

OFFERING MEMORANDUM

ASHLAND • OREGON • 97520

799 E Jefferson

A 3.57-ACRE EMPLOYMENT-ZONED OPPORTUNITY

\$795,000
LIST PRICE

3.57
ACRES

E-1
EMPLOYMENT ZONE

\$250K
SELLER FINANCING

PROPERTY BOUNDARY

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THE SETTING · SOUTHERN OREGON

The property sits at the south end of Ashland — a walkable theatre town beside Lithia Park — within Oregon's Rogue Valley, a short Interstate-5 corridor linking the wine country around Jacksonville to Medford's regional commercial core.



ASHLAND — AT THE SOUTH END OF OREGON'S ROGUE VALLEY, BESIDE LITHIA PARK

01

SECTION ONE

Executive Summary

799 E Jefferson is 3.57 acres of E-1 land along Ashland's Jefferson Avenue spine — a flat, fully unimproved commercial parcel at the south gateway to the city's primary employment corridor, and a category of land Ashland no longer produces with any regularity. The site carries 868 feet of frontage along Washington Street — which parallels Interstate 5 along the property's eastern edge — and 190 feet along Jefferson Avenue itself, set within a half-mile cluster of owner-operated manufacturers, distributors, and retail anchors that together employ more than 200 people in sustained, multi-decade operations.

Under E-1 zoning the property supports the broadest commercial use spectrum permitted anywhere in Ashland, and under the city's R-Overlay the same parcel carries up to approximately 53 residential units of mixed-use density above ground-floor employment. A conceptual rail-spur layout produced by Genesee & Wyoming Railroad Services confirms direct freight feasibility at the southwest boundary, and the \$795,000 list price sits 43% below the per-acre basis of the adjacent 777 Jefferson sale to Goodwill, with seller financing available to qualified buyers. Few remaining Ashland parcels combine this scale, this breadth of allowed use, and direct interstate and rail access on serviced, build-ready ground — for an owner-user, developer, or investor, it is a rare chance to shape a signature project at the city's commercial front door.

That residential-over-commercial path is one the City's own Comprehensive Plan endorses — its Housing chapter names E-1 overlay properties as well suited to ground-floor commercial with housing above, and its economic-development policy (VII-3) sets the City's intent to grow the very profile of small-to-mid “family wage” employers an E-1 site of this scale tends to attract. The Plan expresses policy intent rather than binding regulation, but it signals a city whose long-range objectives align with what this parcel is positioned to become.



INVESTMENT HIGHLIGHTS

- **43% below comparable land basis.** \$222,689 per acre versus the verified \$392,040 paid for the adjacent 777 Jefferson parcel — and 41% below the property's own Ticor-assessed value of \$1,336,630.
- **City policy backs the residential play.** Ashland's Comprehensive Plan names E-1 overlay sites as well suited to ground-floor commercial with housing above — the city's own long-range plan endorses the very model this parcel enables.
- **Confirmed private rail-spur feasibility.** A Genesee & Wyoming conceptual layout accommodates 446 track-feet and six 65-foot cars at roughly \$515,000 — rare among Southern Oregon E-1 sites.
- **Seller financing available.** Offered to qualified buyers with \$250,000 minimum down; rate, amortization, and term negotiable based on offer strength.
- **Up to ~53 mixed-use units by right.** The R-Overlay permits up to 15 dwelling units per acre above ground-floor commercial — no special-use permit, density bonus, or income restriction required.
- **Frontage and access on two public streets.** 190 feet on Jefferson Avenue (primary access) and 868 feet along Washington Street — room to separate truck, customer, and residential entrances; signage permitted, Exit 14 about 1.1 miles north.
- **In a proven employment node.** A half-mile cluster of owner-operated manufacturers, distributors, and retail anchors — Yerba Prima, IPCO Commercial, and the 777 Jefferson Goodwill among them — employing 200+ across multi-decade operations.
- **Build-ready and paved to the corner.** Flat 2–3% grade, no structures, FEMA Zone X, curb-and-gutter at the corner, and full City utilities including Hunter fiber to 2.5 Gbps.

WHY IT MATTERS

E-1 permits the broadest commercial use spectrum in Ashland — retail, professional office, light manufacturing, distribution, mixed-use, fitness, and institutional — and under the R-Overlay supports residential development at up to 15 dwelling units per acre, approximately 53 units site-wide, above ground-floor employment. Ashland's code lets those uses be combined on a single site or within one building as of right, subject only to standard site review, so a commercial-over-residential program needs no use variance to pencil. The site is flat, free of structures, and surrounded by stable, owner-operated neighbors including Yerba Prima and IPCO Commercial.

AT A GLANCE

List Price	\$795,000
Price / Acre	\$222,689
Lot Size	3.57 acres
Zoning	E-1 · R-Overlay
Frontage	190 / 868 ft
Topography	Flat, 2–3%
Flood Zone	FEMA Zone X
Rail Access	Spur feasible
APN	1093930



THE JEFFERSON CORRIDOR — RAIL LINE WEST, INTERSTATE 5 EAST, FRAMED BY THE ROGUE VALLEY

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SECTION TWO

The Property

799 E Jefferson is build-ready acreage of a kind the Ashland market rarely offers — 3.57 fully unimproved acres, gently graded at 2 to 3 percent and sitting between 2,000 and 2,040 feet on the Ticor contour map. There are no structures on site, no environmental cleanup history of record, and no CC&Rs encumbering title per Ticor's February 2025 preliminary report.

The triangular parcel runs long and narrow — averaging roughly 175 feet of depth perpendicular to Washington Street — with frontage on two public rights-of-way and curb-and-gutter already in place at the Jefferson Avenue corner. Every site characteristic is backed by source records: a survey-grade plat reference, FEMA Zone X confirmation, contour-verified topography, and soil documentation, all reproduced in the Documentary Reference that closes this section.

What that adds up to for a buyer is uncommonly low friction. A corner site with two street faces gives a designer room to separate truck movement, customer access, and a residential entrance without fighting the lot — and the absence of structures, contamination, and recorded restrictions removes the demolition, remediation, and title work that quietly erode the budget on most infill parcels. The diligence here has been done up front and put on the record, so what a buyer underwrites is the opportunity, not the unknowns.

Ground like this is also self-limiting in supply. Ashland's developable employment land is hemmed in by the surrounding foothills and a tightly held urban growth boundary, and flat, serviced, single-ownership acreage at this scale tends to trade once a generation rather than once a cycle — which is much of why the parcel rewards a clear plan over a fast one.



