

NNN LEASES | ESTABLISHED TENANTS WITH A  
LONG TERM HISTORY IN THIS LOCATION

ELIOT TOWER RETAIL

1221

SW 10TH AVENUE  
UNITS R1, R2 AND S-139

PORTLAND, OR 97205

CBRE

OFFERING MEMORANDUM





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Your receipt of this Memorandum constitutes your acknowledgment that (i) it is a confidential Memorandum solely for your limited use and benefit in determining whether you desire to express further interest in the acquisition of the Property, (ii) you will hold it in the strictest confidence, (iii) you will not disclose it or its contents to any third party without the prior written authorization of the owner of the Property (“Owner”) or CBRE, Inc. (“CBRE”), and (iv) you will not use any part of this Memorandum in any manner detrimental to the Owner or CBRE.

If after reviewing this Memorandum, you have no further interest in purchasing the Property, kindly return it to CBRE, Inc.

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ELIOT TOWER RETAIL

**1221**

SW 10TH AVENUE

PORTLAND, OR 97205

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ELIOT TOWER RETAIL

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01

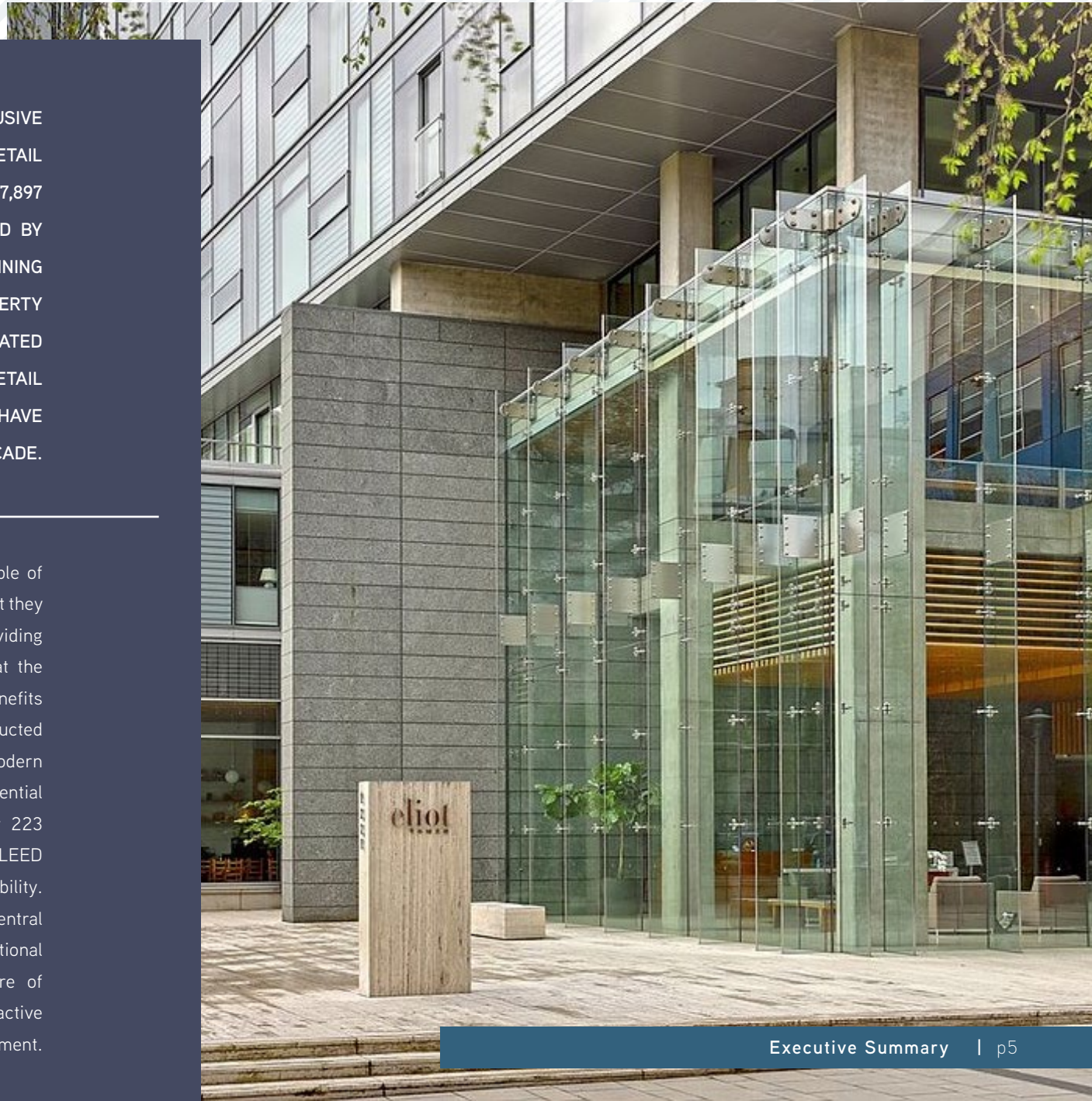
EXECUTIVE SUMMARY

eliot  
TOWER

# THE OFFERING

CBRE, INC. HAS BEEN APPOINTED AS THE EXCLUSIVE AGENT FOR THE SALE OF THE ELIOT TOWER RETAIL CONDOS, WHICH ENCOMPASS APPROXIMATELY 7,897 SQUARE FEET OF PRIME RETAIL SPACE OCCUPIED BY THREE ESTABLISHED TENANTS, WITH A REMAINING VACANCY OF 1,481 SQUARE FEET. THIS UNIQUE PROPERTY IS DIVIDED ACROSS TWO DISTINCT AND SEPARATED CONDO SETS AND NOTABLY, THE MAJORITY OF ITS RETAIL SPACE IS LEASED TO LONG-TERM TENANTS WHO HAVE MAINTAINED THEIR OCCUPANCY FOR OVER A DECADE.

