



YORKTOWN PLAZA 2087 E 71ST ST., TULSA, OK

RICK GUILD, SIOR

TULSA, OKLAHOMA

NEWMARK
ROBINSON PARK



In our opinion, Yorktown Plaza, a 110,516 SF office building at 2087 E 71st St. in Tulsa, OK, would sell in the range of \$4,420,000 to \$6,000,000 or \$40-\$54 per SF based on location, condition, and when correlated with sales comparables in the Tulsa office market.

This building falls within the South Central Tulsa Office Market.

There is little or no demand for this size of single-tenant B- office space. The building would require a conversion for multiple tenants.

On the upside, the building has an existing tenant, TRC Companies, which still has two years on its lease, although the company has vacated 90% of their space and has no desire to renew their lease.

In a scenario seeking multiple new tenants, Tenant Replacement Costs will include deferred maintenance, including a significant HVAC replacement, at an estimated cost of \$35-\$40/SF.

Without TRC, the all-in number jumps to \$55-\$60/SF, conservatively landing on a \$40/SF purchase price or an asset purchase price of \$4,420,000.

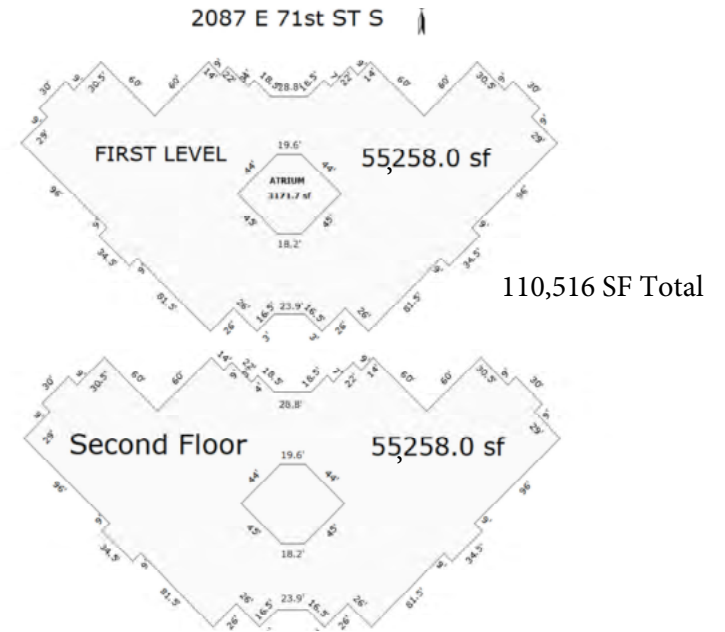
This is not the preferred scenario or best use.

However, at the time of closing, if 18 months remain on the existing tenant's lease, a nine-month (90%) buyout scenario could shake out to \$750,000 in addition to the revenue collected over the previous six months valued at around \$750,000.

That translates to a \$1.5 million revenue stream.

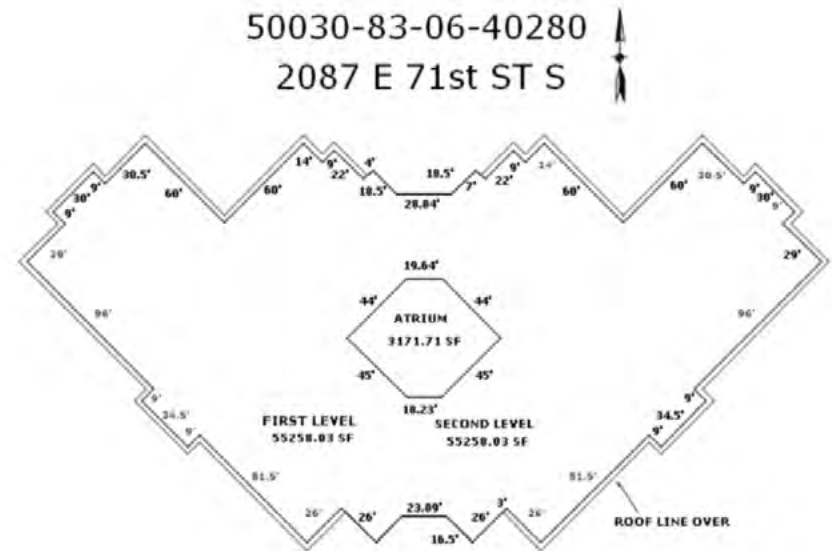
In addition to the asset purchase, the additional revenue collected brings the all-in price around \$5.9 million to \$6 million.

SUBJECT: YORKTOWN PLAZA



2087 E 71ST ST.

Building Size	110,516 SF
Year Built	1988
Land Size	6.91 Acres / 301,000 SF
Stories	2



BUILDING SALES COMPS



ASSETS

Sorted High-to-Low
by Price Per SF

Building Name	Madrona on Lewis	The 51 Yale Building	Executive Center II	Commerce Tower
Address	6655 S Lewis Ave.	5110 S Yale Ave.	7134 S Yale Ave.	5801 E 41st St.
Class	B+	B+	B+	B
Total RSF	50,672	71,868	112,000	108,076
Land Size	2.06 Acres / 89,734 SF	2.41 Acres / 104,980 SF	5.36 Acres / 233,481 SF	3.95 Acres / 172,062 SF
Year Built / Renovated	2013	1984 / 2018	1984 / 2018	1980
Sale Date	Aug. 29, 2019	Feb. 26, 2019	Aug. 2, 2021	Feb. 26, 2019
Sale Price	\$6,340,000	\$7,070,000	\$9,100,000	\$7,070,000
Price Per SF	\$125	\$98	\$81	\$65
Sale Notes	New owner intends to fully occupy. Included two land parcels	Part of a Tulsa office portfolio sale	Buyer and seller were both local to Tulsa	Part of a Tulsa office portfolio sale

BUILDING SALES COMPS



ASSETS

Sorted High-to-Low
by Price Per SF

Building Name	Southern Ridge	Yorktown Place	River Bridge Office Park	Corporate Place
Address	6506 S Lewis Ave.	6914 S Yorktown Ave.	1323 E 71st St.	5800 E Skelly Drive
Class	B-	B-	B	B
Total RSF	65,474	50,988	67,694	119,990
Land Size	3.09 Acres / 134,600 SF	1.98 Acres / 86,249 SF	3.66 Acres / 159,430 SF	4.12 Acres / 179,467 SF
Year Built / Renovated	1984	1987	1984	1973
Sale Date	March 30, 2022	Feb. 20, 2020	Feb. 26, 2019	Feb. 26, 2019
Sale Price	\$3,250,000	\$2,000,000	\$2,550,000	\$4,425,000
Price Per SF	\$50	\$40	\$38	\$37
Sale Notes	Investment with value add potential	Purchased by a church, but existing tenants will remain	Part of a Tulsa office portfolio sale	Part of a Tulsa office portfolio sale



