# BRIAR VILLAGE

## COMMUNITY SHOPPING CENTER

**146,714 SF | 93% OCCUPIED | TULSA, OK MSA | $479,137 NOI**


OFFERING MEMORANDUM
9140 E 31ST ST, TULSA, OKLAHOMA

Marcus & Millichap
PEREZ-GARAVAGLIA GROUP

BRIAR VILLAGE

## EXCLUSIVELY LISTED BY

**CHRIS GARAVAGLIA**
Managing Director Investments
Office: 314-889-2552
Mobile: 314-941-4377
Chris.Garavaglia@MarcusMillichap.com

**ALEX PEREZ**
Managing Director Investments
Office: 314-889-2525
Mobile: 314-598-1469
Alex.Perez@MarcusMillichap.com

Broker of Record
Tim Speck Lic # 149994

Marcus & Millichap
PEREZ-GARAVAGLIA GROUP




# THE AUCTION SALE PROCESS

BRIAR VILLAGE

## THE OFFERING PROCESS

An online auction event will be conducted on RealINSIGHT Marketplace in accordance with the Sale Event Terms and Conditions **(https://rimarketplace.com/sale-event-terms).**

**ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.**

## DUE DILIGENCE

Due diligence materials are available to qualified prospective bidders via an electronic data room hosted by RealINSIGHT Marketplace. Prospective bidders will be required to electronically execute a confidentiality agreement prior to being allowed access to the materials. All due diligence must be conducted prior to signing the purchase and sale agreement. You may contact the sales advisors with any due diligence questions.

## BUYER QUALIFICATION

Prospective bidders will be required to register with RealINSIGHT Marketplace to bid. Each bidder will be required to provide current contact information, submit proof of funds up to the full amount they plan to bid, and agree to the Auction Terms and Conditions. In order to participate in an auction, the Seller requires bidders to provide proof of their liquidity in an amount of at least their anticipated maximum bid for those assets they wish to bid on. Such liquidity must be in the form of cash, or cash equivalents, and must be available immediately without restriction.

Generally, recent bank statements, brokerage account statements, or bank letters are acceptable. A line of credit statement may be acceptable only if it is already closed and in place, has undrawn capacity, and may be funded immediately without bank approval. Loan pre-approval letters, term sheets, and the like, where the loan would be collateralized by the property up for auction and funded at escrow closing, are NOT acceptable. Capital call agreements, investor equity commitments, and the like, are evaluated on a case-by-case basis. The acceptance of any proof of funds documents are made at the sole and absolute discretion of RealINSIGHT Marketplace. For further information, please visit the Bidder Registration FAQ **(https://rimarketplace.com/faq).**

## AUCTION DATE

**The Auction end date is set for July 13-15, 2026**

## RESERVE AUCTION

This will be a reserve auction and the Property will have a reserve price ("Reserve Price"). The starting bid is not the Reserve Price. The seller can accept or reject any bid. All bidders agree to execute the non-negotiable purchase and sale agreement, which will be posted to the electronic data room prior to bidding commencement, should they be awarded the deal. By submitting an Offer on a Property, Participant is deemed to have accepted any additional terms and conditions posted on the Property's details page on the Website ("Property Page") at the time the Offer was submitted, and such terms and conditions govern and control over these Terms to the extent of any conflict.

## CLOSING

Following the auction, the winning bidder will be contacted by phone and email to go over specifics of the sale, including the execution of the purchase agreement and all documentation involved in the purchase. The winning bidder must be available by telephone within two hours of the sale. More information can be found on the RealINSIGHT Marketplace website.

