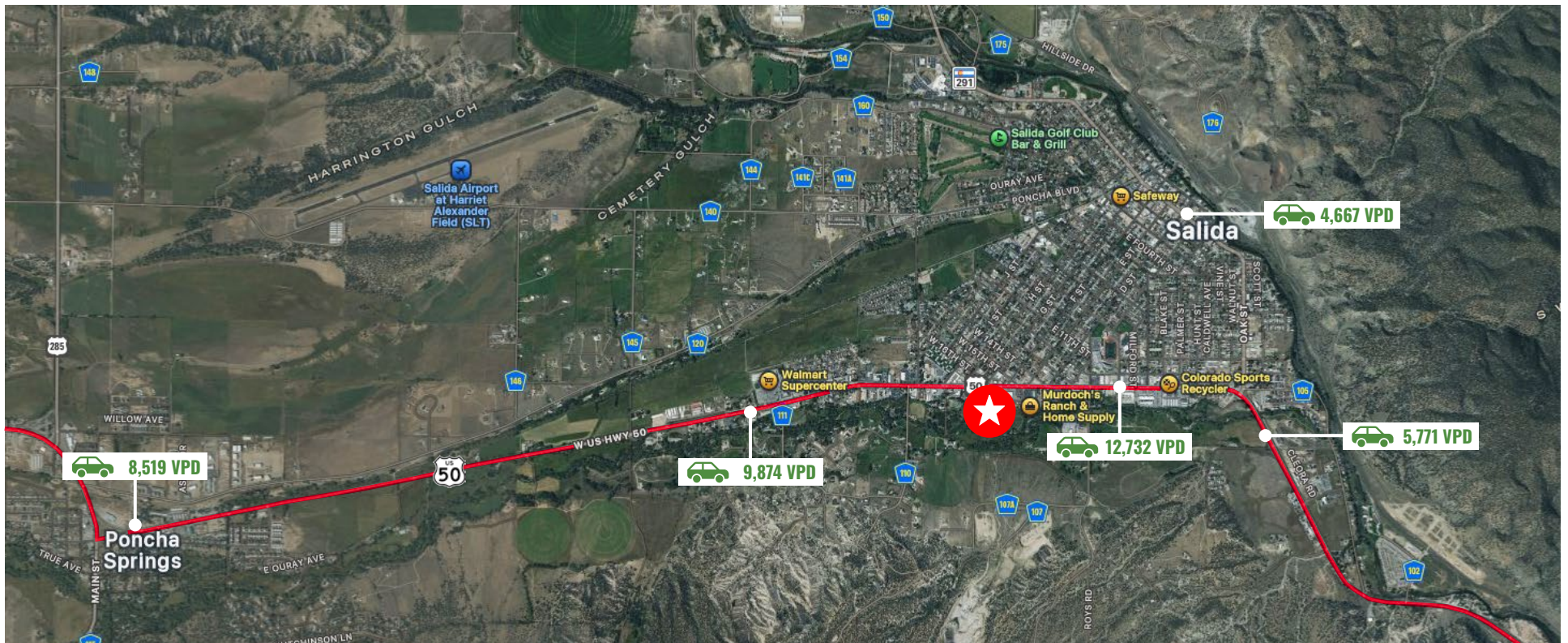
# HWY 50 CORRIDOR OVERVIEW

## SALIDA'S PRIMARY COMMERCIAL ARTERY INFRASTRUCTURE, ACCESS, AND DENSITY CONVERGE ON HIGHWAY 50

U.S. Highway 50 functions as Salida's main commercial and transportation corridor, linking downtown Salida to Monarch Mountain, the Upper Arkansas River Valley, and broader regional destinations. The corridor carries approximately 12,700 vehicles per day, providing consistent exposure and accessibility that is uncommon in small mountain markets.

Municipal planning initiatives—including the Future 50 (Rainbow Boulevard) vision—are focused on transforming Highway 50 into a more cohesive, pedestrian-supportive, and higher-density corridor. These efforts are designed to encourage redevelopment that supports workforce housing, neighborhood-serving retail, and long-term economic sustainability.

