

OFFERING MEMORANDUM

# TREES COURT

201-307 TREES COURT, SILVERTON, OR 97381







*Exclusively listed by*

**CLAY NEWTON**

Executive Vice President

503.721.2719

clay.newton@kidder.com

**JORDAN CARTER**

Executive Vice President

503.221.2280

jordan.carter@kidder.com

**KIDDER.COM**

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# EXECUTIVE SUMMARY

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*Section 01*

# THE *OFFERING*

*Trees Court is a 30-unit, single-level duplex/triplex style community with significant value-add upside in one of Salem's most desirable suburban rental submarkets.*

Trees Court is located in Silverton, a historically strong performing submarket with low vacancy and room to grow rents. The units were built at various times starting in 1980 and currently consist of 14 buildings on 5.5 acres of land. The unit mix is comprised of 25 two-bed/one-bath units and 5 two-bed/two-bath units averaging  $\pm 1,200$  SF, each with attached garages in between units for near zero shared walls, creating a true single-family neighborhood feel.

Located just blocks from historic downtown, this neighborhood of plexes blends suburban calm with walkable convenience. Tenants enjoy the abundant green space with individual front and private, fenced backyards, off-street parking, private garages, and in-unit washer/dryer.

Approximately 25% of the units have been substantially renovated

over the last couple years with the most recently turned unit renting for \$2,025. Renovations include luxury vinyl plank flooring, new kitchens and new fixtures. With the current average rents for all units at \$1,608 (~21% below market) and the unrenovated units averaging \$1,445 (~29% below market), the property has significant value-add for a new investor through a proven renovation model. Other recent capital improvements include new exterior paint on all buildings, roof replacements, and a seal coat of the street.

Trees Court is conveniently located in a residential neighborhood within walking distance of Silverton's quaint and charming downtown. Silverton is only 15 miles from Salem and 48 miles from Portland, making it a popular day trip for tourists and bedroom community for those wanting to live in a small town but work in larger urban areas.



**\$7.25M**

SALE PRICE

**\$241,667**

SALE PRICE PER UNIT

**30**

NO. OF UNITS

ADDRESS	201-307 Trees Court, Silverton, OR 97381
NO. OF UNITS	30
BUILDING AREA	$\pm 36,000$ SF
YEAR BUILT	1980
LAND AREA	5.5 AC
ZONING	R-5, Low Density Residential
PRICE	\$7,250,000 (\$201 PSF)
PRICE PER UNIT	\$241,667
CAP RATE	5.51%
PRO FORMA CAP RATE	7.43%





# PROPERTY OVERVIEW

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*Section 02*

# PROPERTY HIGHLIGHTS

Turn-key partially renovated opportunity with value-add component.

Proven renovation schedule - renovated units achieve 29% premium over classics.

Roughly 25% of units have undergone full or partial renovations.

Large 1,200 SF two-bed units with W/D hookups and attached garages.

Unit mix includes 2 bed/1 bath (25 units) and 2 bed/2 bath (5 units).

12 duplexes and 2 triplexes with low-density layouts and large private, fenced backyards.

Rent increases scheduled for December 2025 total an additional \$1,548/month in rent.

Recent improvements include exterior paint and asphalt seal coat; roofs were done in 2013.

Excellent location in Silverton, a desirable bedroom community of Salem.

Strong rental submarket with low vacancy and solid rent growth.

Priced below replacement cost at \$201/SF.



## UNIT MIX

	Units	Avg. SF	Avg. Rent	Avg. Rent PSF	Pro Forma Rent	Pro Forma Rent PSF
2X1 - CLASSIC	15	1,200	\$1,399	\$1.17	\$2,025	\$1.69
2X1 - PARTIAL RENO	2	1,200	\$1,650	\$1.38	\$2,025	\$1.69
2X1 - FULL RENO	8	1,200	\$1,993	\$1.66	\$2,025	\$1.69
2X2 - CLASSIC	5	1,200	\$1,582	\$1.32	\$2,025	\$1.69
<b>TOTAL/AVERAGE</b>	<b>30</b>	<b>36,000</b>	<b>\$48,139</b>	<b>\$1.34</b>	<b>\$60,750</b>	<b>\$1.69</b>

\*Rent increases scheduled for December 2025 total an additional \$1,548/month in rent.