Most tenants operate under NNN leases, with a couple of very small leased spaces on gross leases, ensuring that they fully reimburse all associated expenses, thereby providing a stable income stream. It is important to note that the Portland Art Museum, being a not-for-profit entity, benefits from tax-exempt status for its leased space. Constructed in 2006, the Eliot Tower stands as an 18-story modern condominium high-rise that integrates retail and residential uses, featuring street-level retail complemented by 223 condominium homes above. This property boasts LEED certification, underscoring its commitment to sustainability. Strategically located in the heart of Portland's Central Business District, the Eliot Tower enjoys exceptional walkability with a score of 99/100, a transit score of 95/100, and a bike score of 93/100, making it an attractive investment opportunity within a vibrant urban environment.



# INVESTMENT HIGHLIGHTS

- › **Mixed-Use Building:** Strategically designed to generate consistent foot traffic through diverse retail and residential spaces
- › **Established Tenants:** Features long-term tenants with proven track records, enhancing stability and reliability.
- › **NNN Leases:** Triple net leases in place, ensuring reimbursement of building expenses such as taxes, insurance, and maintenance
- › **Staggered Lease Schedule:** Leasing structure allows for a continuous income stream and reduces vacancy risk with varied expiration dates
- › **Prime Location:** Situated adjacent to Safeway and amidst popular downtown retail
- › **Proximity to Portland State University:** Located less than half a mile from PSU's 44-acre campus, serving over 21,000 students and contributing \$1.8B to the local economy through its extensive academic programs.
- › **Portland Art Museum Renovation:** PAM is currently undergoing an \$11M Campus Transformation that will include an entrance on 10th street from their original building located directly across the street from the subject property. This entrance will provide seamless connection between the two buildings and encourage increased foot traffic to The Eliot.



