OFFERING MEMORANDUM · COMMERCIAL INVESTMENT · MLS #26-1173

Copper Mill *Plaza*

19275 S HIGHWAY 125 · FAIRLAND, OKLAHOMA 74343

$395,000	$475K	5,200	8.8%
LIST PRICE	MAI APPRAISED	GROSS SF	STABILIZED CAP

Jacqueline Palma, REALTOR® & M. David Coale, REALTOR®

CO-LISTING AGENTS · HOMETOWN REAL ESTATE

Jackie Palma · OK Lic. #149339 · (918) 244-8851 · Jackie@HometownRE-OK.com
David Coale · OK Lic. #209773 · (417) 291-3037 · David@HometownRE-OK.com
Office: (918) 256-4600 · Office@HometownRE-OK.com

JP · MDC

HOMETOWN REAL ESTATE
310 S ILLINOIS AVE, SUITE C · VINITA, OK

INVESTMENT OVERVIEW

A Three-Path Value-Add Opportunity

Listed $80,000 Below Independent MAI Appraisal

Copper Mill Plaza is offered at $395,000 — a $80,000 discount (16.8%) to the January 2026 MAI appraisal of $475,000 by Bryan C. Lang, MAI (#12807CGA), Paradigm Appraisal Services. The appraiser's own stabilized income approach yields an 8.8% cap rate at list price.

The investment thesis turns on one primary driver: Unit A (1,444 SF), currently owner-occupied and available upon sale. Leasing this unit at the market rate of $8.00/SF NNN adds $10,974/yr to NOI — creating $129,000–$137,000 in value at market cap rates, acquired at no premium above list price.

Current tenants (month-to-month gross leases) already pay gross rents exceeding the $8.00/SF NNN base rate on a gross-equivalent basis. Converting renewals to NNN structure eliminates ~$9,139/yr in landlord expense exposure without raising face rent — a structural improvement in landlord net income at no cost to tenants.

THREE PATHS TO VALUE

PATH 1	As-is · gross leases · C, D, E only	4.1%	$16,264 NOI
PATH 2	Unit B leased · B–E at $8 NNN	6.1%	$23,923 NOI
PATH 3	All 5 units NNN · Unit A leased	**8.8%**	$34,897 NOI

VALUE CREATION WATERFALL

Entry — list price	$395,000
+ B–E NNN stabilization (Path 2)	+$7,659 NOI/yr
+ Unit A lease-up (Path 3)	+$10,974 NOI/yr
Stabilized value @ 8.5% cap	$410,555

LIST PRICE
$395,000
$73.15/SF GBA

MAI APPRAISED
$475,000
$80K below appraisal

FULL STABILIZED CAP
8.8%
All 5 units · $8 NNN

UNIT A VALUE UPSIDE
+$129K
at 8.5% cap on lease-up

INVESTMENT HIGHLIGHTS

- $80,000 below MAI appraisal — Paradigm Appraisal Services, Bryan C. Lang MAI, Jan 2026
- Unit A (1,444 SF) available upon sale — $963/mo NNN market, largest suite, immediate lease-up opportunity
- Leasing Unit A = +$129K value at 8.5% cap — embedded upside at no acquisition premium
- NNN conversion adds ~$9,139 NOI/yr — no face rent increase required on existing tenants
- 48,545 SF excess land appraised at $55,000 — included in purchase price, development-ready
- Individual utility meters per suite — purpose-built for NNN operation from day one
- Highway 125 corridor · ~4,000 VPD · 0.17 mi from US-60 interchange

Market base rent $8.00/SF/yr NNN per Paradigm Appraisal Services (Bryan C. Lang MAI #12807CGA), January 2026, confirmed by comparable NE Oklahoma NNN retail. Full appraisal available to qualified buyers on NDA execution.