## RENT GROWTH THROUGH RENOVATION

### *Possible Unit Upgrades*

- 01 Modern light fixtures
- 02 New cabinets (boxes and fronts)
- 03 Undermount sinks
- 04 Modern plumbing fixtures
- 05 Quartz countertops
- 06 Stainless steel appliances
- 07 Luxury vinyl plank flooring
- 08 New sliding doors

**\$1,445**  
AVERAGE CLASSIC RENT

**\$2,025**  
RENOVATED RENT



## PROPERTY OVERVIEW

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## PROPERTY OVERVIEW

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# PROPERTY OVERVIEW





An abstract line drawing in a light beige color on a dark grey background. It depicts a complex, multi-faceted geometric structure, possibly representing a building's framework or a series of intersecting planes. The lines are thin and create a sense of depth and perspective, with some lines converging towards a vanishing point on the right side of the image.

# LOCATION OVERVIEW

*Section 03*

# LOCATED IN *OREGON'S GARDEN CITY*

Less than a mile from historic downtown Silverton, home to boutique shops, cafes, creekside dining, public murals, and the iconic Palace Theatre, Silverton's historic art-deco film venue.

Half-mile walk to Silverton's quaint downtown.

Silverton's Livability Score is 76/100, meaning it "rents better than 76% of areas."

The Oregon Garden, an 80-acre botanical haven featuring themed gardens and the historic Gordon House, lies just 3 miles away.

Town Square Park, a cozy downtown green spot with a footbridge over Silver Creek, war memorial, and seasonal tree lighting, is central to local events.

#1 in best school districts in Salem metro area and 8th best in the state of Oregon.

Silver Creek Reservoir, about 2 miles away, offers water-based fun like fishing and kayaking.

Silver Falls State Park, a picturesque park with the famous Trail of Ten Falls, is within a 12-mile drive.

The city's strong emphasis on tree-lined streets, highlighted by its Tree City USA status, means lush surroundings and well-maintained urban forestry.

Parking is easy, and OR 214 and OR 213 offer quick routes to neighboring towns like Mt. Angel, Woodburn, and Salem.

Silverton has a crime rate 37% below the national average & 50% below Oregon's average.





# SILVERTON, OR

Silverton, Oregon, often referred to as “Oregon’s Garden City,” is a charming small town nestled in the Willamette Valley, approximately 15 miles northeast of Salem and 45 miles south of Portland. With a population of around 10,000, Silverton offers a blend of natural beauty, rich history, and a vibrant arts scene. The town is located along Silver Creek at the foothills of the Cascade Mountains, making it a scenic hub for both residents and visitors. The historic downtown area features well-preserved brick storefronts, boutique shops, cafes, and the art-deco Palace Theatre.

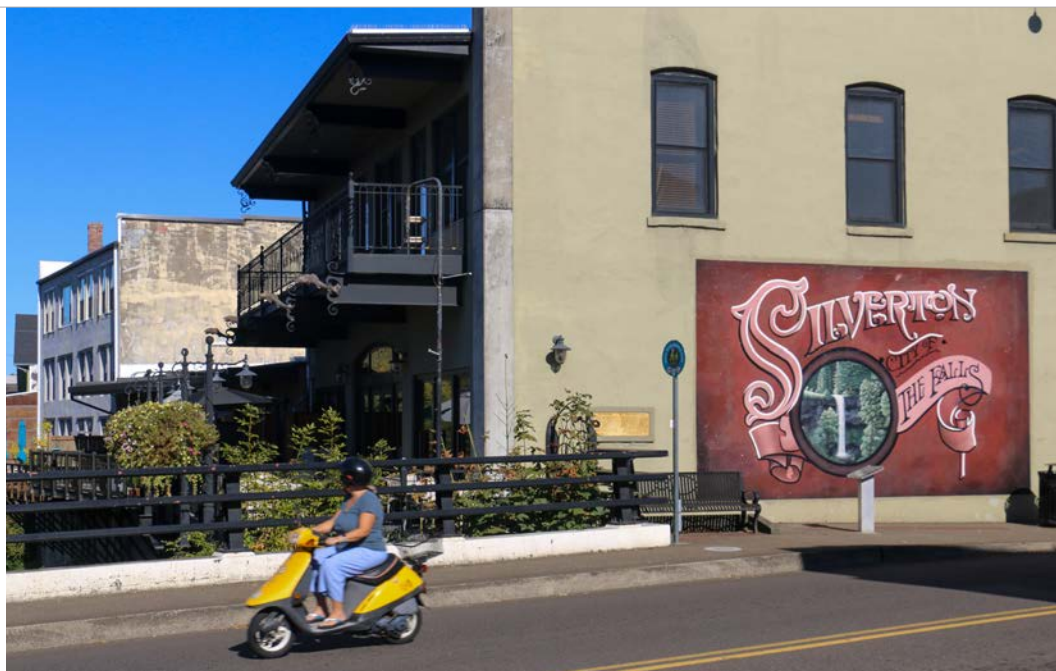
Silverton is especially known for its public murals—over 30 in total—that illustrate local history and culture and are maintained by the Silverton Mural Society. The town is also home to the Oregon