Properties with direct Highway 50 frontage are increasingly scarce, particularly those with sufficient land area to support meaningful density. As reinvestment along the corridor continues, well-located sites are expected to benefit from improved infrastructure, enhanced streetscapes, and rising land values.





# IV

## DOWNTOWN SALIDA

Estimated Monthly  
Downtown Sales (Peak)  
\$6,000,000+

Chaffee County  
Daily Tourism Spend  
\$500,000



### CREATIVE DISTRICT & COMMUNITY ANCHOR

#### DOWNTOWN VITALITY SUPPORTS SUSTAINED RESIDENTIAL DEMAND NEARBY

Downtown Salida serves as the city's cultural, commercial, and employment hub. Anchored by the Creative District, downtown features a concentration of restaurants, breweries, galleries, professional services, and community venues that generate year-round activity.

The subject property is located minutes from downtown, positioning it to serve residents who value proximity to employment, amenities, and recreation without being directly within the historic core. This adjacency supports demand for housing that balances walkability with ease of access to regional transportation routes.

As downtown Salida continues to attract investment and visitation, nearby residential supply remains constrained—placing increased importance on infill redevelopment opportunities along the Highway 50 corridor.



# V

## REGIONAL RECREATION DRIVERS

Salida’s economy is supported by a diverse mix of tourism, recreation, and permanent residency, creating a four-season demand profile rather than a seasonal resort cycle. The region’s outdoor amenities—anchored by Monarch Mountain, the Arkansas River corridor, extensive trail systems, and access to numerous 14,000-foot peaks—draw both visitors and long-term residents seeking an active mountain lifestyle.

This consistent influx of recreation-driven activity supports local employment across hospitality, healthcare, education, professional services, and outdoor industries, reinforcing year-round housing demand. Importantly, many workers serving these sectors seek housing options close to employment centers and transportation corridors, intensifying demand for attainable and workforce-oriented residential supply.

As visitation and permanent residency continue to grow in parallel, the imbalance between housing supply and demand has become increasingly pronounced. Well-located infill sites near major recreation assets and employment hubs are uniquely positioned to benefit from these dynamics, particularly those capable of supporting higher-density residential development.

### MAJOR RECREATIONAL MARKET DRIVERS



Monarch Mountain Ski Area  
**200,000**  
Visitors per Year



Arkansas River rafting & fishing  
**1.2M**  
Visitors per Year



Hundreds of thousands of annual hikers & climbers drawn to nearby 14,000-foot peaks



Extensive biking, hiking, and camping  
**300+**  
Miles of Trails in Chaffee County

# VI

## PROPERTY OVERVIEW

Word-of-mouth leasing reflects deep local demand

### EXISTING IMPROVEMENTS

The property consists of approximately 1.17 acres improved with one single-family residence and nine mobile home units, providing immediate rental income while preserving flexibility for future redevelopment. The existing site layout allows the property to remain operational during entitlement, planning, and early-stage redevelopment efforts.

The improvements are generally in fair to fair-plus condition, with routine maintenance performed as needed to support continued occupancy. Ownership has also completed recent site clean-up and removal of outdated structures and landscape debris, contributing to improved overall presentation and functionality.

The property is fully leased and has historically maintained strong occupancy through word-of-mouth leasing within the local community, underscoring sustained housing demand in the Salida market.

Importantly, the existing improvements generate in-place income without introducing structural or layout constraints that would materially limit future redevelopment of the site.

Model	Year	SqFt	Notes
Olympia	1974	854	Condition- Average. Single Wide
Frontier	1964	500	Condition - Fair + Single Wide
Melody	1971	672	Condition - Fair + Single Wide
Titan	1976	672	Condition- Average. Single Wide
Sho Me	1971	648	Condition- Average. Single Wide
Champion	1987	728	Condition- Average. Single Wide
Liberty	1970	720	Condition - Fair + Single Wide
Oakbrook	1979	784	Condition - Fair Single Wide
9 ft Trailer	Outstanding title, resoluton in pograss		



# VII

## TENANCY & OPERATIONS

Fully leased with reported tenant waitlist

\$11,000 average gross monthly rental income

Income-producing improvements support a covered land strategy

### IN-PLACE INCOME & DEMAND

The property generates consistent rental income and is fully leased, with average gross monthly rental income of approximately \$11,000 entering late 2025. Tenants are primarily sourced through local referrals, and ownership reports an active waitlist—an uncommon dynamic that underscores the strength of housing demand in the Salida market.

