

FOR SALE



795 WILLAMETTE STREET | EUGENE, OREGON 97401

THE TIFFANY BUILDING

18-Unit Multifamily with Ground Floor Retail
Historic Asset | Prime Downtown Corner Location

Purchase Price: \$3,300,000



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Licensed in the State of Oregon

THE TIFFANY BUILDING

18-Unit Multifamily with Ground Floor Retail | Downtown Eugene

The Tiffany Building is a historic landmark that blends architectural character and civic heritage.

Located at 795 Willamette Street, the property—originally the McMorran & Washburne Department Store—was constructed in 1902 and expanded to four stories in 1913. Designed by McAlvin & Raymond, it remains a notable example of early 20th-century commercial architecture.

Its origins trace back to a goods store owned by former Eugene mayor J.H. McClung, and today the building is listed on the National Register of Historic Places, reflecting its architectural and historical relevance within downtown Eugene.

The Tiffany Building offers a combination of historic character, downtown visibility, and mixed-use functionality. Its established presence and architectural identity position it within Eugene's urban core.

Investment Highlights

- 18 Residential Units
- 25,238 SF (Per Lane County Records)
- 5,858 SF of Retail/Office
- 28 Bedrooms
- Under Market Rents with Upside on Renewal
- Net Operating Income: \$188,393

Unit Mix (18 Units)

- 6 Studio Units
- 2 One-Bedroom / One-Bath
- 8 Two-Bedroom / One-Bath
- 2 Two-Bedroom / Two-Bath



THE TIFFANY BUILDING

Quality Construction, Upgraded Systems, Preserved Architectural Character

Property Features

- **Year Built:** 1902
- **Renovations:** Updated & remodeled multiple times
- **Construction:** Wood-frame; brick masonry & stucco exterior
- **Fully Sprinklered Building**
- **On-Site Laundry**
- **Gross Building Area:** 25,238 SF (per Lane County records)
- **Rentable Retail Area:** 5,858 SF (ground-floor/mezzanine retail/office space)

Recent Capital Improvements

Approximately \$300,000 invested in recent capital improvements

- 2023: Exterior windows restored (original wood windows). Residential units have existing storm windows
- 2023: Exterior painted and new awnings on retail spaces
- Early 1990s: Complete building upgrade including **seismic improvements**, system modernization, and structural reinforcement

Site / Tax Information

- Tax Lot: 17-03-31-10-9400

Ownership History

- Half of the current ownership has had some or all ownership in the building since the early 1970's



Professionally managed by:
JENNIFER WYNCOOP | Portfolio Manager / Broker
COMMERCIAL AND RESIDENTIAL MANAGEMENT GROUP



INCOME & EXPENSES

	2025 Actual	Proforma
Annual Rental Income	\$397,464	\$413,364
Tenant OpEx Reimbursement*	\$15,047	\$15,047
Effective Rental Income	\$412,514	\$428,411
Vacancy (3%)	(\$12,375)	(\$12,852)
Other income (Laundry, Late Fees, Etc)	\$6,085	\$6,085
Gross Operating Income	\$406,224	\$421,644
Operating Expenses (2025 actual unless indicated otherwise)		
Property Taxes (after 3% discount)	\$58,715	\$58,715
Property Management**	\$18,100	\$18,596
Insurance	\$21,989	\$21,989
Payroll (Resident Manager)**	\$8,475	\$8,475
Security	\$6,840	\$6,840
Other General/Admin	\$7,512	\$7,512
Interior Maintenance***	\$83,584	\$59,480
Fire Life Safety	\$3,606	\$3,606
Utilities	\$30,108	\$30,108
Total Operating Expenses	\$238,929	\$215,321
Net Operating Income	\$167,295	\$204,323
PURCHASE PRICE \$3,300,000		(6.19% CAP)

NOTES & ASSUMPTIONS

- * Tax and insurance reimbursement from current rent roll, utility and "other reimbursement" year end 2025
- ** Management fees are 5.5% of residential and laundry income, and 2.5% of retail income
- *** Interior maintenance for 20245 was abnormally high due to turning over a higher-than-normal number of apartment units and other costs. Proforma number is in line with prior year costs.