THE BUILD-READY PARCEL ALONG JEFFERSON AVENUE, FRAMED BY THE FOOTHILLS

What diligence has confirmed.

Site Profile

TOPOGRAPHY	Flat, 2–3% grade · 2,000–2,040 ft
VEGETATION	Native grasses, scattered shrubs
STRUCTURES	None — fully unimproved
FRONTAGE	190 ft Jefferson · 868 ft Washington
DEPTH	Avg ~175 ft to Washington St
EASEMENTS	Per Plat P-71-1999 · Survey 16375
FLOOD ZONE	FEMA Zone X · Panel 41029C2216G
ACCESS	Paved street, curb & gutter at corner
SIGNAGE	Permitted on property

Utilities & Services

WATER	City of Ashland (verify connection)
SEWER	City of Ashland (verify connection)
POWER	Ashland Municipal Electric
GAS	Avista (verify availability)
CONNECTIVITY	Hunter fiber 2.5 Gbps · AFN · Spectrum
SCHOOLS	Bellview · Ashland Mid · Ashland High
CC&RS	None of record · Ticor (Feb 2025)

NEIGHBORHOOD & OWNERSHIP



The parcel (outlined) among adjacent owners — Southern Oregon Goodwill at 777 Jefferson, IPCO, and the Washington-frontage holdings — with the CORP rail line and Interstate 5. Source: id.land.

BUYER DUE DILIGENCE. All utility service connections, capacity, and tap fees should be verified directly with the City of Ashland and applicable providers. Preliminary title report and complete due-diligence package available on request.

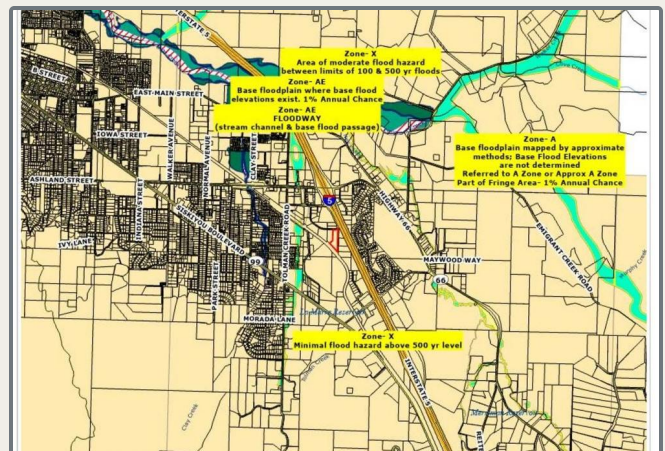
Survey, flood, contour, and slope — confirmed.

Every site claim in this memorandum is documented in source records produced by Ticor Title and reproduced in summary form below. The plat establishes parcel geometry and references the original survey on file with the Jackson County Surveyor. The FEMA flood map confirms the property's position within Zone X — outside the 500-year floodplain and the AE floodway that follows Bear Creek. The contour map shows the property between 2,000 and 2,040 feet, consistent with the 2 to 3 percent grade documented in the Site Profile. The soil map confirms the property sits within the 23A Camas-Newberg-Evans complex at 0 to 3 percent slopes — documentary corroboration of the level, build-ready grade.



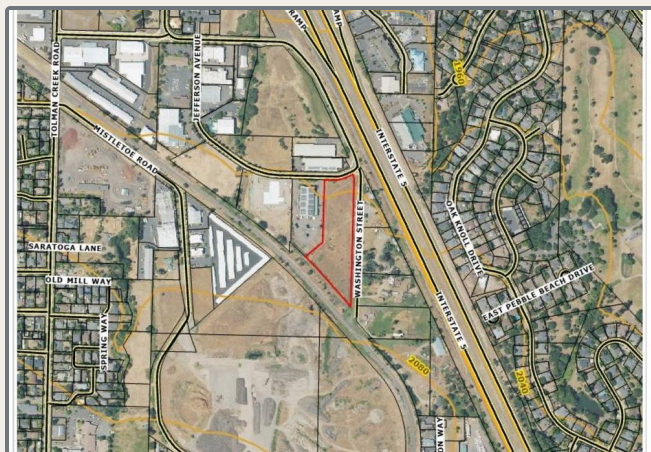
PLAT DETAIL

Partition Plat P-71-1999 · Survey No. 16375 · Jackson County Surveyor



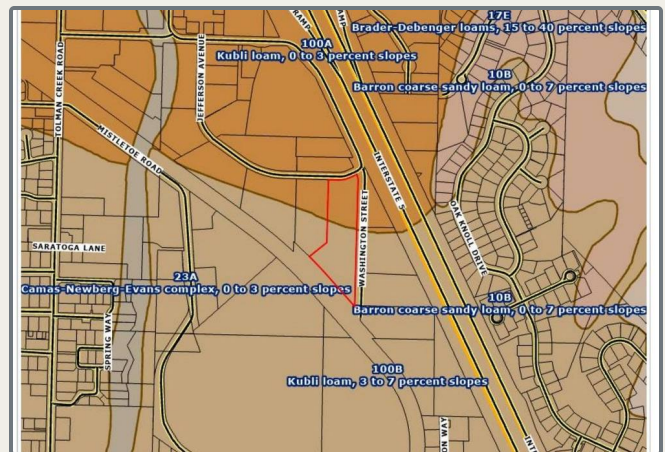
FEMA FLOOD MAP

Zone X (minimal hazard) · FIRM Panel 41029C2216G · Eff. 04/05/2017



CONTOUR MAP

Subject parcel between 2,000 ft and 2,040 ft elevation contours



SLOPE & SOIL MAP

Camas-Newberg-Evans complex, 0-3% slopes · confirms level grade

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SECTION THREE

Location & Access

799 E Jefferson sits at the south end of Oregon's Rogue Valley, on Interstate 5 between Portland and San Francisco, in the southwest quadrant of Ashland's primary employment district. Very few Southern Oregon parcels pair this degree of interstate exposure with immediate frontage on an established commercial corridor.

The property fronts two public streets. 190 feet of Jefferson Avenue frontage on the north edge carries primary access into a grid of owner-operated manufacturers, distributors, hospitality, and retail anchors, while its long southwest face — 868 feet along Washington Street — runs parallel to I-5. The dual frontage gives a buyer flexibility to separate access points across the site, and the Washington Street edge adds freeway visibility.