Leasing has historically prioritized occupancy and stability rather than aggressive rent optimization, aligning with the property’s role as an income-producing holding asset. This demand-driven tenancy profile supports continued cash flow while preserving flexibility for future redevelopment planning.

### KEY OPERATIONAL NOTES

- Gas and electric utilities are individually metered and paid directly by tenants (with limited exceptions)
- Water and sewer are currently served by shared meters, presenting a future utility allocation or expense recovery opportunity
- Maintenance and operating expenses reflect the age of the units but remain manageable through routine, as-needed repairs

This operating profile supports the property’s positioning as a covered land play, allowing ownership to offset carrying costs while redevelopment plans are evaluated and pursued.

Unit	Move-In Date	Lease Date	Term	Monthly Rent	Deposit
1	September 11, 2025	September 11, 2025	month-to-month	\$850.00	\$850.00
2	n/a	May 1, 2025	month-to-month	\$1,050.00	\$1,000.00
3	n/a	May 1, 2025	month-to-month	\$1,050.00	\$1,000.00
4	n/a	May 1, 2025	month-to-month	\$1,050.00	\$1,050.00
5	November 6, 2025	November 6, 2025	month-to-month	\$1,100.00	\$1,100.00
6	September 1, 2022	May 1, 2025	month-to-month	\$1,050.00	-
7	July 1, 2021	May 1, 2025	month-to-month	\$1,050.00	-
8	May 16, 2024	May 1, 2025	month-to-month	\$1,100.00	\$1,000.00
9	October 24, 2019	May 1, 2025	month-to-month	\$1,050.00	-
House	February 1, 2022	May 1, 2025	month-to-month	\$1,975.00	\$1,800.00
			<b>TOTAL</b>	<b>\$11,325.00</b>	<b>\$7,800.00</b>

# VIII

## FINANCIAL OVERVIEW

In-place income offsets holding and entitlement costs

\$128,131  
2025 rental income

Covered land investment profile

### HISTORICAL FINANCIAL PERFORMANCE

The property has generated consistent rental income supported by full occupancy and sustained local demand. Financial performance reflects stable rent collections with operating expenses typical for older residential improvements and a hands-on ownership structure.

For 2025, the property generated approximately \$128,131 in gross rental income, with net operating income of approximately \$85,187. Monthly rental income stabilizes at approximately \$11,000 entering late 2025, reflecting full occupancy across all units.

The financials presented reflect actual historical operations and are intended to provide a baseline understanding of current performance rather than a fully optimized operating scenario.





# FINANCIAL OVERVIEW

(CONTINUED)

## FINANCIAL PROFORMA

The property has generated consistent rental income supported by full occupancy and sustained local demand. Financial performance reflects actual historical operations, with expenses consistent with the age and configuration of the existing improvements.

For 2025, the property generated approximately \$128,131 in gross rental income, with net operating income of approximately \$85,187. Net operating income reflects routine maintenance, utilities, and property-level expenses associated with hands-on ownership.

Financial Proforma	Current Rent Rent Increase	Proforma Monthly Rent				
		0	5%	10%	15%	20%
Trailer 1	850	893	935	978	1,020	
Trailer 2	1,050	1,103	1,155	1,208	1,260	
Trailer 3	1,050	1,103	1,155	1,208	1,260	
Trailer 4	1,050	1,103	1,155	1,208	1,260	
Trailer 5	1,100	1,155	1,210	1,265	1,320	
Trailer 6	1,050	1,103	1,155	1,208	1,260	
Trailer 7	1,050	1,103	1,155	1,208	1,260	
Trailer 8	1,100	1,155	1,210	1,265	1,320	
Trailer 9	1,050	1,103	1,155	1,208	1,260	
House	1,975	2,074	2,173	2,271	2,370	
	11,325	11,891	12,458	13,024	13,590	
Proforma Annual Gross Rent	135,900	142,695	149,490	156,285	163,080	
Less: Total Expenses	54,944	54,944	54,944	54,944	54,944	
Proforma NOI	80,956	87,751	94,546	101,341	108,136	
Proforma NOI - w/o Management Fee	92,956	99,751	106,546	113,341	120,136	