CAPITAL IMPROVEMENTS

The current ownership has spent close to \$300,000 in the past several years upgrading building systems and turning tenant spaces over. These costs will benefit a future owner in reduced operating costs and capital expenses going forward.

RENTAL UPSIDE POTENTIAL

Apartment rents are currently under-market. The proforma rents are based on management's recommendations of \$1,000 for studios, \$1,275 for 1-bedroom units and \$1,550 for 2-bedroom units. Even with these increases there is opportunity to further increase rents by updating the common areas and apartment interiors. Please refer to the next page for comparable rents at competing properties.

COMPETITIVE RENT SURVEY

Downtown Eugene Comparable Apartment Rents

PROPERTY	STUDIO	1-BEDROOM	2-BEDROOM
Tiffany Building (Subject) - 795 Willamette	\$900 - \$975	\$1,200 - \$1,275	\$1,425 - \$1,525
Broadway Place - 255 W Broadway	\$1,407	\$1,621 - \$1,841	\$1,927 - \$2,155
Patterson Tower - 1080 Patterson	\$1,295	\$1,299 - \$1,399	\$1,606 - \$1,999
Eugene Manor - 1040 Ferry	\$1,179	\$1,229 - \$1,289	N/A



The Tiffany Building - 795 Willamette St



 **MATT KNIGHT ARENA**

 **HAYWARD FIELD**


UNIVERSITY OF OREGON

**24,000 STUDENTS
5,000 FACULTY**

 **DOWNTOWN
EUGENE**

EUGENE'S PARK BLOCKS
Downtown's historic, tree-lined civic plaza and event hub

FARMERS MARKET PAVILION & PLAZA
Premier indoor-outdoor market with gourmet vendors and lively community events in the heart of downtown

**NORTH BUTTERFLY LOT
REDEVELOPMENT SITE COMING SOON**

The Tiffany Building - 795 Willamette St



WHITEAKER NEIGHBORHOOD



EUGENE AMTRAK STATION



NORTH BUTTERFLY LOT REDEVELOPMENT SITE COMING SOON

- FARMERS MARKET PAVILLION & PLAZA
- DOWNTOWN EUGENE'S PARK BLOCKS

The Tiffany Building - Interior Photos



The information in this package was obtained from sources deemed reliable, and is not guaranteed by agent. Package is subject to change, error or omission, prior sale or lease, correction or withdrawal. Any party contemplating purchase is urged to conduct their own independent study and inspection.

The Tiffany Building - Interior Photos



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The Tiffany Building - 795 Willamette St



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THE TIFFANY BUILDING - Ground-Floor Retailers

The Tiffany Building includes 5,858 SF of street-level retail space with established tenants benefiting from strong pedestrian traffic, transit access, and downtown visibility.



Sushi Ya Japanese Restaurant

Long-standing local dining destination known for fresh sushi and traditional Japanese cuisine.



Eugene's Alternative REALTORS

Eugene Alternative Realtors

Boutique real-estate brokerage serving buyers, sellers, and investors throughout the Eugene area.



Jazzy Sammies

Locally owned sandwich shop offering handcrafted, fast-casual fare with strong walk-up traffic.



Bewitched Oddities

Local boutique featuring specialty retail goods and curated merchandise.



The Tiffany Building - Retailers



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The Tiffany Building - Location Map



THE TIFFANY BUILDING

EUGENE COUNTRY CLUB

SKINNER BUTTE PARK

105

OAKWAY CENT

AUTZEN STADIUM

PUBLIC MARKET
NEWTWIST
PENDLETON
WILL & WILSON
MARCHE

ALTON BAKER PARK

Hult Center
for the Performing Arts

Graduate
HOTEL

Street 5th

RIVERFRONT PARK

Phil and Penny Knight
Campus for Accelerating Scientific Impact

EUGENE
PUBLIC LIBRARY

TD
Lane Transit District
BUS STATION

WHOLE FOODS

Eugene
DOWNTOWN
EUGENE

EMERSON
ARTS CENTER

UNIVERSITY
OF OREGON

MATT KNIGHT
ARENA

HAYWARD
FIELD

SAFeway

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Adjacent Redevelopment Catalyst: North Butterfly Lot