Primary access is Exit 14 (OR-66 / Ashland Street), a full diamond interchange reached in roughly a mile by way of Jefferson Avenue, Tolman Creek Road, and Ashland Street. It serves freight in both directions: rigs from the north pass the ODOT Port of Entry and truck scales near Exit 19, while those from California crest the Siskiyou Pass grade — with Exit 11 (Siskiyou Boulevard) a secondary southbound approach about 2.4 miles on.

Regional reach is immediate. Downtown Ashland's plaza, Southern Oregon University, and Asante Ashland Community Hospital all sit within a ten-minute drive; the Phoenix–Talent labor shed is inside twelve; and Medford, its commercial core, and Rogue Valley International–Medford Airport are reachable in roughly twenty. The lot boundary, the full drive-time table, and the routing to Exit 14 follow.



The Jefferson Avenue employment corridor along Interstate 5 and the Central Oregon & Pacific rail line, looking north toward Ashland.

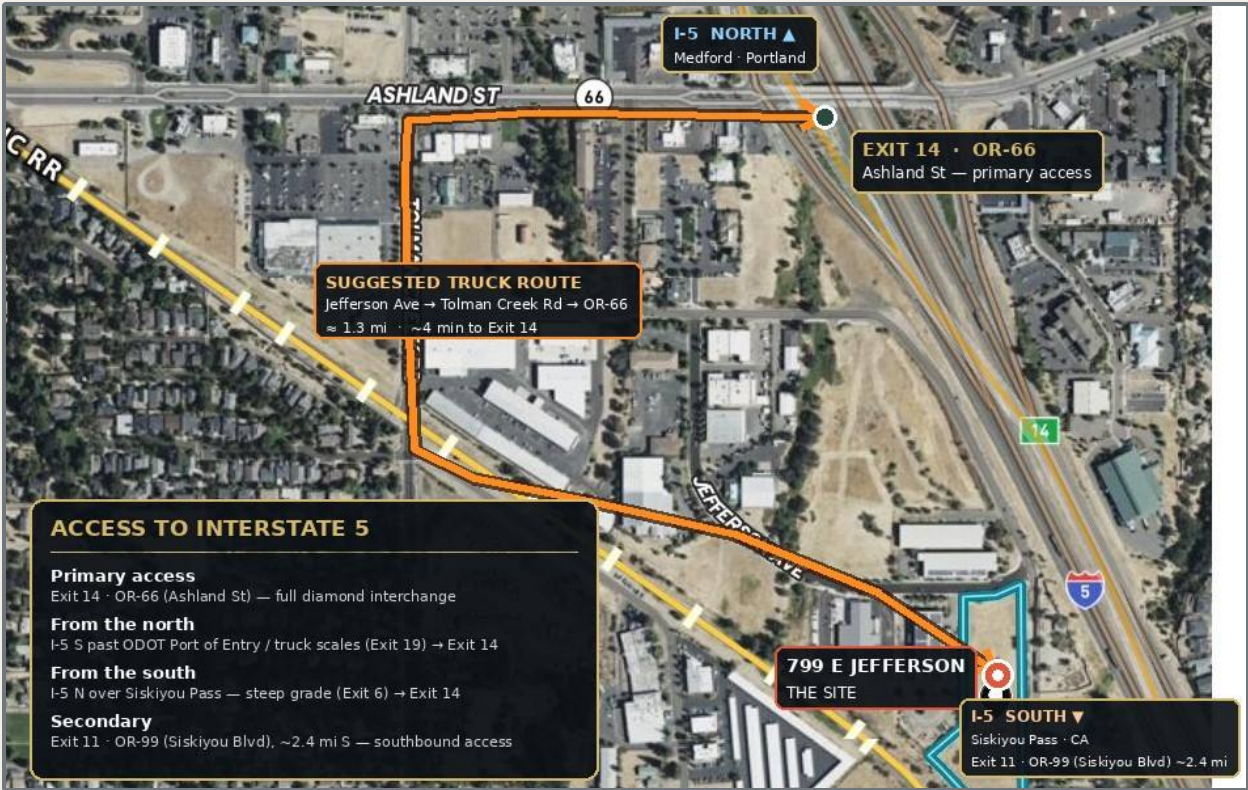
Two street frontages.

On the ground the parcel reads as a long, narrow triangle — roughly 175 feet of average depth perpendicular to Washington Street, with frontage on two public streets: 190 feet along Jefferson Avenue at the north, which carries primary access, and 868 feet along the southwest face on Washington Street (which runs parallel to Interstate 5). The dual frontage lets a designer separate truck movement, customer access, and a residential entrance on a single site. Curb-and-gutter is already in place at the Jefferson corner, and signage is permitted on site.

STRATEGIC DRIVE TIMES

I-5 Exit 14 (OR-66)	1.1 mi	Phoenix / Talent	12 min
I-5 Exit 11 (OR-99) · SB	2.4 mi	City of Medford	18 min
Downtown Ashland	5 min	Medford Airport (MFR)	22 min
Southern Oregon Univ.	6 min	Mt. Ashland Ski Area	25 min
Asante Ashland Hospital	8 min		

ACCESS ROUTING — SITE TO I-5



Suggested truck route via Jefferson Avenue, Tolman Creek Road, and OR-66 to I-5 Exit 14. Source: id.land.

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SECTION FOUR

Site & Surroundings

Jefferson Avenue is Ashland's working corridor — the city's primary employment district, and the productive counterpoint to the Ashland the public knows for Lithia Park and the Oregon Shakespeare Festival. Within a half-mile of the site, an established cluster of owner-operated manufacturers, distributors, hospitality operators, and retail anchors employs more than 200 people across multi-decade operations.

Those neighbors are the kind that stay. The corridor's tenancy skews toward long-tenured, locally owned operators rather than churn-prone national formats — the profile of business Ashland's Comprehensive Plan explicitly sets out to attract and keep. For a buyer, that translates into a stable setting: predictable adjacent uses, established truck and employee traffic patterns, and a district whose character is unlikely to shift underneath a new investment.

The corridor also draws on a deep regional labor pool. A workforce of roughly 21,500 in Ashland and more than 220,000 across the Rogue Valley feeds the district, and within a mile of the site that workforce skews heavily white-collar — a talent base more often associated with a metro suburb than a small Pacific Northwest city. An employer locating here is not choosing between access and amenity; the corridor offers both.

