



# SPERRY

PIKES NORTHWEST INC

# 2545

2545 AERIAL WAY SE  
SALEM, OR 97302

Offering Memorandum



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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Pikes Northwest Inc makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Pikes Northwest Inc does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Pikes Northwest Inc in compliance with all applicable fair housing and equal opportunity laws.

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SECTION 1

# PROPERTY INFORMATION

# Property Details & Highlights

Price	\$995,000
Property Type	Special Purpose
APN	083W01BC00100A1
Building Size	6,000 SF
Lot Size	-
Year Built	2004
Year Last Renovated	2018
Number of Floors	1
Number of Buildings	1

Introducing an exceptional investment opportunity in a quality building, at just \$106/SF at 2545 Aerial Way SE, Salem, OR (SLE Airport). This well-built hangar/office/multi-purpose building served as a former Dutch Bros Coffee training and HQ offices for the local franchisee. This 9,420 SF prime property boasts a corner location at Aerial Way and 25th Ave SE. At 6,000 SF of first floor building (60'x100' -- 7,000 SF per county) and 3,420 SF of mezzanine for a total of 9,420 SF, this hangar is ideal for an investor or owner/user seeking maximum versatility. The property offers modern amenities and a solid foundation for diverse use. Zoned PS to accommodate a wide range of activities, this well-situated location in the heart of Salem adds further appeal. Don't miss out on the chance to invest in this 18-year-old property with substantial potential for future growth and profitability.

The first floor consists of approximately 1,024 SF of office, 1,750 SF of "training/open" area, and 3,086 SF of hangar area, plus a massive 3,420 SF mezzanine on the 2nd level. The hangar door measures roughly 50' x 17'.

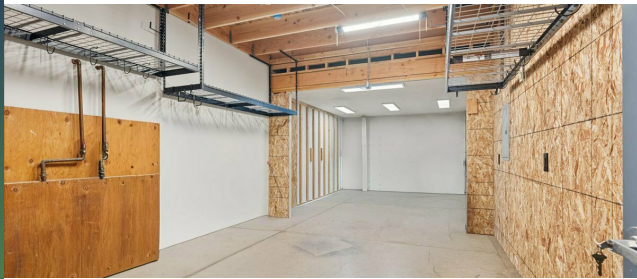
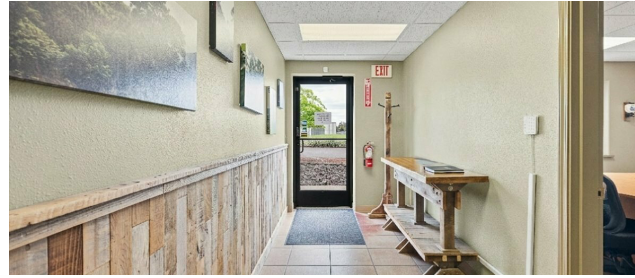
Property is subject to a City of Salem airport ground lease at \$8,306.19/year. The lease appears to be re-cast every 5 years (years ending in zero and 5) and is subject to a public appraisal.

(All interior SF measurements are approximate. Buyer to verify.)



- Building has zoned radiant floor heating system.
- Power is 400a, 3 phase
- 2 Restrooms (mens & womens)
- Kitchen area
- 3 private offices
- Training/Assembly area
- Hangar area
- Mezzanine (enclosed and deck)
- High-quality buildout & building
- Airport address
- Close to I-5

