



Subject Property

Offering Memorandum

Starbucks | Verizon Wireless

9035 N 121st E Ave | Owasso (Tulsa), OK

 **Stan Johnson Co.**
THE NET LEASE AUTHORITY®

Corporate Guaranties | Exhibited Commitment to Site | Excellent Retail Trade Area | Adjacent to Highway 169

Confidentiality and Restricted Use Agreement

This Confidential Offering Memorandum ("COM") is provided by Stan Johnson Company ("SJC"), solely for your consideration of the opportunity to acquire the commercial property described herein (the "Property"). This COM may be used only as stated herein and shall not be used for any other purpose, or in any other manner, without prior written authorization and consent of SJC.

This COM does not constitute or pertain to an offer of a security or an offer of any investment contract. This COM contains descriptive materials, financial information and other data compiled by SJC for the convenience of parties who may be interested in the Property. Such information is not all inclusive and is not represented to include all information that may be material to an evaluation of the acquisition opportunity presented. SJC has not independently verified any of the information contained herein and makes no representations or warranties of any kind concerning the accuracy or completeness thereof. All summaries and discussions of documentation and/or financial information contained herein are qualified in their entirety by reference to the actual documents and/or financial statements, which upon request may be made available. An interested party must conduct its own independent investigation and verification of any information the party deems material to consideration of the opportunity, or otherwise appropriate, without reliance upon SJC.

The Property may be financed or withdrawn from the market without notice, and its owner(s) reserve(s) the right to negotiate with any number of interested parties at any time. The Property is offered and sold by its owner(s) as is, where is, and with all faults, without representation or warranty of any kind except for any customary warranties of title.

BY ACCEPTING THIS COM, YOU AGREE THAT: (1) all information contained herein, and all other information you have received or may hereafter receive from SJC relating to the Property, whether oral, written or in any other form (collectively, the "Information"), is strictly confidential; (2) you will not copy or reproduce, and claim as your own without attribution to SJC, all or any part of this COM or the Information; (3) upon request by SJC at any time, you will return and/or certify your complete destruction of all copies of this COM and the Information; (4) for yourself and all your affiliates, officers, employees, representatives, agents and principals, you hereby release and agree to indemnify and hold harmless SJC all of its affiliates, officers, employees, representatives, agents and principals, from and with respect to any and all claims and liabilities arising from or related to the receipt or use of this COM and/or any other Information concerning the Property; (5) you will not provide this COM or any of the Information to any other party unless you first obtain such party's acceptance and approval of all terms, conditions, limitations and agreements set forth herein, as being applicable to such party as well as to you; and (6) monetary damages alone will not be an adequate remedy for a violation of these terms and that SJC shall be entitled to equitable relief, including, but not limited to, injunctive relief and specific performance, in connection with such a violation and shall not be required to post a bond when obtaining such relief.