Around that built fabric the setting opens up. The Cascade–Siskiyou foothills form the backdrop in every direction, and few employment-zoned sites in Oregon pair utility-served, build-ready acreage with this kind of unobstructed view. The pages that follow profile the corridor's employers and place the parcel within them.



THE PARCEL WITHIN ITS CORRIDOR — INTERSTATE 5 WEST, EMPLOYERS EAST, FOOTHILLS BEYOND

An established cluster of Southern Oregon employers.

Within a half-mile of 799 E Jefferson the corridor's employment base is documented, not aspirational — current Esri-Data Axle commercial records show an established mix of owner-operated manufacturers, distributors, hospitality operators, and retail anchors. Together they point to zoning stability, neighbor compatibility, and a workforce already in motion.

The mix spans food and beverage production, specialty manufacturing, lodging, fitness, and discount retail — a diversified base rather than a single dominant employer, the kind of context that supports steady daytime activity and ongoing demand for well-located space.

Selected operators within ~0.5 miles

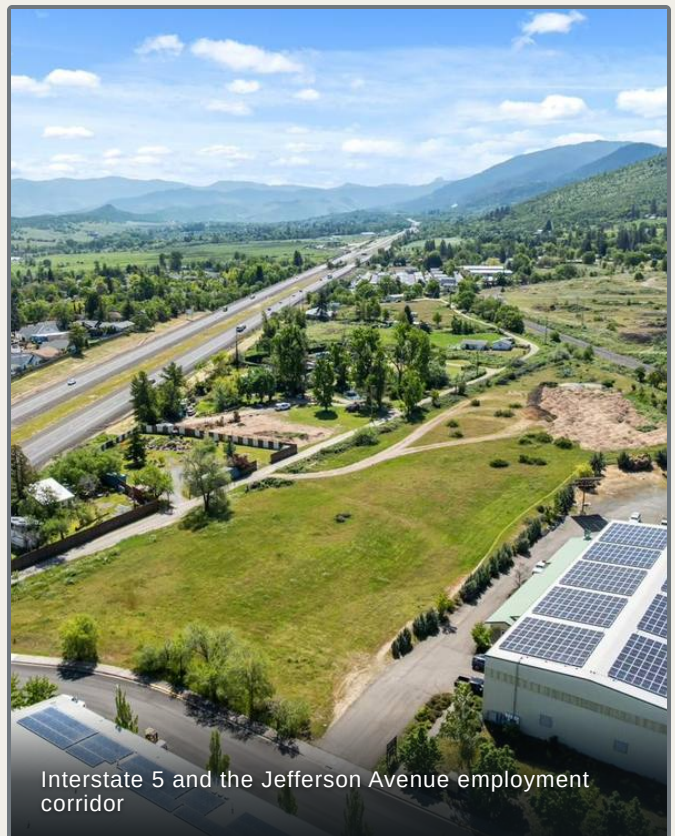
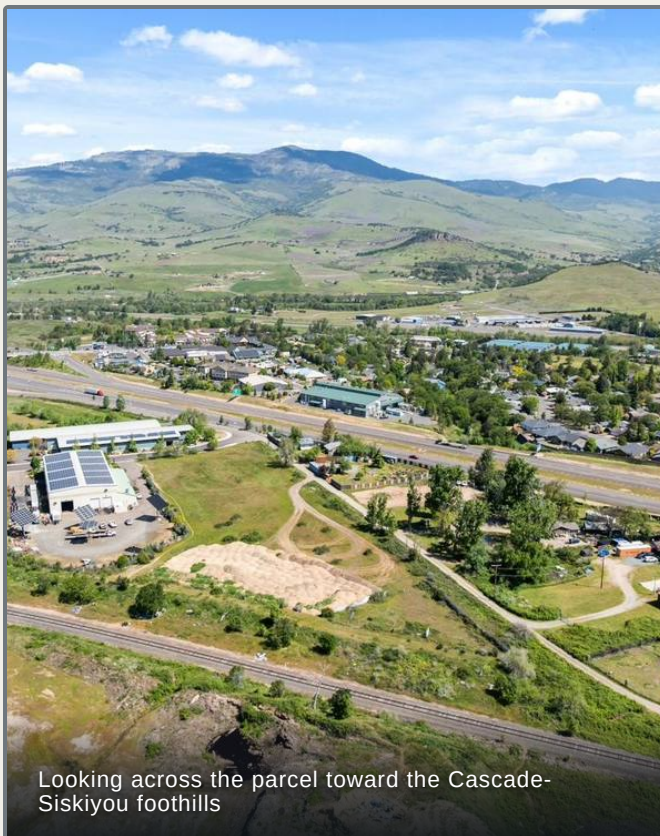
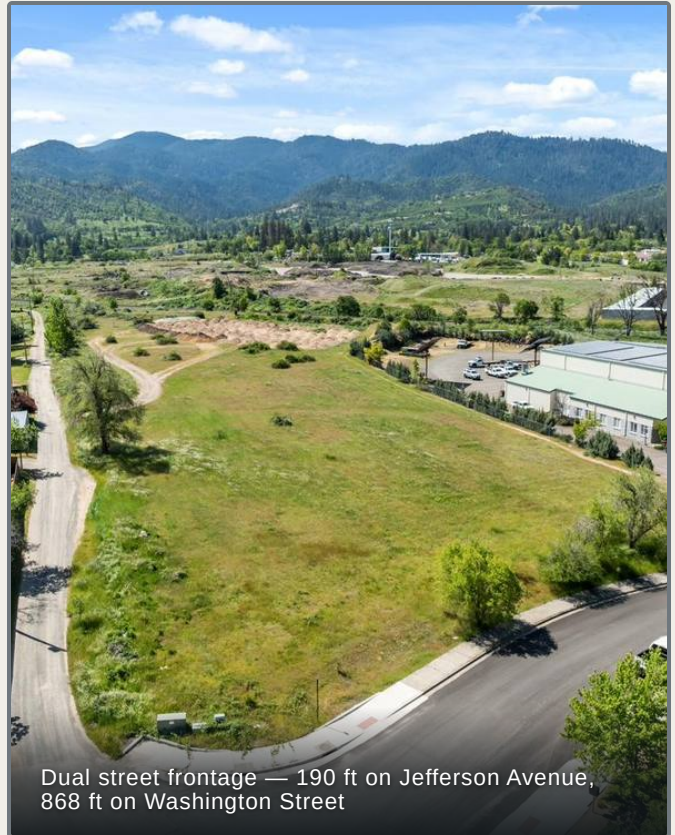
YERBA PRIMA	18 employees · ~\$1.2M revenue · adjacent on Jefferson Ave
ORGANIC ALCOHOL CO	10 employees · ~\$16.0M revenue · 0.2 mi (Mistletoe Rd)
PACIFIC DOMES INC	8 employees · ~\$2.4M revenue · 0.2 mi (Clover Ln)
HOLIDAY INN EXPRESS & SUITES	25 employees · 0.2 mi (Clover Ln, by Exit 14)
DAGOBA ORGANIC CHOCOLATE	15 employees · ~\$18.1M revenue · 0.5 mi (Benson Way)
BI-MART	40 employees · ~\$7.9M revenue · 0.5 mi (Ashland St)
STARSEED SUPERFOODS	41 employees · ~\$11.4M revenue · 0.5 mi (Ashland St)
ASHLAND FAMILY YMCA	120 employees · ~\$5.3M revenue · 0.6 mi (YMCA Way)