Garden, an 80-acre botanical destination featuring themed gardens, wetlands, and the only Frank Lloyd Wright-designed home in Oregon, the Gordon House. Just outside of town lies Silver Falls State Park, Oregon’s largest state park, offering miles of hiking trails including the famed “Trail of Ten Falls,” which allows visitors to walk behind several impressive waterfalls. Cultural events and festivals such as the Oregon Garden Brewfest, seasonal farmers markets, and art walks help foster a strong sense of community. With its walkable downtown, creekside dining, farm-to-table restaurants, and proximity to wine country, Silverton provides a perfect balance of small-town atmosphere, outdoor adventure, and cultural enrichment.

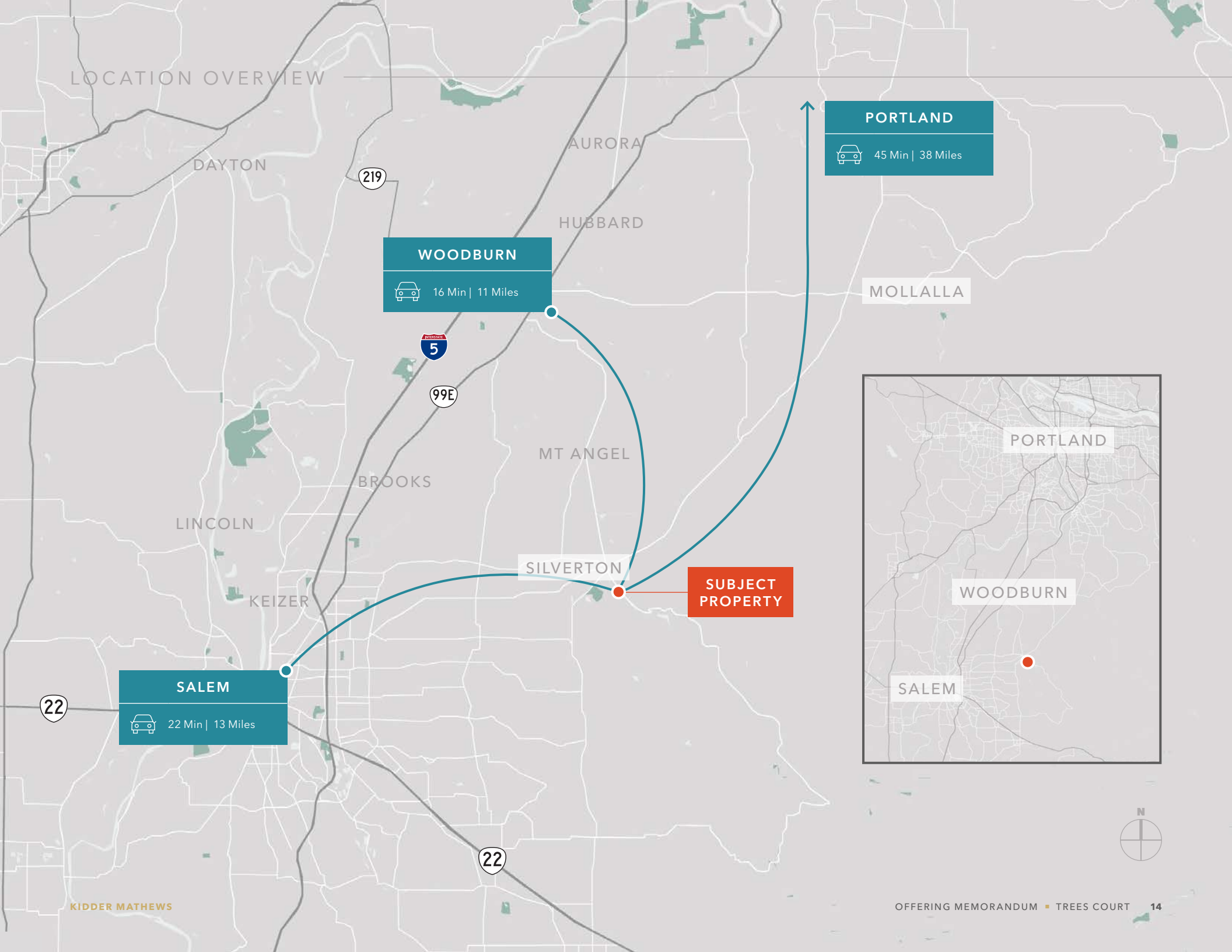
10,484  
POPULATION

37.4%  
% OF RENTERS

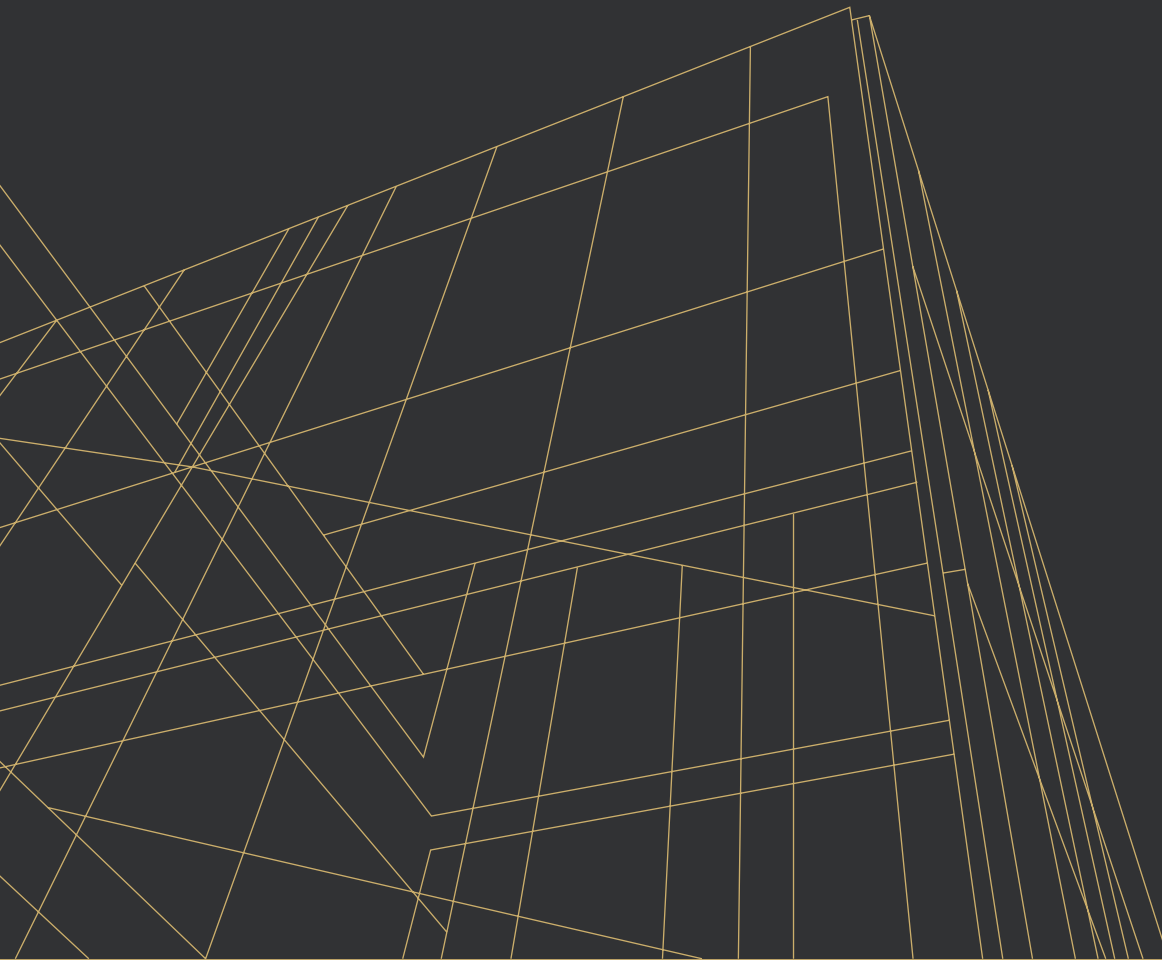
\$74,286  
MEDIAN HOUSEHOLD  
INCOME



## LOCATION OVERVIEW







# FINANCIAL OVERVIEW

## FINANCIALS

### UNIT MIX

Type	Units	Avg. Unit SF	CURRENT		PRO FORMA	
			Avg. Rent	PSF	Avg. Rent	PSF