Offered Exclusively by



POINT OF CONTACT

Anne Perrault

Director

aperrault@stanjohnsonco.com

Ryan Butler

Managing Director & Partner

rbutler@stanjohnsonco.com

OK Lic #145949

Brad Moulder

Senior Director

bmoulder@stanjohnsonco.com

Zach Snider

Associate

zsnider@stanjohnsonco.com

Brandon Sherrill

Analyst

bsherrill@stanjohnsonco.com

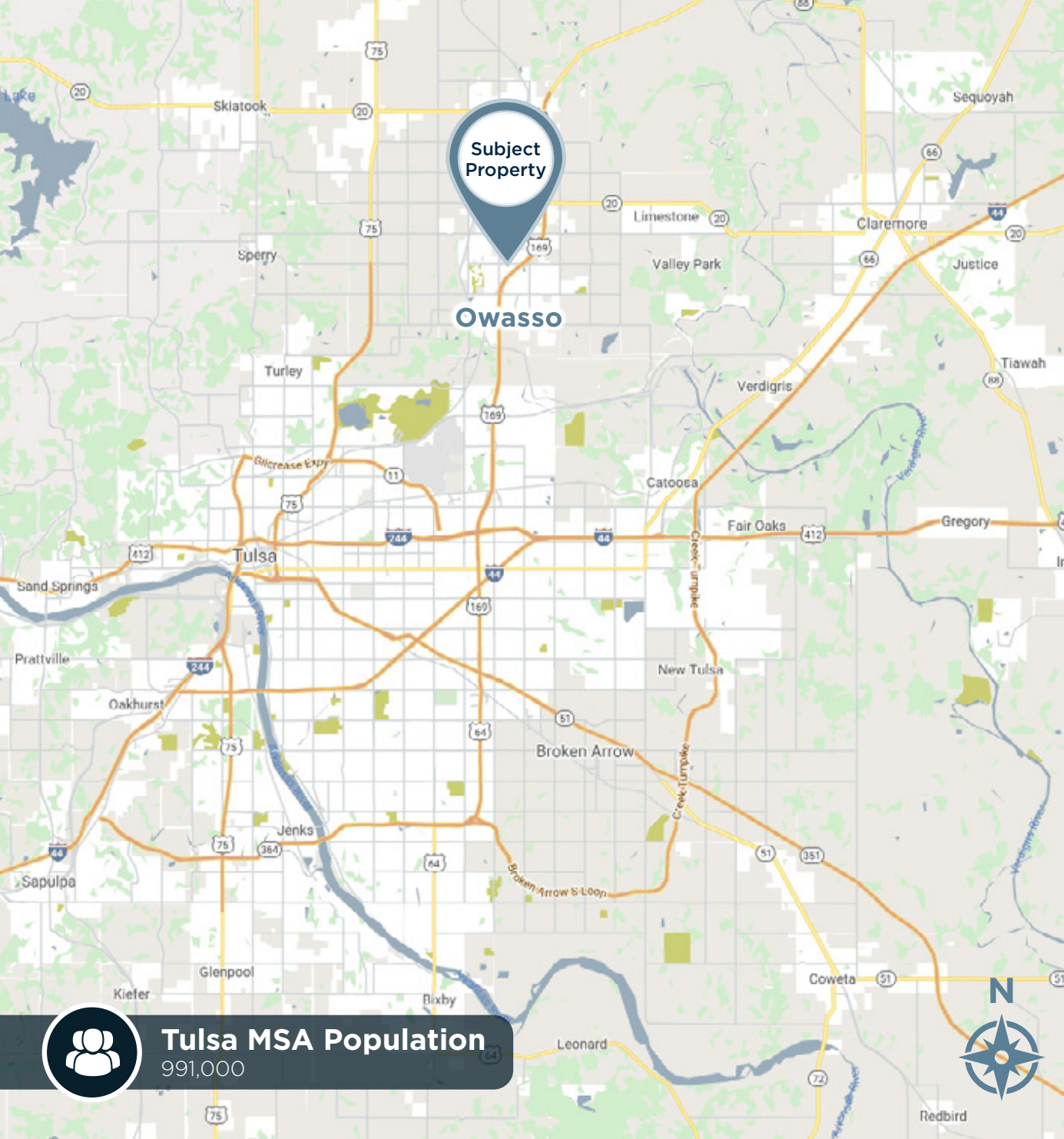
Stan Johnson Company

6120 South Yale Avenue | Suite 300

Tulsa, Oklahoma 74136

P: 918.494.2690

stanjohnsonco.com



Tulsa MSA Population
991,000

\$ Purchase Price:
\$3,136,000

% Cap Rate:
6.25%

| Executive Summary | |
|---------------------------|---|
| Location: | 9035 N 121st E Ave, Owasso, OK |
| Property Type: | Retail - Freestanding |
| Tenants: | Starbucks Corporation and Verizon Wireless |
| Ownership Interest: | Fee Simple |
| Total Building Size (SF): | 4,820 |
| Land Area (AC): | 0.66 |
| Year Built: | 2006 Remodeled 2016 |
| Zoning: | Shopping Center District [CS] |
| Expenses: | NNN - Landlord responsible for roof and structure |
| Encumbrances: | None; Free and Clear |
| Parcel Number: | 61371-14-20-41510 |

Highlights

Investment Grade Credit, Corporate Guaranties

Asset is leased to a corporately operated Starbucks and Cellco Partnership (DBA: Verizon Wireless). Starbucks Corporation (NASDAQ: SBUX), is one of the most financially stable companies in the world. The company holds an investment grade credit rating of BBB from Standard & Poor's. Starbucks Corp. was ranked #132 on the 2018 Fortune 500 list with a current market cap of approximately \$80 billion. Cellco Partnership is a wholly owned subsidiary of Verizon Communications (NYSE & Nasdaq: VZ) who currently carries an investment-grade S&P: BBB+ credit rating.

Exhibited Commitment to Location

Starbucks and Verizon have been at this location since 2006 and 2007, respectively. Starbucks renewed their lease in 2016 for a new 10-year term with an expiration of 9/30/2026 and invested in the renovation and modernization of this particular store to match a more recent store prototype, demonstrating a strong commitment to this site. Verizon has exercised their third consecutive renewal option.

Outparcel to Smith Farm Marketplace | Excellent Retail Trade Area

The Property is an outparcel to Smith Farm Marketplace, a 345,000+ square foot regional powercenter that serves a vast trade area anchored by tenants such as Target, TJ Maxx, Belk, Best Buy, Hobby Lobby and PetSmart. Other national retailers in close proximity to the Property include Walmart Supercenter, Lowe's Home Improvement, Kohl's and Home Depot. Overall, the Property draws from a trade area of more than 700,000 consumers in over 4,000 square miles.