Source: Esri-Data Axle 2025. Figures approximate; representative of a deeper base of ~25–30 named businesses within 0.5 miles.



Aerial context — the 3.57-acre parcel (outlined) within the south-Ashland employment corridor, with Interstate 5 at right.

Four views of the parcel and its corridor.



Zoning & Allowed Uses

Broad commercial use, plus residential by right.

E-1 supports the widest commercial-use spectrum permitted anywhere in Ashland. On top of it, the city's Residential (R) Overlay — one of Ashland's overlay zones, which modify the underlying zone's standards — layers by-right mixed-use housing, letting the same 3.57 acres carry a commercial, residential, or blended program.



Subject parcel (red) in the E-1 Employment zone, bounded by E Jefferson Avenue and Washington Street; the Residential (R) Overlay applies. Base map: Ticor Title / Sentry Dynamics.

Permitted Uses (E-1)

- | | |
|---------------------------------|-----------------------------------|
| ● Professional & medical office | ● Retail commercial |
| ● Light manufacturing | ● Assembly & fabrication |
| ● Distribution / warehouse | ● Mixed-use (comm. + residential) |
| ● Health, fitness & wellness | ● Restaurant / food service |
| ● Institutional & community | ● Solar canopy over parking* |

* Allowed as a secondary use accessory to a primary E-1 use. **Not permitted in E-1:** standalone solar farm, electrical substation.

R-OVERLAY MIXED-USE DENSITY.

Up to 15 dwelling units per acre when paired with ground-floor commercial — about 53 residential units over commercial on 3.57 acres. Standard site review applies; no special use permit, density bonus, or income restriction is required. Verified with City of Ashland Community Development.

PRE-APPLICATION

ENCOURAGED. The City's Planning Division invites prospective buyers to submit a pre-application before purchase to confirm specific use compatibility.

Private rail spur — feasibility confirmed.

The Central Oregon & Pacific Railroad main line runs along the property's southwest boundary. At the seller's request, Genesee & Wyoming Railroad Services — the parent company operating the CORP line — evaluated the site and produced a conceptual layout for a private spur connecting directly into the existing track. The proposed configuration accommodates 446 track-feet and six 65-foot rail cars, with a preliminary capital cost estimate of approximately \$515,000 covering the turnout, derail, ballasted track, and bump post. For a freight-intensive end user — a manufacturer, distributor, or specialty industrial operator — rail access of this kind is rare among Southern Oregon E-1 sites.



Conceptual layout · Genesee & Wyoming Industrial Development · CORP — Central Oregon & Pacific Railroad · Drawing No. SP.01 · March 24, 2025 · Not for construction.

446 TF

Usable spur capacity — six 65-ft rail cars

1,032 TF

Ballasted track to be installed

~\$515K

Preliminary turnkey estimate — turnout, derail, track & bump post

What that buys is leverage that very few parcels in the region can offer. Rail-served, employment-zoned land is effectively a closed inventory in Southern Oregon — the existing rail-adjacent sites are long spoken for, and the corridor is not being extended — so the ability to bring cars directly onto the property is a durable structural advantage rather than a convenience. For the right operator it changes the math on inbound raw materials and outbound product, taking trucks and drayage cost out of the supply chain and widening the radius of markets the site can serve competitively. It also broadens who the parcel can attract: a freight-dependent manufacturer or distributor that would otherwise have no Ashland option can underwrite here, and a buyer who never lays track still holds the optionality, which is itself worth something at resale.

Full engineering drawings and the conceptual cost breakdown are available on request; any specific spur design would be subject to railroad approval and standard engineering review.

Buyer Profile

Five buyers, each with their own math.

Few Southern Oregon offerings carry this combination of scale, zoning latitude, and corridor visibility — and that breadth is precisely what widens the buyer pool. The same 3.57-acre E-1 parcel, under the R-Overlay, underwrites as an owner-user headquarters, a multi-tenant flex campus, a mixed-use development, a visibility-driven institutional site, or a long-hold land position — each on its own credible math, in a city that produces very little land like this. The five archetypes below show how each would approach the site; the categories are not mutually exclusive, and a serious buyer often blends more than one.

Owner-User Operator

MOST LIKELY

A Southern Oregon manufacturer, distributor, or trades operator outgrowing existing space. Builds a single-tenant headquarters with shop, yard, and office under one roof, and underwrites on operational savings rather than yield.

Multi-Tenant Flex Developer

STRONG FIT

Builds a Class-B flex / light-industrial campus with 4–8 demising-ready suites for local trades and small-format users — pencilling on Ashland's persistent shortage of small-bay industrial product.

Mixed-Use / Live-Work Developer

R-OVERLAY ADVANTAGE

Capitalizes on E-1's R-Overlay (Section 5) to stack residential above ground-floor commercial — a model Ashland's Comprehensive Plan names E-1 overlay sites as well suited for. The 868-foot Washington Street frontage supports a phased program — flex/commercial along the I-5-facing edge, mixed-use along Jefferson Avenue.

Institutional or Wellness User

HIGHEST & BEST USE

A medical, dental, fitness, or community-serving institution drawn by the I-5 visibility and proximity to SOU and downtown Ashland — uses that typically pay a premium for exposure.

