



FOR SALE



SOUTH SALEM DEVELOPMENT LAND

Zoning: County-UT-5 – Urban Transition Land
± 19.26 AC (2 Parcels) | Price: \$5,083,000 (\$7 /Developable SF)

1800 Cordon Rd SE, Salem, OR 97317

- Approximately 16.67 acres developable
- Seller has initiated the annexation process with the City of Salem.
- Flexible Industrial Zoning during annexation process
- Located along a proven industrial corridor adjacent to Amazon, Home Depot, Dollar General, and Winco distribution centers.
- Access to N Santiam Hwy and I-5 Via Kuebler Blvd.
- Possibility to annex as housing. Conceptual apartment layout available upon request.

NICHOLAS G. DIAMOND

Principal Broker | Licensed in OR & WA

503-222-2655

ndiamond@capacitycommercial.com

RILEY M. HENDERSON, MRED

Senior Vice President | Licensed in OR & WA

503-975-9301

riley@capacitycommercial.com

MICHAEL HORTER

Senior Associate Broker | Licensed in OR

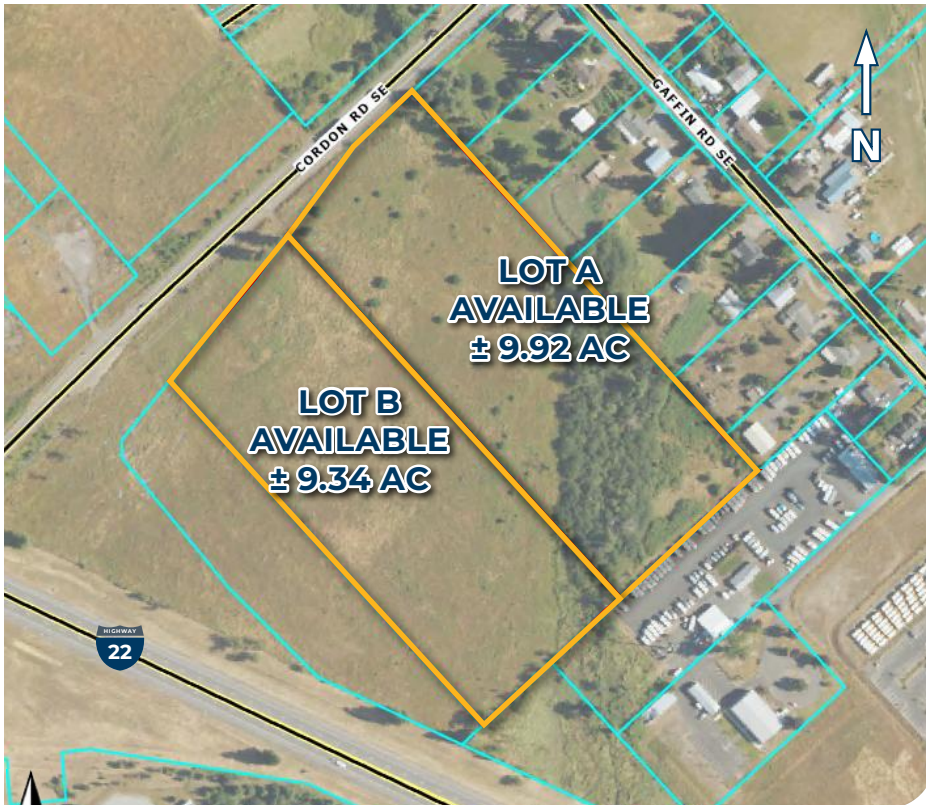
503-936-8332

michaelhorter@capacitycommercial.com



PROPERTY SUMMARY

FOR SALE



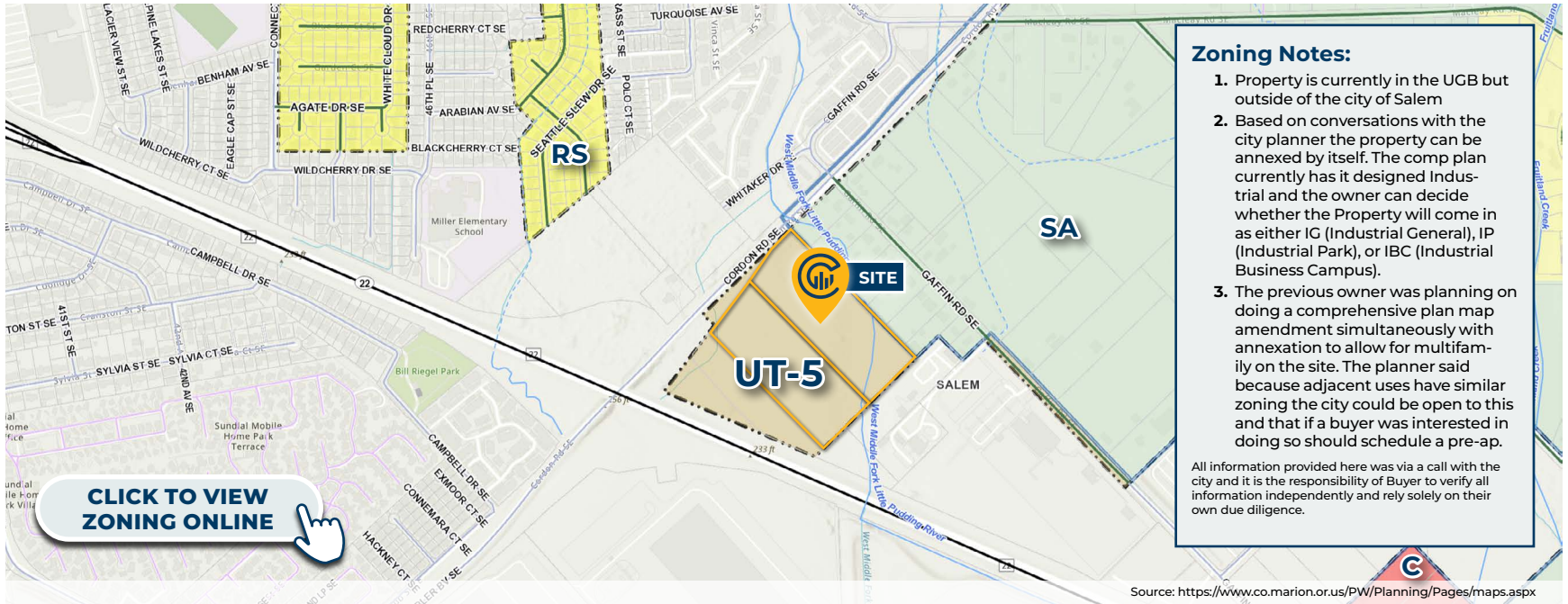
PROPERTY DETAILS

Address	1800 Cordon Rd SE, Salem, OR 97317
Available Space	± 19.26 AC (2 Parcels)
Lot A	± 9.92 AC (± 432,115 SF) Parcel #581924
Lot B	± 9.34 AC (± 406,850 SF) Parcel #581925
Price	\$5,083,000 (\$7.00 /Developable SF)
Current Zoning	County-UT-5 – Urban Transition
Planned Zoning	Salem IND – Industrial

Nearby Highlights

- WinCo Foods
- The Home Depot
- La-Z-Boy
- Lowes
- Walmart
- Kelly's Appliances
- Get Air Trampoline Park
- Burger King
- Dude Donut City
- Ashley Furniture Store
- Corban University
- Tripp Dog Coffee
- Amazon Distribution Center
- The Home Depot Distribution Center





Zoning Notes:

1. Property is currently in the UGB but outside of the city of Salem
2. Based on conversations with the city planner the property can be annexed by itself. The comp plan currently has it designed Industrial and the owner can decide whether the Property will come in as either IG (Industrial General), IP (Industrial Park), or IBC (Industrial Business Campus).
3. The previous owner was planning on doing a comprehensive plan map amendment simultaneously with annexation to allow for multifamily on the site. The planner said because adjacent uses have similar zoning the city could be open to this and that if a buyer was interested in doing so should schedule a pre-ap.