ELIOT TOWER RETAIL

1221

SW 10TH AVENUE

PORTLAND, OR 97205

02

PROPERTY DESCRIPTION

SAFEWAY



hopping a  
f cake. \$3.99

TR ANCE

NO  
PARKING

DRAIN  
CLEANING

LOVETT  
SOS-SERVICE

ONE  
WAY  
→

# SITE PLAN

# PROPERTY OVERVIEW

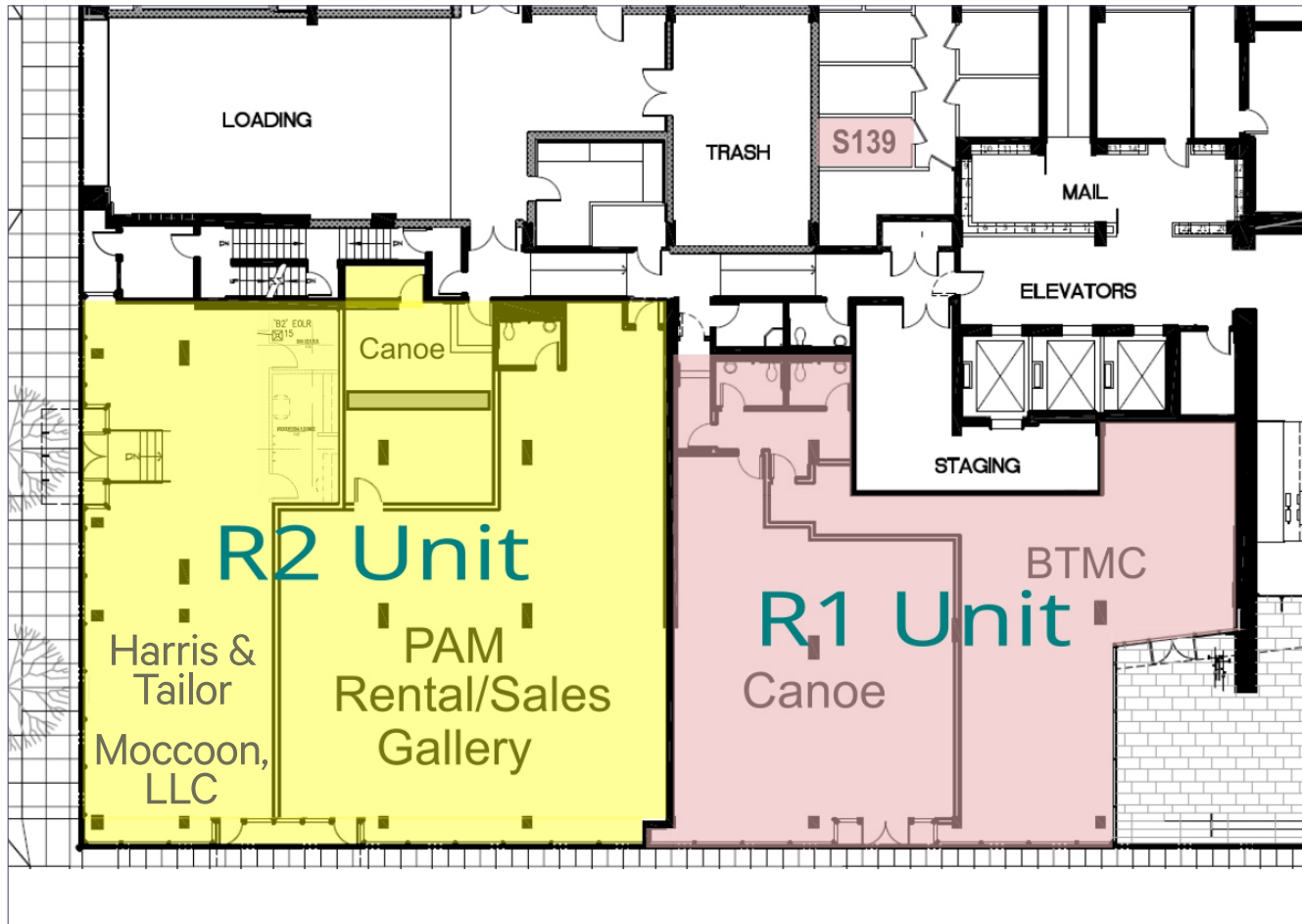
ADDRESS	1221 SW 10th Avenue, R1, R2 and S-139, Portland, OR 97205
MARKET/SUBMARKET	Portland, OR/Core Business District
SQUARE FOOTAGE	7,897 SF
YEAR BUILT	2006
OCCUPANCY	81.25%



