



# RETAIL ANCHOR OPPORTUNITY

AVAILABLE | SALEM, OREGON



**LOCATION** 1230 Lancaster Drive SE, Salem, Oregon

**AVAILABLE SPACE** Building: 116,973 SF; Ceiling Height: 26'  
Land area: 10.5 AC (457,356 SF)  
Parking Stalls: 676

**LEASE RATE** Call for details

- COMMENTS**
- Salem, the capital city of Oregon, is a thriving, steady growing city with a Metro Area population of more than 400,000 and a labor force of nearly 190,000.
  - This anchor opportunity is located just East of I-5, off Hwy 22.
  - Nearby retailers include WinCo, Sportsman's Warehouse, Dollar Tree, Home Depot, Ashley Furniture, and Craft Warehouse.

**TRAFFIC COUNTS** Lancaster Dr SE | 30,380 ADT (17)  
Hwy 22 | 46,400 ADT (17)  
I-5 | 77,200 ADT (17)

## DEMOGRAPHICS

	1 Mile	3 Mile	5 Mile
Estimated Population 2018	16,087	72,125	186,497
Population Forecast 2023	17,402	77,875	202,303
Average HH Income	\$60,168	\$61,233	\$68,733
Employees	4,031	37,502	101,628

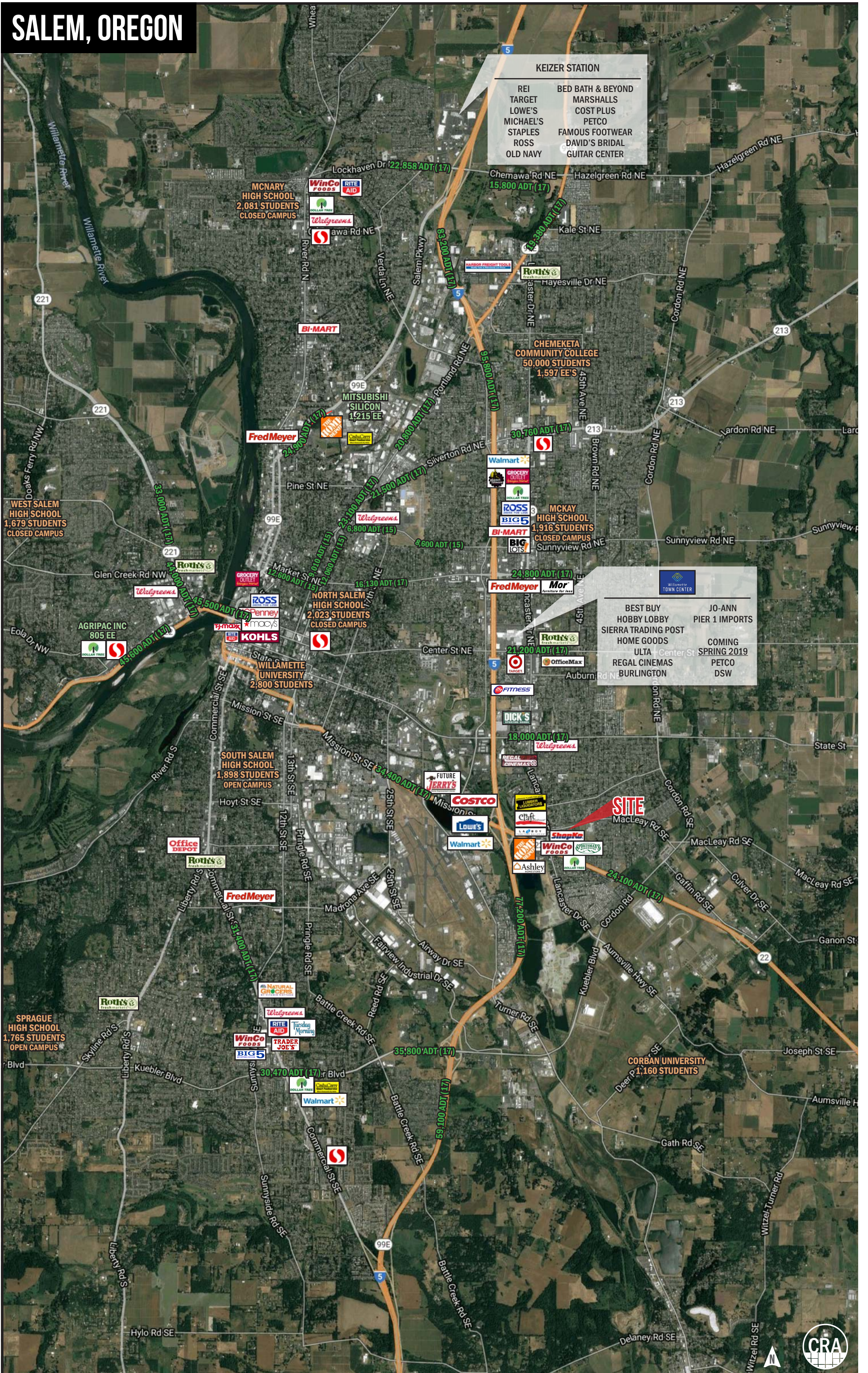
Source: Regis - SitesUSA (2019)