RICK GUILD, SIOR

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Rick Guild has more than **40 years of expertise**, and has completed over **a billion dollars of personal leasing and sales**, while involved in leasing, managing, developing and selling office and industrial properties in Tulsa, Oklahoma. Guild began his career in commercial real estate in 1983 with **Trammell Crow Company**. He was responsible for the leasing and marketing of the entire **4,500,000 square foot** Tulsa office building and warehouse ownership portfolio. This portfolio included the 52-story BOK Tower (**1.4 million square feet**),

Williams Towers I & II (**770,000 square feet**), Triad Center I and II, and many others. Clients included Merrill Lynch, Cigna, Equitable, and CalPERS. In 1992, Guild became the Director of Leasing over a **3,000,000 square foot** real estate portfolio with Property Company of America. Guild oversaw all leasing, brokerage, and tenant relation activities. During his time at PCA, Guild was personally responsible for the acquisition of over **2,500,000 square feet** of new management and leasing contracts including CityPlex Towers (**2,200,000 square feet**), the largest office building complex in Tulsa.

RICK GUILD FOUNDED THE GUILD COMPANY IN 1998 AND JOINED NEWMARK IN 2021. NOTABLE ACCOMPLISHMENTS ARE:

- Rick sold Warren Place Office Complex (970,175 square feet) for \$101,170,000.00 in May of 2022. This was the largest commercial real estate transaction in the history of Tulsa. In addition, Rick took over the exclusive leasing of Warren Place immediately following the sale.
- Rick was recently selected to exclusively lease the newly developed 101,061 square foot **Vast Bank Office Building** in Downtown Tulsa. **The office space was 100% leased, nine months before construction was complete, a record high rental rate for office space in Tulsa.**
- For 2021, Rick was personally awarded a **CoStar Power Broker Award** for the Tulsa Office Market (one of only two brokers selected) and was also awarded **four of the top five largest leases** completed in the 4th quarter. For 2021 Rick won the **NAIOP Largest Office Building Sale Award**. In 2020, Rick Guild was personally awarded a **CoStar Power Broker Award** for the Tulsa Office Market (one of only two brokers selected). The Guild Company also won the **CoStar Top Office Company Leasing Award** (one of only five companies selected).
- In 2021, Rick was awarded a **SIOR Top 50 Transaction of 2020** national award.
- In April of 2021 Rick received the **2020 NAIOP Office Lease of the Year Award** and the **2019 NAIOP Office Lease of the Year Award**.
- In April of 2019 Rick received the **NAIOP Office Lease of the Year Award**, the **NAIOP Retail Lease of the Year Award** and the **NAIOP Office Building Development of the Year Award**. No other individual, or company, has ever received these three awards in the same year.
- Rick was selected to exclusively lease the **2,450,000 square foot** downtown office building portfolio for Kanbar Properties. This portfolio, consisting of 18 office buildings, was **the largest exclusive listing agreement ever awarded in Tulsa**. The portfolio included major downtown office buildings such as the 41-story First Place Tower (624,000 SF), Bank of America Building (288,000 SF), Park Centre (190,000 SF) and the Petroleum Club Building (141,000 SF).
 - Rick exclusively leased First Place Tower (624,000 SF), a 41-story downtown office building, for over ten years. The building was over 90 percent leased at the time Kanbar took the leasing in-house.
- Rick recently completed a **\$35 million dollar** sale of the **Unit Corporation Office Building**. In addition, Rick represented **Unit Corporation** in completing an **87,632 square foot** lease to remain in the building.
- Rick recently completed a **42,511 square foot** lease with **GableGotwals** law firm at the new downtown **Vast Bank Building**, a **73,130 square foot** lease with **Airgas** at the 110 West 7th Office Building and a **43,349 square foot** lease with **BOK Mortgage**.
- Rick exclusively represented the following Tulsa companies on their recent lease transactions:
 - **L3 Communications** on their **59,865 square lease**, **54,500 sf lease**, **37,500 sf lease**, and **28,500 sf lease**. **SemGroup** on their **94,815 square foot** office lease at Warren Place, **Conner & Winters** law firm on their **34,616 sf** new lease at First Place Tower, **Midstates Petroleum** on their **56,841 sf** downtown lease, **Amplify Energy** on their **48,057 sf** lease, **McAfee & Taft** law firm on their **39,487 sf** lease at Williams Tower II, **Casillas Petroleum** on their **40,608 sf** lease, **The Summit Club** on their **30,696 square foot** lease at Bank of America Tower, **Samuel, Son & Co. Steel** on their **100,100 square foot** lease at the Tulsa Port of Catoosa, **ORS Nasco** on their **37,816 sf** lease, **KBR** on their **31,125 sf** office lease at Tinker Air Force Base, **SK Plymouth** on their **23,294 sf** lease at Warren Place, **ETX Energy** on their **23,294 square foot** lease at Warren Place, **Stan Johnson Co.** on their **22,739 square foot** lease at Warren Place, **Rodolf & Todd** law firm on their **19,915 square foot** lease at First Place Tower, **Franden Farris** law firm on their **15,141 square foot** lease at Williams Tower II, **The Zarow Foundation** on their **11,955 square foot** lease in Mid-Continent Tower, and the **SWPA** on their **\$7.1 million dollar** purchase of 6655 South Lewis office building and Scout 301's **\$4.6 million dollar** purchase of the **Detroit Lofts** in 2019, and Rose Rock Development's **\$4.5 million dollar** purchase of the **Vandever Lofts** in 2020.
- Rick was on the development team at **Trammell Crow Company** that built Triad II Office Building (151,023 square feet), Freeport Trade Center (185,732 square feet) and Katy Crow Distribution Center (120,157 square feet). Rick also handled the exclusive leasing for all of these properties and sold Triad II to **American Airlines** for **\$14.2 million**, resulting in a profit of several million dollars.
- Rick is a **National Board Member** of NAIOP, an SIOR, and a frequent speaker as an expert regarding the Tulsa office market at regional real estate conferences, including the most recent 2021 NAIOP Tulsa Trends Event at Southern Hills and the 2022 GTAR Commercial Update event in March.



