



# FOR SALE

**Evans  
Elder  
Brown &  
Seubert**

COMMERCIAL REAL ESTATE

## Investment Property on River Road

2640-2650 River Road & 30-50 Irving Road  
Eugene, OR 97404  
**\$2,795,000**

### CONTACT

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# Property Overview

## Location

Located on the corner of River Road and Irving Road, this property has high traffic counts (approx. 85,300 cars per day), great visibility and easy access to Beltline. It is also located in close proximity to the new LTD Santa Clara Station. The site consists of three tax lots totaling 1.51 acres of land.

## Building Description

The property contains a total of four buildings with two retail buildings and two office buildings which were built in 1964 and 1970, respectively.

**Retail Building #1 2676 – 2686 River Road:** This retail building consists of approximately 3,064 square feet containing 5 tenants. The tenants include Culbertson Insurance, Heart & Home Real Estate, The Cleanery, Just Teasin' Hair Salon and Dare to Dream Collectibles. The building was built in 1964 and all HVAC was recently replaced in April of 2022. The building also has a new membrane roof.

**Retail Building #2 2650 - 2666 River Road:** This retail building consists of approximately 9,480 square feet on two levels with approximately 2,576 square feet of 2nd floor space and approximately 6,904 square feet of ground floor space. This building houses 5 separate tenants including Don Juan's restaurant, Shooter's Pub, Santa Clara Barber Shop, Santa Clara Smoke Shop and Creations by Haley, a small hair salon. The HVAC replacement for this building was recently completed in April of 2022.

**Office Building #1 (36, 38, 46, 46A, 48 & 50 Irving Road):** This office building was built in 1970 and consists of approximately 4,372 square feet on two levels with approximately 2,186 sf on each floor. The building is comprised of a total of 6 small offices ranging from 240 square feet up to 1,430 square feet. The HVAC was recently replaced in this building.

**Office Building #2 (30, 32, 34, 40, 42 & 44 Irving Road):** This office building was built in 1970 and consist of approximately 3,393 square feet on two levels. The ground floor contains approximately 2,299 square feet and the second floor contains approximately 1,094 square feet. The building contains 6 small offices ranging from 200 square feet to 1,205 square feet. The HVAC was recently replaced in this building.

## HVAC

The building is heated and air conditioned by 24 units. The owner just completed the replacement of 16 of the units in April of 2022 and replaced 4 additional units over the past few years.

## Parking

There are approximately 85 on-site parking spaces including 4 ADA spaces.

## Property Taxes

2022 Real Property Taxes totaled \$22,968 for 3 tax lots.  
Map & Tax Lots: 17-04-11-41-08100, -08500 & -08600

## Zoning

The property is zoned C-2 Community Commercial

## Price

\$2,795,000



# Rent Roll



## Retail Buildings -- 2650-2686 River Road

Tenants (Building 1)	Site Address	Size (SQFT)	Rent
Culbertson Insurance	2676 River Road	484	\$775.00
Just Teasin'	2678 River Road	420	\$545.00
Vacant	2680 River Road	840	\$1,250.00*
Heart & Home Real Estate	2684 River Road	400	\$650.00
The Cleanery	2686 River Road	930	\$1,250.00

Tenants (Building 2)	Site Address	Size (SQFT)	Rent
Don Juan's Restaurant	2650 A River Road	4,418	\$4,675.00
Shooter's Pub	2650 B River Road	2,576	\$3,780.00
Petals & Pearls Beauty Lounge	2664 A River Road	650	\$825.00
Santa Clara Smoke Shop	2664 B River Road	930	\$1,070.00
Santa Clara Barber Shop	2666 River Road	900	\$1,100.00

## Office Buildings -- 30-50 Irving Road

Tenants (Building 1)	Site Address	Size (SQFT)	Rent
Visual Robotics	36 Irving Road	1,430	\$1,875.00
Lemon Lashes	38 Irving Road	800	\$1,025.00
JS Bookkeeping, LLC	46 Irving Road	240	\$300.00
Vacant	46A Irving Road	580	\$725.00*
Vacant	48 Irving Road	528	\$700.00*
Authentic Models	50 Irving Road	972	\$1,133.00