**VIEW AUCTION DETAILS**

## AUCTION CONTACT

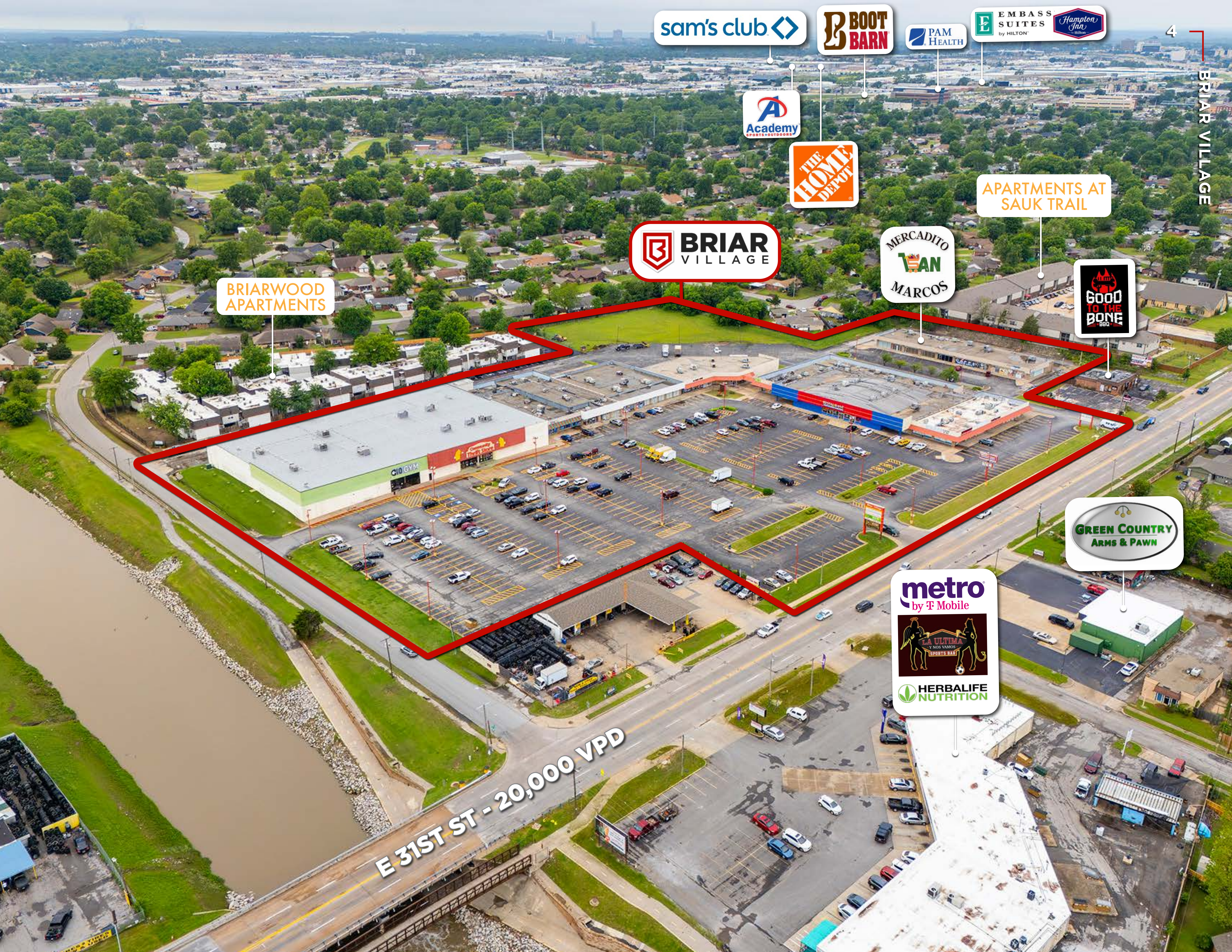

**ADAM SKLAVER**
Senior Managing Director
Auction Services
C: (301) 706-4619
Adam.Sklaver@marcusmillichap.com


## DEAL CONTACT


**CHRIS GARAVAGLIA**
MANAGING DIRECTOR INVESTMENTS
RETAIL DIVISION
O: 314-889-2552
M: 314-941-4377
Chris.Garavaglia@MarcusMillichap.com



**ALEX PEREZ**
MANAGING DIRECTOR INVESTMENTS
RETAIL DIVISION
O: 314-889-2525
M: 314-598-1469
Alex.Perez@MarcusMillichap.com


sam's club
BOOT BARN
PAM HEALTH
EMBASSY SUITES by HILTON
Hampton Inn
Academy SPORTS + OUTDOORS
THE HOME DEPOT
APARTMENTS AT SAUK TRAIL
BRIAR VILLAGE
MERCADITO SAN MARCOS
GOOD TO THE BONE BBQ
BRIARWOOD APARTMENTS
GREEN COUNTRY ARMS & PAWN
metro by T-Mobile
HERBALIFE NUTRITION
E 31ST ST - 20,000 VPD


RENT ONE HOME FURNISHINGS
AT&T
CITI TRENDS
O'Reilly AUTO PARTS
THE STERLING APARTMENTS
Walmart Neighborhood Market
DOLLAR TREE
MURPHY USA
WINGSTOP
GLENWOOD APARTMENTS
QT
169
FedEx
DOLLAR GENERAL
BUENO
Taco Bueno
WINDSONG APARTMENTS
HEATHERSTONE APARTMENTS
169
metro by T-Mobile
LA ULTIMA SPORTS BAR
HERBALIFE NUTRITION
GREEN COUNTRY ARMS & PAWN
BRIARWOOD APARTMENTS
GOOD TO THE BONE BBQ
E 31ST ST - 20,000 VPD
APARTMENTS AT SAUK TRAIL

# EXECUTIVE SUMMARY

**9140 E 31ST ST, TULSA, OKLAHOMA**

BRIAR VILLAGE

9140 E 31ST ST, TULSA, OKLAHOMA

Marcus & Millichap, as exclusive advisor, is pleased to present the opportunity to acquire a 100% fee simple interest in Briar Village (the “Property”), a 146,714-square-foot community shopping center located in Tulsa, Oklahoma.

Briar Village is a well-established community retail center built in 1986 and situated on an expansive 13.05-acre site along East 31st Street, benefiting from excellent visibility and accessibility along a high-traffic corridor with more than 20,000 vehicles per day — further enhanced by prominent pylon signage that provides exceptional exposure to passing traffic. The Property is embedded within one of Tulsa’s most densely populated trade areas, supported by a robust residential base of over 250,000 residents within a 5-mile radius, providing a deep and consistent consumer pool for its diverse tenant roster.

The Property is anchored by 10 Gym and Eco Thrift, both long-standing tenants of over a decade who recently executed 10-year lease renewals through 2036, underscoring their sustained success and long-term commitment to the Property. Together, these two anchor tenants represent over 36% of total GLA and generate a combined $358,000+ in secured annual base rent through the end of the decade, establishing a reliable income foundation that buyers can underwrite with confidence from day one.