RICK GUILD: SAMPLE TRANSACTIONS

Tenant	Size (SF)
Warren Place Office (970,175 SF 2022)	\$101M Sale
Unit Corporation Building (2021)	\$35M Sale
American Airlines	\$14.2M Sale
VGT Building (2023)	\$9.1m Sale
US Cellular Union Pines	\$8.7M Sale
SWPA Building (2019)	\$7.1M Sale
One Memorial Place	\$6.9M Sale
Selser-Schaefer Architects Building (2022)	\$5M Sale
Detroit Lofts (2019)	\$4.6M Sale
Vandever Lofts (2020)	\$4.5M Sale
Bridgeport III	\$4M Sale
Indian Healthcare Resource Center (2020)	\$2.5M Sale
BP/Amoco	212,285
McLeodUSA	162,000
Samuel Son & Co. Steel	100,100
Unit Corporation (2021)	87,632
Airgas USA, LLC (2022)	73,130
Cimarex Energy	71,546
The Williams Companies	70,730
L-3 Communications	59,865
Harrison House Publishing	58,750
Midstates Petroleum (2013)	56,841
L3 Communications	54,500
Dresser Industries/John Brown	51,319
Internal Revenue Service (IRS)	51,121
U.S. Attorneys Office	50,162
Midstates Petroleum (2016)	48,057
U.S. Corp of Engineers	48,000
The Williams Companies	47,680
Sonoco Products	46,000
Explorer Pipeline (2023)	45,413
Bank of Oklahoma Mortgage	43,349

Tenant	Size (SF)
BOK Mortgage	43,349
GableGotwals Law Firm	42,511
Southwest Power Administration	40,300
ORS Nasco	37,816
L-3 Technologies	37,500
ENGlobal Engineering	35,432
Williams Communications	35,375
Encompass	34,367
Agricultural Minerals Corp.	33,801
Latigo Petroleum	33,698
McAfee & Taft Law Firm	32,619
The Summit Club	31,430
KBR	31,125
Williams Telecom	30,837
The Summit Club	30,696
Explorer Pipeline	29,058
Xperi/Tivo/Dish Network	28,979
Vintage Petroleum	28,773
Ernst & Young	28,306
NGL Energy Partners	27,330
Red Man Pipe and Supply	27,207
Educational Development Corp.	26,900
Alliance Coal	26,736
Samson Resources	26,121
Atkinson Haskins Law Firm	24,916
Century Healthcare	24,339
Shared Medical Systems	24,298
Cavalry Investments	24,151
McAfee & Taft	23,907
KCS/Medallion	23,616
Harrison House Publishing	23,500
Honor Books	23,500



RICK GUILD: SAMPLE TRANSACTIONS

Tenant	Size (SF)
Arthur Andersen	23,456
SK Plymouth	23,294
ETX Energy	23,294
BOK Financial	23,056
Stan Johnson Company	22,739
Merrill Lynch	22,655
Coopers & Lybrand	22,510
IDI Distributers	22,500
Blackbeard Operating Company	22,102
Internal Data Mgmt.	22,000
HQ Southbridge	21,890
Explorer Pipeline	21,312
Bank One	21,023
Newton & O'Connor Law	20,714
WorldConnect	20,330
Associated Resources	20,031
Rodolf & Todd Law Firm	19,915
Flint Energy Services	19,815
BSW Architects	19,464
Barrow and Grimm Law Firm	19,389
McAfee & Taft Law Firm	18,900
Audobon Field Services	18,839
Deloitte and Touche	18,627
Ladd Petroleum	18,627
Santa Fe Energy	18,627
Tower I Executive Suites	18,627
Occidental Petroleum	18,371
Century Healthcare	17,849
HQ Global	17,527
Alexander & Alexander	17,498
Williams Pipeline	17,048
Crawford & Company	16,709

Tenant	Size (SF)
Barber & Bartz Law Firm	16,500
Trust Co. of Oklahoma	16,258
Johnson Brokers	16,247
Laredo Petroleum	16,120
CRPP Services	16,019
Rodolf & Todd Law Firm	15,924
Regus/HQ	15,696
Willbros Engineers	15,657
Franden Farris Law Firm	15,141
Dean Witter Reynolds	15,123
CNG Producing Company	15,004
Gibbs Armstrong Law Firm	15,000
Purolator Products	14,800
Marsh & McLennan	14,752
TMA Systems	14,713
BKD Accounting	14,331
Wiltel	14,326
The Williams Companies	14,114
McAfee & Taft	14,039
Bates Insurance	13,699
Bekins Corporation	13,634
Gary Sparks Company	13,609
Holmes Organization	13,555
Sneed Lang Law Firm	13,208
Smith Container	12,998
Barber & Bartz Law Firm	12,915
Tulsa Public Def. Office	12,802
County Commissioners	12,802
Baer & Timberlake Law	12,624
Cisco Systems, Inc.	12,557
Calyx Energy	12,446
Cimcase International	12,410



EXCLUSIVE SALES EXPERIENCE



One and Two Warren Place
970,175 Square Feet
Sold by Rick Guild for \$101M in 2022

- Trophy-quality asset with unrivaled location, scale and prestige
- Walkable to amenities including the DoubleTree Hotel and Mahogany's
- 5 minutes to Southern Hills Country Club
- Beautiful Common Area Conference Room
- Incredible views overlooking Tulsa

EXCLUSIVE SALES EXPERIENCE



Unit Corporation Building
196,650 Square Feet
Exclusively Leased and then Sold for \$35 Million
Dollars in September of 2021





Tulsa is the second largest city in the State of Oklahoma and a regional leader in energy, transportation, telecommunications, and business services. With slightly more than a million people, more than a quarter of the state's total population resides in the Tulsa Metropolitan Area. The Tulsa metro is home to several major companies' headquarters, including Bank of Oklahoma (BOK), Williams Companies, QuikTrip, ONEOK, and Helmerich & Payne, Inc.

Although the former "Oil Capital of the World" has moved away from an economy built wholly around oil and gas, the energy industry remains an important piece of Tulsa's economy. In Tulsa, the industry's share of total employment is nearly three times the national average. Some of most notable midstream companies in the oil and gas industry are headquartered in Tulsa, including NGL Energy Partners, ONE Gas, Inc., and Magellan Midstream Partners.

THE TULSA METROPOLITAN AREA SURPASSED THE ONE-MILLION POPULATION MARK IN 2020, WHICH POSITIONS TULSA TO BE MORE COMPETITIVE IN ATTRACTING NEW BUSINESSES AND ECONOMIC DEVELOPMENT PROJECTS.