Tenants (Building 2)	Site Address	Size (SQFT)	Rent
Edward Jones	30 Irving Road	850	\$1,450.00
Steve Su	32 Irving Road	360	\$425.00
Vacant	34 Irving Road	770	\$950.00*
Mason, Bruce & Girard	40 Irving Road	450	\$450.00
Groomer	42 Irving Road	200	\$225.00
Moffitt Financial	44 Irving Road	470	\$500.00

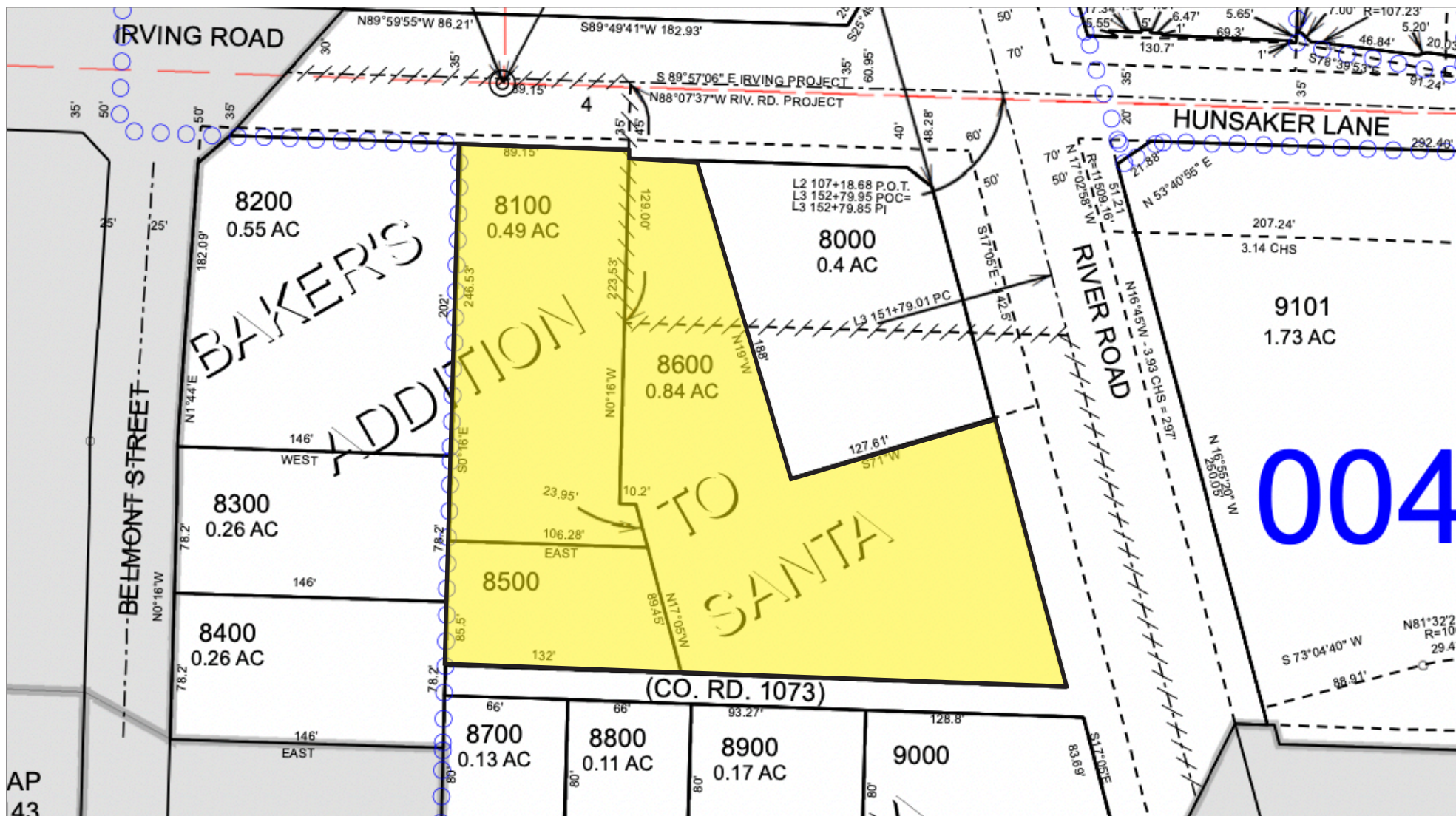
\*currently marketed monthly rent



# Tax Map

■ **Map and Tax Lot:** 17-04-11-41 Tax Lots: 08100, 08500 & 08600

■ **2022 Total Property Taxes:** \$22,968



# Pro Forma

Purchase Price	\$2,795,000
Square Feet	20,269
Cap Rate	7.31%
Price per Square Foot	\$137.90

## NET OPERATING INCOME SUMMARY

<u>Income</u>		
	<u>Per SF</u>	
2023 Scheduled Rental Income - Retail & Office Buildings	\$15.01	\$304,236
Utility Reimbursements		\$16,623
<b>Equals: Scheduled Gross Income</b>	<b>\$15.83</b>	<b>\$320,859</b>
Less: Vacancy & Credit Loss	5%	\$16,043
<b>Equals: Collected Income</b>		<b>\$304,816</b>
Less: Management Fee	4%	\$10,898
<b>Equals: Effective Gross Income</b>	<b>\$14.50</b>	<b>\$293,918</b>
<u>Expenses</u>		
	<u>% of EGI</u>	<u>Per SF</u>
Utilities & Garbage	14.94%	\$2.17
Real Property Taxes	7.81%	\$1.13
Insurance	1.44%	\$0.21
Maintenance & Repairs	4.03%	\$0.58
Misc. (Supplies, security, pest control)	2.10%	\$0.33
<b>Total Operating Expenses:</b>		<b>\$89,684</b>
<b>Equals: Net Operating Income</b>		<b>\$204,234</b>

## FINANCING SUMMARY

Purchase Price		\$2,795,000
Less: Down Payment	35%	\$978,250
Total Loan Amount		\$1,816,750
Interest Rate	6%	
Loan Term (Years)	30	
Monthly Payment		\$10,892.33