Proximity to Ascension St. John Hospital and Owasso High School

The Property is located less than two miles from both Ascension St. John Hospital (St. John Owasso) and Owasso High School. St. John Owasso is a 36-bed, 70,000 SF hospital originally built in 2006 as Owasso's first hospital. The facility features a 24-hour emergency department, as well as medical-surgical and women's units. The hospital sees approximately 64,800 patients annually from northern Tulsa and Rogers County. Owasso High School is the region's largest high school with over 3,000 students.

Affluent Area | Top MSA

Located in Owasso, one of the premier Tulsa suburbs, this location benefits from a population of 61,000 and an average household income of \$93,000 at a five-mile radius. Owasso is consistently ranked nationally as one of the best places to raise a family and is part of the Tulsa-Broken Arrow-Owasso MSA, which ranked in the top 45 metro areas in the United States by both population and gross regional product.

Strong Market Fundamentals

The area's retail vacancy is less than two percent (2%), and the area's annual retail sales are nearly \$800 million.

Visible from Highway 169

The Property sits directly adjacent to Highway 169, a heavily trafficked north-south thoroughfare with a daily traffic count of over 53,000 VPD.



CORPORATE GUARANTIES



COMMITMENT TO LOCATION



EXCELLENT RETAIL TRADE AREA



Ascension

PROXIMITY TO ASCENSION ST. JOHN HOSPITAL



AFFLUENT AREA TOP MSA



STRONG MARKET FUNDAMENTALS



VISIBLE FROM HIGHWAY 169

Rent Roll

| Tenant | Rent Commencement | Lease Expiration | Lease Term Remaining | SF | Rent Schedule | | | | | | Lease Type | Renewal Options |
|---|-------------------|------------------|----------------------|-------|--------------------|------------------------|-------------------|------------------|-----------------|----------|------------|--------------------|
| | | | | | Period | Dates | Monthly Base Rent | Annual Base Rent | Annual Rent PSF | Increase | | |
| Starbucks | 10/1/2016 | 9/30/2026 | +/- 6.50 years | 1,820 | Lease Renewal Term | 10/01/2016 - 9/30/2021 | \$9,310 | \$111,714 | \$61.38 | - | NNN | 2 x 5 year options |
| | | | | | | 10/01/2021 - 9/30/2026 | \$10,240 | \$122,880 | \$67.52 | 10% | | |
| | | | | | Option 1 | 10/01/2026 - 9/30/2031 | \$11,265 | \$135,175 | \$74.27 | 10% | | |
| | | | | | Option 2 | 10/01/2031 - 9/30/2036 | \$12,391 | \$148,688 | \$81.70 | 10% | | |
| Notes: • Landlord is responsible for Roof and Structure. Tenant reimburses via Additional Rent for CAM, Insurance and Taxes. | | | | | | | | | | | | |
| Verizon Wireless | 2/1/2020 | 1/31/2025 | +/- 4.75 years | 3,000 | Primary Term | 2/1/2007 - 1/31/2012 | \$6,500 | \$78,000 | \$26.00 | - | NNN | None Remaining |
| | | | | | 1st Ext. Term | 2/1/2012 - 1/31/2015 | \$6,500 | \$78,000 | \$26.00 | 0% | | |
| | | | | | 2nd Ext. Term | 2/1/2015 - 1/31/2020 | \$7,150 | \$85,800 | \$28.60 | 10% | | |
| | | | | | Current Term | 2/1/2020 - 1/31/2025 | \$7,150 | \$85,800 | \$28.60 | 0% | | |
| Notes: • Landlord is responsible for Roof and Structure. Tenant reimburses via Additional Rent for CAM, Insurance and Taxes. • Tenant currently in last renewal term. There are no remaining renewal options. | | | | | | | | | | | | |
| Total | | | | 4,820 | Total Current Rent | | \$16,460 | \$197,514 | \$40.98 | | | |

| Tenant | SF | % of Building | Base Rent | | Expense Recoveries | | | Total Recovery | Total Income | Lease Terms | |
|-------------------------------|-------|---------------|-------------|---------|--------------------|-----------|----------|----------------|--------------|-------------------|-----------------------|
| | | | Annual Rent | \$/SF | CAM & MGMT Fee | Insurance | Taxes | | | Rent Commencement | Lease Expiration Date |
| Starbucks | 1,820 | 37.76% | \$111,714 | \$61.38 | \$4,555 | \$1,987 | \$15,209 | \$21,751 | \$133,465 | 10/1/2016 | 9/30/2026 |
| Verizon Wireless | 3,000 | 62.24% | \$85,800 | \$28.60 | \$11,385 | \$3,275 | \$25,070 | \$39,729 | \$125,529 | 2/1/2020 | 1/31/2025 |
| Totals | 4,820 | 100% | \$197,514 | \$40.98 | \$15,940 | \$5,261 | \$40,279 | \$61,480 | \$258,994 | | |
| Total Current NOI: \$195,974* | | | | | | | | | | | |