2X1 - CLASSIC	15	1,200	\$1,399	\$1.17	<b>\$2,025</b>	\$1.69
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### INCOME

		CURRENT			PRO FORMA	
		Annual	Per Unit	% EGI	Annual	Per Unit
Potential Rental Income	Scheduled	\$577,674	\$19,256		\$729,000	\$24,300
Other Income	T12	\$15,246	\$508		\$15,703	\$523
Utility Reimburesement	T12	\$37,471	\$1,249		\$38,595	\$1,287
<b>Gross Operating Income</b>	Scheduled	<b>\$630,391</b>	<b>\$21,013</b>		<b>\$783,299</b>	<b>\$26,110</b>
Vacancy	5%	\$(28,884)	\$963		\$36,450	\$1,215
<b>Effective Operating Income</b>		<b>\$601,507</b>	<b>\$20,050</b>		<b>\$746,849</b>	<b>\$24,895</b>

### EXPENSES

Real Estate Taxes	'24 w/ disc	\$42,080	\$1,403	7.00%	\$43,342	\$1,445
Property Insurance	T12	\$13,165	\$439	2.19%	\$13,560	\$452
Water/Sewer	T12	\$44,339	\$1,478	7.37%	\$45,669	\$1,522
Electricity	T12	\$3,105	\$104	0.52%	\$3,198	\$107
Garbage	T12	\$10,747	\$358	1.79%	\$11,069	\$369
Landscaping	T6 Ann	\$9,000	\$300	1.50%	\$9,270	\$309
Maintenance/Repair	T12	\$19,151	\$638	3.18%	\$19,726	\$658
Turnover	T12	\$6,000	\$200	1.00%	\$6,180	\$206