Briar Village is 93% occupied across 23 suites, home to a diverse mix of service, food, fitness, religious, wholesale, and personal care tenants — an inherently e-commerce-resistant roster that drives consistent, everyday foot traffic. In-place rents average just $6.03/SF across the center, representing one of the most compelling rent-to-market spreads available in the market and a clear runway to meaningful NOI growth as leases roll to current market rates in the coming years. Combined with the remaining vacant suites offering immediate leasing upside, Briar Village presents investors with a compelling blend of stabilized in-place income and actionable value-add potential — all anchored by a strong physical footprint in one of Tulsa’s most demand-driven infill corridors.

**$479,137**
NET OPERATING INCOME

**93%**
PERCENT LEASED

**1986**
YEAR BUILT

**23**
# OF SUITES

**13.05**
ACRES

**146,714**
SQUARE FOOTAGE

VIEW AUCTION DETAILS

## EMBEDDED WITHIN ONE OF TULSA’S MOST DENSLEY POLUTATED TRADE AREAS

Supported by a robust residential base of over 250,000 residents within a 5-mile radius, providing a deep and consistent consumer pool for its diverse tenant roster.

# INVESTMENT **HIGHLIGHTS**

## TWO FRESHLY SIGNED 10-YEAR ANCHOR LEASES THROUGH 2036

- Thrift Store (27,744 SF) and Gym (26,015 SF) both hold 10-year leases running through 2036 — together occupying over 36% of the center
- Thrift Stores brand new lease carries three escalating renewal options, growing annual rent from $240,000 to $319,440 — a 33% increase by the end of the option periods
- Thrift Store operates on NNN terms, placing operating cost responsibility on the tenant and reducing landlord exposure throughout the lease term
- These two leases alone generate over $358,000 in combined annual base rent, providing a locked income foundation that de-risks the investment from day one

## BELOW-MARKET RENTS CREATE COMPELLING VALUE-ADD UPSIDE

- In-place rents average just $6.03/SF across the portfolio well below market
- As leases roll over the next 1–3 years, a buyer has a clear and well-supported path to push rents toward higher rents on renewal. Adding additional annual NOI over time
- This upside is very low-risk; just patient, disciplined lease-up at rents the market already supports today

## ANCHOR STABILITY PROTECTS WHILE INLINE UPSIDE COMPOUNDS

- The value-add opportunity sits entirely within the smaller inline suites — while two of the three largest spaces in the center are locked on leases running ~10 years
- Restaurant Equipment & Supply (21,640 SF) holds a step-up lease through 2029 with a renewal option, adding a third large-bay anchor that further anchors the income base. These three tenants alone occupy over 51% of the GLA
- This structure gives ownership the stability to be patient and strategic as below-market inline leases roll with minimal pressure

## DIVERSE, E-COMMERCE RESISTANT TENANT MIX

- 23 tenants spanning fitness, food and beverage, personal care, religious community, wholesale, retail, and medical services
- Uses include restaurant, buffet, fitness, physical therapy, beauty salon, nail salon, juice bar, church, computer wholesale, thrift retail, and more. Giving enough diversification to weather any single category slowdown
- Gross lease structure on several smaller tenants limits administrative burden while providing the landlord flexibility to restructure leases to NNN at renewal, further improving the expense profile over time



BRIAR
VILLAGE


| TOTAL POPULATION | |
|---|---|
| 1 Mile | 13,928 |
| 3 Mile | 101,579 |
| 10 Mile | 569,071 |

| AVERAGE HH INCOME | |
|---|---|
| 1 Mile | $66,613 |
| 3 Mile | $65,453 |
| 10 Mile | $87,355 |

# PROPERTY OVERVIEW

**9140 E 31ST ST, TULSA, OKLAHOMA**

# PROPERTY **OVERVIEW**

| PROPERTY SUMMARY | |
|---|---|
| Type | Neighborhood Shopping Center |
| Address | 9040-9124 E 31st St, Tulsa, OK 74145 |
| Parcel Number: | 04975-93-24-01419,04975-93-24-01385, 04975-93-24-01380,04975-93-24-01438, 04975-93-24-01382 |
| County: | Tulsa |
| State: | Oklahoma |
| CBSA: | Tulsa |
| GLA: | 146,714 |
| Land Area | 13.05 Acres |
| Occupancy | 93% |
| Year Built | 1986 |


| TENANT | SUITE | GLA | % |
|---|---|---|---|
| Mercadito | 9022 | 3,000 | 2.04% |
| Capps Beauty | 9034 | 4,500 | 3.07% |
| Fiesta Galas | 9040 | 5,320 | 3.63% |
| Pho Da Cao | 9066 | 3,825 | 2.61% |
| Vacant | 9068 | 1,500 | 1.02% |
| Golden Needle | 9068b | 1,400 | 0.95% |
| Restaurant Equipment & Supply | 9070 | 21,640 | 14.75% |
| Impact Life Church | 9072 | 1,290 | 0.9% |
| Nena's Salon MTM | 9078 | 750 | 0.5% |
| Vacant | 9080 | 1,035 | 0.7% |
| New Horizons | 9082 | 1,575 | 1.1% |
| Iglesia Centro | 9084 | 2,195 | 1.5% |
| Juicy Fresh | 9088 | 792 | 0.5% |
| 4Day Deals | 9120 | 4,300 | 2.9% |
| Music Store | 9120a | 13,743 | 9.4% |
| Music Store Storage | 9120aa | 3,250 | 2.2% |
| Wholesale Computer | 9122B | 2,470 | 1.7% |
| Tonic Fit Center | 9122a | 2,250 | 1.5% |
| Tonic World | 9124 | 5,420 | 3.7% |
| Eventos Nayeli MTM | 9136 | 4,400 | 3.0% |
| 10 Gym | 9142 | 26,015 | 17.7% |
| Eco Thrift | 9140 | 27,744 | 18.9% |
| Vacant | 9120 D | 8,300 | 5.7% |
| TOTAL | | 146,714 | 100% |