*See supporting information on Proforma NOI (page 6)

Pro Forma NOI

| Revenue | Total | PSF |
|-----------------------------------|------------------|---------|
| Rental Revenue | | |
| Base Rent | \$197,514 | \$40.98 |
| Total Rental Revenue | \$197,514 | \$40.98 |
| Tenant Recovery Revenue | | |
| CAM and MGMT Fee | \$15,940 | \$3.31 |
| Insurance | \$5,261 | \$1.09 |
| Taxes | \$40,279 | \$8.36 |
| Total Recovery Revenue | \$61,480 | |
| Effective Gross Income | \$258,994 | |
| Expenses | | |
| CAM and MGMT Fee | \$17,480 | \$3.63 |
| Insurance | \$5,261 | \$1.09 |
| Property Taxes | \$40,279 | \$8.36 |
| Total Recoverable Expenses | \$63,020 | \$13.07 |
| Total Expenses | \$63,020 | |
| Net Operating Income | \$195,974 | |

- Expenses are based on 2019 actual expenses inflated at a 2% annual rate
- Reimbursement inflated at applicable recovery cap indicated in lease
- Taxes are based on 2019 actual tax bill inflated at 2% annual rate
- Management fee is 15% of Operating Expenses (Verizon includes Insurance as part of Operating Expenses)



Subject Property Photos

Starbucks | Lease Abstract



| Starbucks | |
|----------------------------------|---|
| Tenant: | Starbucks Corporation |
| Tenant DBA: | Starbucks |
| Guarantor: | Corporate |
| Address: | 9035 N 121st E Ave, Suite 200, Owasso, OK |
| Lease Type: | Fee Simple |
| Year Built: | 2006 2016 (remodeled) |
| Building Size (SF): | +/- 1,820 (38% of total rentable building area) |
| Total Building Size (SF): | 4,820 |
| Land Area (AC): | 0.66 |
| Building Use: | Retail - Drive Thru Coffee Shop |
| NOI: | \$111,714 |
| Rent Increases: | 10% increase every five years in term and in options |
| ROFO/ROFR: | None |
| Early Termination Clause: | None |
| Expenses: | NNN |
| Taxes: | Tenant is responsible for Pro Rata Share of Real Property Taxes. |
| CAM: | Landlord is responsible for initial payment of Operating Expenses. Tenant is responsible for Pro Rata Share of Operating Expenses |
| CAM CAP: | Tenant's Annual Additional Rent Attributable to Operating Expenses shall not exceed 107% of Tenant's Annual Additional Rent attributable to Operating Expenses for the previous year. |
| Management Fee: | Included in CAM - MGMT fee shall not exceed 15% of Operating Expenses |
| Insurance: | Tenant is responsible for Pro Rata Share of Landlord's Insurance |
| Parking: | Included in CAM |
| Utilities: | Tenant |
| HVAC: | Tenant |
| Roof: | Landlord |
| Structure: | Landlord |

| Lease Term Information | |
|------------------------------------|---|
| Original Term RCD: | 9/22/2006 |
| Original Term Exp: | 9/30/2016 |
| Original Term: | 10 years |
| Lease Renewal Term: | 10 years (tenant exercised 1st and 2nd renewal options) |
| Lease Renewal Commencement: | 10/1/2016 |
| Lease Renewal Expiration: | 9/30/2026 |
| Remaining Renewal Options: | Two (2), Five (5) year options |
| Lease Term Remaining: | +/- 6.50 years |

Rent Schedule

| Lease Term | Lease Years | Dates | | Rent | | | |
|---------------------------|----------------|------------------|------------------|------------------|----------------|----------------|----------|
| | | Start | End | Annual | Monthly | PSF | Increase |
| Lease Renewal Term | 11 - 15 | 10/1/2016 | 9/30/2021 | \$111,714 | \$9,310 | \$61.38 | - |
| | 16 - 20 | 10/1/2021 | 9/30/2026 | \$122,880 | \$10,240 | \$67.52 | 10.00% |
| Option 1 | 21 - 25 | 10/1/2026 | 9/30/2031 | \$135,175 | \$11,265 | \$74.27 | 10.00% |
| Option 2 | 26 - 30 | 10/1/2031 | 9/30/2036 | \$148,688 | \$12,391 | \$81.70 | 10.00% |

