



Jiffy Lube

100 N Elm Pl | Broken Arrow, OK 74012

MATTHEWSTM
REAL ESTATE INVESTMENT SERVICES



100 N Elm Pl | Broken Arrow, OK 74012

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PROPERTY OVERVIEW



INVESTMENT HIGHLIGHTS

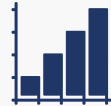
- **Top Performing Location** – This is one of the top ranked Jiffy Lube's in the state of Oklahoma and well above average compared to other stores across the country, per Placer AI.
- **Strong Sales** – This store has strong sales, with a $\pm 5.82\%$ Rent to Sales ratio.
- **Tenant Commitment to Site** – Jiffy Lube has been at this site for 16+ years, with the current operator very growth minded with 17+ locations. This Jiffy Lube has the standard three-bay store size and over 450+ reviews showing excellent customer base.
- **Largest Suburb of Tulsa** – Broken Arrow is part of the Tulsa Metropolitan Area, which has over 1 million residents.
- **Rose District** – The subject property is less than a half mile away from Broken Arrow's arts and entertainment district, which draws in consumers across the Tulsa MSA, providing significant traffic through the area.
- **Ideal Traffic Count** – $\pm 25,000$ vehicles per day on Elm Place.
- **Strong Demographics** – $\pm 157,000$ residents with an average household income of $\pm \$89,000$ within a 5-mile radius.
- **Absolute Triple-Net (NNN)** – Zero Landlord Responsibilities.
- **Rent Increases** – 10% increases every 5 years provide an effective hedge against inflation.

FINANCIAL OVERVIEW



\$724,000

PRICE



6.00%*

CAP RATE



±5,456 TOTAL SF

±2,728 SF GROUND LEVEL +
±2,728 SF BASEMENT



±0.42 AC

LOT SIZE



1985

YEAR BUILT

TENANT SUMMARY

Tenant	Jiffy Lube
Lease Guarantor	Auto Oil Change, LLC & Personal Guarantee
Lease Commencement Date	8/3/2018
Lease Expiration Date	7/31/2028
Original Lease Term	10 Years
Lease Term Remaining	±5.25 Years
Annual Rent	\$43,449.00*
Rent Increases	10% Every 5-Years
Option Periods	Four (4), Five (5) Year Options
Type of Ownership	Fee Simple
Lease Type	Absolute NNN
Parking Lot / CAM	Tenant Responsibility
Property Tax	Tenant Responsibility
Insurance	Tenant Responsibility
Roof/Structure	Tenant Responsibility

* Price based on scheduled 8/23 rental Increase

ANNUALIZED OPERATING SUMMARY

Years	Monthly Rent	Annual Rent	Rent Increases
(Current - 7/31/23)	\$3,291.67	\$39,500.04	-
(8/1/23 - 7/31/28)	\$3,620.83	\$43,449.00	10%
Option 1 (8/1/28 - 7/31/33)	\$3,982.92	\$47,795.00	10%
Option 2 (8/1/33 - 7/31/38)	\$4,381.21	\$52,574.50	10%
Option 3 (8/1/38 - 7/31/43)	\$4,819.33	\$57,831.95	10%
Option 4 (8/1/43 - 7/31/48)	\$5,301.26	\$63,615.15	10%

FINANCING INQUIRIES

For financing options reach out to:

JIM BRANDON

+1 (310) 955-5836

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TENANT OVERVIEW



A leading provider of oil changes and a subsidiary of Shell Oil Company, Jiffy Lube boasts more than 2,100 outlets led throughout North America that are all independently owned by operators. Besides oil changes, Jiffy Lube facilities provide maintenance services for air conditioning, fuel systems and transmissions. At some of its locations it also performs inspections and emissions testing, repairs windshields and rotates tires.

Serving about 22 million customers annually, Jiffy Lube caters to several fleet management firms such as Donlen, Emkay, Voyager and PHH. Heartland Automotive Services, Inc. is a franchisee company that operates over 530 Jiffy Lube locations in the United States.

LOCATIONS

±2,000

EMPLOYEES

±33,540

NET INCOME

\$105M





**Ascension
St. John**
± 44 BEDS

Wendy's
LA QUINTA INNS & SUITES
TOWNEPLACE SUITES BY MARRIOTT
Hilton Garden Inn
Bass Pro Shops
Holiday Inn
Marble SLAB CREAMERY
Steak 'n Shake

planet fitness
BUENO
Taco Bueno
BURGER KING

ExtraSpace
Storage

PIZZA
PAPA JOHN'S
B&B
Liquor - Beer - Wine
Broken Arrow

BRAUM'S
McDonald's

gerber
COLLISION & GLASS

QT

the HUB
24/7 fitness center

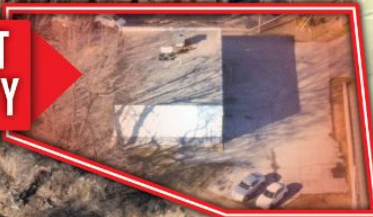
FERGUSON
SUPERSTORE
WE'VE GOT WHAT YOU'RE LOOKING FOR!

Arbys
SUSHI HOUSE
Papa Murphy's
TAKE 'N BAKE PIZZA

The met
The Metropolitan
Environmental Trust

KEYPORT
Self-Storage

SUBJECT
PROPERTY



N ELM PL
± 24,000 VPD

HP ENGINEERING



CENTRAL
PARK
COMMUNITY
CENTER

**Auto
Zone**

O'Reilly
AUTO PARTS

U-HAUL

GIFFORD
MONUMENT CO.