# FINANCIAL ANALYSIS

**9140 E 31ST ST, TULSA, OKLAHOMA**

# PRICING SUMMARY



| PROPERTY SUMMARY | |
|---|---|
| **Net Operating Income:** | **$479,137** |
| **Total Rentable Square Footage:** | **146,714** |
| **Percent Leased:** | **93%** |
| **Total Land Area:** | **13.05 Acres** |
| **Year Built:** | **1986** |
| **Number of Suites:** | **23** |

# RENT **ROLL**

| | | | | LEASE TERM | | MINIMUM RENT | | | ANNUAL RECOVERY RENT | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Tenant | Suite | GLA | % | Start | End | Annual | Monthly | PSF | Annual | Monthly | PSF | Total Revenue | % of Revenue | Lease Yrs. Remain |
| Mercadito | 9022 | 3,000 | 2.04% | 9/1/24 | 8/31/29 | $28,800 | $2,400 | $9.60 | - | - | $0.00 | 28,800 | 3.0% | 3.28 Yrs |
| Capps Beauty | 9034 | 4,500 | 3.07% | 1/1/26 | 12/31/28 | $18,978 | $1,582 | $4.22 | - | - | $0.00 | 18,978 | 2.0% | 2.62 Yrs |
| Fiesta Galas | 9040 | 5,320 | 3.63% | 1/1/26 | 12/31/28 | $20,530 | $1,711 | $3.86 | - | - | $0.00 | 20,530 | 2.1% | 2.62 Yrs |
| Pho Da Cao | 9066 | 3,825 | 2.61% | 9/1/21 | 8/31/26 | $30,600 | $2,550 | $8.00 | - | - | $0.00 | 30,600 | 3.2% | 0.28 Yrs |
| Vacant | 9068 | 1,500 | 1.02% | 1/0/00 | 1/0/00 | $0 | $0 | $0.00 | - | - | $0.00 | - | 0.0% | 0.00 Yrs |
| Golden Needle | 9068b | 1,400 | 0.95% | 8/1/24 | 7/31/27 | $18,600 | $1,550 | $13.29 | - | - | $0.00 | 18,600 | 1.9% | 1.20 Yrs |
| Restaurant Equipment & Supply | 9070 | 21,640 | 14.75% | 5/1/19 | 9/30/29 | $144,217 | $12,018 | $6.66 | - | - | $0.00 | 144,217 | 15.0% | 3.37 Yrs |
| Impact Life Church | 9072 | 1,290 | 0.9% | 8/1/24 | 7/31/27 | $12,600 | $1,050 | $9.77 | - | - | $0.00 | 12,600 | 1.3% | 1.20 Yrs |
| Nena's Salon MTM | 9078 | 750 | 0.5% | 1/1/25 | 5/31/26 | $4,104 | $342 | $5.47 | - | - | $0.00 | 4,104 | 0.4% | 0.03 Yrs |
| Vacant | 9080 | 1,035 | 0.7% | 1/0/00 | 1/0/00 | $0 | $0 | $0.00 | - | - | $0.00 | - | 0.0% | 0.00 Yrs |
| New Horizons | 9082 | 1,575 | 1.1% | 9/1/24 | 8/31/29 | $9,000 | $750 | $5.71 | - | - | $0.00 | 9,000 | 0.9% | 3.28 Yrs |
| Iglesia Centro | 9084 | 2,195 | 1.5% | 8/1/23 | 12/31/28 | $18,168 | $1,514 | $8.28 | - | - | $0.00 | 18,168 | 1.9% | 2.62 Yrs |
| Juicy Fresh | 9088 | 792 | 0.5% | 6/1/24 | 5/31/27 | $8,400 | $700 | $10.61 | - | - | $0.00 | 8,400 | 0.9% | 1.03 Yrs |
| 4Day Deals | 9120 | 4,300 | 2.9% | 10/15/22 | 5/15/26 | $25,800 | $2,150 | $6.00 | - | - | $0.00 | 25,800 | 2.7% | -0.01 Yrs |
| Music Store | 9120a | 13,743 | 9.4% | 1/1/24 | 12/31/26 | $94,800 | $7,900 | $6.90 | - | - | $0.00 | 94,800 | 9.9% | 0.62 Yrs |
| Music Store Storage | 9120aa | 3,250 | 2.2% | 1/1/24 | 12/31/26 | $13,080 | $1,090 | $4.02 | - | - | $0.00 | 13,080 | 1.4% | 0.62 Yrs |
| Wholesale Computer | 9122B | 2,470 | 1.7% | 5/1/23 | 12/31/28 | $26,058 | $2,172 | $10.55 | - | - | $0.00 | 26,058 | 2.7% | 2.62 Yrs |
| Tonic Fit Center | 9122a | 2,250 | 1.5% | 10/1/24 | 9/30/29 | $15,600 | $1,300 | $6.93 | - | - | $0.00 | 15,600 | 1.6% | 3.37 Yrs |
| Tonic World | 9124 | 5,420 | 3.7% | 9/1/24 | 8/31/29 | $37,200 | $3,100 | $6.86 | - | - | $0.00 | 37,200 | 3.9% | 3.28 Yrs |
| Eventos Nayeli MTM | 9136 | 4,400 | 3.0% | 1/1/00 | 5/31/26 | $0 | $0 | $0.00 | - | - | $0.00 | - | 0.0% | 0.03 Yrs |
| 10 Gym | 9142 | 26,015 | 17.7% | 2/1/16 | 9/30/36 | $118,441 | $9,870 | $4.55 | - | - | $0.00 | 118,441 | 12.3% | 10.37 Yrs |
| Eco Thrift | 9140 | 27,744 | 18.9% | 6/1/26 | 5/31/36 | $240,000 | $20,000 | $8.65 | 77,032 | 6,419 | $2.78 | 317,032 | 33.0% | 10.04 Yrs |
| Vacant | 9120 D | 8,300 | 5.7% | 1/0/00 | 1/0/00 | $0 | $0 | $0.00 | | - | $0.00 | - | 0.0% | 0.00 Yrs |
| Total | | 146,714 | 100% | | | $884,976 | $73,748 | $6.03 | $77,032 | $6,419 | $0.53 | $962,008 | 100.0% | 5.26 Yrs |
| Vacant | | 10,835 | 7.4% | | | $0 | $0 | $0.00 | $0 | $0 | $0 | $0 | 0.0% | |
| Occupied | | 135,879 | 93% | | | $884,976 | $73,748 | $6.51 | $77,032 | $6,419 | $0.57 | $962,008 | 100.0% | |