Verizon Wireless | Lease Abstract



| Verizon Wireless | |
|----------------------------------|---|
| Tenant: | Cellco Partnership |
| Tenant DBA: | Verizon Wireless |
| Guarantor: | Corporate |
| Address: | 9035 N 121st E Ave, Suite 100, Owasso, OK |
| Lease Type: | Fee Simple |
| Year Built: | 2006 |
| Building Size (SF): | +/- 3,000 (62% of total rentable building area) |
| Total Building Size (SF): | 4,820 |
| Land Area (AC): | 0.66 |
| Building Use: | Retail - Telecommunications |
| NOI: | \$85,800 |
| Rent Increases: | None left (currently in last option) |
| ROFO/ROFR: | None |
| Kickout Clause: | None |
| Expenses: | NNN |
| Taxes: | Tenant is responsible for Pro Rata Share of Taxes |
| CAM: | Landlord is responsible for initial payment of Operating Expenses Tenant is responsible for Pro Rata Share of Operating Expenses |
| CAM CAP: | Five percent (5%) of the amount of the Controllable Operating Expenses paid by Tenant for the preceding year |
| Management Fee: | Included in CAM - MGMT fee shall not exceed 15% of Operating Expenses |
| Insurance: | Tenant is responsible for Pro Rata Share of Landlord's Insurance |
| Parking: | Included in CAM |
| Utilities: | Tenant |
| HVAC: | Included in CAM |
| Roof: | Landlord |
| Structure: | Landlord |

| Lease Term Information | |
|--|------------------|
| Original Term RCD: | 2/1/2007 |
| Original Term Exp: | 1/31/2012 |
| Original Term: | 5 years |
| 1st Extended Term RCD: | 2/1/2012 |
| 1st Extended Term Exp: | 1/31/2015 |
| 1st Extended Term: | 3 years |
| 2nd Extended Term RCD: | 2/1/2015 |
| 2nd Extended Term Exp: | 1/31/2020 |
| 2nd Extended Term: | 5 years |
| Current Lease Renewal Term RCD: | 2/1/2020 |
| Current Lease Renewal Term Exp: | 1/31/2025 |
| Current Term: | 5 years |
| Remaining Renewal Options: | None |
| Lease Term Remaining: | +/- 4.75 years |

Rent Schedule

| Lease Term | Lease Years | Dates | | Rent | | | |
|---------------------|----------------|-----------------|------------------|-----------------|----------------|----------------|--------------|
| | | Start | End | Annual | Monthly | PSF | Increase |
| Primary Term | 1 - 5 | 2/1/2007 | 1/31/2012 | \$78,000 | \$6,500 | \$26.00 | - |
| 1st Extended Term | 6 - 8 | 2/1/2012 | 1/31/2015 | \$78,000 | \$6,500 | \$26.00 | 0.00% |
| 2nd Extended Term | 9 - 13 | 2/1/2015 | 1/31/2020 | \$85,800 | \$7,150 | \$28.60 | 10.00% |
| Current Term | 14 - 18 | 2/1/2020 | 1/31/2025 | \$85,800 | \$7,150 | \$28.60 | 0.00% |

Starbucks | Tenant Overview

Starbucks Corporation (NASDAQ: SBUX) is an American global coffee company and coffeehouse chain based in Seattle, Washington. Starbucks was founded in 1985 as a local coffee bean roaster and retailer and has grown into the largest coffeehouse company in the world. As of early 2019, there were 31,256 Starbucks locations open across six continents and 75 countries and territories.

Starbucks locations serve hot and cold beverages, whole-bean coffee, micro-ground instant coffee, full-leaf teas, pastries, and snacks. Most stores also sell packaged food items, hot and cold sandwiches, and items such as mugs and tumblers.

Many of the company's products are seasonal or specific to the locality of the store, while Starbucks-brand ice cream and coffee are also offered at grocery stores. Through Starbucks Entertainment division and its Hear Music brand, the company also markets books, music, and films.

Starbucks has a strong presence both in the U.S. and in the global marketplace due in part to its rapid growth over the last few decades. In the 1990s, Starbucks opened a new store every workday, a pace that continued into the 2000s. The first store outside the United States or Canada opened in the mid-1990s, and overseas stores now constitute almost one third of Starbucks' stores.

Financial Analysis

As of October 2019, Starbucks had annual revenue of \$26.51 billion and net income of \$3.60 billion. The company currently has an S&P rating of BBB/Stable, which is top tier investment-grade.

Company Highlights

- Annual revenue **increased by 7.03 percent** over the previous year
- Starbucks is one of the most financially stable and highly sought-after tenants in today's retail marketplace.

| Tenant Profile | | | |
|--------------------|---|----------|----------|
| Tenant Name: | Starbucks Corporation | | |
| Doing Business As: | Starbucks | | |
| Business Type: | Retail; Quick Service Restaurant | | |
| Entity Type: | Public (NASDAQ: SBUX) | | |
| Credit Rating: | BBB/Stable (S&P) | | |
| # Locations: | 31,256+ | | |
| Financials: | FYE 2019 | FYE 2018 | FYE 2017 |
| Total Revenue: | \$26.51B | \$24.72B | \$22.39B |
| YOY Change: | 7.03% | 9.20% | 5.95% |
| Net Income: | \$3.60B | \$4.51B | \$2.88B |
| Founded: | 1985 | | |
| Headquartered: | Seattle, WA | | |
| Website: | starbucks.com | | |



Subject Property

Verizon Wireless | Tenant Overview

With over 150 locations, **Verizon Wireless** is a global leader delivering innovative communications and technology solutions that improve the way customers live, work, learn and play.