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COMMERCIAL REALTY ADVISORS NW LLC | 733 SW SECOND AVENUE, SUITE 200 | PORTLAND, OREGON 97204 | WWW.CRA-NW.COM | LICENSED BROKERS IN OREGON & WASHINGTON

# SALEM, OREGON



**KEIZER STATION**

REI	BED BATH & BEYOND
TARGET	MARSHALLS
LOWE'S	COST PLUS
MICHAEL'S	PETCO
STAPLES	FAMOUS FOOTWEAR
ROSS	DAVID'S BRIDAL
OLD NAVY	GUITAR CENTER

**WILAMETTE TOWN CENTER**

BEST BUY	JO-ANN
HOBBY LOBBY	PIER 1 IMPORTS
SIERRA TRADING POST	COMING SPRING 2019
HOME GOODS	PETCO
ULTA	DSW
REGAL CINEMAS	
BURLINGTON	

**MCNARY HIGH SCHOOL**  
2,081 STUDENTS  
CLOSED CAMPUS

**WEST SALEM HIGH SCHOOL**  
1,679 STUDENTS  
CLOSED CAMPUS

**NORTH SALEM HIGH SCHOOL**  
2,023 STUDENTS  
CLOSED CAMPUS

**SOUTH SALEM HIGH SCHOOL**  
1,898 STUDENTS  
OPEN CAMPUS

**SPRAGUE HIGH SCHOOL**  
1,765 STUDENTS  
OPEN CAMPUS

**WILLAMETTE UNIVERSITY**  
2,800 STUDENTS

**CORBAN UNIVERSITY**  
1,160 STUDENTS

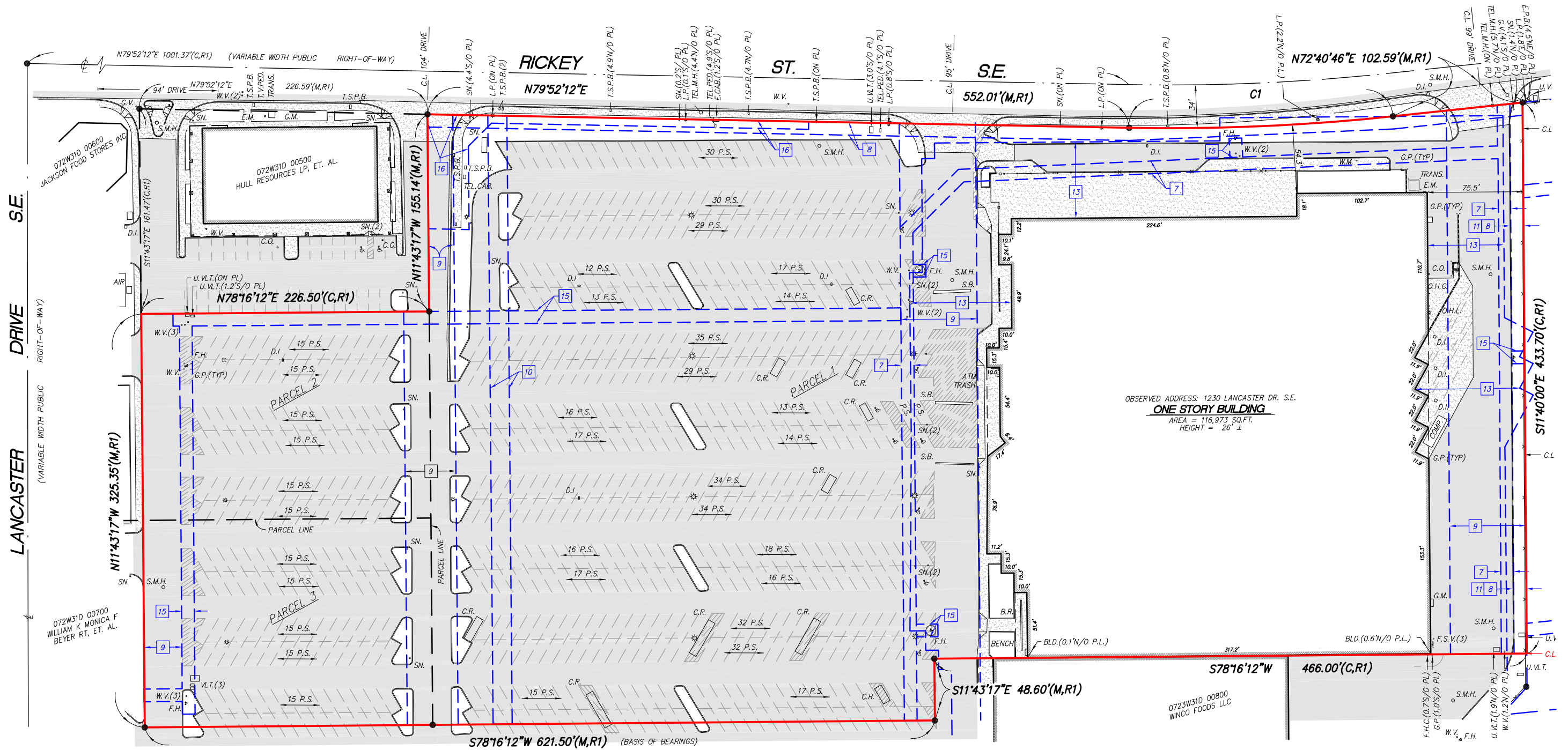
**SITE**  
MacLeay Rd SE



# SHOPKO | SALEM, OR



# SITE PLAN | SHOPKO



OBSERVED ADDRESS: 1230 LANCASTER DR. S.E.  
**ONE STORY BUILDING**  
 AREA = 116,973 SQ.FT.  
 HEIGHT = 26' ±

LANCASTER DRIVE (VARIABLE WIDTH PUBLIC RIGHT-OF-WAY)

RICKEY ST. SE.  
 N79°52'12"E 552.01'(M,R1)

N11°43'17"W 325.35'(M,R1)

S11°40'00"E 433.70'(C,R1)

S78°16'12"W 621.50'(M,R1) (BASIS OF BEARINGS)

S78°16'12"W 466.00'(C,R1)

S11°43'17"E 48.60'(M,R1)

N72°40'46"E 102.59'(M,R1)