Professional Management	Actual	\$25,564	\$852	4.25%	\$26,331	\$878
Employee Expense	T12	\$17,258	\$575	2.87%	\$17,776	\$593
Office/Admin	T12	\$2,431	\$81	0.40%	\$2,504	\$83
Reserves	Estimate	\$9,000	\$300	1.50%	\$9,270	\$309
<b>Total Operating Expenses</b>		<b>\$201,840</b>	<b>\$6,728</b>	<b>33.56%</b>	<b>\$207,895</b>	<b>\$6,930</b>
<b>Net Operating Income</b>		<b>\$399,667</b>	<b>\$13,322</b>		<b>\$538,953</b>	<b>\$17,965</b>

## RENT VS. BUY

### RENTING AT TREES COURT

**\$2,025** **32.7%**  
MONTHLY RENT % OF HOUSING COST<sup>4</sup>

**\$24,300**  
ANNUAL RENT

### HOME OWNERSHIP<sup>1</sup>

**\$2,788** **\$3,300**  
AVG. MONTHLY MORTGAGE<sup>2</sup> MORTGAGE<sup>2</sup> + TAXES & INSURANCE<sup>3</sup>

**\$39,600** **53.3%**  
ANNUAL MORTGAGE<sup>2</sup> % OF HOUSING COST<sup>4</sup>

<sup>1</sup> Based on Silverton's average home price of \$560K

<sup>2</sup> \$448K loan; 6.35% interest; 30-year AMT

<sup>3</sup> Taxes est. at \$300/mo; insurance est. at \$125/mo

<sup>4</sup> Based on Silverton's median income of \$74,286



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