With the COVID-19 pandemic in the rear-view mirror, Tulsa has emerged from the initial job losses with unemployment below pre-pandemic levels, and a variety of once-sidelined developments are now well underway.

Public-private partnerships between Vision Tulsa and the Tulsa Chamber of Commerce

continue to pay dividends by recruiting new businesses and improving the quality of life in Tulsa. Local and regional stakeholders also remain bullish on Tulsa. According to the Tulsa City Council, the city has seen more than \$1 billion dollars in new investments in the past five years. These projects, in addition to infrastructure improvements and philanthropic initiatives, continue to pave the way for greater levels of economic growth in the years ahead.

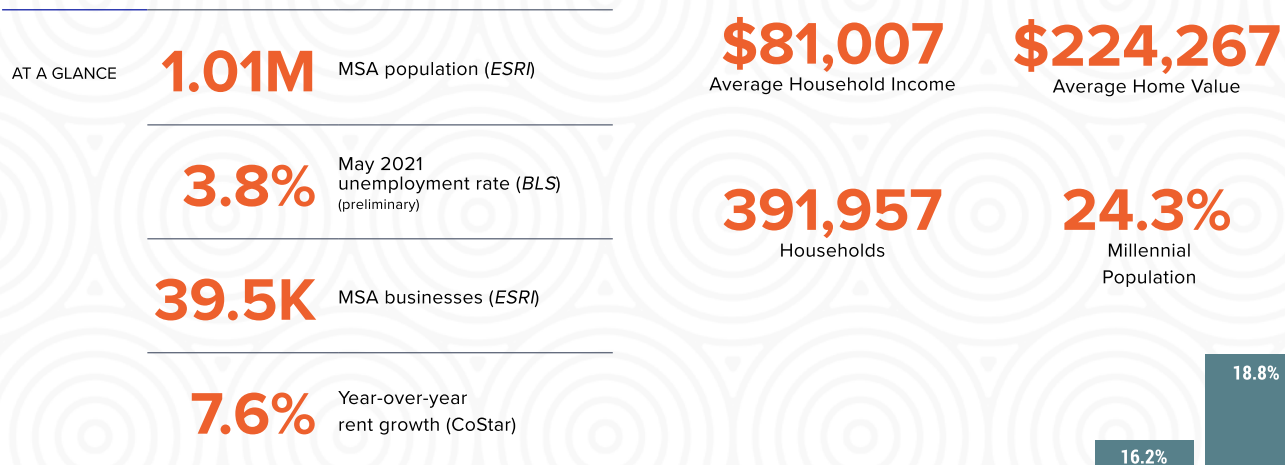
HIGHLIGHTS

- Tulsa is the 47th largest city in the country by population, according to the US Census Bureau.
- The Tulsa metro accounts for 25.3% of the state's total population.
- Two of the three Oklahoma-based companies on the Fortune 500 are based in Tulsa. ONEOK is ranked No. 224 and Williams is ranked No. 347. Both companies are in the energy industry.
- Tulsa's cost of living is 12% below the national average. (Tulsa Chamber of Commerce).
- According to the Tulsa City Council, the city has seen more than \$1 billion in new investments in the last five years.
- According to the US Census Bureau, the 2020 population count for the Tulsa MSA was 1,015,331, marking an increase of nearly 78,000 people since 2010.

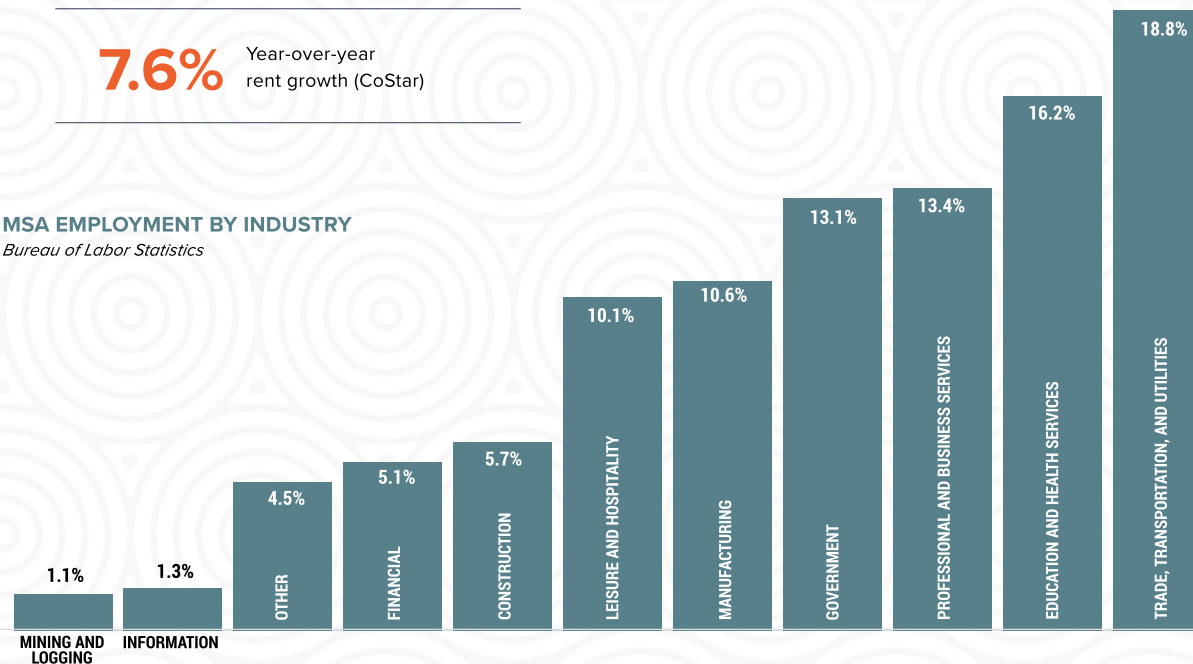
TULSA AT A GLANCE

The Tulsa MSA consists of seven counties: Creek, Okmulgee, Osage, Pawnee, Rogers, Tulsa, and Wagoner with a total 2021 population of 1,006,411, slightly over one-quarter of Oklahoma's population.

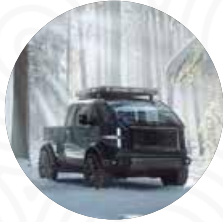
Tulsa's historical roots in oil and gas and Western heritage belie the true nature of the city's diverse economy, thriving arts community, leisure opportunities, and highly-skilled workforce within core industries including logistics, aerospace, finance, healthcare, and manufacturing. A July 2020 report prepared by the United States Conference of Mayors indicated the 2020 gross product of all the goods and services (GMP) produced in the Tulsa MSA totaled nearly \$55B, or 28.9% of the Oklahoma economy. The Tulsa Central Business District boasts 13.1 MSF of office space and is home to 32,113 employees. With May 2021 unemployment standing at 3.8% (2% below the same-month national average, *BLS*), a cost of living 14.5% below the national average (*C2ER*), and cost of doing business 14% below the national average (*Moody's*), Tulsa provides the ideal business and community culture to support a next-generation metro economy.