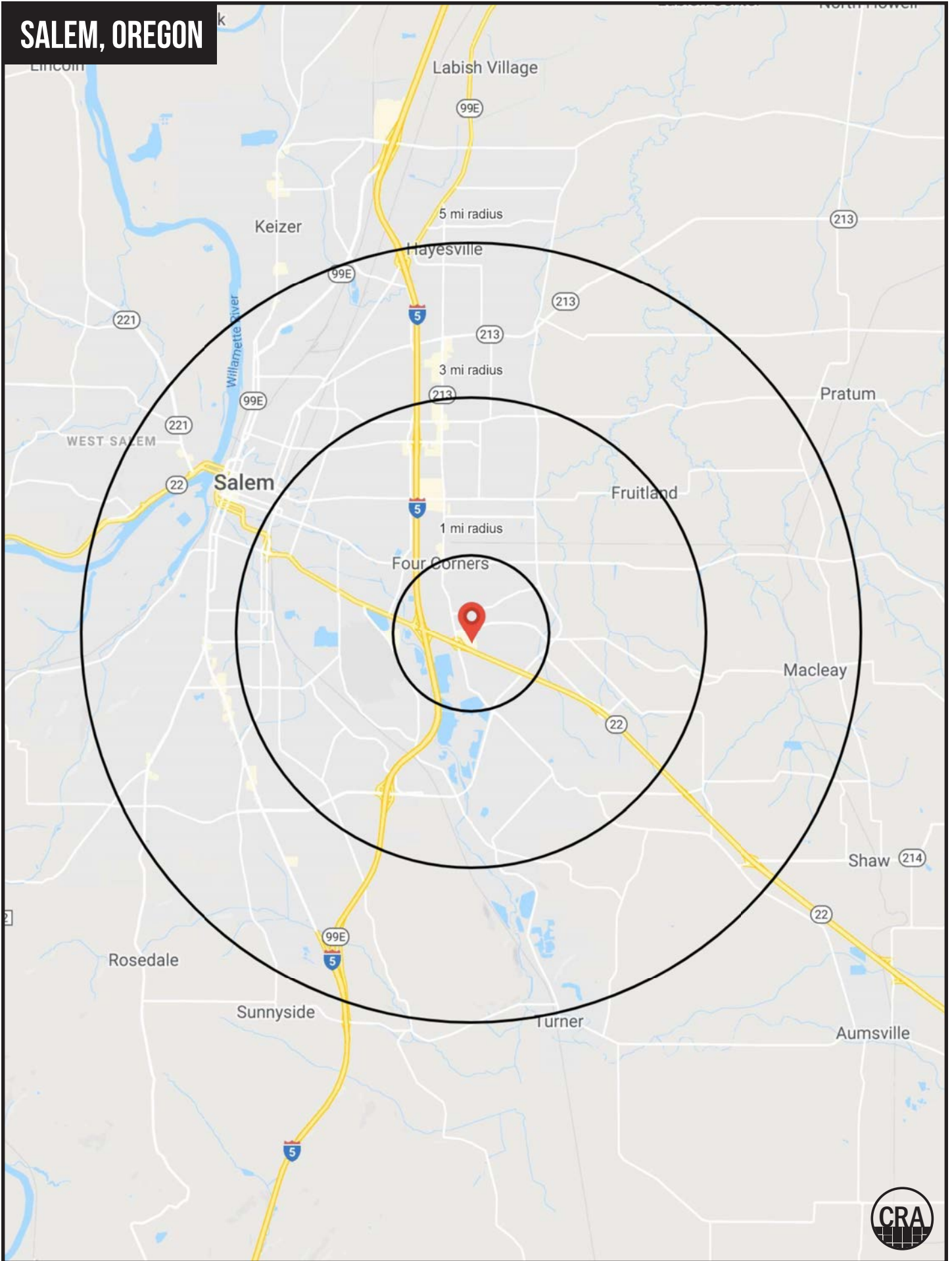
N79°52'12"E 1001.37'(C,R1) (VARIABLE WIDTH PUBLIC RIGHT-OF-WAY)

N78°16'12"E 226.50'(C,R1)

N11°43'17"W 155.14'(M,R1)