All information provided here was via a call with the city and it is the responsibility of Buyer to verify all information independently and rely solely on their own due diligence.

Chapter 16.13 - URBAN TRANSITION – UT ZONE

16.13.000 Purpose.

The UT (urban transition) zone is intended to retain and protect for future urban use properties which are undeveloped or underdeveloped and do not have available urban facilities such as sanitary sewer, water, drainage and streets. The zone allows the continuation of legally established uses and establishment of uses compatible with the plan designation. In areas planned for development relying on urban services, transitional uses may be allowed which will not interfere with the efficient, later use of the land for planned urban uses.

The zone is appropriate in areas designated in the applicable urban area comprehensive plan for future urban residential development, but may also be used to protect lands designated for future commercial, industrial or public uses. In areas designated for urban residential development, the residential density included in the zone is intended to be consistent with the average lot size of the immediate area. In areas planned for other uses, the zone is intended to retain lot sizes conducive to efficient development of planned uses and prevent conflicts associated with development of additional dwellings.

The zone is also intended to encourage the continued practice of commercial agriculture in areas planned for future urban development. The UT zone is intended to be a farm zone consistent with ORS 215.203. [Ord. 1301 § 4 (Exh. A), 2010; Ord. 1204 § 4, 2004; Ord. 1170 § 4, 2002; Ord. 863 § 5, 1990. UZ Ord. § 13.00.]

16.13.010 Uses.

The following uses, when developed under the applicable development standards in this title, are permitted in the UT zone:

- A. Lawful uses existing on a property at the time of the effective date of this zone. Expansion or replacement of nonresidential uses is regulated by MCC 16.13.020(A).
- B. Farm use*.

- C. The propagation, management or harvesting of forest products; provided, that harvesting of forest products which would otherwise be regulated under the Forest Practices Act if located in a forest zone shall comply with the requirements of the Forest Practices Act. Exceptions to Forest Practices Act requirements may be approved as a major adjustment under Chapter 16.41 MCC.
- D. Child care home* for 12 or fewer children.
- E. The following uses subject to the special standards in Chapter 16.26 MCC:
 - 1. Home occupations, limited* (see MCC 16.26.200).
 - 2. Wind energy conversion system (see MCC 16.26.730).
- F. Uses permitted in Chapter 16.25 MCC.
- G. A single-family dwelling or mobile home* subject to MCC 16.13.300.
- H. Public utilities* providing services to the local area, such as utility substations, pump stations, reservoirs and low voltage (57 KV or less) electrical transmission lines.
- I. Signs subject to Chapter 16.31 MCC.
- J. Bed and breakfast establishments that do not include more than four lodging rooms and employ no more than one person in the conduct of the home occupation on the subject property ("person" includes volunteer, nonresident employee, partner or any other person). [Ord. 1301 § 4 (Exh. A), 2010; Ord. 1204 § 4, 2004; Ord. 1170 § 4, 2002; Ord. 882 § 4, 1990; Ord. 863 § 5, 1990. UZ Ord. § 13.01.]