HP ENGINEERING

Walmart
Neighborhood Market

**BIG
LOTS!**

Walgreens

**PILLAR
STRENGTH**

Vintage Toy Mall
TOYS & COMICS
COLLECTIBLES

ROYAL
Printing, Copy & Specialties

AUBURN **DUESENBERG**
AUBURN CORD DUESENBERG CO.

Greystone Health
Where People Matter

**SUBJECT
PROPERTY**

SHOPPERS
A better customer experience.

SELM PL ± 24,000 VPD

AREA OVERVIEW



BROKEN ARROW, OK

Located in northeast Oklahoma, Broken Arrow is the fourth largest city in the state, with an estimated population of 107,000 people spread out over 55 square miles. Broken Arrow is also home to the third-largest manufacturing hub in the state, with many employees working in the energy sector.

Residents in Broken Arrow enjoy a high quality of life, characterized by low crime, high-performing schools, affordable housing, and easy access to many parks and recreational facilities. The City fosters a sense of community by sponsoring seasonal festivals and events each year, including Rooster Days, a local Farmers Market, and musical performances in the park. With destination attractions in the Rose District, the Performing Arts Center, Warren Theatre, Bass Pro Shops, and more, residents and visitors have many options when it comes to choosing shopping, dining, cultural and entertainment activities.



TULSA, OK MSA

DEMOGRAPHICS



TULSA, OK MSA



TULSA, OK MSA

DEMOGRAPHICS

POPULATION

	1-MILE	3-MILE	5-MILE
Five-Year Projection	9,958	73,638	174,334
Current Year Estimate	9,714	71,448	168,426
2020 Census	9,631	70,770	166,113
Growth Current Year-Five-Year	2.51%	3.06%	3.51%
Growth 2020-Current Year	0.86%	0.96%	1.39%

HOUSEHOLDS

	1-MILE	3-MILE	5-MILE
Five-Year Projection	4,076	27,828	67,340
Current Year Estimate	4,000	27,057	65,136
2020 Census	3,937	26,589	63,868
Growth Current Year-Five-Year	1.91%	2.85%	3.38%
Growth 2020-Current Year	1.60%	1.76%	1.98%

INCOME

	1-MILE	3-MILE	5-MILE
Average Household Income	\$63,322	\$108,427	\$92,079



One of America's most livable large cities
-Partners for Livable Communities,
Forbes, and Relocate America



Tulsa was named one of the best
destinations to visit in 2022.
-CNN Travel

TULSA, OK

Tulsa, the “Oil Capital of the World,” is in northeast Oklahoma and is the principal municipality of the Tulsa Metropolitan Area, a region with 1,006,411 residents in the MSA. The city serves as the county seat of Tulsa County, the most densely populated county in Oklahoma. Diversification efforts created an economic base in the energy, finance, aviation, telecommunications, and technology sectors. Two institutions of higher education within the city have sports teams at the NCAA Division I level, Oral Roberts University and the University of Tulsa.

It is situated on the Arkansas River at the foothills of the Ozark Mountains in northeast Oklahoma, a region of the state known as “Green Country”. Considered the cultural and arts center of Oklahoma, Tulsa houses two world-renowned art museums, full-time professional opera, and ballet companies, and one of the nation’s largest concentrations of art deco architecture.



TULSA, OK ECONOMY

Tulsa's aerospace industry is substantial and growing. An American Airlines maintenance base at Tulsa International Airport is the city's one of the largest employers and the largest maintenance facility in the world, serving as the airline's global maintenance and engineering headquarters, while the Tulsa Port of Catoosa and the Tulsa International Airport house extensive transit-focused industrial parks. Tulsa is also home to a division of Lufthansa, the headquarters of Omni Air International, and the Spartan School of Aeronautics.

Though the oil industry has historically dominated Tulsa's economy, efforts in economic diversification have created a base in the sectors of aerospace, finance, technology, telecommunications, high tech, and manufacturing. Several substantial financial corporations are headquartered in Tulsa, the largest being the BOK Financial Corporation.

Among these financial services, firms are energy trading operations, asset management firms, investment funds, and a range of commercial banks. The national convenience store chain QuikTrip, fast-casual restaurant chain Camille's Sidewalk Cafe, and pizza chain Mazzio's are all headquartered in Tulsa, as is Southern regional BBQ restaurant Rib Crib. Tulsa is also home to the Marshall Brewing Company.

Amazon opened a 2.5 million square foot Fulfillment Center in Tulsa. This distribution center has four stories and has hired over 1,500 employees.

Air Transport Components announced that they will be opening a 60,000 square foot facility in Tulsa. This facility will provide repair, overhaul, and maintenance for a range of aircrafts. ATC chose to expand into Tulsa due to new opportunities, and advancements in the area.



As the **second largest** metropolitan area in Oklahoma and a hub for the growing Northeastern Oklahoma-Northwest Arkansas-Southwestern Missouri corridor, the city is also home to **several of the region's most sophisticated law, accounting, and medical practices**. Its location in the center of the nation also makes it a **hub for logistics businesses**; the Tulsa International Airport (TUL) and the Tulsa Port of Catoosa, connect the region with international trade and transportation.



CONFIDENTIALITY AGREEMENT & DISCLAIMER

This Offering Memorandum contains select information pertaining to the business and affairs of **Jiffy Lube** located at **100 N Elm Pl | Broken Arrow, OK 74012** (“Property”). It has been prepared by Matthews Real Estate Investment Services. This Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner Seller and in part upon financial information obtained from sources the Owner it deems reliable. Owner, nor their officers, employees, or real estate agents makes any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its contents, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein. and conduct their own due diligence.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Seller.

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This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date this Offering Memorandum. Real Estate Investment Services or any of their affiliates or any of their respective officers, Directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

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