# Additional Photos





SECTION 2

# LOCATION INFORMATION

# Aerial Map



Map data ©2026 Imagery ©2026 Airbus, Maxar Technologies



SECTION 3

# DEMOGRAPHICS

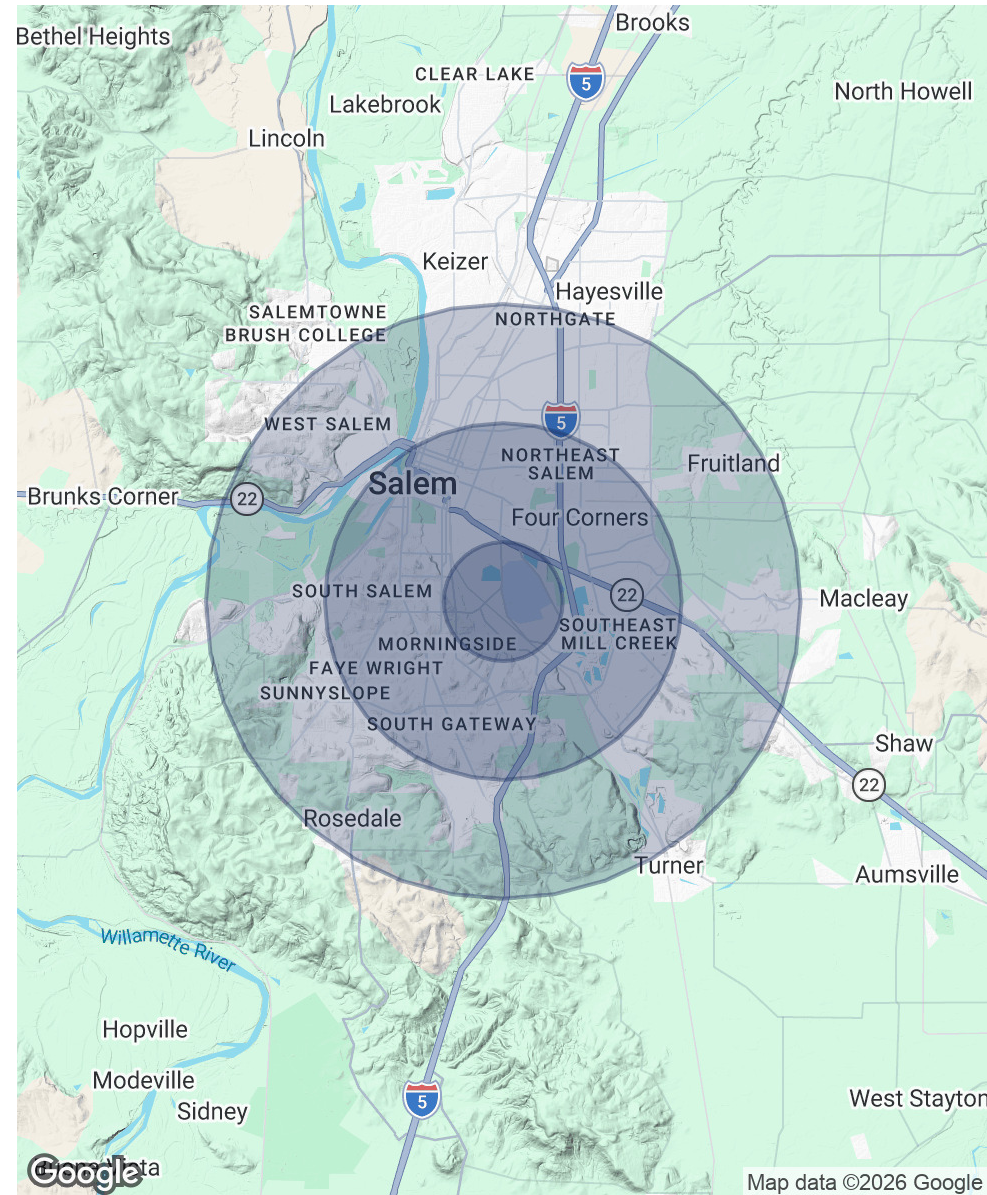
# Demographics Map & Report



POPULATION	1 MILE	3 MILES	5 MILES
Total Population	3,638	94,479	197,888
Average Age	37.6	38.1	36.9
Average Age (Male)	38.2	36.3	35.8
Average Age (Female)	37.5	39.1	38.0

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total Households	1,480	36,626	74,132
# of Persons per HH	2.5	2.6	2.7
Average HH Income	\$98,714	\$87,872	\$91,948
Average House Value	\$280,901	\$352,912	\$392,616

2023 American Community Survey (ACS)





SECTION 4

# ADVISOR BIOS

# Advisor Bio 1



## JERRY JONES

Principal Broker/Owner

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## PROFESSIONAL BACKGROUND

Jerry A. Jones is licensed Principal Broker, Owner and Commercial Property Manager for SPERRY - Pikes Northwest. As an entrepreneur, Jerry has bought, sold or started nearly two dozen companies in a variety of sectors. Among those, he founded a private career school, started one of Oregon's first dental practice management service organizations, and from scratch, grew his dental marketing firm to the largest of its kind. For over two decades, he has been a private investor and lender, and maintains ownership in a variety of commercial real estate and residential projects. His primary focus and passion is his work in commercial real estate. Originally from southwest Washington, and a graduate of Pacific University, he moved back to Oregon in 1995 after a stint with U.S. Senator Slade Gorton.

## EDUCATION

B.S. Pacific University

## MEMBERSHIPS

National Association of REALTORS

Pikes Northwest Inc  
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# Advisor Bio 2



MADYSON JONES

Principal Broker

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# INITIAL AGENCY DISCLOSURE PAMPHLET

**Consumers:** This pamphlet describes the legal obligations of real estate licensees in Oregon. Real estate brokers and principal real estate brokers are required to provide this information to you when they first meet you.

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:

- (a) 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
- (b) 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 the 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:

- (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

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.

Revised 4/8/2013

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