Land Banker / Long-Hold Investor

PATIENT CAPITAL

Acquires on a 5–10 year horizon as Ashland's employment lands continue to absorb. Carry cost is modest; the appreciation thesis rests on a fixed supply — flat, serviced E-1 acreage hemmed in by the foothills and a tightly held urban growth boundary, the kind of land the city produces once a generation rather than once a cycle.

Market Context

A small city with outsized economic gravity.

Ashland combines small-town quality of life with the economic depth of a regional anchor. Roughly 21,500 residents — within a Rogue Valley population exceeding 220,000 — sustain a deep, diversified labor pool. Within a one-mile radius of the property the workforce skews just under 70% white-collar (Management & Financial 21%, Professional 32%, Sales 11%), a profile closer to a Bay Area suburb than a small Pacific Northwest city. Median household income within a mile is about \$70,000; the average is roughly \$101,000.

21,500+

CITY POPULATION

220K

ROGUE VALLEY
MSA

5,113

SOU ENROLLMENT

69.6%

WHITE-COLLAR (1
MI)

A Constrained Employment-Land Base

Ashland's geography enforces scarcity: the city is hemmed in by Bear Creek, the Cascade-Siskiyou foothills, and a tightly drawn urban growth boundary. The Comprehensive Plan has long committed the city to a deliberately compact urban form — a finite land supply reinforced by steep-slope and topographic constraints — so employment-zoned inventory arrives at a pace measured in years, not quarters. Land of this scale, this flat, this close to I-5 and already paved to the corner is not a category Ashland produces twice in a cycle.

An Anchor Economy

The city is anchored by Southern Oregon University, the Oregon Shakespeare Festival, Asante Ashland Community Hospital, and a deep base of independent professional and creative businesses. Tourism, education, healthcare, and food & beverage manufacturing form a diversified employment foundation that has absorbed commercial space across regional cycles. The Comprehensive Plan reinforces this posture: under Policy VII-3, the city states its intent to grow its base of “family wage” retail, service, and light-industrial employers — with particular emphasis on businesses paying at or above the median county wage, employing roughly 5 to 100 people, or locally owned — the precise operator profile an E-1 site of this size and access tends to attract.



Access, education, and quality-of-life anchors.

Ashland sits on Interstate 5 between Portland and San Francisco, with Rogue Valley International-Medford Airport approximately twenty minutes north. Southern Oregon University, six minutes from the site, enrolls approximately 5,113 students and provides both a workforce pipeline and a steady source of educated talent for area employers. The city's downtown anchors a mature performing-arts and hospitality economy — the Oregon Shakespeare Festival draws hundreds of thousands of visitors annually — while Asante Ashland Community Hospital and Mt. Ashland Ski Area within minutes of the property round out the lifestyle and amenity base that drives both employee recruitment and retention. For an employer or institutional user, Ashland offers a rare combination: the talent depth of a university town, the lifestyle pull of a destination city, and the operational fundamentals of a working commercial corridor.

DEMOGRAPHICS SNAPSHOT · 1-MILE RADIUS

POPULATION	5,769	WHITE-COLLAR SHARE	69.6%
HOUSEHOLDS	2,827	HHS EARNING \$100K+	30%+
MEDIAN HH INCOME	\$70,332	HHS EARNING \$150K+	18.7%
AVERAGE HH INCOME	\$101,481	POP. GROWTH (2010–25)	~9%
MEDIAN NET WORTH	\$187,927	ASHLAND CITY POP.	~21,500
WORKFORCE (16+)	2,858	ROGUE VALLEY MSA	~220,000

Sources: Esri 2025 · U.S. Census ACS 2019–2023 · Esri-Data Axle 2025

Buyer to verify all figures



DOWNTOWN ASHLAND



WINE COUNTRY NEAR JACKSONVILLE



ROGUE VALLEY VINEYARDS & FARMLAND



ASHLAND'S WALKABLE DOWNTOWN

Pricing Basis

A comparable-supported list price.

The \$795,000 list price is supported by independent benchmarks and recent local sales. The strongest is the adjacent 777 E Jefferson sale to Goodwill (November 2023) — same corridor, same E-1 zoning, \$1,148,677 for 2.93 acres, or \$392,040 per acre; at the subject's \$222,689 per acre, the list sits 43% below that benchmark. The property's own Tigor-assessed market value (February 2025) is \$1,336,630 — 41% above the list. Recent comparable Ashland land sales run from roughly \$134,000 to \$324,000 per acre across multi-acre parcels in the same submarket; the subject sits near the middle of that range and essentially in line with the nearest vacant-land sale, 1390 Tolman Creek Road (\$217,611 per acre, July 2024). Improved commercial sales along the corridor — disclosed below for transparency — trade between roughly \$1.0M and \$2.8M per acre, underscoring that vacant employment land at \$222,689 per acre is priced at a fraction of developed value. Use class, size, location, and improvements vary across the sales shown.

ANCHOR COMMERCIAL COMPARABLE

777 E JEFFERSON AVE

Sold 11/14/2023 · \$1,148,677 · 2.93 ac · \$392,040 / ac · Adjacent parcel, same E-1 zoning, sold to Goodwill; corridor benchmark.

COMPARABLE ASHLAND LAND SALES

1390 TOLMAN CREEK RD

Sold 07/19/2024 · \$1,075,000 · 4.94 ac · \$217,611 / ac · Vacant land, same submarket — closest raw-land comp to the subject.

534 CROWSON RD

Sold 04/09/2025 · \$1,020,000 · 4.91 ac · \$207,739 / ac · Large parcel just south of the site (residential improvement).

1100 BENSON WAY

Sold 11/26/2025 · \$650,000 · 4.84 ac · \$134,298 / ac · Employment-area parcel near the site, nominal improvements.

2570 SISKIYOU BLVD

Sold 09/12/2025 · \$1,100,000 · 3.40 ac · \$323,529 / ac · Closest in size to the subject (residential improvement).

IMPROVED COMMERCIAL CORRIDOR SALES (DISCLOSED FOR COMPLETENESS)

2995 HWY 66

Sold 03/25/2025 · \$2,500,000 · 2.36 ac · \$1,059,322 / ac · Improved commercial (103,036 sf); price reflects buildings, not raw land.

2359 HWY 66

Sold 09/30/2024 · \$2,920,000 · 1.05 ac · \$2,780,952 / ac · Improved commercial (13,370 sf); not a land comp.