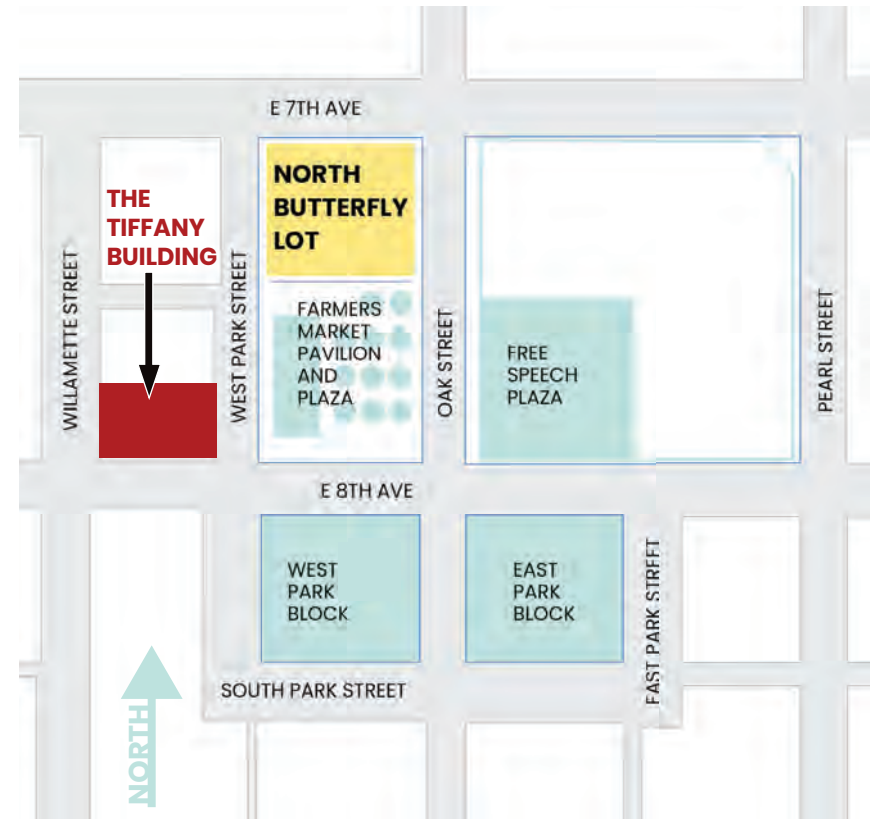
An upcoming mixed-use project enhancing Eugene's downtown district

A planned mixed-use redevelopment adjacent to the property is expected to introduce new residential density, street-level retail, and activated public spaces in the immediate area.