Purchase Price	995,000	995,000	995,000	995,000	995,000
Proforma CAP Rate - with Mgt. Fee	8.14%	8.82%	9.50%	10.19%	10.87%
Proforma CAP Rate - w/o Mgt. Fee	9.34%	10.03%	10.71%	11.39%	12.07%

## PROFIT & LOSS STATEMENT | JANUARY-DECEMBER 2025

Distribution account	January	February	March	April	May	June	July	August	September	October	November	December	Total
<b>Income</b>													
3005 Rental Income	6,389	10,800	10,800	10,800	11,325	11,325	11,325	10,475	11,892	11,325	11,207	10,469	128,131
<b>Total for Income</b>	<b>6,389</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>11,325</b>	<b>11,325</b>	<b>11,325</b>	<b>10,475</b>	<b>11,892</b>	<b>11,325</b>	<b>11,207</b>	<b>10,469</b>	<b>128,131</b>
<b>Gross Profit</b>	<b>6,389</b>	<b>10,800</b>	<b>10,800</b>	<b>10,800</b>	<b>11,325</b>	<b>11,325</b>	<b>11,325</b>	<b>10,475</b>	<b>11,892</b>	<b>11,325</b>	<b>11,207</b>	<b>10,469</b>	<b>128,131</b>
<b>Expenses</b>													
6030 Bad Debts	5		1,000										1,005
6040 Bank Charges & Fees					0								0
6105 Contract Services	1,490	923	1,026	2,365	0	150	0	2,118	945	500	690	2,035	12,242
6105 Management Fee	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000
6200 Electricity	327	0							27	5		13	372
6255 Gas & Fuel	652	175	208	163	167	216	239	218	189	194	131	156	2,709
6370 Legal & Professional Services						48		20					68
6380 Licenses & Permits			25									21	46
6491 Pest Control					18								18
6555 Water / Sewer	683	590	504	501	524	517	580	662	606	619	616	699	7,101
6630 Waste Removal	268	274	273	459	542	258	272	1,768	531	272	272	294	5,482
6640 Operating Supplies	452			378	617	512		1,630	1,310	726	152	153	5,929
6722 Property Taxes	310	229	229	229	229	230	229	229	229	229	229	229	2,830
6730 Building and Contents Insurance	146	146	146	146	164	164	164	164	164	164	164	164	1,896
6731 Liability Insurance									182				182
6819 Information Systems	35	35	35	35	35	35	35	41	41	41	41	41	450
QuickBooks Payments Fees	190	304	221	194	190	215	273	159	222	241	135	273	2,615
<b>Total for Expenses</b>	<b>5,557</b>	<b>3,676</b>	<b>4,667</b>	<b>5,469</b>	<b>3,486</b>	<b>3,345</b>	<b>2,792</b>	<b>8,009</b>	<b>5,446</b>	<b>3,991</b>	<b>3,430</b>	<b>5,077</b>	<b>54,944</b>
<b>Net Operating Income</b>	<b>832</b>	<b>7,124</b>	<b>6,133</b>	<b>5,331</b>	<b>7,839</b>	<b>7,980</b>	<b>8,533</b>	<b>2,466</b>	<b>6,446</b>	<b>7,334</b>	<b>7,777</b>	<b>5,392</b>	<b>73,187</b>
<b>Net Operating Income - w/o Mgt. Fee</b>	<b>1,832</b>	<b>8,124</b>	<b>7,133</b>	<b>6,331</b>	<b>8,839</b>	<b>8,980</b>	<b>9,533</b>	<b>3,466</b>	<b>7,446</b>	<b>8,334</b>	<b>8,777</b>	<b>6,392</b>	<b>85,187</b>
<b>In-Place CAP Rate - w/o Mgt. Fee</b>	<b>8.56%</b>												