MSA EMPLOYMENT BY INDUSTRY
Bureau of Labor Statistics



SPOTLIGHT ON BUSINESS



Next-generation electric vehicle (EV) manufacturer Canoo will construct its first U.S. manufacturing facility in Tulsa, Oklahoma. Citing the city's leadership, energy-forward initiatives, strategic location, and skilled labor force, Canoo CEO Tony Aquila confirmed Tulsa as the ideal location for the company's 400-acre campus. The facility will create over 2,000 jobs and begin production in 4Q 2022.



Tulsa manufacturer MESA has been awarded the 2020 Malcolm Baldrige National Quality Award for the third time. The Baldrige Award is the highest award given by the U.S. Department of Commerce for performance excellence, recognizing U.S. organizations and businesses that have shown commitment to innovative solutions, visionary leadership, and operational excellence.



TAT Technologies Ltd., an Israeli aerospace company, recently announced plans to relocate its thermal components research and manufacturing from Israel to Tulsa. TAT is the world's largest independent manufacturing / repair company of thermal components for the aviation industry and is a major supplier for Boeing, Lockheed Martin, and the Department of Defense. When completed the Tulsa plant will create 300 skilled manufacturing jobs.



Downtown Tulsa will soon be home to a state-of-the-art Veterans Hospital. Located near the Oklahoma State University Medical Center campus and Cox Business Center, the \$130-million facility will include a 58-bed surgical hospital and 275,000 SF of support facilities dedicated to providing ongoing care to U.S. veterans. Projected to open in 2024, the facility will be operated jointly by the U.S. Department of Veterans Affairs and OSU.



Tulsa's Port of Catoosa, the second-farthest inland-river port in the nation, transferred over 2 million tons of waterborne cargo in 2020, and has moved over 87 million tons since opening. Celebrating its 50th anniversary, the facility is part of an inland and coastal marine transportation system responsible for moving an estimated 1.4 billion tons of agricultural, mineral, and other products valued at \$2 trillion annually from America's heartland to overseas markets.



Italian paper products manufacturer Sofidel Group recently opened a state-of-the-art tissue plant in Inola Oklahoma in the far-east Tulsa MSA. The \$360-million turnkey plant employs 600 people and produces tissue products for consumers and the hospitality industry. Sofidel management noted that the Inola site capitalizes on Tulsa's skilled workforce and strengths as a strategic logistics hub with excellent intermodal connections further increasing their ability to better satisfy regional large-scale retail operators and end consumers.



American Airlines has reaffirmed its commitment to move forward with their previously-announced \$550 million expansion project in Tulsa. Already the largest privately-owned aircraft maintenance base in the world, the 3.3-million SF Tulsa MRO will receive safety and modernization upgrades, a new 132,000-SF base support building, and a 193,000-SF hangar capable of housing two wide-body aircraft simultaneously.



Google's Pryor, Oklahoma data center is the company's second-largest worldwide and represents an investment of more than \$3 billion. In June 2019 the Internet giant began a \$600 million expansion of the Pryor facility with a planned increase of location employees to over 500.



Online retail giant Amazon announced plans to build a new sortation center in Tulsa. The 270,000-SF facility will be located near Tulsa International Airport and is Amazon's third large investment in Tulsa, following a 2.5 million-SF facility completed in August of 2020 and the more recent announcement that Tulsa has been selected as one of 16 cities to test its electric delivery vehicles.



Appliance manufacturer Whirlpool completed its new \$55 million Factory Distribution Center (FDC) in March 2020. The new LEED-certified, 800,000-SF manufacturing plant is located adjacent to its existing warehouse. The center will support increased production capacity and create 150 new jobs.

Sources:

<http://www.growmetrotulsa.com/business-attraction/relocation-data/economic-profile>, <https://www.cityoftulsa.org/government/capital-programs/vision-tulsa/vision-projects/>, Sources: U.S. Census Bureau, *Census 2010 Summary File 1*, *Esri forecasts for 2018 and 2023 Esri converted Census 2000 data into 2010 geography*, <http://www.growmetrotulsa.com/>, https://www.muskogeejournal.com/news/navigation-system-topic-of-study/article_0294fc7b-1c2f-5885-8cddd7c6c3810ea.html, <https://www.businesswire.com/news/home/2018060800577/en/Amazon-Announces-Expansion-Oklahoma-Tulsa-Fulfillment-Center>, <https://ktul.com/news/local/whirlpool-corporation-unveils-55-million-distribution-center-promises-more-jobs>, https://www.tulsaworld.com/business/amid-public-health-crisis-american-airlines-sticking-with-550-million-commitment-to-tech-ops-tulsa/article_d6d892fd-8f9d-5909-b61a-ac2ab77bdf72.html, https://www.muskogee.va.gov/MUSKOGEE/features/New_Tulsa_VA_Health_Care_Center_Contract.asp, <https://www.tulsafuture.com/news/>, <https://www.pnewsire.com/news-releases/milestone-met-canoo-selects-oklahoma-for-owned-manufacturing-facility>

SELECT TULSA MSA EMPLOYERS

Company	HQ	Fortune 500	# of Employees	Sector
Saint Francis Healthcare System	✓		10,250	Healthcare
Tulsa Public Schools			6,269	Education
American Airlines		✓	5,500	Aerospace
Hillcrest Healthcare System			5,358	Healthcare
Ascension St. John Medical Center			5,332	Healthcare
City of Tulsa			3,628	Government
QuikTrip Corporation	✓		3,051	Retail
Union Public Schools			2,533	Education
Cherokee Hard Rock Hotel and Casino			2,500	Hospitality
Broken Arrow Public Schools			2,434	Education
BOK Financial	✓		2,288	Financial Services
Tulsa County			2,215	Government
Tulsa Community College			2,166	Higher Education
Macy's (Fulfillment Center)			2,000	Retail / Logistics
AT&T DirecTV		✓	1,840	Broadcast / Telecom
Williams Companies	✓	✓	1,819	Energy
NORDAM Group	✓		1,800	Aerospace
Whirlpool Corporation		✓	1,650	Manufacturing (Appliance)
Jenks Public Schools			1,627	Education
AAON	✓		1,600	Manufacturing (HVAC)
River Spirit Casino			1,600	Hospitality
Verizon Business		✓	1,500	Telecom
AEP / Public Service Company of Oklahoma	✓		1,401	Utility
Blue Cross Blue Shield of Oklahoma			1,300	Insurance
OU - Tulsa Schusterman Center			1,272	Higher Education
Alorica, Inc.			1,200	Business Services
IC of Oklahoma LLC			1,200	Manufacturing (Automotive)
Spirit AeroSystems		✓	1,200	Manufacturing (Aerospace)
University of Tulsa			1,200	Higher Education
Enterprise Holdings Inc.			1,170	Car Rental
Owasso Public Schools			1,139	Education
Baker Hughes (Multiple MSA Locations)			1,000	Manufacturing (Oil & Gas)
ONEOK			1,000	Oil & Gas Services
OSU Medical Center			1,000	Healthcare
CenturyLink			950	Telecom