# PRO **FORMA**





| IN-PLACE PRO FORMA | PRO FORMA 6/1/2026-5/31/2027 | PSF |
|---|---|---|
| **Income** | | |
| **Scheduled Base Rental Revenue** | **$884,976** | **$6.03** |
| CAM/Property Management Fee | $40,597 | $0.28 |
| Real Estate Taxes | $10,620 | $0.07 |
| Insurance | $25,814 | $0.18 |
| **Total Reimbursement Revenue** | **$77,032** | **$0.53** |
| Other Income | $0 | $0.00 |
| **Potential Gross Income** | **$962,008** | **$6.56** |
| General Vacancy | -$48,100 | -5.0% |
| **Effective Gross Income** | **$913,907** | **$6.23** |
| **Expenses** | | |
| Common Area Maintenance | $214,684 | $1.46 |
| Real Estate Taxes | $56,161 | $0.38 |
| Insurance | $136,508 | $0.93 |
| Management Fee | $27,417 | 3.0% |
| Capital Reserve | $0 | $0.00 |
| **Total Expenses** | **$434,770** | **$2.96** |
| **Net Operating Income** | **$479,137** | **$3.27** |

# LEASE SUMMARY



| TENANT | SUITE | GLA % SHARE | LEASE TERM START | LEASE TERM END | PAYMENT DATES START | PAYMENT DATES END | MINIMUM RENT ANNUAL | MINIMUM RENT MONTHLY | MINIMUM RENT PSF | % CHANGE | OPTION | RECOVERIES CAM | RECOVERIES TAXES | RECOVERIES INS. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **MERCADITO** | 9022 | 3,000 | 9/1/24 | 8/31/29 | 9/1/24 | 8/31/29 | $28,800.00 | $2,400.00 | $9.60 | | | Gross | Gross | Gross |
| **CAPPS BEAUTY** | 9034 | 4,500 | 1/1/26 | 12/31/28 | 1/1/26 | 12/31/26 | $18,978.00 | $1,581.50 | $4.22 | | | Gross | Gross | Gross |
| | | | | | 1/1/27 | 12/31/27 | $19,164.00 | $1,597.00 | $4.26 | | | | | |
| | | | | | 1/1/28 | 12/31/28 | $19,356.00 | $1,613.00 | $4.30 | | | | | |
| **FIESTA GALAS** | 9040 | 5,320 | 1/1/26 | 12/31/28 | 1/1/26 | 12/31/26 | $20,529.96 | $1,710.83 | $3.86 | | | Gross | Gross | Gross |
| | | | | | 1/1/27 | 12/31/27 | $21,152.04 | $1,762.67 | $3.98 | | | | | |
| | | | | | 1/1/28 | 12/31/28 | $21,780.72 | $1,815.06 | $4.09 | | | | | |
| **PHO DA CAO** | 9066 | 3,825 | 9/1/21 | 8/31/26 | 9/1/21 | 8/31/26 | $30,600.00 | $2,550.00 | $8.00 | | | Gross | Gross | Gross |
| **VACANT** | 9068 | 1,500 | | | | | $0.00 | $0.00 | $0.00 | | | Gross | Gross | Gross |
| **GOLDEN NEEDLE** | 9068b | 1,400 | 8/1/24 | 7/31/27 | 8/1/24 | 7/31/27 | $18,600.00 | $1,550.00 | $13.29 | | | Gross | Gross | Gross |