Parcel Outline is not exact



# SITE PLAN



Parcel Outline is not exact



SITE

FLYNN  
WATERPROOFING DIVISION  
24-HR EMERGENCY SERVICE  
& ROOF MAINTENANCE  
1-877-888-8888  
flynncompanies.com

503-233-1171  
CONCRETE  
CONCRETE  
CONCRETE, LLC

ELIOT TOWER RETAIL

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TENANT OVERVIEW

# TENANT OVERVIEW

TENANT NAME | Behind the Museum Café

## BUSINESS SUMMARY

**Behind the Museum Café** specializes in Japanese tea and foods, Japanese antiques, arts, and crafts. The café serves robust EXTRACTO coffee roasted in Portland, Oregon. They offer their own homemade sweets, sandwiches, and assorted Japanese-style appetizers with seasonal vegetables, all of which can be paired with premium Japanese beers and sakés. The interior design melds traditional Japanese style with a modern flair to create a warm, welcoming space, with an inviting atmosphere.

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TENANT NAME | Harris & Tailor

## BUSINESS SUMMARY

Their company was founded on the love for exquisite fabrics and unparalleled construction. Harris & Tailor brings the world of fine fabrics to Portland from some of the finest fabric houses in the world, such as Holland & Sherry, Scabal, Loro Piana, Gladson and many more. They endeavor to create the finest tailored apparel while using the most luxurious and highest quality cloths worldwide. Their in-house clothiers are there to make sure your experience is always memorable. Harris & Tailor... Always a cut above.

Their mission is what drives them to unlock the endless human potential. They do this by reimagining personal style, providing sustainable products, building an inspired team and having a positive impact on their communities. As the global environment has shifted, so should your wardrobe. Use their luxurious fabrics and knits to create custom clothing that fits your lifestyle. Look your best whether in an online meeting, playing golf or out with friends. JR Harris' passion for creativity and color is what drives his unique style and love of fashion and art. He is an exceptional clothier and nationally recognized abstract artist from Seattle, WA. He draws his inspiration for clothing from the world around him with the goal that everyone should dress the way they have always wanted too.

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TENANT NAME | Moccoon LLC

## BUSINESS SUMMARY

**Moccoon** is a local Portland-based clothing business that collaborates with individual designers to bring unique, dashing, and artistic fashion to life.

# TENANT OVERVIEW

TENANT NAME | Canoe

## BUSINESS SUMMARY

**CANOE** was established in 2005. Drawing on their 20 years of experience in the retail industry and their passion for design, the CANOE concept is to offer simple, beautiful, and functional objects that can be used and enjoyed everyday. To them, modern is an approach, not a style. They seek out products with a lasting aesthetic that transcends short-lived trends. Their name reflects their approach, referencing a timeless and pleasing product form that performs its function splendidly. Their name also suggests discovery, and they hope their customers have this sense when they shop online or visit them at their shop in downtown Portland, Oregon. Reflecting their location in the Northwest, their shop interior employs natural materials to create a spare yet welcoming space. They strive to provide great service and the friendliness of a neighborhood corner store, including gift registry services.

TENANT NAME | Portland Art Museum Rental Sales Gallery (Non Profit)

## BUSINESS SUMMARY

Located in Downtown Portland, the Rental Sales Gallery is part of Portland Art Museum. Founded in 1959, it is a nonprofit gallery representing some of their finest regional artists. They proudly showcase works by almost 200 artists from Oregon and Washington State.

With a total inventory of over 1,000 original artworks, you can be assured that you will find artworks that you will love. They have a wide range of 2D and 3D pieces, including paintings and sculptures in all mediums, drawings, collages, photography, fine art prints and more.

The Rental Sales Gallery hosts at least two major shows per year. The Spring and Fall Shows highlight new works by current member artists, and every other year, they host a New Artist Show, which highlights works by new Gallery Member Artists. They also regularly host artist demonstrations and talks, so there is always something fun on the horizon.