Sources: Tulsa Regional Chamber, Mergent Intellect Database (D&B), ReferenceUSA (InfoGroup), Tulsa World, Direct Employer Contact

Top 50

Tulsa
Best U.S. Cities
for Starting a Business
Inc. Magazine, 2020

2021 Center of Excellence

Cox Business and
Convention Center
Exhibitor Magazine, 2021

Best of the World Destinations on the Rise

Tulsa
National Geographic, 2021

#5

Tulsa
Top Metros for New and
Expanded Corporate Investment
Site Selection Magazine, 2019

#1

University of Tulsa
Best Universities
in Oklahoma
WalletHub.com, 2020

Best City Park

Gathering Place
USA Today, 2021

Top 25

Tulsa
Emerging Destinations
Trip Advisor, 2020

2M

Tons of Waterborne
Cargo Transferred
Port of Catoosa, 2020

#20

The University of Tulsa
Top 25 STEM Colleges 2018
Forbes, 2018

#3

Tulsa
Most Popular Cities for
Extremely Active Millennials
ActiveNetwork.com, 2018

#6

Tulsa
Lowest Cost of Living
Top 75 U.S. Cities
Move.org, 2019

#1

Tulsa
Most Affordable Cities for
Business Professionals to
Live and Work in 2019
CNBC, 2019

2020 Census Redistricting Data (Public Law 94-171)

2087 E 71st St, Tulsa, Oklahoma, 74136
Ring of 1 mile

The U.S. Census Bureau provides the 50 states, the District of Columbia, and Puerto Rico with population counts to use in their redrawing of congressional and state legislative district boundaries – a process known as “redistricting.”

2010-2020 ANNUAL GROWTH RATE



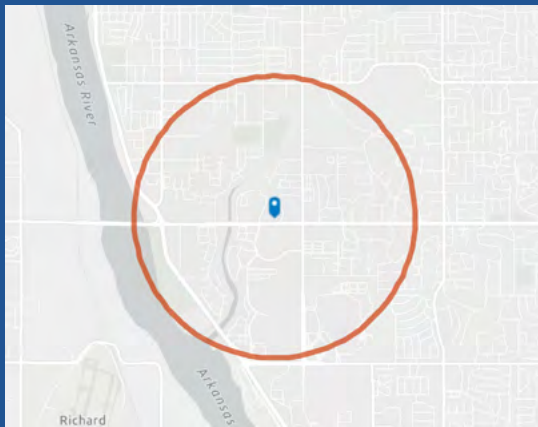
0.56%
Population



0.57%
Group Quarters



0.48%
Households



Source: U.S. Census Bureau, 2020 Redistricting Data (PL 94-171). U.S. Census Bureau 2010 decennial Census data converted by Esri into 2020 geography.

KEY FACTS

15,176
Total Population

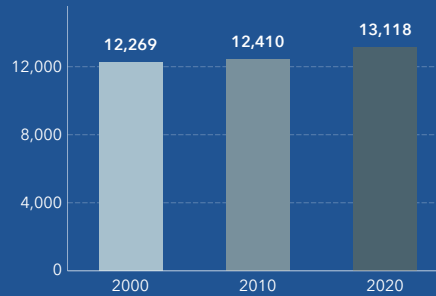
7,350
Housing Units

4,834.5
Population Density

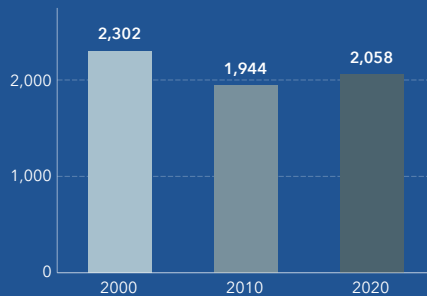
2.04
Average Household Size

77.6
Diversity Index

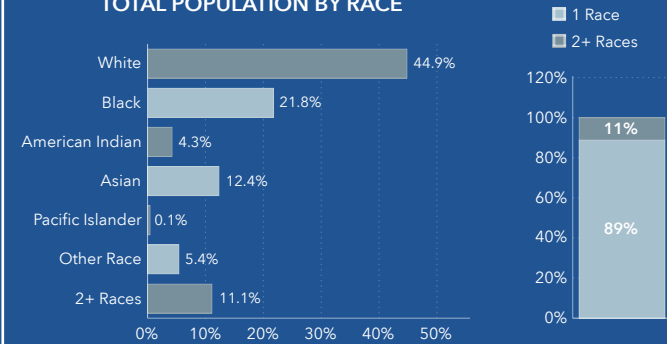
HOUSEHOLD POPULATION



GROUP QUARTERS



TOTAL POPULATION BY RACE



POPULATION BY AGE AND RACE	Less Than 18 Years	18 Years and Older
Total	2,967	12,209
1 Race	2,441	11,043
White	739	6,068
Black	745	2,559
American Indian/Alaska Native	101	547
Asian	690	1,189
Pacific Islander	4	17
Some Other Race	162	663
2 or More Races	525	1,166

2020 Census Redistricting Data (Public Law 94-171)

2087 E 71st St, Tulsa, Oklahoma, 74136
Ring of 1 mile

The U.S. Census Bureau provides the 50 states, the District of Columbia, and Puerto Rico with population counts to use in their redrawing of congressional and state legislative district boundaries – a process known as “redistricting.”