## INVESTMENT PERFORMANCE SUMMARY

Net Operating Income	\$204,234
Minus: Annual Debt Service	\$130,708
<b>Pre-Tax Annual Cash Flow</b>	<b>\$73,526</b>
Debt Service Coverage	1.56
Expense Ratio	30.51%
Cash-on-Cash Return	7.52%
Actual Cap Rate	7.31%
Initial Annual Yield	9.73%

Note: Pro Forma is based on 2023 projected rent



## Additional Photos





# Initial Agency Disclosure (OAR 863-015-215(4))

This pamphlet describes agency relationships and the duties and responsibilities of real estate licensees in Oregon. This pamphlet is informational only and neither the pamphlet nor its delivery to you may be construed to be evidence of intent to create an agency relationship.

## Real Estate Agency Relationships

An "agency" relationship is a voluntary legal relationship in which a real estate licensee (the "agent") agrees to act on behalf of a buyer or a seller (the "client") in a real estate transaction. Oregon law provides for three types of agency relationships between real estate agents and their clients:

**Seller's Agent** - Represents the seller only;

**Buyer's Agent** - Represents the buyer only;

**Disclosed Limited Agent** - Represents both the buyer and seller, or multiple buyers who want to purchase the same property. This can be done only with the written permission of both clients.

The actual agency relationships between the seller, buyer and their agents in a real estate transaction must be acknowledged at the time an offer to purchase is made. Please read this pamphlet carefully before entering into an agency relationship with a real estate agent.