16.13.020 Conditional uses.

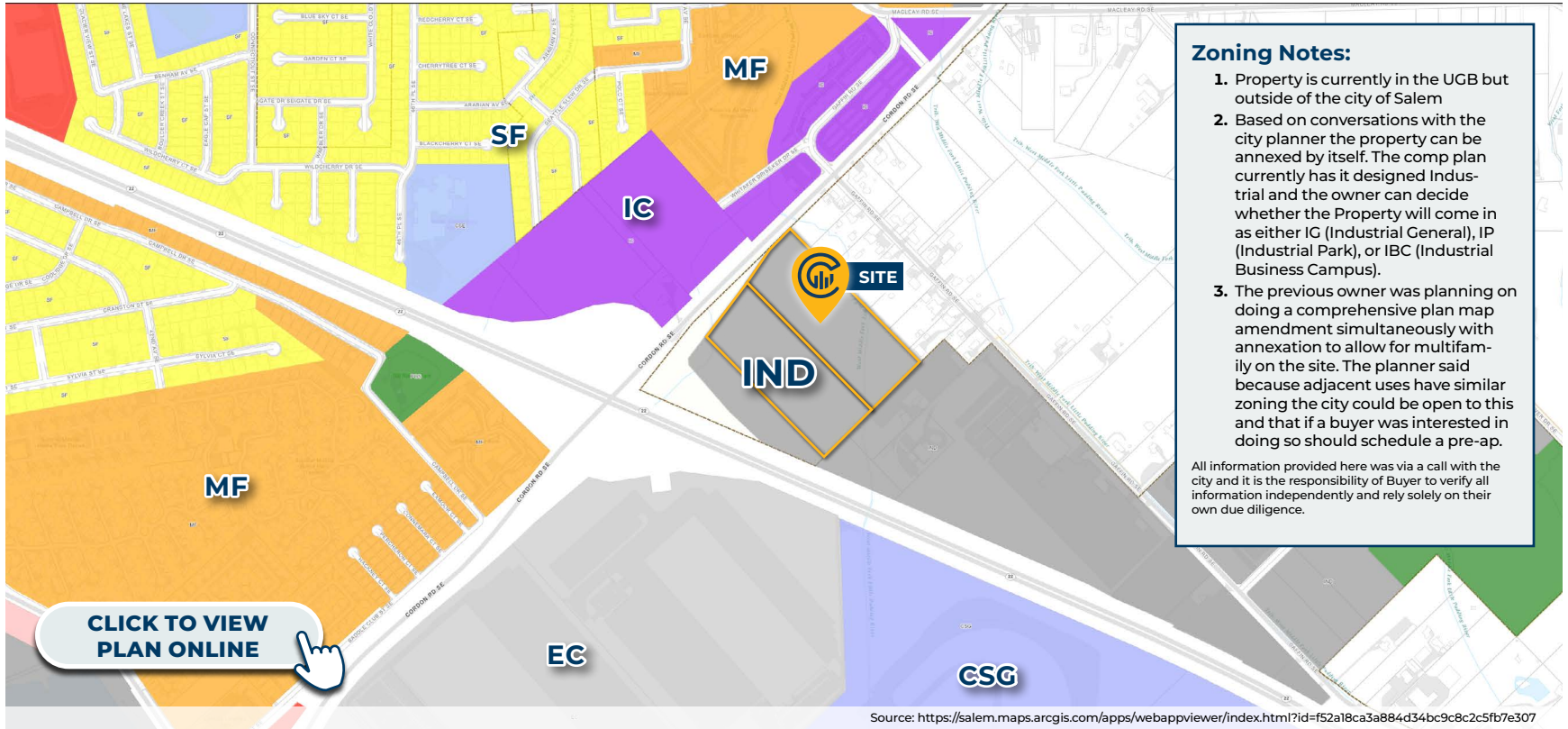
The following uses may be permitted subject to obtaining a conditional use permit and compliance with MCC 16.13.300:

- A. Expansion or replacement of a use permitted under MCC 16.13.010(A).
- B. Commercial activities in conjunction with farm use* or forest use subject to MCC 16.13.030(E).

- C. Exploration, mining, and processing of geothermal, or other subsurface resources not used exclusively in conjunction with farm or forest management (see MCC 16.26.750 and 16.26.760). Surface mining is included subject to Chapter 16.32 MCC. Includes processing of aggregate into asphalt or portland cement, provided the facility is located more than two miles from a planted vineyard.
- D. Public or private power generation facilities (see MCC 16.26.730, 16.26.740, 16.26.750, and 16.26.760).
- E. Kennels*.
- F. Temporary homes for the infirm subject to Chapter 16.32 MCC.
- G. Solid waste disposal sites subject to Chapter 16.32 MCC.
- H. Transmission towers* and transmission facilities*.
- I. Private or public parks and playgrounds serving the general public.
- J. Religious organizations* (see MCC 16.26.600).
- K. Public golf courses (SIC 7992) and golf-related recreation identified in SIC 7997 and 7999 (see MCC 16.26.320).
- L. Elementary and secondary schools, SIC 8211 (see MCC 16.26.620).
- M. Public buildings and structures such as libraries, fire stations and public utilities*.
- N. Civic, social and fraternal organizations, SIC 864.
- O. Child care facilities* (see MCC 16.26.220).
- P. Farm stand subject to the standards in MCC 16.13.030(F).
- Q. Uses allowed outright or conditionally in the most restrictive zone, other than a medical marijuana processor* or medical marijuana producer*, consistent with the land use designation.
- R. Home occupations, conditional* subject to MCC 16.32.400.
- S. Temporary facility for the primary processing of forest products as defined in ORS 215. [Ord. 1372 § 4 (Exh. A), 2016; Ord. 1301 § 4 (Exh. A), 2010; Ord. 1204 § 4, 2004; Ord. 1170 § 4, 2002; Ord. 1032 § 4, 1996; Ord. 863 § 5, 1990. UZ Ord. § 13.02.]