PHYSICAL & LEGAL OVERVIEW

Building & Site Specifications

MAI APPRAISED VALUE	LIST PRICE	DISCOUNT TO APPRAISAL	2025 RE TAXES
$475,000	$395,000	−$80,000 (16.8%)	$4,335

IDENTIFICATION

PROPERTY NAME	Copper Mill Plaza
ADDRESS	19275 S Highway 125, Fairland OK 74343
COUNTY	Ottawa County, Oklahoma
MLS #	26-1173
APN	3175-17-026-023-0-003-05
OWNER OF RECORD	Herman Ray & Eulene Roberts Family Living Trust
ZONING	No Formal Zoning (Fairland)
PROPERTY RIGHTS	Fee Simple

SITE DATA

PRIMARY SITE	63,090 SF · 1.4483 acres
EXCESS LAND	48,545 SF · 1.1144 acres
TOTAL SITE	111,635 SF · 2.5628 acres
LOT FRONTAGE	430 LF on Hwy 125
SITE COVERAGE	8.2%
PARKING	~25 spaces · 1:208 SF · 4.8/1,000
FLOOD ZONE	Zone X — Improvements unaffected
LAND:BUILDING RATIO	12.1:1

BUILDING DATA (PER MAI APPRAISAL)

GROSS BUILDING AREA	5,200 SF
NET RENTABLE AREA	5,004 SF
COMMON AREA	196 SF (2 exterior restrooms)
BUILDING EFFICIENCY	96.2%
YEAR BUILT	2013
CONDITION	Average to Good
NUMBER OF SUITES	5 (Units A–E)
AVG. SUITE SIZE	~1,001 SF (per appraiser)

CONSTRUCTION & SYSTEMS

FOUNDATION	Concrete Slab
FRAMING	Wood Frame
EXTERIOR	Prefab Metal Panel / Partial Masonry
ROOF	Standing-Seam Metal
HVAC	Central Air / Wall Heaters
FUEL	Electric / Propane Backup
WATER / SEWER	Public (City of Fairland)
UTILITY METERS	Individual per suite

CURRENT & MARKET TENANCY

Rent Roll — As-Is vs. Market NNN ($8.00/SF)

UNIT	SF*	TENANT	STATUS	CURRENT GROSS/MO	MKT BASE NNN/MO	CAM/MO	NNN TOTAL/MO	BASE RENT/YR
A	1,444 SF	Available Upon Sale *(currently owner-use)*	LEASE-UP OPP.	$0	$963	$472	$1,435	$11,552
B	800 SF	Vacant — Available	VACANT	$0	$533	$261	$795	$6,400
C	800 SF	AgLand Insurance	LEASED M-T-M	$750	$533	$261	$795	$6,400
D	800 SF	AgLand Insurance	LEASED M-T-M	$750	$533	$261	$795	$6,400
E	800 SF	Green & Associates Accounting	LEASED M-T-M	$650	$533	$261	$795	$6,400
Totals	4,644 SF	3 paying tenants · 2 lease-up opportunities (A & B)		$2,150/mo	$3,096/mo	$1,517/mo	$4,613/mo	$37,152/yr

**SF per MAI appraiser. Market base rent $8.00/SF/yr NNN per Paradigm Appraisal Services Jan 2026. CAM $3.92/SF/yr at full occupancy. M-T-M = month-to-month gross leases. Current gross rents exceed NNN base rate — smooth NNN conversion runway at renewal.*

THREE-PATH PRO FORMA — $8.00/SF NNN MARKET BASIS

CURRENT · GROSS LEASES

Path 1 — As-Is

GRI — Units C, D, E	$25,800
Units A & B	$0
EGI	$25,800
T-12 Operating Expenses	(−$9,536)
NOI	$16,264

CAP AT $395K

4.1%

Current cash flow. Landlord absorbs all $9,536 in annual expenses.

UNIT B LEASED · NNN CONVERSION

Path 2 — B–E Stabilized

Base Rent B–E (3,200 SF × $8)	$25,600
Vacancy (5%)	(−$1,280)
Net Base Rent	$24,320
CAM — pass-through wash	—
Non-Recoverable only	(−$397)
NOI	$23,923

CAP AT $395K

6.1%

NNN conversion eliminates ~$9,139 landlord expense exposure. Unit A still owner-use.