KEY FACTS

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2020 Census Redistricting Data (Public Law 94-171)

2087 E 71st St, Tulsa, Oklahoma, 74136
Ring of 3 miles

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KEY FACTS

76,263 Total Population **39,418** Housing Units **2,697.9** Population Density **2.07** Average Household Size **66.8** Diversity Index

2010-2020 ANNUAL GROWTH RATE



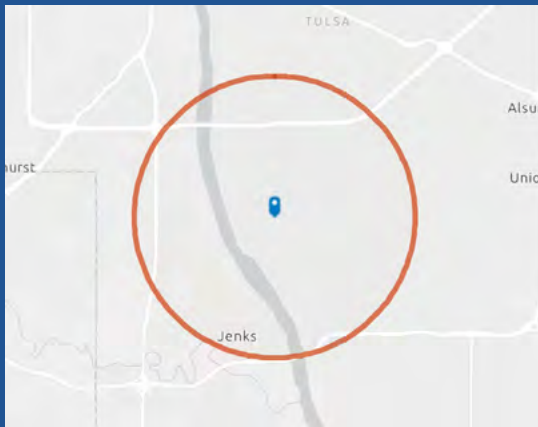
0.83%
Population



0.51%
Group Quarters

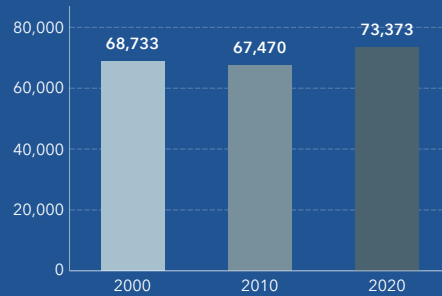


0.93%
Households

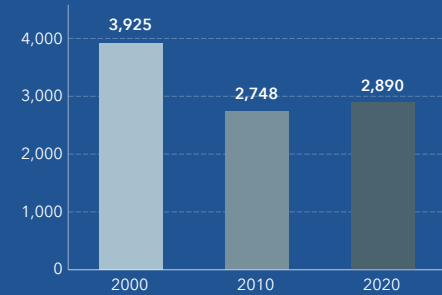


Source: U.S. Census Bureau, 2020 Redistricting Data (PL. 94-171). U.S. Census Bureau 2010 decennial Census data converted by Esri into 2020 geography.

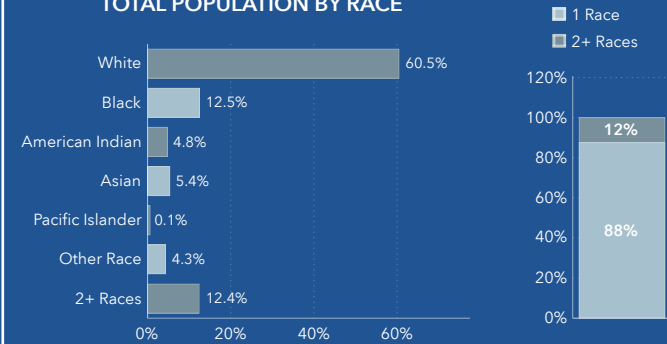
HOUSEHOLD POPULATION



GROUP QUARTERS



TOTAL POPULATION BY RACE



POPULATION BY AGE AND RACE	Less Than 18 Years	18 Years and Older
Total	15,011	61,252
1 Race	11,844	54,924
White	6,509	39,611
Black	2,383	7,134
American Indian/Alaska Native	839	2,811
Asian	1,228	2,867
Pacific Islander	30	74
Some Other Race	856	2,426
2 or More Races	3,167	6,328

2020 Census Redistricting Data (Public Law 94-171)

2087 E 71st St, Tulsa, Oklahoma, 74136
Ring of 3 miles

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2020 Census Redistricting Data (Public Law 94-171)

2087 E 71st St, Tulsa, Oklahoma, 74136
Ring of 5 miles

The U.S. Census Bureau provides the 50 states, the District of Columbia, and Puerto Rico with population counts to use in their redrawing of congressional and state legislative district boundaries – a process known as “redistricting.”

KEY FACTS

190,943
Total Population

92,707
Housing Units

2,431.5
Population Density

2.23
Average Household Size

63.2
Diversity Index

2010-2020 ANNUAL GROWTH RATE



0.70%
Population

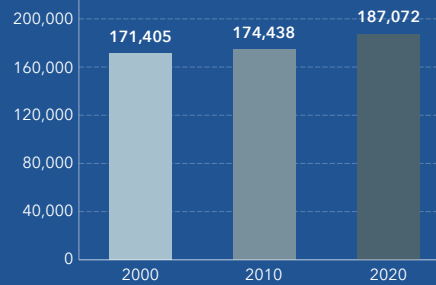


0.41%
Group Quarters

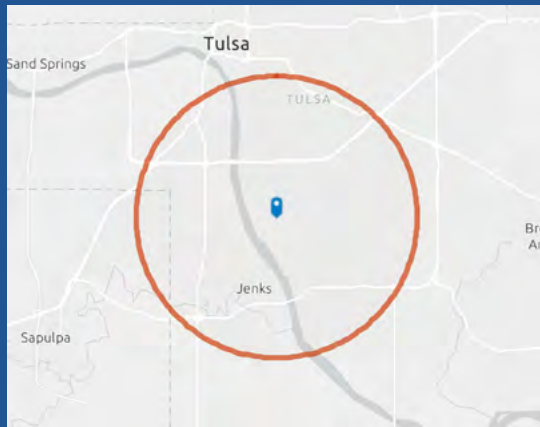
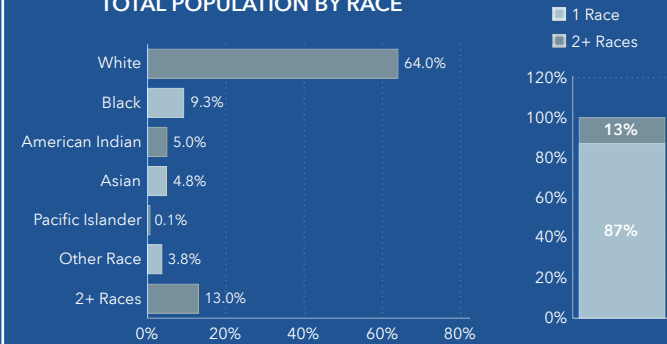


0.64%
Households

HOUSEHOLD POPULATION



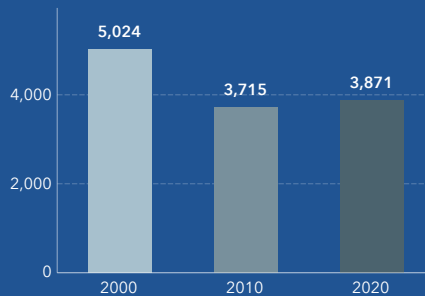
TOTAL POPULATION BY RACE



Source: U.S. Census Bureau, 2020 Redistricting Data (PL. 94-171). U.S. Census Bureau 2010 decennial Census data converted by Esri into 2020 geography.