PROPOSED ZONING



Zoning Notes:

1. Property is currently in the UGB but outside of the city of Salem
2. Based on conversations with the city planner the property can be annexed by itself. The comp plan currently has it designed Industrial and the owner can decide whether the Property will come in as either IG (Industrial General), IP (Industrial Park), or IBC (Industrial Business Campus).
3. The previous owner was planning on doing a comprehensive plan map amendment simultaneously with annexation to allow for multifamily on the site. The planner said because adjacent uses have similar zoning the city could be open to this and that if a buyer was interested in doing so should schedule a pre-ap.

All information provided here was via a call with the city and it is the responsibility of Buyer to verify all information independently and rely solely on their own due diligence.

Source: <https://salem.maps.arcgis.com/apps/webappviewer/index.html?id=f52a18ca3a884d34bc9c8c2c5fb7e307>

Three Potential Zoning Options

IBC—INDUSTRIAL BUSINESS CAMPUS

Sec. 552.001. - Purpose. The purpose of the Industrial Business Campus (IBC) Zone is to implement the industrial designation of the Salem Area Comprehensive Plan through the identification of allowed uses and the establishment of development standards. The IBC zone allows a mixture of light industrial, employment, and office uses, together with some small-scale commercial uses. The development standards within the zone require well-landscaped, attractive, and cohesive developments. (Prior Code, § 552.001; Ord. No. 31-13)

[CLICK TO VIEW IBC ZONING ONLINE](#)

IP—INDUSTRIAL PARK

Sec. 553.001. - Purpose. - The purpose of the Industrial Park (IP) Zone is to implement the industrial designation of the Salem Area Comprehensive Plan through the identification of allowed uses and the establishment of development standards. The IP zone allows industrial uses, along uses providing services and support to industry, in a park like setting. (Prior Code, § 553.001; Ord. No. 31-13)

[CLICK TO VIEW IP ZONING ONLINE](#)

IG—GENERAL INDUSTRIAL

Sec. 554.001. - Purpose. - The purpose of the General Industrial (IG) Zone is to implement the industrial designation of the Salem Area Comprehensive Plan through the identification of allowed uses and the establishment of development standards. The IG zone generally allows a wide range of manufacturing, distribution, and storage uses, and prohibits uses that are incompatible with industrial development. (Prior Code, § 554.001; Ord. No. 31-13)

[CLICK TO VIEW IG ZONING ONLINE](#)