# LEASE SUMMARY



| TENANT | SUITE | GLA % SHARE | LEASE TERM | | PAYMENT DATES | | MINIMUM RENT | | | % CHANGE | OPTION | RECOVERIES | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | START | END | START | END | ANNUAL | MONTHLY | PSF | | | CAM | TAXES | INS. |
| **RESTAURANT EQUIPMENT & SUPPLY** | 9070 | 21,640 | 5/1/19 | 9/30/29 | 5/1/19 | 9/30/26 | $144,217.44 | $12,018.12 | $6.66 | | | Gross | Gross | Gross |
| | | | | | 10/1/26 | 9/30/27 | $146,111.04 | $12,175.92 | $6.75 | 1.31% | | | | |
| | | | | | 10/1/27 | 9/30/28 | $148,100.28 | $12,341.69 | $6.84 | 1.36% | | | | |
| | | | | | 10/1/28 | 9/30/29 | $150,188.64 | $12,515.72 | $6.94 | 1.41% | | | | |
| | | | | | 10/1/29 | 9/30/34 | $150,188.64 | $12,515.72 | $6.94 | 0.00% | Option 2 | | | |
| **IMPACT LIFE CHURCH** | 9072 | 1,290 | 8/1/24 | 7/31/27 | 8/1/24 | 7/31/27 | $12,600.00 | $1,050.00 | $9.77 | | | Gross | Gross | Gross |
| **NENA'S SALON MTM** | 9078 | 750 | 1/1/25 | 5/31/26 | 1/1/25 | 5/31/26 | $4,104.00 | $342.00 | $5.47 | | | Gross | Gross | Gross |
| **VACANT** | 9080 | 1,035 | | | | | | | | | | | | |
| **NEW HORIZONS** | 9082 | 1,575 | 9/1/24 | 8/31/29 | 9/1/24 | 8/31/29 | $9,000.00 | $750.00 | $5.71 | | | Gross | Gross | Gross |
| **IGLESIA CENTRO** | 9084 | 2,195 | 8/1/23 | 12/31/28 | 8/1/23 | 12/31/28 | $18,168.00 | $1,514.00 | $8.28 | | | Gross | Gross | Gross |
| **JUICY FRESH** | 9088 | 792 | 6/1/24 | 5/31/27 | 6/1/24 | 5/31/27 | $8,400.00 | $700.00 | $10.61 | | | Gross | Gross | Gross |

# LEASE SUMMARY



| TENANT | SUITE | GLA % SHARE | LEASE TERM | | PAYMENT DATES | | MINIMUM RENT | | | % CHANGE | OPTION | RECOVERIES | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | START | END | START | END | ANNUAL | MONTHLY | PSF | | | CAM | TAXES | INS. |
| **4DAY DEALS** | 9120 | 4,300 | 10/15/22 | 5/15/26 | 10/15/22 | 5/15/26 | $25,800.00 | $2,150.00 | $6.00 | | | | | |
| **MUSIC STORE** | 9120a | 13,743 | 1/1/24 | 12/31/26 | 1/1/24 | 12/31/26 | $94,800.00 | $7,900.00 | $6.90 | | | Gross | Gross | Gross |
| **MUSIC STORE STORAGE** | 9120aa | 3,250 | 1/1/24 | 12/31/26 | 1/1/24 | 12/31/26 | $13,080.00 | $1,090.00 | $4.02 | | | Gross | Gross | Gross |
| **WHOLESALE COMPUTER** | 9122B | 2,470 | 5/1/23 | 12/31/28 | 5/1/23 | 12/31/26 | $26,058.00 | $2,171.50 | $10.55 | | | Gross | Gross | Gross |
| | | | | | 1/1/27 | 12/31/27 | $25,838.52 | $2,153.21 | $10.46 | | | | | |
| | | | | | 1/1/28 | 12/31/28 | $26,581.68 | $2,215.14 | $10.76 | | | | | |
| **TONIC FIT CENTER** | 9122a | 2,250 | 10/1/24 | 9/30/29 | 10/1/24 | 9/30/29 | $15,600.00 | $1,300.00 | $6.93 | | | Gross | Gross | Gross |
| **TONIC WORLD** | 9124 | 5,420 | 9/1/24 | 8/31/29 | 9/1/24 | 8/31/29 | $37,200.00 | $3,100.00 | $6.86 | | | Gross | Gross | Gross |
| **EVENTOS NAYELI MTM** | 9136 | 4,400 | 1/1/00 | 5/31/26 | 1/1/00 | 5/31/26 | $0.00 | $0.00 | $0.00 | | | Gross | Gross | Gross |

# LEASE **SUMMARY**



| TENANT | SUITE | GLA % SHARE | LEASE TERM | | PAYMENT DATES | | MINIMUM RENT | | | % CHANGE | OPTION | RECOVERIES | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | START | END | START | END | ANNUAL | MONTHLY | PSF | | | CAM | TAXES | INS. |
| **10 GYM** | 9142 | 26,015 | 2/1/16 | 9/30/36 | 2/1/16 | 9/30/36 | $118,440.72 | $9,870 | $4.55 | | | | | |
| **COMMUNITY THRIFT** | 9140 | 27,744 | 6/1/26 | 5/31/36 | 6/1/26 | 5/31/36 | | $20,000 | $8.65 | | | | | |
| | | | | | 6/1/36 | 5/31/41 | | $22,000.00 | $9.52 | | Option 1 | | | |
| | | | | | 6/1/41 | 5/31/46 | | $24,200.00 | $10.47 | | Option 2 | | | |
| | | | | | 6/1/46 | 5/31/51 | $319,440.00 | $26,620.00 | $11.51 | | Option 3 | | | |
| **VACANT** | 9120 D | 8,300 | | | | | | | | | | | | |