Founded in 2000, the company operates America's most reliable wireless network and the nation's premier all-fiber network, and delivers integrated solutions to businesses worldwide. With brands like Yahoo, TechCrunch and HuffPost, the company's media group helps consumers stay informed and entertained, communicate and transact, while creating new ways for advertisers and partners to connect.

Verizon Communications Inc. was formed in New York in June of 2000 with the merger of Bell Atlantic Corp. and GTE Corp. Verizon began trading on the New York Stock Exchange (NYSE) under the VZ symbol in July of 2000. It later began trading on the NASDAQ exchange under the same symbol on March 10, 2010. Verizon Communications was added to the Dow Jones Industrial Average in 2004. The company has seen great success since its inception. Fortune Magazine consistently ranks Verizon amongst its top performing Fortune 500 companies. In 2017, the publication ranked the company 14th of 500 companies for profitability.

Cellco Partnership is a wholly owned subsidiary of Verizon Communications Inc., (NYSE: VZ) headquartered in New York. With over 150 million subscribers and over 1,600 U.S. retail locations, Verizon Wireless is the nation's largest and most reliable 4G LTE network. Its parent company, Verizon Communications, is the world's 2nd largest telecommunications company and a leading provider of communications, information and entertainment products and services to consumers, businesses and governmental agencies. Customers rated Verizon a clear winner for the 11th year in a row, according to the J.D. Power 2019 Wireless Network Quality Performance Study. The company reported a FY 2019 revenue of \$131.9 billion and net income of \$31.1 billion. Verizon Communications currently holds an investment grade rating of BBB+ from Standard and Poor's.

| Tenant Overview | |
|--------------------------|--|
| Name: | Verizon Communications, Inc. |
| Website: | verizonwireless.com |
| Ownership: | Public (NYSE & Nasdaq: VZ) |
| Headquarters: | New York, NY |
| Market Cap: | \$247.9 Billion |
| Revenue (FY2019): | \$131.9 Billion |
| Credit Rating: | S&P: BBB+ / Positive Outlook |

| Accolades & Key Metrics | | | |
|---|---|---|--|
| FORTUNE 19 Fortune Rank as of 2019 | 135.5K Employees in 150 Global Locations | \$131.9 Billion Annual Revenue in 2019 | 2nd Largest Telecom Company in the World by Revenue |
| FORTUNE 500 99% Fortune 500 Customers Served | 1,600+ Retail Locations across United States | \$10 Billion Dividends Paid in 2019 | 98% U.S. Wireless Network Coverage |

Representative Photo

Location Overview

Owasso, Oklahoma is a northern suburb of Tulsa in Rogers and Tulsa counties. Owasso is one of the fastest growing cities in the state with an average annual growth rate of 4% the past five years, which is projected to continue over the next decade.

Owasso's economic growth has been driven by retail for the last ten years. The city's key strength is its strategic location and immediate accessibility to Tulsa International Airport, Tulsa's Port of Catoosa, and the Cherokee Industrial Park. Due to the unique alignment of the region's highway system, Owasso is the collection point for consumers in a 4,300-square-mile area. U.S. Highways 75 and 169 are major north/south freeways that feed into Owasso, while State Highway 20 brings residents from the west and east of the city. This "funnel" effect is comprised of several cities in northeastern Oklahoma and southern Kansas that have little or no retail in their local areas, contributing to Owasso's comprising over 400,000 potential consumers, making it a natural and attractive choice for retail operations.

Additionally, several well-known businesses have facilities in the Owasso area including American Airlines (6,000 employees), Verizon (1,500 employees), Whirlpool, Nordam, Honeywell, Macy's and Vanguard. The sufficient numbers of employees and easy-access roads make the daytime demand generated by area employers attractive to a variety of businesses, including retailers and restaurants.

Tulsa is the second-largest city in the state of Oklahoma and 45th-most populous city in the United States. As of July 2016, the population was 413,505, an increase of 12,591 over that reported in the 2010 Census. It is the principal municipality of the Tulsa Metropolitan Area, a region with 991,400 residents. The city serves as the county seat of Tulsa County, the most densely populated area in Oklahoma, with urban development extending into Osage, Rogers, and Wagoner counties.

Economy

Once heavily dependent on the oil industry, economic downturn and subsequent diversification efforts created an economic base in the energy, finance, aviation, telecommunications and technology sectors. The Tulsa Port of Catoosa, at the head of the McClellan-Kerr Arkansas River Navigation System, is the most inland river port in the U.S. with access to international waterways.