# SALEM, OREGON



# FULL PROFILE

2000-2010 Census, 2018 Estimates with 2023 Projections

Calculated using Weighted Block Centroid from Block Groups



Lat/Lon: 44.9149/-122.9759

RF1

1230 Lancaster Dr SE		1 mi radius	3 mi radius	5 mi radius
Salem, OR 97317				
POPULATION	2018 Estimated Population	16,087	72,125	186,497
	2023 Projected Population	17,402	77,875	202,303
	2010 Census Population	14,247	66,051	170,067
	2000 Census Population	11,766	59,821	154,817
	Projected Annual Growth 2018 to 2023	1.6%	1.6%	1.7%
	Historical Annual Growth 2000 to 2018	2.0%	1.1%	1.1%
HOUSEHOLDS	2018 Estimated Households	5,547	24,225	67,932
	2023 Projected Households	5,768	25,315	70,901
	2010 Census Households	4,940	22,236	61,970
	2000 Census Households	4,364	20,837	56,918
	Projected Annual Growth 2018 to 2023	0.8%	0.9%	0.9%
	Historical Annual Growth 2000 to 2018	1.5%	0.9%	1.1%
AGE	2018 Est. Population Under 10 Years	15.5%	13.2%	13.7%
	2018 Est. Population 10 to 19 Years	15.2%	13.9%	13.5%
	2018 Est. Population 20 to 29 Years	15.6%	16.6%	15.9%
	2018 Est. Population 30 to 44 Years	19.6%	20.4%	20.0%
	2018 Est. Population 45 to 59 Years	15.5%	17.2%	17.5%
	2018 Est. Population 60 to 74 Years	13.1%	13.0%	13.7%
	2018 Est. Population 75 Years or Over	5.5%	5.7%	5.8%
	2018 Est. Median Age	32.7	33.9	34.6
MARITAL STATUS & GENDER	2018 Est. Male Population	48.4%	52.0%	50.1%
	2018 Est. Female Population	51.6%	48.0%	49.9%
	2018 Est. Never Married	32.3%	36.4%	33.7%
	2018 Est. Now Married	42.1%	35.3%	40.3%
	2018 Est. Separated or Divorced	19.0%	22.4%	20.3%
	2018 Est. Widowed	6.6%	5.9%	5.6%
INCOME	2018 Est. HH Income \$200,000 or More	0.3%	1.6%	3.0%
	2018 Est. HH Income \$150,000 to \$199,999	3.7%	3.6%	4.5%
	2018 Est. HH Income \$100,000 to \$149,999	8.6%	9.8%	12.0%
	2018 Est. HH Income \$75,000 to \$99,999	14.5%	13.0%	12.8%
	2018 Est. HH Income \$50,000 to \$74,999	23.8%	20.8%	19.8%
	2018 Est. HH Income \$35,000 to \$49,999	16.6%	16.8%	15.5%
	2018 Est. HH Income \$25,000 to \$34,999	13.0%	10.7%	10.5%
	2018 Est. HH Income \$15,000 to \$24,999	9.2%	10.7%	10.3%
	2018 Est. HH Income Under \$15,000	10.4%	13.0%	11.6%
	2018 Est. Average Household Income	\$60,168	\$61,233	\$68,733
	2018 Est. Median Household Income	\$49,045	\$49,309	\$54,296
	2018 Est. Per Capita Income	\$20,912	\$21,938	\$25,707
	2018 Est. Total Businesses	303	2,998	8,415
2018 Est. Total Employees	4,031	37,502	101,628	

This report was produced using data from private and government sources deemed to be reliable. The information herein is provided without representation or warranty.