## Duties and Responsibilities of an Agent Who Represents Only the Seller or Only the Buyer

Under a written listing agreement to sell property, an agent represents only the seller unless the seller agrees in writing to allow the agent to also represent the buyer. An agent who agrees to represent a buyer acts only as the buyer's agent unless the buyer agrees in writing to allow the agent to also represent the seller. An agent who represents only the seller or only the buyer owes the following affirmative duties to their client, other parties and their agents involved in a real estate transaction:

1. To exercise reasonable care and diligence;
2. To deal honestly and in good faith;
3. To present all written offers, notices and other communications in a timely manner whether or not the seller's property is subject to a contract for sale or the buyer is already a party to a contract to purchase;
4. To disclose material facts known by the agent and not apparent or readily ascertainable to a party;
5. To account in a timely manner for money and property received from or on behalf of the client;
6. To be loyal to their client by not taking action that is adverse or detrimental to the client's interest in a transaction;
7. To disclose in a timely manner to the client any conflict of interest, existing or contemplated;
8. To advise the client to seek expert advice on matters related to the transactions that are beyond the agent's expertise;
9. To maintain confidential information from or about the client except under subpoena or court order, even after termination of the agency relationship; and
10. When representing a seller, to make a continuous, good faith effort to find a buyer for the property, except that a seller's agent is not required to seek additional offers to purchase the property while the property is subject to a contract for sale. When representing a buyer, to make a continuous, good faith effort to find property for the buyer, except that a buyer's agent is not required to seek additional properties for the buyer while the buyer is subject to a contract for purchase or to show properties for which there is no written agreement to pay compensation to the buyer's agent.

None of these affirmative duties of an agent may be waived, except #10, which can only be waived by written agreement between client and agent.

Under Oregon law, a seller's agent may show properties owned by another seller to a prospective buyer and may list competing properties for sale without breaching any affirmative duty to the seller. Similarly, a buyer's agent may show properties in which the buyer is interested to other prospective buyers without breaching any affirmative duty to the buyer.

Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise.

## Duties and Responsibilities of an Agent Who Represents More than One Client in a Transaction

One agent may represent both the seller and the buyer in the same transaction, or multiple buyers who want to purchase the same property only under a written "Disclosed Limited Agency" agreement, signed by the seller, buyer(s) and their agent.

When different agents associated with the same real estate firm establish agency relationships with different parties to the same transaction, only the principal broker (the broker who supervises the other agents) will act as a Disclosed Limited Agent for both the buyer and seller. The other agents continue to represent only the party with whom the agent already has an established agency relationship unless all parties agree otherwise in writing. The supervising principal broker and the agents representing either the seller or the buyer have the following duties to their clients:

1. To disclose a conflict of interest in writing to all parties;
2. To take no action that is adverse or detrimental to either party's interest in the transaction; and
3. To obey the lawful instruction of both parties.

An agent acting under a Disclosed Limited Agency agreement has the same duties to the client as when representing only a seller or only a buyer, except that the agent may not, without written permission, disclose any of the following:

1. That the seller will accept a lower price or less favorable terms than the listing price or terms;
2. That the buyer will pay a greater price or more favorable terms than the offering price or terms; or
3. In transactions involving one-to-four residential units only, information regarding the real property transaction including, but not limited to, price, terms, financial qualifications or motivation to buy or sell.

No matter whom they represent, an agent must disclose information the agent knows or should know that failure to disclose would constitute fraudulent misrepresentation. Unless agreed to in writing, an agent acting under a Disclosed Limited Agency agreement has no duty to investigate matters that are outside the scope of the agent's expertise.

*You are encouraged to discuss the above information with the agent delivering this pamphlet to you. If you intend for that agent, or any other Oregon real estate agent, to represent you as a Seller's Agent, Buyer's Agent, or Disclosed Limited Agent, you should have a specific discussion with him/her about the nature and scope of the agency relationship. Whether you are a buyer or seller, you cannot make a licensee your agent without their knowledge and consent, and an agent cannot make you their client without your knowledge and consent.*