A cornerstone of the downtown Portland cultural district, PAM is in the midst of an \$11M comprehensive campus transformation to expand, upgrade and provide seamless access across all of their platforms in their current location. This will include, in part, an entrance on 10th street from their original building located directly across the street from the subject property providing direct visibility, connection and increased foot traffic to the Eliot.

ELIOT TOWER RETAIL

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SW 10TH AVENUE

PORTLAND, OR 97205

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FINANCIAL ANALYSIS

# FINANCIAL ANALYSIS

PRICE:	\$2,150,000
NOI:	\$160,651
CAP:	7.50%
PRICE PER FOOT:	\$271



Occupancy  
**81.25%**



Lot Size  
**± 7.81 AC**



NOI (Year 1)  
**\$160,651**



Square Footage  
**± 7,897 SF**



Year Built  
**2006**

## ELIOT TOWER RENT ROLL AS OF OCTOBER 2024

	TENANT	SQUARE FOOTAGE	COMMENCEMENT DATE	LEASE EXPIRATION	LEASE TYPE	ANNUAL BUMP	MONTHLY BASE RENT	ANNUAL BASE RENT
R1 UNIT	BEHIND THE MUSEUM CAFÉ	1,547	12.01.2011	11.30.2027	NNN	3%	\$ 3,763.79	\$ 45,165.48
	CANOE	1,561	8.01.2015	7.31.2025	NNN	3%	\$ 3,650.00	\$ 43,800.00
R2 UNIT	PORTLAND ART MUSEUM	2,733	12.01.2006	11.30.2028	NNN	0-4%	\$ 6,197.48	\$ 74,369.76
	CANOE	335	8.01.2015	7.31.2025	NNN	3%	\$ 500.00	\$ 6,000.00
	MOCCOON LLC	120	9.15.2024	MTM	GROSS	NA	\$ 600.00	\$ 7,200.00
	HARRIS & TAILOR	120	10.15.2024	MTM	GROSS	NA	\$ 600.00	\$ 7,200.00
	VACANT	1,481	NA	NA	NA	NA	\$ 0.00	\$ 0.00
						<b>TOTAL:</b>	<b>\$ 15,311.27</b>	<b>\$ 183,735.24</b>

# FINANCIAL ANALYSIS

## FINANCIAL SUMMARY

TENANT	SQ. FOOTAGE	CURRENT PER SQ. FT.	2024
BEHIND THE MUSEUM CAFÉ	1,547	\$29.20	\$ 45,165
CANOE	1,561	\$28.06	\$ 43,800
PORTLAND ART MUSEUM	2,733	\$27.21	\$ 74,369
CANOE	335	\$17.91	\$ 6,000
MOCCOON LLC	120	\$60.00	\$ 7,200
HARRIS & TAILOR	120	\$60.00	\$ 7,200
VACANT	1,481	\$ -	\$ -
<b>ANNUAL GROSS RENTS</b>	<b>7,897</b>	<b>\$37.06</b>	<b>\$ 183,734</b>
MANAGEMENT			\$ 939
INSURANCE			\$ 1,493
GARBAGE			\$ 3,120
COA DUES R1			\$ 17,748
TAXES ON R1			\$ 18,056
COA DUES R2			\$ 17,538
TAXES ON R2			\$ 2,020
TAXES ON S139			\$ 59
<b>TOTAL REIMBURSEMENTS</b>		<b>\$7.72</b>	<b>\$ 60,972</b>
<b>GROSS POTENTIAL INCOME</b>			<b>\$ 244,706</b>
VACANCY @ 18.75%			\$ 0
<b>EFFECTIVE GROSS INCOME</b>			<b>\$ 244,706</b>
MANAGEMENT			\$ 1,200
INSURANCE			\$ 1,909
GARBAGE			\$ 3,744
COA DUES R1			\$ 17,748
TAXES ON R1			\$ 18,055
COA DUES R2			\$ 27,360
TAXES ON R2			\$ 12,381
TAXES ON S139			\$ 59
ELECTRICITY FOR VACANT SPACE			\$ 1,600
<b>TOTAL OPERATING EXPENSES</b>		<b>\$10.64</b>	<b>\$ 84,056</b>
<b>NOI</b>			<b>\$ 160,651</b>