List price \$795,000 · \$222,689 / ac

vs. 777 Jefferson commercial benchmark (\$392,040 / ac)	43% below
vs. Tigor-assessed Market Value (\$1,336,630)	41% below
vs. comparable Ashland land sales (\$134K–\$324K / ac)	mid-range

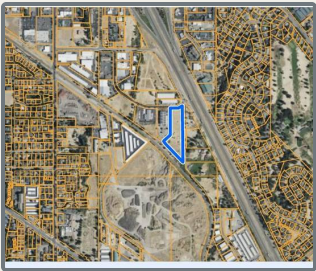
COMPARABLE SET

Comparable Sales — Matrix.

The full set of relevant sales is consolidated below, with the subject shown for reference. Land sales are multi-acre parcels in the subject's submarket; on improved parcels the per-acre figure includes building value and therefore overstates land. Sub-acre improved lots from the source set are excluded as non-comparable.

COMPARABLE	SOLD	ACRES	PRICE	\$ / ACRE	USE / NOTES
799 E Jefferson Ave ★	List	3.57	\$795,000	\$222,689	Subject · E-1 · vacant
ANCHOR COMMERCIAL					
777 E Jefferson Ave	11/2023	2.93	\$1,148,677	\$392,040	Adjacent · E-1 · sold to Goodwill
COMPARABLE ASHLAND LAND SALES					
1390 Tolman Creek Rd	07/2024	4.94	\$1,075,000	\$217,611	Vacant land · closest raw-land comp
534 Crowson Rd	04/2025	4.91	\$1,020,000	\$207,739	Large parcel · residential improvement
376 Crowson Rd	10/2025	4.13	\$775,863	\$187,860	Large parcel · residential improvement
1495 Tolman Creek Rd	09/2025	5.81	\$1,440,000	\$247,849	Large parcel · residential improvement
1100 Benson Way	11/2025	4.84	\$650,000	\$134,298	Employment-area · nominal improvements
2570 Siskiyou Blvd	09/2025	3.40	\$1,100,000	\$323,529	Closest in size · residential improvement
IMPROVED COMMERCIAL CORRIDOR (DISCLOSED; NOT LAND COMPS)					
2995 Hwy 66	03/2025	2.36	\$2,500,000	\$1,059,322	Improved · 103,036 sf
2359 Hwy 66	09/2024	1.05	\$2,920,000	\$2,780,952	Improved · 13,370 sf
639 Tolman Creek Rd	01/2025	1.08	\$1,100,000	\$1,018,519	Improved · 6,106 sf

COMPARABLE PARCELS



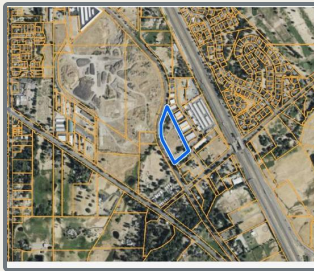
799 E Jefferson ★
Subject · 3.57 ac · vacant



1390 Tolman Creek
4.94 ac · vacant · \$217,611/ac



534 Crowson Rd
4.91 ac · \$207,739/ac



1100 Benson Way
4.84 ac · \$134,298/ac

Sales data and parcel aerials sourced from id.land comparable sales, June 2026. Boundaries approximate.

Transaction & Contact

Terms, financing, and how to take the next step.

799 E Jefferson is offered As-Is, Where-Is at \$795,000 — a rare chance to acquire fully serviced, build-ready employment land at the south gateway to Ashland's primary commercial corridor, at a basis well below recent corridor benchmarks. Seller financing is available to qualified buyers at \$250,000 minimum down, with rate, amortization, and term negotiable based on offer strength. Showings are coordinated through either listing broker; the full due-diligence package — including Ticor preliminary title report, partition plat, prior pre-application correspondence, and rail spur conceptual layout — is available to qualified buyers on request.

LIST PRICE	\$795,000
SELLER FINANCING	Available to qualified buyers. Min. \$250K down. Rate, amortization, and term negotiable based on offer strength.
LISTING DATE	April 30, 2026
LISTING AGREEMENT	Exclusive Right to Sell
OWNER OF RECORD	Msan LLC
PREFERRED ESCROW	Kym Ayres · Ticor Title
SHOWING INSTRUCTIONS	By appointment via listing team
DUE DILIGENCE	Plat map, preliminary title report, prior pre-app correspondence available on request

CO-LISTED BY

Andrea Faith Adams

LISTING BROKER

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DISCLAIMER

This Offering Memorandum has been prepared by the co-listing brokers, John L. Scott Real Estate and Coldwell Banker Commercial Professional Group, solely for the purpose of providing prospective purchasers with information regarding the property at 799 E Jefferson Ave, Ashland, Oregon. Information herein has been obtained from sources believed reliable; no representation or warranty, express or implied, is made as to its accuracy or completeness. Prospective purchasers are encouraged to conduct their own independent investigation and due diligence regarding zoning, allowed uses, utility availability, environmental conditions, title, and any other material aspect of the property. References to the City of Ashland Land Use Ordinance, Comprehensive Plan, and planner correspondence reflect information available as of the listing date and are subject to change. This document does not constitute an offer to sell or a solicitation to purchase. The seller reserves the right to withdraw the property or modify terms without notice.

Zoning & Allowed Uses

Regulatory reference · Ashland Land Use Ordinance, Chapter 18.2.2 — Base Zones and Allowed Uses (Ord. 3263 §3, amended 06/03/2025)

The property is zoned **E-1 (Employment)** and lies within the City's **Residential (R) Overlay**. E-1 supports the broadest commercial use spectrum permitted in Ashland; the R-Overlay layers residential development of up to 15 dwelling units per acre — approximately 53 units across the 3.57-acre site — when paired with ground-floor commercial use. Standard site review applies, and no special use permit, density bonus, or income restriction is required to access that density (verified with City of Ashland Community Development).

The model is one the City's own Comprehensive Plan endorses: its Housing chapter names **E-1** and **C-1** properties carrying a residential overlay as well suited to mixed-use development — commercial on the ground floor, housing above — at densities ranging from 15 units per acre upward by unit size. (The Plan expresses policy intent, not binding regulation; the Land Use Ordinance controls.)