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1230 Lancaster Dr SE

Salem, OR 97317

1 mi radius 3 mi radius 5 mi radius

	1 mi radius	3 mi radius	5 mi radius	
<b>RACE</b>	2018 Est. White	64.0%	69.8%	73.2%
	2018 Est. Black	2.7%	2.9%	2.2%
	2018 Est. Asian or Pacific Islander	4.3%	4.1%	4.1%
	2018 Est. American Indian or Alaska Native	1.7%	1.6%	1.6%
	2018 Est. Other Races	27.4%	21.6%	19.0%
<b>HISPANIC</b>	2018 Est. Hispanic Population	5,881	22,081	50,515
	2018 Est. Hispanic Population	36.6%	30.6%	27.1%
	2023 Proj. Hispanic Population	38.5%	32.4%	28.7%
	2010 Hispanic Population	33.6%	28.0%	24.6%
<b>EDUCATION (Adults 25 or Older)</b>	2018 Est. Adult Population (25 Years or Over)	9,915	46,575	121,395
	2018 Est. Elementary (Grade Level 0 to 8)	10.6%	8.8%	6.9%
	2018 Est. Some High School (Grade Level 9 to 11)	8.5%	8.4%	7.3%
	2018 Est. High School Graduate	28.2%	29.7%	26.3%
	2018 Est. Some College	29.3%	27.1%	27.0%
	2018 Est. Associate Degree Only	7.8%	8.0%	8.4%
	2018 Est. Bachelor Degree Only	11.8%	12.5%	15.5%
	2018 Est. Graduate Degree	3.8%	5.4%	8.8%
<b>HOUSING</b>	2018 Est. Total Housing Units	5,682	24,878	69,613
	2018 Est. Owner-Occupied	51.0%	50.7%	51.3%
	2018 Est. Renter-Occupied	46.6%	46.6%	46.3%
	2018 Est. Vacant Housing	2.4%	2.6%	2.4%
<b>HOMES BUILT BY YEAR</b>	2010 Homes Built 2005 or later	3.8%	1.0%	1.5%
	2010 Homes Built 2000 to 2004	15.4%	10.5%	12.3%
	2010 Homes Built 1990 to 1999	16.1%	13.1%	15.3%
	2010 Homes Built 1980 to 1989	11.1%	13.2%	13.9%
	2010 Homes Built 1970 to 1979	41.3%	32.2%	28.9%
	2010 Homes Built 1960 to 1969	7.9%	9.8%	10.6%
	2010 Homes Built 1950 to 1959	8.5%	12.2%	11.0%
	2010 Homes Built Before 1949	6.7%	16.2%	14.6%
<b>HOME VALUES</b>	2010 Home Value \$1,000,000 or More	0.7%	0.4%	0.4%
	2010 Home Value \$500,000 to \$999,999	3.4%	4.3%	5.1%
	2010 Home Value \$400,000 to \$499,999	2.7%	4.9%	6.2%
	2010 Home Value \$300,000 to \$399,999	5.6%	12.3%	14.8%
	2010 Home Value \$200,000 to \$299,999	28.7%	28.1%	33.8%
	2010 Home Value \$150,000 to \$199,999	31.3%	26.0%	23.8%
	2010 Home Value \$100,000 to \$149,999	17.2%	16.7%	12.9%
	2010 Home Value \$50,000 to \$99,999	4.9%	4.4%	3.6%
	2010 Home Value \$25,000 to \$49,999	3.9%	4.4%	3.7%
	2010 Home Value Under \$25,000	9.1%	6.0%	4.5%
	2010 Median Home Value	\$176,095	\$198,433	\$217,922
	2010 Median Rent	\$828	\$800	\$813