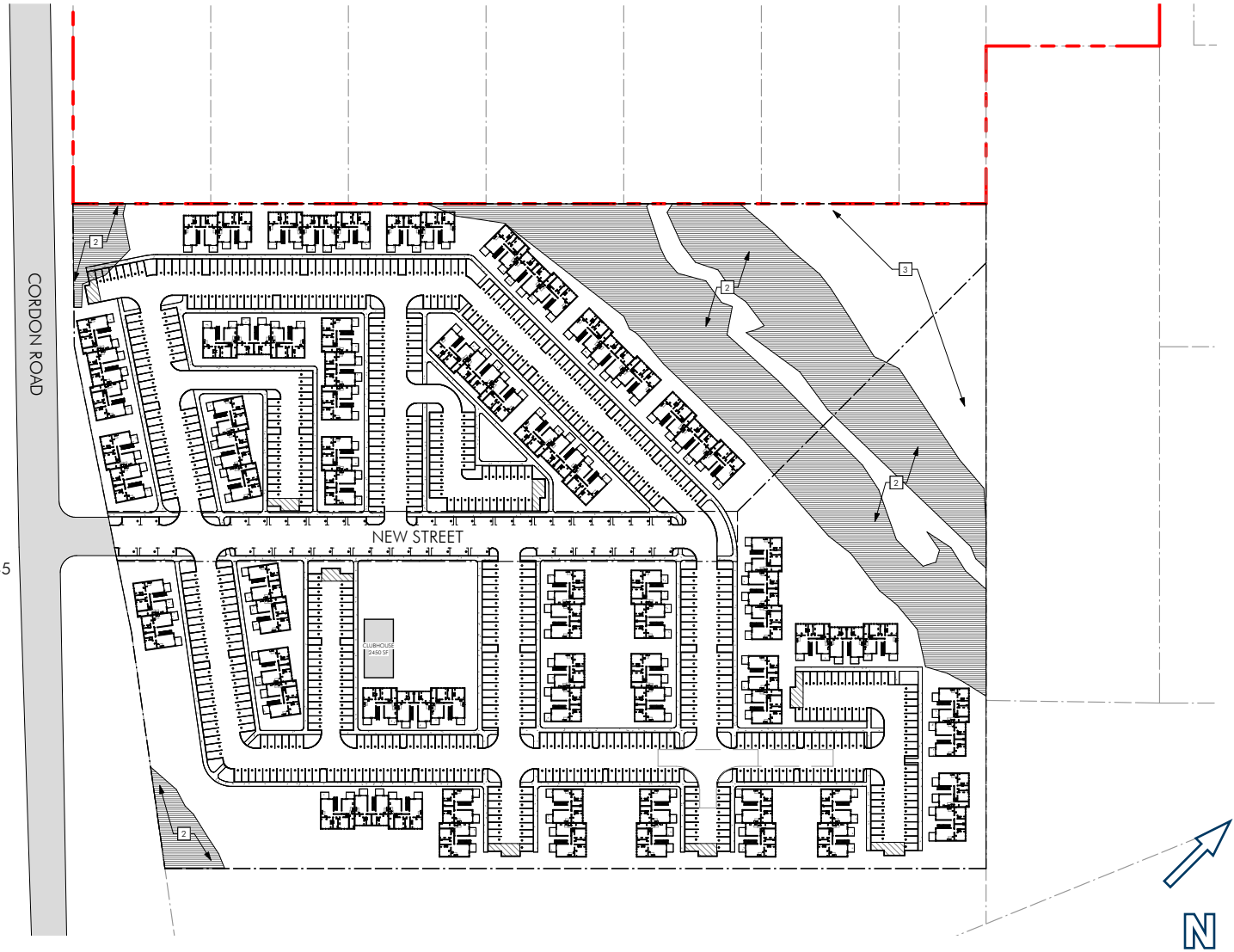
CONCEPTUAL APARTMENT SITE PLAN

Previous owner had planned for a comprehensive plan change to multifamily simultaneous with annexation. Inquire for pre-ap notes.