How Allowed Uses Are Classified

P — PERMITTED	Allowed outright, subject to the development standards of the zone and applicable overlays. Permitted uses are allowed as both primary and accessory uses.
S — SPECIAL USE	Permitted subject to the Special Use Standards of Chapter 18.2.3.
CU — CONDITIONAL	Allowed subject to a Conditional Use Permit under Chapter 18.5.4.
PROHIBITED	Uses not listed in Table 18.2.2.030, and not found similar to an allowed use under §18.1.5.040, are prohibited.

Key Code Provisions

MIXED-USE (§G)	Uses allowed individually may be combined — in the same structure or on the same site — provided all development and building-code standards are met. This is the basis for ground-floor commercial with residential above, as of right.
OVERLAY ZONES (§E)	Overlay zones (the R-Overlay here) may add standards or restrictions, and may grant exceptions to some base-zone standards. See Part 18.3.
ACCESSORY (§F)	Uses identified as Permitted (P) are allowed as both primary and accessory uses.
TEMPORARY (§H)	Temporary uses require a Conditional Use Permit (Ch. 18.5.4), except short-term events held once per calendar year for not more than 72 hours, which the Staff Advisor may approve by ministerial review.

E-1 Allowed-Use Summary

Permitted (P): professional & medical office; restaurant; bakery; veterinary clinic; light & general manufacturing; warehouse / distribution; child care; government & emergency services; public parking. **Special Use (S):** retail (capped at 20,000 sf per lot); single-family, duplex & multifamily dwellings (§18.2.3.130 — the basis for the R-Overlay mixed-use program); food-products manufacturing. **Conditional (CU):** hotel / motel; nightclub; automotive sales; self-storage; electrical substation. The complete column follows.

FROM THE ORDINANCE — LUO §18.2.2.030(A)

“Allowed uses include those that are permitted, permitted subject to special use standards, and allowed subject to approval of a conditional use permit. Where Table 18.2.2.030 does not list a specific use and Part 18.6 does not define the use or include it as an example of an allowed use, the City may find that use is allowed, or is not allowed, following the procedures of §18.1.5.040.”

Chapter 18.2.2 · Base Zones and Allowed Uses · Ord. 3263 §3, effective 06/03/2025

Table 18.2.2.030 — E-1 Allowed Uses

The matrix below reproduces the **E-1 (Employment)** column of City of Ashland LUO Table 18.2.2.030 — each land-use category and its status in the base zone. Section (§) references point to the applicable Special Use Standards in Chapter 18.2.3. The R-Overlay further enables residential and mixed-use development as described in Section 5 and on the preceding page.

P Permitted · **S** Special Use Standards · **CU** Conditional Use Permit · **N** Not allowed

A. AGRICULTURAL USES

Agriculture (general)	N	
Keeping of bees / livestock / micro-livestock	N	
Marijuana cultivation, homegrown	S	§18.2.3.190

B. RESIDENTIAL USES

Single-Family Dwelling	S	§18.2.3.130 (dwellings in E-1)
Duplex	S	§18.2.3.110; §18.2.3.130
Multifamily Dwelling	S	§18.2.3.130 · basis for R-Overlay housing
Home Occupation	S	§18.2.3.150
Accessory Residential Unit	N	
Cottage Housing; Manufactured Homes	N	
Rental-to-For-Purchase Conversion	N	

C. GROUP LIVING

Residential Care Home / Facility	N	
Nursing / Convalescent Homes	N	
Room & Boarding Facility	N	

D. PUBLIC & INSTITUTIONAL USES

Child Care Facility	P	State licensing
Governmental Offices & Emergency Services	P	Excl. outdoor storage
Mortuary, Crematorium	P	
Public Parking Facility	P	
Recycling Depot	P	Not within 200 ft of residential
Utility & Service Building / Yard	P	Excl. electrical substations
Wireless Communication Facility	P or CU	Ch. 18.4.10
Club Lodge, Fraternal Organization	CU	
Electrical Substation	CU	
Religious Institution / House of Worship	CU	
School — Private College / Trade / Technical	CU	
Hospitals; K–12 Schools; Parks & Open Space	N	
Cemetery, Mausoleum, Columbarium	N	

Table 18.2.2.030 — E-1 Allowed Uses (cont.)

E. COMMERCIAL USES

Office	P	
Restaurants	P	
Bakery (except food processing)	P	
Veterinary Clinic	P	
Retail Sales & Services	S	Limited to 20,000 sf gross leasable / lot
Commercial Laundry, Cleaning & Dyeing	S	§18.2.3.080
Food Trucks & Food Carts	S	§18.2.3.145
Kennel	S	No animals outside w/in 200 ft of residential
Automotive & Truck Repair / Service	S or CU	Repair P if ≥200 ft from residential; fuel CU · §18.2.3.050
Marijuana Retail Sales	S or CU	Boulevard or ≥200 ft from residential · §18.2.3.190
Amusement / Entertainment	CU	Excl. drive-up
Automotive Sales & Rental	CU	Not in Historic District
Hotel / Motel	CU	
Nightclub, Bar	CU	Not in Historic District unless C-1-D
Lumber Yard / Contracting Supplies	CU	
Self-Service Storage (Mini-Warehouse)	CU	
Outdoor Storage (with an allowed use)	CU	
Drive-Up Use; Hostel; Travelers' Accom.	N	
Commercial Recreation; Wholesale Nursery	N	

F. INDUSTRIAL & EMPLOYMENT USES

Manufacture, Light	P	Assembly / fabrication / packaging
Manufacture, General	P or S	Incl. marijuana lab/processing/production (§18.2.3.190)
TV & Radio Broadcasting Studio	P	
Food Products Manufacture / Processing	S	§18.2.3.140
Wholesale Storage & Distribution	S	Deliveries 7a–9p w/in 200 ft of residential
Cabinet, Carpentry & Machine Shop	S or CU	CU if within 200 ft of residential
Dwelling for caretaker or watchman	CU	
Excavation; Concrete / Asphalt Batch Plant	N	
Wrecking, Demolition & Junk Yards	N	

G. OTHER USES

Temporary Use	CU	Uses < 72 hrs by ministerial review (§18.2.2.030.H)
Temporary Tree Sales	N	

Reproduced from City of Ashland LUO Table 18.2.2.030, "Uses Allowed by Zone," E-1 column (Ord. 3263 §3, eff. 06/03/2025; LUO current through Ord. 3268, 11/04/2025). Notes are condensed; the full eight-zone table and its special-use provisions are controlling. Not legal advice — confirm all zoning, uses, density, and standards with the City of Ashland Community Development Department.