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## 1230 Lancaster Dr SE

Salem, OR 97317

1 mi radius 3 mi radius 5 mi radius

		1 mi radius	3 mi radius	5 mi radius
<b>LABOR FORCE</b>	2018 Est. Labor Population Age 16 Years or Over	12,127	56,999	146,488
	2018 Est. Civilian Employed	64.9%	56.2%	59.7%
	2018 Est. Civilian Unemployed	2.6%	2.6%	2.7%
	2018 Est. in Armed Forces	-	-	0.1%
	2018 Est. not in Labor Force	32.6%	41.2%	37.6%
	2018 Labor Force Males	47.9%	52.3%	49.8%
	2018 Labor Force Females	52.1%	47.7%	50.2%
<b>OCCUPATION</b>	2010 Occupation: Population Age 16 Years or Over	7,841	32,104	87,809
	2010 Mgmt, Business, & Financial Operations	7.7%	10.3%	12.7%
	2010 Professional, Related	21.2%	18.6%	19.5%
	2010 Service	21.4%	20.4%	19.3%
	2010 Sales, Office	23.3%	23.8%	24.1%
	2010 Farming, Fishing, Forestry	2.6%	5.3%	4.1%
	2010 Construction, Extraction, Maintenance	9.4%	8.1%	7.5%
	2010 Production, Transport, Material Moving	14.4%	13.5%	12.8%
	2010 White Collar Workers	52.1%	52.7%	56.3%
	2010 Blue Collar Workers	47.9%	47.3%	43.7%
<b>TRANSPORTATION TO WORK</b>	2010 Drive to Work Alone	79.4%	74.8%	75.5%
	2010 Drive to Work in Carpool	13.7%	13.6%	12.4%
	2010 Travel to Work by Public Transportation	0.4%	2.4%	3.0%
	2010 Drive to Work on Motorcycle	-	0.1%	0.2%
	2010 Walk or Bicycle to Work	2.9%	4.5%	4.4%
	2010 Other Means	2.0%	0.8%	0.9%
	2010 Work at Home	1.5%	3.7%	3.7%
<b>TRAVEL TIME</b>	2010 Travel to Work in 14 Minutes or Less	28.9%	30.3%	30.1%
	2010 Travel to Work in 15 to 29 Minutes	47.2%	38.8%	42.4%
	2010 Travel to Work in 30 to 59 Minutes	23.1%	18.5%	19.9%
	2010 Travel to Work in 60 Minutes or More	6.7%	7.9%	7.7%
	2010 Average Travel Time to Work	17.8	18.0	18.6
<b>CONSUMER EXPENDITURE</b>	2018 Est. Total Household Expenditure	\$274 M	\$1.21 B	\$3.67 B
	2018 Est. Apparel	\$9.56 M	\$42.2 M	\$128 M
	2018 Est. Contributions, Gifts	\$16.9 M	\$76.3 M	\$240 M
	2018 Est. Education, Reading	\$9.60 M	\$43.8 M	\$138 M
	2018 Est. Entertainment	\$15.2 M	\$67.2 M	\$205 M
	2018 Est. Food, Beverages, Tobacco	\$43.2 M	\$190 M	\$569 M
	2018 Est. Furnishings, Equipment	\$9.15 M	\$40.5 M	\$124 M
	2018 Est. Health Care, Insurance	\$24.6 M	\$108 M	\$325 M
	2018 Est. Household Operations, Shelter, Utilities	\$84.9 M	\$376 M	\$1.14 B
	2018 Est. Miscellaneous Expenses	\$4.15 M	\$18.2 M	\$54.6 M
	2018 Est. Personal Care	\$3.58 M	\$15.8 M	\$47.8 M
	2018 Est. Transportation	\$53.4 M	\$233 M	\$701 M

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## INITIAL AGENCY DISCLOSURE (OAR 863-015-215(4))

*Consumers: This pamphlet describes the legal obligations of Oregon real estate licensees to consumers. Real estate brokers and principal real estate brokers are required to provide this information to you when they first contact you. A licensed real estate broker or principal broker need not provide the pamphlet to a party who has, or may be reasonably assumed to have, received a copy of the pamphlet from another broker.*

*This pamphlet is informational only. Neither the pamphlet nor its delivery to you may be interpreted as evidence of intent to create an agency relationship between you and a broker or a principal broker.*

### Real Estate Agency Relationships

An "agency" relationship is a voluntary legal relationship in which a licensed real estate broker or principal broker (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 all 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.*

### Definition of "Confidential Information"

Generally, licensees must maintain confidential information about their clients. "Confidential information" is information communicated to a real estate licensee or the licensee's agent by the buyer or seller of one to four residential units regarding the real property transaction, including but not limited to price, terms, financial qualifications or motivation to buy or sell.

"Confidential information" does not mean information that:

1. The buyer instructs the licensee or the licensee's agent to disclose about the buyer to the seller, or the seller instructs the licensee or the licensee's agent to disclose about the seller to the buyer; and
2. The licensee or the licensee's agent knows or should know failure to disclose would constitute fraudulent representation.