# INCOME & EXPENSE **DETAIL**



| IN-PLACE PRO FORMA | 2023 ACTUAL | 2024 ACTUAL | 2025 ACTUAL | 2026 1/1/26-3/13/26 | YEAR ONE IN-PLACE PRO FORMA |
|---|---|---|---|---|---|
| | | | | | 6/1/2026-5/31/202 |
| **Base Rental Revenue** | **$679,739** | **$685,780** | **$715,165** | **$150,319** | **$884,976** |
| Mgmt Fee Reimbursements | | | | | $0 |
| CAM Reimbursements | | | | - | $40,597 |
| Real Estate Tax Reimbursements | | | | - | $10,620 |
| Insurance Reimbursements | | | | - | $25,814 |
| **Total Additional Rent** | **$0** | **$0** | **$0** | **$0** | **$77,032** |
| Other Income | 4,445 | - | - | | - |
| **TOTAL INCOME** | **684,184** | **685,780** | **715,165** | **150,319** | **$962,008** |
| **GENERAL VACANCY FACTOR** | **-** | **-** | **-** | **-** | **(48,100)** |
| **EFFECTIVE GROSS INCOME** | **684,184** | **685,780** | **715,165** | **150,319** | **913,907** |

| OPERATING EXPENSES | | | | | |
|---|---|---|---|---|---|
| **Common Area Maintenance** | **228,562** | **304,717** | **208,431** | **87,414** | **214,684** |
| Utilities | 41,839 | 42,886 | 43,177 | 7,835 | 44,473 |
| Security | 57,261 | 61,147 | 57,520 | 7,840 | 59,246 |
| Repairs & Maintenance | 112,619 | 186,004 | 86,663 | 58,278 | 89,263 |
| Lawn | 16,843 | 14,680 | 21,070 | 13,462 | 21,702 |
| **Non-Reimbursable Expenses** | **-** | **-** | | **-** | **-** |
| Capital Reserve | | | | | - |
| **Management Fee** | **-** | **-** | **-** | **-** | **27,417** |
| Management Fee @ 3.0% | | | | | 27,417 |
| **Real Estate Taxes** | **51,247** | **51,696** | **54,526** | **-** | **56,161** |
| Property Taxes | 51,247 | 51,696 | 54,526 | - | 56,161 |
| **Insurance** | **114,590** | **117,512** | **132,532** | **-** | **136,508** |
| Property Insurance | 114,590 | 117,512 | 132,532 | - | 136,508 |
| **TOTAL EXPENSES** | **394,399** | **473,925** | **395,488** | **87,414** | **434,770** |
| **NET OPERATING INCOME** | **289,785** | **211,855** | **319,677** | **62,905** | **479,137** |


# MARKET OVERVIEW

**9140 E 31ST ST, TULSA, OKLAHOMA**

# TULSA, OKLAHOMA | MARKET OVERVIEW

## RAPIDLY EMERGING AS A DYNAMIC ECONOMIC HUB IN THE MIDWEST

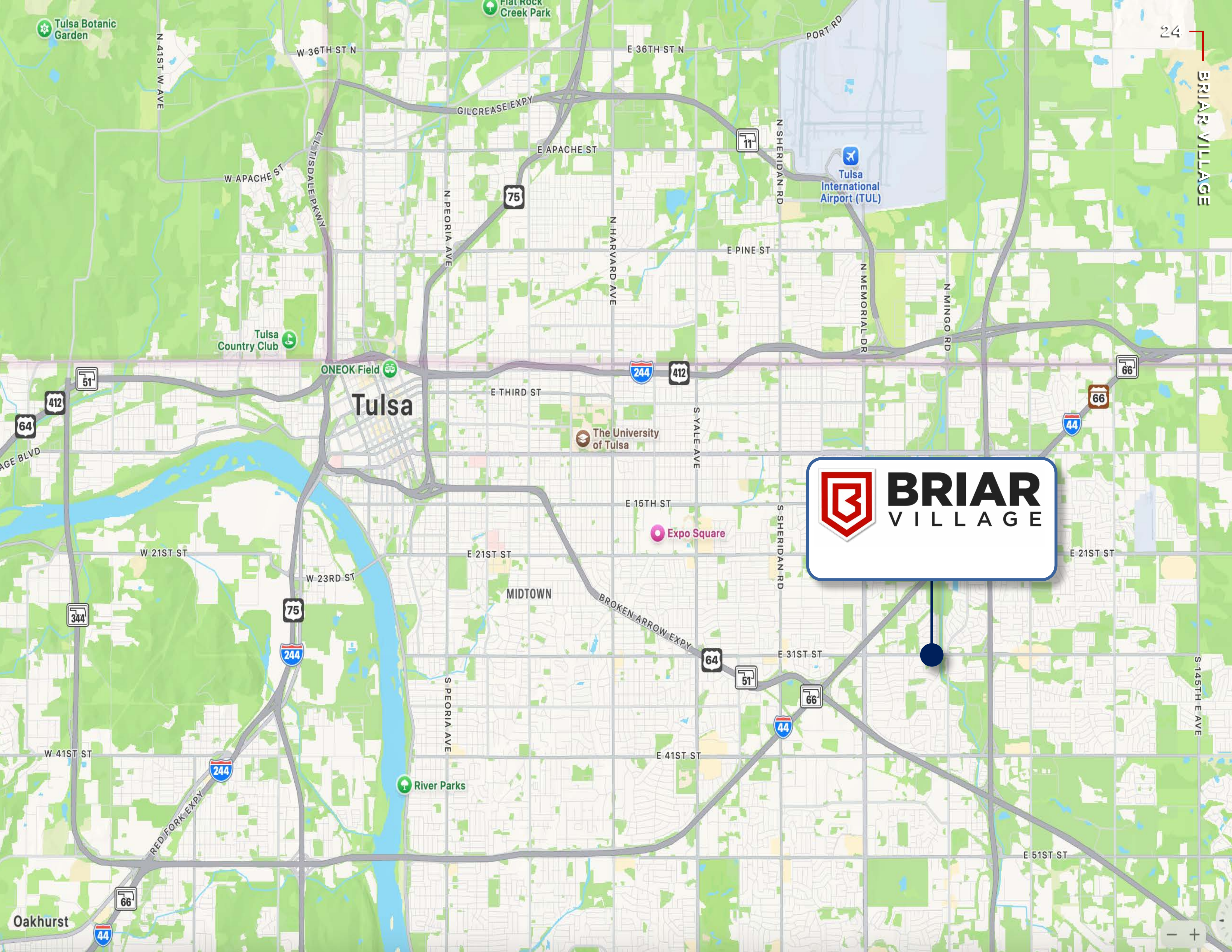
Tulsa has emerged as one of the most attractive secondary markets in the United States for commercial retail investment. Historically known for its strong ties to the oil and gas industry, Tulsa has evolved into a highly diversified economy supported by aerospace, healthcare, manufacturing, technology, logistics, financial services, and professional business sectors. This diversification has created a more resilient economic environment and has positioned the city for long-term growth and stability.