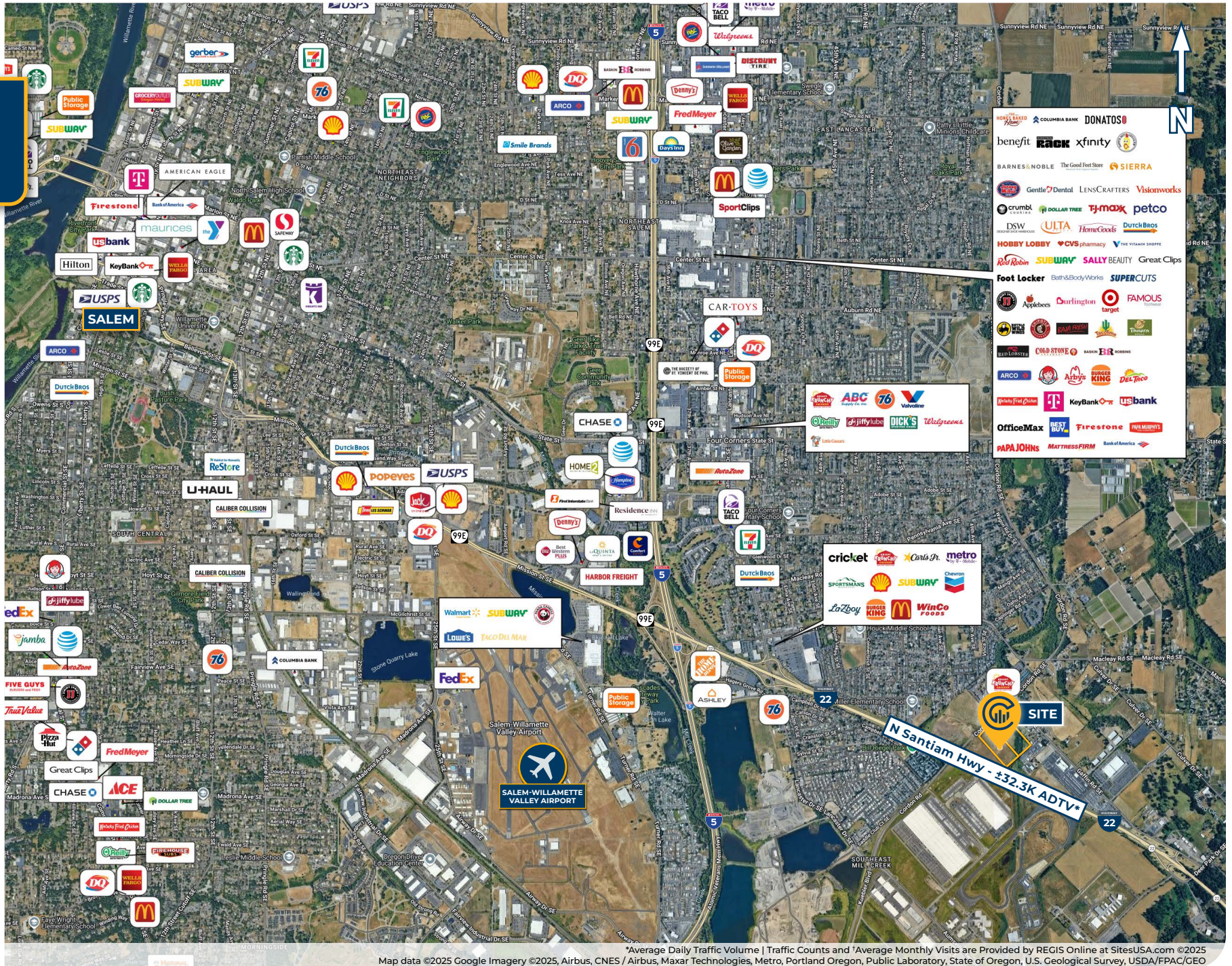
CONCEPTUAL SITE PLAN

UNITS: 480
PARKING: 684
GOAL: 720
PUBLIC STREET: 45





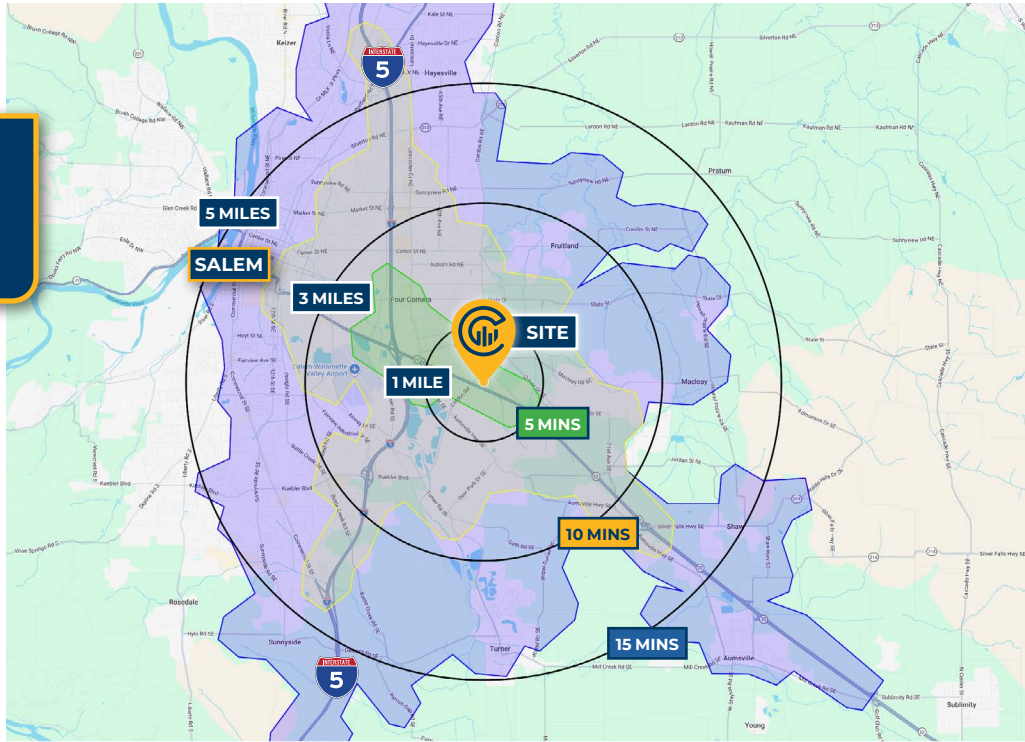
LOCAL AERIAL MAP



*Average Daily Traffic Volume | Traffic Counts and *Average Monthly Visits are Provided by REGIS Online at SitesUSA.com ©2025
 Map data ©2025 Google Imagery ©2025, Airbus, CNES / Airbus, Maxar Technologies, Metro, Portland Oregon, Public Laboratory, State of Oregon, U.S. Geological Survey, USDA/FPAC/GEO



DRIVE TIMES & DEMOGRAPHICS



Map data ©2026 Google Imagery ©2025, Airbus, CNES / Airbus, Maxar Technologies, Metro, Portland Oregon, Public Laboratory, State of Oregon, U.S. Geological Survey, USDA/FPAC/Geo



AREA DEMOGRAPHICS

Population	1 Mile	3 Mile	5 Mile
2025 Estimated Population	10,257	46,076	157,875
2030 Projected Population	9,794	45,964	157,212
2020 Census Population	11,112	45,427	154,954
2010 Census Population	9,083	41,326	140,886
Projected Annual Growth 2025 to 2030	-0.9%	-	-
Historical Annual Growth 2010 to 2025	0.9%	0.8%	0.8%
Households & Income			
2025 Estimated Households	3,349	14,783	57,277
2025 Est. Average HH Income	\$82,972	\$94,091	\$94,482
2025 Est. Median HH Income	\$73,847	\$76,457	\$75,554
2025 Est. Per Capita Income	\$27,278	\$30,586	\$34,620
Businesses			
2025 Est. Total Businesses	137	1,760	7,552
2025 Est. Total Employees	1,712	20,926	91,029

Demographic Information, Traffic Counts, and Merchant Locations are Provided by REGIS Online at SitesUSA.com ©2026, Sites USA, Chandler, Arizona, 480-491-1112 Demographic Source: Applied Geographic Solutions 05/2025, TIGER Geography - R51

NICHOLAS G. DIAMOND

Principal Broker | Licensed in OR & WA

503-222-2655

ndiamond@capacitycommercial.com

RILEY M. HENDERSON, MRED

Senior Vice President | Licensed in OR & WA

503-975-9301

riley@capacitycommercial.com

MICHAEL HORTER

Senior Associate Broker | Licensed in OR

503-936-8332

michaelhorter@capacitycommercial.com

1800 CORDON RD SE LAND