### Duties and Responsibilities of a Seller's Agent

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 represents only the seller owes the following affirmative duties to the seller, the other parties and the other parties' agents involved in a real estate transaction:

1. To deal honestly and in good faith;
2. To present all written offers, notices and other communications to and from the parties in a timely manner without regard to whether the property is subject to a contract for sale or the buyer is already a party to a contract to purchase; and
3. To disclose material facts known by the agent and not apparent or readily ascertainable to a party.

A seller's agent owes the seller the following affirmative duties:

1. To exercise reasonable care and diligence;
2. To account in a timely manner for money and property received from or on behalf of the seller;
3. To be loyal to the seller by not taking action that is adverse or detrimental to the seller's interest in a transaction;
4. To disclose in a timely manner to the seller any conflict of interest, existing or contemplated;
5. To advise the seller to seek expert advice on matters related to the transaction that are beyond the agent's expertise;
6. To maintain confidential information from or about the seller except under subpoena or court order, even after termination of the agency relationship; and
7. Unless agreed otherwise in writing, 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.

None of these affirmative duties of an agent may be waived, except (7). The affirmative duty listed in (7) can only be waived by written agreement between seller 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.

Unless agreed to in writing, an agent has no duty to investigate matters that are outside the scope of the agent's expertise, including but not limited to investigation of the condition of property, the legal status of the title or the seller's past conformance with law.

### Duties and Responsibilities of a Buyer's Agent

An agent, other than the seller's agent, may agree to act as the buyer's agent only. The buyer's agent is not representing the seller, even if the buyer's agent is receiving compensation for services rendered, either in full or in part, from the seller or through the seller's agent.

An agent who represents only the buyer owes the following affirmative duties to the buyer, the other parties and the other parties' agents involved in a real estate transaction:

1. To deal honestly and in good faith;
2. To present all written offers, notices and other communications to and from the parties in a timely manner without regard to whether the property is subject to a contract for sale or the buyer is already a party to a contract to purchase; and
3. To disclose material facts known by the agent and not apparent or readily ascertainable to a party.

A buyer's agent owes the buyer the following affirmative duties:

1. To exercise reasonable care and diligence;
2. To account in a timely manner for money and property received from or on behalf of the buyer;
3. To be loyal to the buyer by not taking action that is adverse or detrimental to the buyer's interest in a transaction;
4. To disclose in a timely manner to the buyer any conflict of interest, existing or contemplated;
5. To advise the buyer to seek expert advice on matters related to the transaction that are beyond the agent's expertise;
6. To maintain confidential information from or about the buyer except under subpoena or court order, even after termination of the agency relationship; and
7. Unless agreed otherwise in writing, 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.

None of these affirmative duties of an agent may be waived, except (7). The affirmative duty listed in (7) can only be waived by written agreement between buyer and agent.

Under Oregon law, a buyer's agent may show properties in which the buyer is interested to other prospective buyers without breaching an 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, including but not limited to investigation of the condition of property, the legal status of the title or the seller's past conformance with law.



**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 and buyer(s).

Disclosed Limited Agents have the following duties to their clients:

- a. To the seller, the duties listed above for a seller's agent;
- b. To the buyer, the duties listed above for a buyer's agent; and
- c. To both buyer and seller, except with express written permission of the respective person, the duty not to disclose to the other person:
  - i. That the seller will accept a price lower or terms less favorable than the listing price or terms;
  - ii. That the buyer will pay a price greater or terms more favorable than the offering price or terms; or
  - iii. Confidential information as defined above.

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

When different agents associated with the same principal broker (a real estate licensee who supervises other agents) establish agency relationships with different parties to the same transaction, only the principal broker 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 agents have already established an agency relationship unless all parties agree otherwise in writing. The principal real estate broker and the real estate licensees representing either seller or buyer shall owe the following duties to the seller and buyer:

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 instructions of both parties.

No matter whom they represent, an agent must disclose information the agent knows or should know that failure to disclose would constitute fraudulent misrepresentation.

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