Tulsa benefits from a flourishing culture of arts, entertainment, and commerce. The lion's share of community-based economic development has been spearheaded by the George Kaiser Family Foundation, a Tulsa-based non-profit organization. Two recent projects include the Guthrie Green, a Class A park fitted in the Downtown Arts District, and The Gathering Place, a world-renowned privately funded public space along the Arkansas River. Opened in 2018, the park cost \$465 million and attracted over 150,000 visitors on the first ten days of operation. Downtown Tulsa has also experienced an influx of visitors through the construction of the BOK Center and ONEOK Field, home of the Tulsa Drillers.

When it comes to the business of doing business, the Tulsa metro region perfectly balances convenience and affordability with the advantages of a talented workforce, a central location and a pro-business atmosphere. These assets combine to make an ideal home for progressive companies competing in a global economy.



Top 50
Best City in the U.S.
BusinessWeek, 2012



#66 Top 100 Places to
Live in the U.S.
livability.com, 2019



5th Lowest
Cost of Doing
Business



Forbes Best Cities
For Young
Entrepreneurs



Second-Largest City
in the State of Oklahoma

The City Serves as the County Seat
of Tulsa County, the **Most Densely
Populated Area in Oklahoma**



Largest Employers

of Employees

| | |
|---------------------------------|----------------|
| Saint Francis Healthcare System | 8,500 - 10,000 |
| Walmart & Sam's Club | 7,000 - 8,500 |
| Tulsa Public Schools | 5,500 - 7,000 |
| Hillcrest Healthcare System | 5,500 - 7,000 |
| St. John's Healthcare System | 5,500 - 7,000 |
| American Airlines | 4,000 - 5,500 |
| QuikTrip | 2,500 - 4,000 |

H Bailey Medical Center
73 Beds

HIBBETT SPORTS, BRICKTOWN BREWERY, TATE BOYS, KAHUA EXPRESS, Office DEPOT OfficeMax, Bath & Body Works, KOHL'S, PROSPERITY BANK, SHOE CARNIVAL, GameStop, DOLLAR TREE, Panera Bread, SALLY BEAUTY SUPPLY, COX, LOWE'S, Walmart Supercenter

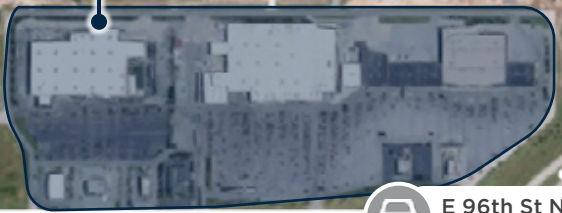
H St. John Hospital - Owasso
45 Beds

Tulsa, OK
± 17 Miles from Subject Property

Northeast Elementary
± 556 Students

Hwy 169
38,639 VPD

N Garnett Rd



E 96th St N
30,654 VPD

Sam's CLUB, SPROUTS FARMERS MARKET, Cane's, GAME STOP, WENDY'S

FIREHOUSE SUBS, Sprint, Edward Jones, cici's, BANK OF OKLAHOMA



Hayward Smith Elementary
± 564 Students



Subject Property

Smith Farm Marketplace
Sport Clips, Black Bear Diner, Hampton, MATTRESS FIRM, KIRKLAND'S, ross DRESS FOR LESS, rue21, Red Robin, FedEx Office, PET SMART, LANE BRYANT, Ashley

Waterford Plaza
THE HOME DEPOT, CVS pharmacy, BANK OF OKLAHOMA, P.J.'s, Central Bank, ichiban, Great Clips, FIT this Place

N 129th E Ave



Demographics



| Population | 1 mile | 3 miles | 5 miles |
|-----------------------|--------|---------|---------|
| 2020 Population | 9,331 | 44,766 | 61,269 |
| 2025 Population | 9,765 | 46,846 | 64,215 |
| 2010-2020 Annual Rate | 1.72% | 1.94% | 1.79% |
| 2020-2025 Annual Rate | 4.65% | 4.65% | 4.81% |



| Households | | | |
|-----------------------|-------|--------|--------|
| 2020 Total Households | 3,441 | 16,718 | 22,585 |
| 2025 Total Households | 3,608 | 17,525 | 23,707 |
| 2010-2020 Annual Rate | 1.57% | 1.89% | 1.74% |
| 2020-2025 Annual Rate | 4.85% | 4.83% | 4.97% |