The Tulsa metropolitan area continues to experience steady population growth driven by affordability, employment opportunities, and a business-friendly climate. Compared to larger metropolitan markets, Tulsa offers significantly lower housing costs, lower taxes, and a lower overall cost of living, making it increasingly attractive to both businesses and residents relocating from higher-cost states. Initiatives focused on attracting remote workers, entrepreneurs, and technology companies have also helped increase household incomes and consumer spending throughout the market.

Tulsa's economy is anchored by several major employers and industries that provide long-term employment stability. Aerospace remains a major economic driver with large operations connected to aviation maintenance and manufacturing. Healthcare continues to expand rapidly with several large hospital systems and medical employers throughout the region. In addition, the city's logistics and distribution sector benefits from Tulsa's central location and strong transportation infrastructure, supporting continued industrial and commercial growth.

From a retail real estate perspective, Tulsa offers very strong fundamentals for investors. Retail vacancy remains low across many submarkets, while leasing activity for neighborhood shopping centers and service-oriented retail continues to remain healthy. Grocery-anchored strip centers, quick-service restaurants, medical retail, and daily-needs tenants continue to perform well due to steady population growth and increasing suburban development. Investors are also attracted to Tulsa because retail assets can often be acquired at more favorable cap rates and lower price-per-square-foot pricing compared to larger Sun Belt and coastal markets. Tulsa's combination of economic growth, affordability, population expansion, and strong retail demand creates a compelling opportunity for commercial retail investors. As businesses and residents continue migrating toward lower-cost, growth-oriented markets, Tulsa is well-positioned to remain a high-upside market for retail strip center investment over the long term.




BRIAR
VILLAGE
Tulsa
Tulsa Botanic Garden
Flat Rock Creek Park
W 36TH ST N
E 36TH ST N
PORT RD
GILCREASE EXPY
E APACHE ST
W APACHE ST
N 41ST W AVE
L L TISDALE PKWY
N PEORIA AVE
N HARVARD AVE
N SHERIDAN RD
Tulsa International Airport (TUL)
E PINE ST
N MEMORIAL DR
N MINGO RD
Tulsa Country Club
ONEOK Field
E THIRD ST
The University of Tulsa
S YALE AVE
E 15TH ST
Expo Square
S SHERIDAN RD
E 21ST ST
W 21ST ST
W 23RD ST
MIDTOWN
BROKEN ARROW EXPY
E 31ST ST
E 41ST ST
W 41ST ST
S PEORIA AVE
River Parks
RED FORK EXPY
E 51ST ST
S 145TH E AVE
Oakhurst
AGE BLVD
11
75
244
412
51
64
66
44
344

# MARCUS & MILLICHAP

## CONFIDENTIALITY AND DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property, and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein.

NON-ENDORSEMENT NOTICE
Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers. ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.



Broker of Record | Tim Speck Lic # 149994

## EXCLUSIVELY LISTED BY

**CHRIS GARAVAGLIA**
Managing Director Investments
Office: 314-889-2552
Mobile: 314-941-4377
Chris.Garavaglia@MarcusMillichap.com

**ALEX PEREZ**
Managing Director Investments
Office: 314-889-2525
Mobile: 314-598-1469
Alex.Perez@MarcusMillichap.com

**ADAM SKLAVER**
Senior Managing Director
Auction Services
C: (301) 706-4619
Adam.Sklaver@marcusmillichap.com

Marcus & Millichap
PEREZ-GARAVAGLIA GROUP
**www.marcusmillichap.com**