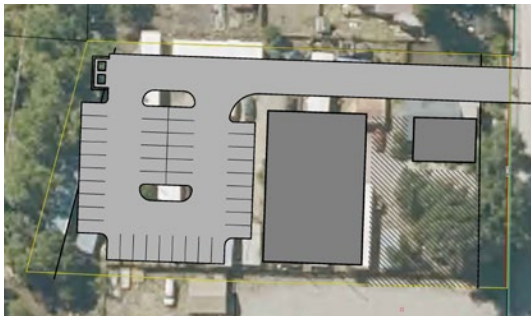
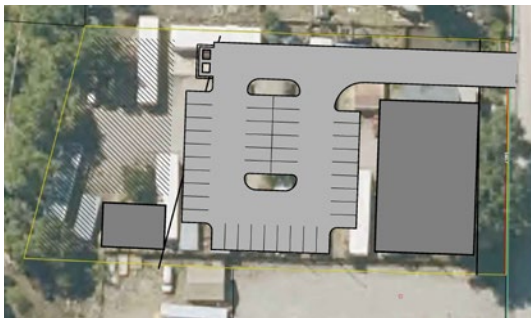
# IX

## REDEVELOPMENT POTENTIAL

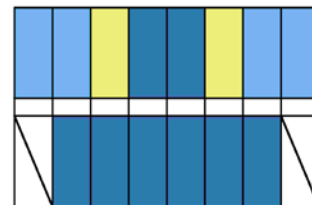
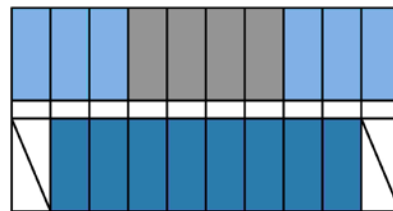
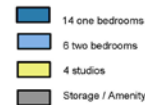
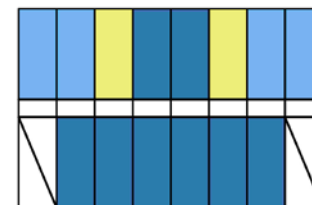
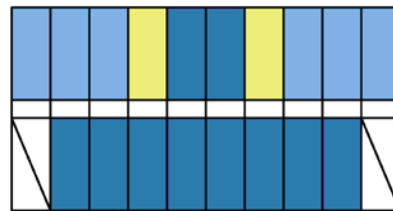
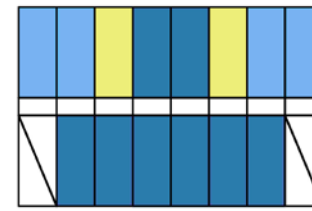
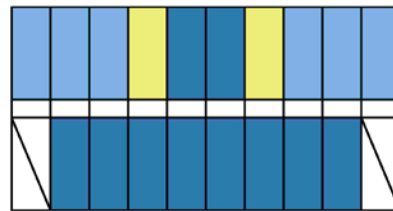
The property is well positioned for future redevelopment due to its Highway 50 frontage, infill location, and proximity to downtown Salida. Municipal planning initiatives and recent Land Use Code updates have emphasized higher-density residential and mixed-use development along the Highway 50 corridor, reinforcing the site's long-term strategic value.

Preliminary site concepts illustrate the potential to significantly increase residential density while maintaining efficient circulation, parking, and site access. Conceptual layouts include a mix of studio, one-bedroom, and two-bedroom units designed to support workforce and attainable housing demand within Chaffee County.

Importantly, the existing improvements provide flexibility in redevelopment timing. In-place income allows an investor to pursue entitlement, design, and permitting efforts while offsetting holding costs, reducing overall execution risk and supporting a phased redevelopment approach.



### ILLUSTRATIVE UNIT MIX SCENARIOS



Conceptual layouts are for illustrative purposes only and do not represent approved development plans.

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EXCLUSIVE LISTING BROKER



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