GROUP QUARTERS



POPULATION BY AGE AND RACE	Less Than 18 Years	18 Years and Older
Total	40,416	150,527
1 Race	31,772	134,366
White	19,829	102,424
Black	4,604	13,099
American Indian/Alaska Native	2,449	7,090
Asian	2,816	6,444
Pacific Islander	55	149
Some Other Race	2,019	5,159
2 or More Races	8,644	16,161

2020 Census Redistricting Data (Public Law 94-171)

2087 E 71st St, Tulsa, Oklahoma, 74136
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WHY NEWMARK ROBINSON PARK?

PROVIDING UNMATCHED REAL ESTATE SERVICES SINCE 1905

Newmark Robinson Park is the most trusted name in Oklahoma commercial real estate. The firm employs knowledgeable brokers and expert professionals with offices in the Oklahoma City and Tulsa markets that serve tenants, landlords, investors and developers.

CORPORATE SERVICES

No company is exactly like yours. That's why we form corporate service teams who will work closely with you to understand your overall objectives. Our team provides local expertise and an in-depth understanding of the markets, allowing you to make quick and efficient business decisions.



Account Management



Transition Management



Transaction Management



Financial Integration Services



Tenant Mix Evaluation



Specialized Tools



Effective Marketing



Experienced Agents

INVESTMENT

With experts in the office, retail, industrial, and multifamily markets, we are fully equipped to handle your investment needs. Our commitment to the client's best interests, our demonstrated ability to perform, and tangible results has led our team to become our clients' trusted partners.



Extensive Research



Constant Collaboration



Cutting Edge Marketing Strategy



Unmatched Market Knowledge



Informed Analytics



Refined Marketing Materials



Financial Analyzing



Expert Market Insight

PROJECT LEASING

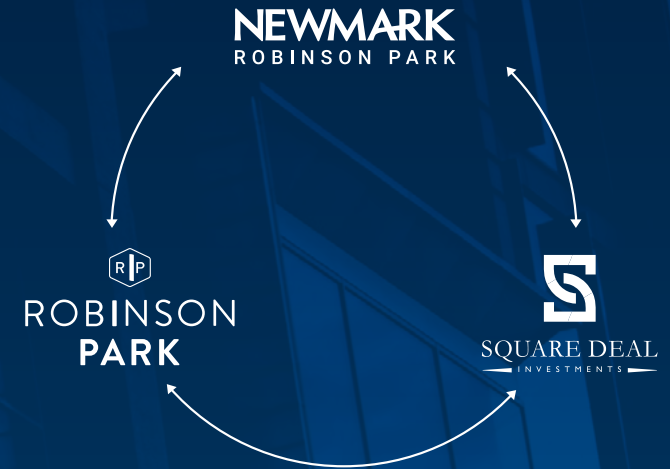
Newmark's integrated team approach to project leasing means every detail of your lease program gets our full attention. We boast cutting-edge, creative, targeted marketing strategies that go far beyond simply closing a transaction. Our goal is to increase your property's long-term value.

RESEARCH AND MARKETING

Newmark is widely known as a thought leader in the commercial real estate industry. Constantly monitoring leading and lagging indicators, our team tracks and analyzes our demand drivers, cyclical patterns and industry trends affecting real estate decisions.

COMPREHENSIVE SERVICES

We are a phone call away 24/7, 365 days a year to provide you with any and all of these critical services. We come packaged with the support of three companies in one, providing brokerage, management, and investment services to our clients. Each service group is supported by deep teams of experts.



BROKERAGE SERVICES

YOUR LEASING TEAM WILL...



Consist of the **top professionals in the market** needed to secure tenants in each of your properties.



Thoroughly evaluate each leasing prospect per building and site requirements.



Negotiate the best terms that match your goals for each site



MANAGEMENT SERVICES

YOUR MANAGEMENT TEAM WILL...



Evaluate each space for flexibility of tenant needs through construction and tenant improvement analysis.



Oversee and maintain financial property information including budgets, rent payments, and general operating expenses.



Manage assets through financial reporting, budget oversight, capital management, debt review, and tax analysis.



Improve quality, consistency and efficiency of day to day building operations.



INVESTMENT SERVICES

YOUR INVESTMENT TEAM WILL...



Provide structured investment partnerships that allow strategic and timely acquisitions across the nation.



Provide in depth experience with multi-tenant property underwriting and unique debt structuring per investment need.



Provide financial and capital management for each asset, backed by historic portfolio data and current market research.

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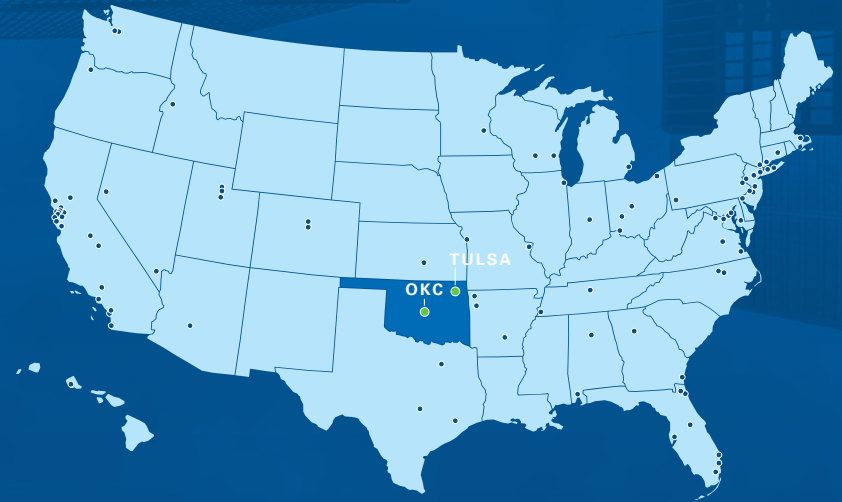
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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party.

All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. Newmark Robinson Park makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. Newmark Robinson Park does not serve as a financial advisor to any party regarding any proposed transaction. All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property.

Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Newmark Robinson Park in compliance with all applicable fair housing and equal opportunity laws.



NATIONAL REACH, LOCAL EXPERTISE

We are an affiliate of Newmark National, and as such have access to national data, trends and other resources. This includes up-to-the-minute response to COVID-19 and how it affects our clients.

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480 OFFICES WORLDWIDE
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