ELIOT TOWER RETAIL

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SW 10TH AVENUE

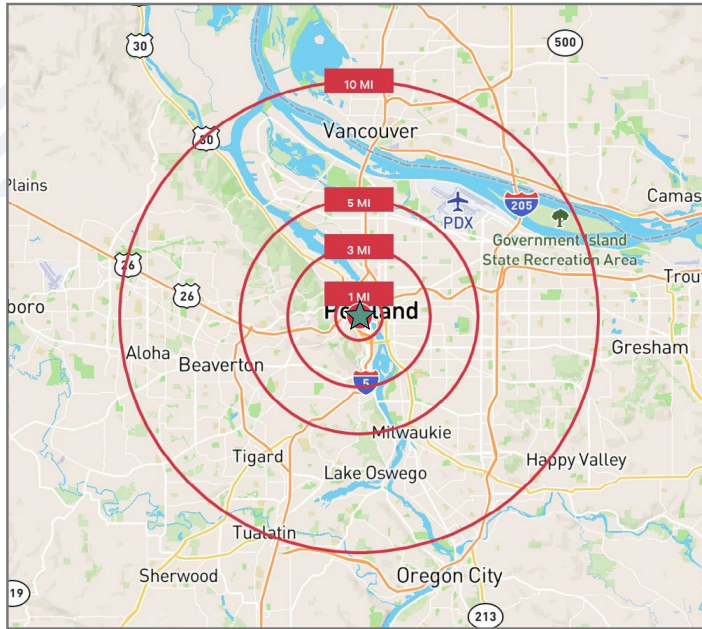
PORTLAND, OR 97205

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LOCATION OVERVIEW



# LOCATION DESCRIPTION



## Demographics

PLACE OF WORK	3 MILE	5 MILES	10 MILES
2024 Employees	349,521	454,919	861,464
POPULATION	3 MILE	5 MILES	10 MILES
2010 Population - Census	141,550	380,593	1,159,388
2020 Population - Census	173,955	435,556	1,292,538
2024 Population - Current Year Estimate	182,997	446,105	1,313,701
2029 Population - Five Year Projection	193,436	458,664	1,343,193
EDUCATION ATTAINMENT	3 MILE	5 MILES	10 MILES
Bachelor`s Degree	57,389 38.6%	131,618 38.1%	303,079 31.3%
Graduate or Professional Degree	44,083 29.7%	96,630 28.0%	198,622 20.5%
AVERAGE INCOME	3 MILE	5 MILES	10 MILES
2024 Average Household Income	\$138,069	\$147,320	\$133,207
2029 Average Household Income	\$160,066	\$171,214	\$155,011
HOUSING VALUE	3 MILE	5 MILES	10 MILES
2024 Average Value of Owner Occ. Units	\$836,814	\$752,521	\$683,369
HOUSING UNITS	3 MILE	5 MILES	10 MILES
2024 Occupied Housing Units	97,253 88.7%	208,137 91.5%	548,852 93.7%
2024 Owner Occupied Housing Units	30,269 27.6%	97,692 42.9%	291,740 49.8%
2024 Renter Occupied Housing Units	66,984 61.1%	110,445 48.5%	257,112 43.9%

## Key Location Benefit

Eliot Tower is one of Portland's premier condominium buildings, featuring 18 stories with 223 residential condos. As the Core Business District of Portland evolves and recovers from Covid related vacancies, now is the best time to take advantage of the opportunity to purchase real estate and reap the rewards as improvement takes hold. The property is well situated in the middle of the CBD next door to Safeway and less than half a mile from the 44 acre Portland State University Campus teaching more than 21,000 students.