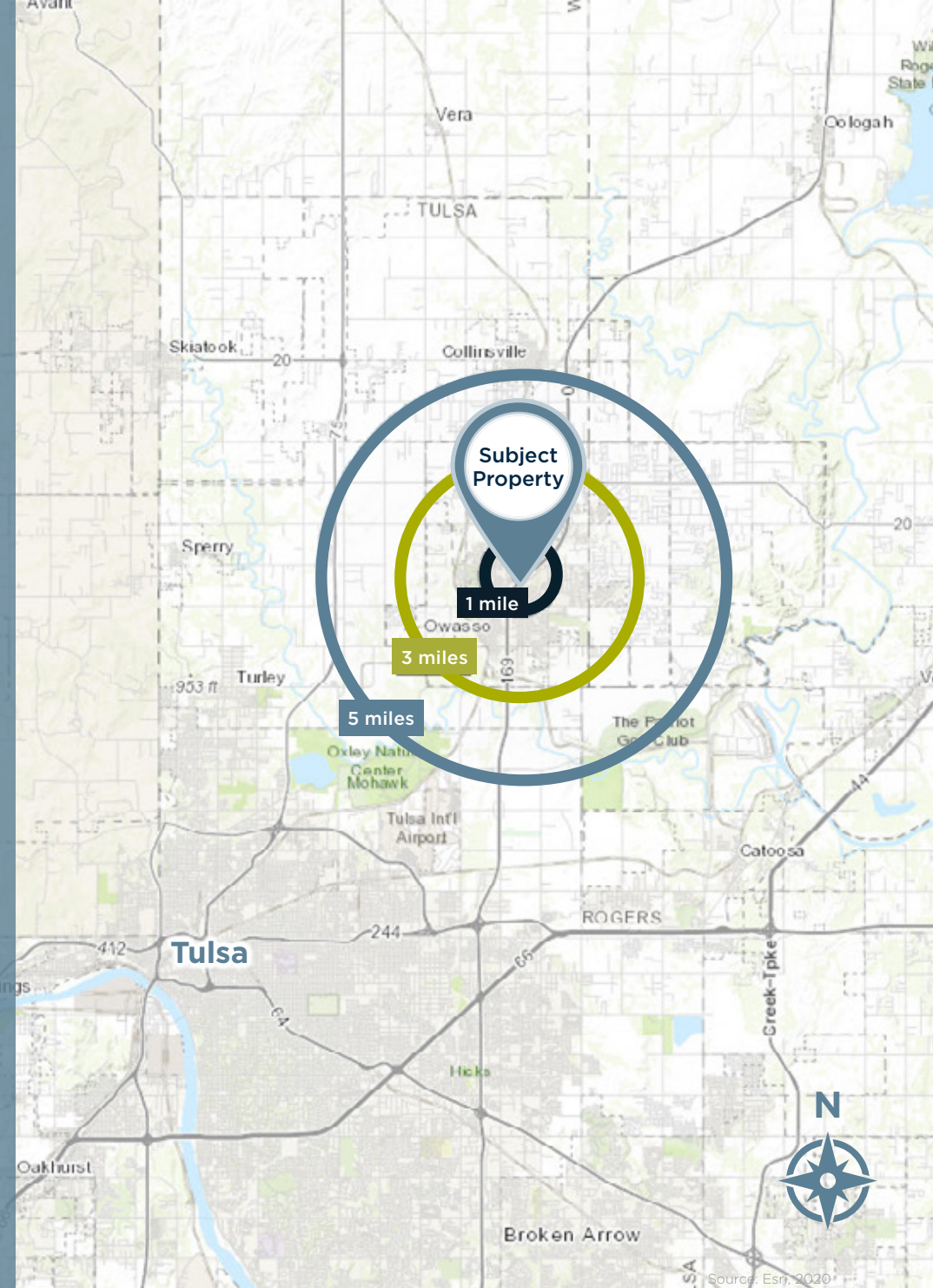
| Household Income | | | |
|-------------------------------|----------|----------|----------|
| 2020 Average Household Income | \$93,194 | \$88,942 | \$93,073 |
| 2020 Median Household Income | \$77,886 | \$73,702 | \$76,487 |



61K
population
(5 miles)



\$93K
avg. HH inc.
(5 miles)



going beyond

Ryan Butler

Managing Director & Partner
rbutler@stanjohnsonco.com
OK Lic #145949

Brad Moulder

Senior Director
bmoulder@stanjohnsonco.com

Anne Perrault

Director
aperrault@stanjohnsonco.com

Zach Snider

Associate
zsnider@stanjohnsonco.com

Brandon Sherrill

Analyst
bsherrill@stanjohnsonco.com

Stan Johnson Company

6120 South Yale Avenue | Suite 300
Tulsa, Oklahoma 74136
P: 918.494.2690

stanjohnsonco.com



The information contained herein was obtained from sources believed reliable, however, Stan Johnson Company makes no guaranties, warranties or representations as to the completeness thereof. The presentation of this property for sale, rent or exchange is submitted subject to errors, omissions, change of price or conditions, or withdrawal without notices.