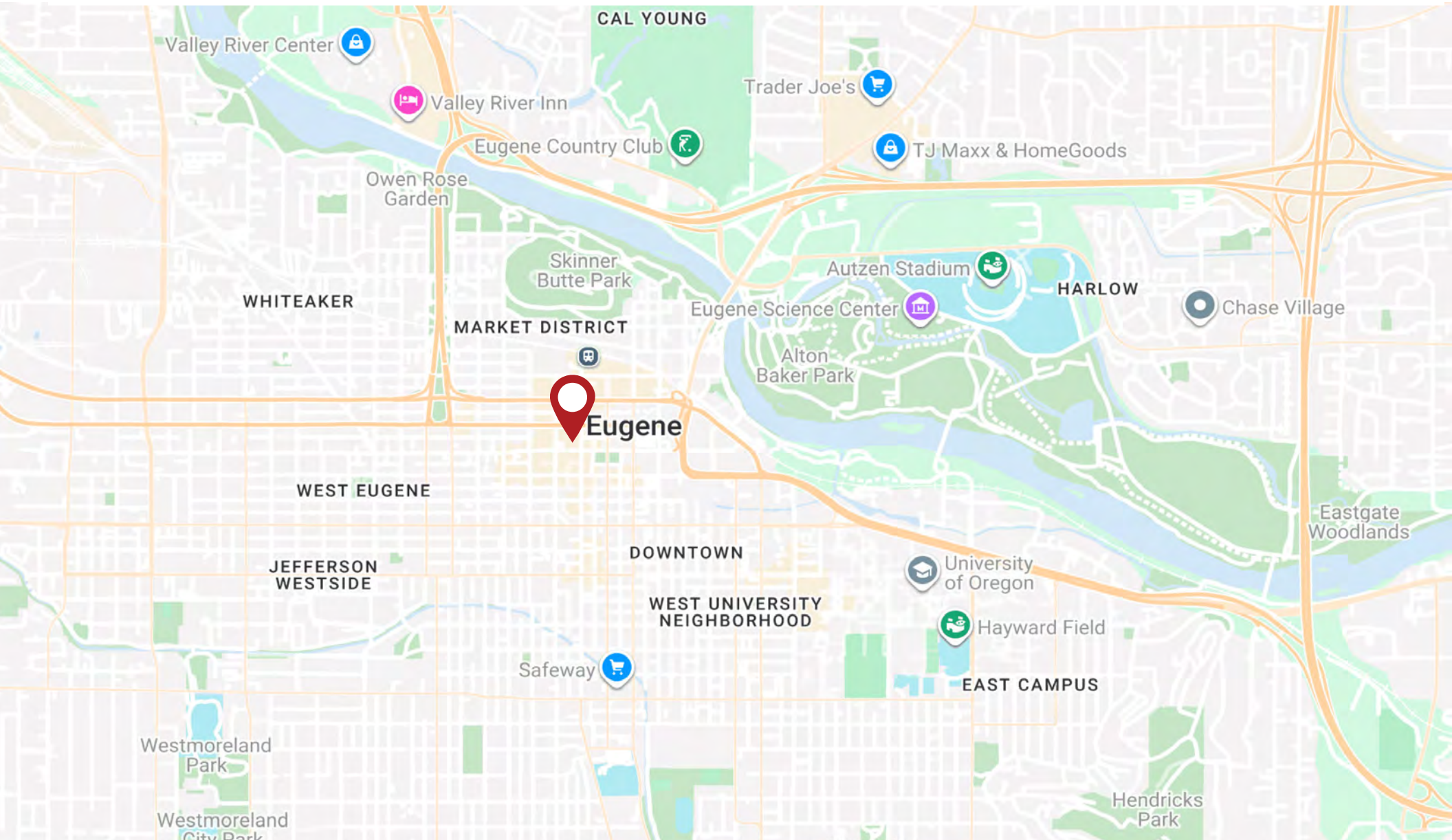
Impact for the Property:

- Increased residential density and year-round foot traffic
- Strengthened retail demand and street activity
- Continued public and private investment in the downtown core

The property's proximity to this redevelopment supports long-term demand drivers for both residential occupancy and ground-floor retail.



The Tiffany Building - Location Map



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Eugene, Oregon

A Stable University Market With Long-Term Demand

Eugene is a key hub in the southern Willamette Valley with a city population of ~**180,000** and a metro area of **382,000+ residents**. The city's economy is anchored by education, healthcare, government, technology, and advanced manufacturing, creating a diverse and stable employment base.

The University of Oregon brings **24,000+ students** and thousands of faculty and staff to the city each year, generating consistent demand for housing, retail, dining, and services—supporting one of Oregon's most reliable rental markets.

Downtown Eugene continues to evolve with restaurants, entertainment, civic facilities, transit access, and growing residential density. For investors and companies, the market offers walkability, steady population growth, a skilled workforce, and strong long-term fundamentals.

Historic, well-located downtown assets like **The Tiffany Building** benefit from visibility, enduring demand drivers, and a resilient tenant base supported by both the university and the broader metro economy.

382,600

EUGENE MSA
POPULATION

\$72,000

MEDIAN
HOUSEHOLD
INCOME

\$448,000

MEDIAN
HOME VALUE



UNIVERSITY OF OREGON'S AUTZEN STADIUM

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INITIAL AGENCY DISCLOSURE

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:

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

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:

To deal honestly and in good faith;

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

To disclose material facts known by the agent and not apparent or readily ascertainable to a party.

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

To exercise reasonable care and diligence;

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 if 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:

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