The property is located just west of the city park blocks on Jefferson Street and sandwiched between SW 10th and SW 11th Avenue with close proximity to Interstate 405 (Average Daily Traffic Counts Exceed 130K Vehicles, 2022 Costar) and Highway 26 (Average Daily Traffic Counts Exceed 77K Vehicles, 2022 Costar) Interchange.



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MARKET OVERVIEW

# MARKET OVERVIEW

Portland is the most populous city in Oregon, located in the Pacific Northwest region. Situated in the northwestern area of the state at the confluence of the Willamette and Columbia rivers, it is the county seat of Multnomah County, Oregon's most populous county. As of 2023, Portland's population was 622,882, making it the 26th-most populous city in the United States, and the second-most populous in the Pacific Northwest, after Seattle. Portland's location is beneficial for several industries. Relatively low energy cost, accessible resources, north-south and east-west Interstates, international air terminals, large marine shipping facilities, and both west coast intercontinental railroads are all economic advantages. The city's marine terminals alone handle over 13 million tons of cargo per year, and the port is home to one of the largest commercial dry docks in the country. The Port of Portland is the third-largest export tonnage port on the west coast of the U.S., and being about 80 miles upriver, it is the largest fresh-water port. The scrap steel industry thrives in the region, with Schnitzer Steel Industries, a prominent scrap steel company, ESCO Corporation and Oregon Steel Mills.

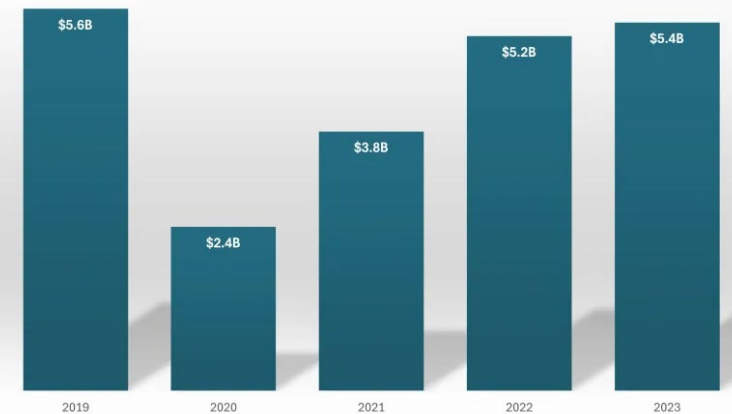
Technology is a major component of the city's economy, with more than 1,200 technology companies existing within the metro. This high density of technology companies has led to the nickname Silicon Forest being used to describe the Portland area, a reference to the abundance of trees in the region and to the Silicon Valley region in Northern California. The area also hosts facilities for software companies and online startup companies, some supported by local seed funding organizations and business incubators. Computer components manufacturer Intel is the Portland area's largest employer, providing jobs for more than 15,000 people, with several campuses to the west of central Portland in the city of Hillsboro. The Portland metro area has become a business cluster for athletic/outdoor gear and footwear manufacturer's headquarters. Shoes are not manufactured in Portland. The area is home to the global, North American or U.S. headquarters of Nike, Adidas, Columbia Sportswear, LaCrosse Footwear, Dr. Martens, Li-Ning, Keen, and Hi-Tec Sports. While headquartered elsewhere, Merrell, Amer Sports and Under Armour have design studios and local offices in the Portland area.

Other notable Portland-based companies include industrial goods and metal fabrication company Precision Castparts, film animation studio Laika; commercial vehicle manufacturer Daimler Trucks North America; advertising firm Wieden+Kennedy; bankers Umpqua Holdings; child care and early childhood education provider KinderCare Learning Centers; and retailers Fred Meyer, New Seasons Market, Storables, and Powell's Books.

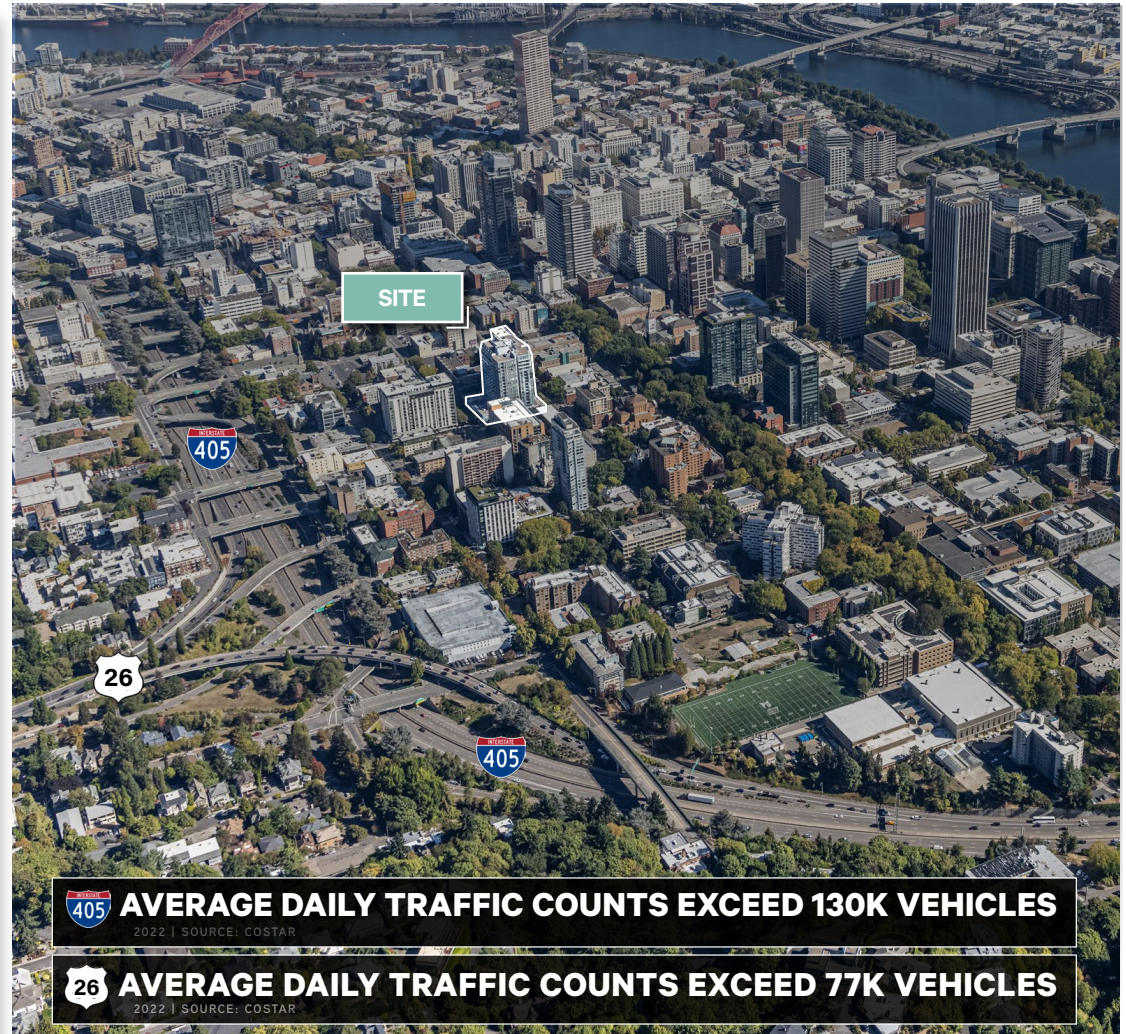
Portland, Oregon has over 70 breweries, making it one of the cities in the world with the highest number of breweries. The Portland metropolitan area is also the largest craft brewing market in the United States. Additionally, the city boasts a robust coffee culture that now rivals Seattle and hosts over 20 coffee roasters.

In 2023, visitors to Portland spent \$5.4 billion, producing \$260 million in state and local tax revenue. The travel industry supports 34,300 jobs in the Portland area, generating \$1.7 billion in employment earnings.

Visitor Spending in Portland



# TRANSIT/TRAFFIC MAPS



ELIOT TOWER RETAIL

**1221**

SW 10TH AVENUE

PORTLAND, OR 97205



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