ALL 5 UNITS · FULL NNN

Path 3 — Full Stabilized

Base Rent (4,644 SF × $8.00)	$37,152
Vacancy (5%)	(−$1,858)
Net Base Rent	$35,294
CAM — pass-through wash	—
Non-Recoverable only	(−$397)
NOI	$34,897

CAP AT $395K

8.8%

Unit A leased at $8 NNN. Matches MAI appraiser's stabilized income conclusion.

ENTRY BASIS	NOI LIFT — UNIT A	VALUE CREATED (8.5% CAP)	STABILIZED VALUE (8.5% CAP)
$395,000	+$10,974/yr	+$129,111	$410,555 $436,215 at 8.0% cap

OPERATING EXPENSE REGISTER

T-12 CAM Statement

Trailing 12-month annualized expense register with recoverable classification, allocation methodology, and gross-up to 100% leasable occupancy (Units B–E = 3,200 SF). Unit A (owner-use) excluded. Variable expenses grossed up from 75% current leasable occupancy.

T-12 ACTUAL	GROSSED-UP	PER LEASABLE SF
$9,139	$14,413	$4.50
Recoverable only	100% leasable (B–E)	$14,413 ÷ 3,200 SF

CATEGORY	LINE ITEM	RECOVERABLE	ALLOCATION	GROSS-UP	T-12 ACTUAL	MO. AVG	GROSSED-UP
CAM — EXTERIOR / SITE							
	Landscaping / Mowing	Yes	Pro-rata SF	Variable ✓	$1,311	$109	$1,748
	Landscaping — Seasonal	Yes	Pro-rata SF	Variable ✓	$70	$6	$93
	Irrigation — Water & Repairs	Yes	Pro-rata SF	Variable ✓	$840	$70	$1,120
	Parking Lot Repairs	Yes	Pro-rata SF	Variable ✓	$389	$32	$519
	Exterior Signage — Electrical	Yes	Pro-rata SF	Fixed	$60	$5	$60
	Snow / Ice Removal	Yes	Pro-rata SF	Variable ✓	$70	$6	$93
	Pest Control — Exterior/Common	Yes	Pro-rata SF	Variable ✓	$540	$45	$720
CAM — BUILDING / STRUCTURAL & INTERIOR COMMON							
	Roof Repairs & Maintenance	Yes	Pro-rata SF	Fixed	$100	$8	$100
	Common Restrooms — Cleaning & Supplies	Yes	Pro-rata SF	Variable ✓	$375	$31	$500
CAM — UTILITIES (COMMON / SHARED)							
	Electric — Exterior / Parking / Signage	Yes	Pro-rata SF	Variable ✓	$60	$5	$80
	Electric — Interior Common Areas	Yes	Pro-rata SF	Variable ✓	$20	$2	$27
	Electric — Shared Building Systems	Yes	Pro-rata SF	Fixed	$20	$2	$20
	Water — Common / Shared	Yes	Pro-rata SF	Variable ✓	$80	$7	$107
	Water — Irrigation	Yes	Pro-rata SF	Variable ✓	$65	$5	$87
ADMINISTRATION · INSURANCE · REAL ESTATE TAXES							
	Bookkeeping / Accounting	Partial	Admin fee	Fixed	$302	$25	$302
	General Liability — Property-Wide	Yes	Pro-rata SF	Fixed	$4,475	$373	$4,475

MARKET CONTEXT

Location & Trade Area Overview

Copper Mill Plaza sits on State Highway 125 in the southern portion of Fairland, Oklahoma — approximately one-quarter mile south of its intersection with U.S. Highway 60. Fairland is the gateway community to Grand Lake O' the Cherokees, generating both year-round local demand and strong seasonal tourism traffic.

The MAI appraiser confirmed the property's highest and best use as continued multi-tenant retail. Comparable improved sales analyzed ranged from $72.73 to $119.62/SF with an adjusted range of $72.73 to $107.66/SF. The subject lists at $73.15/SF GBA — at the bottom of that range on a gross basis.

TRAFFIC COUNTS — ODOT / AADT

ROADWAY	LOCATION	VPD
West Conner Ave	0.04 mi N (RPR)	7,220
US Hwy 60	0.17 mi N (ODOT)	4,400–5,200
SH-125 at site	Subject property	3,700–4,004
SH-125 south	South of site	4,100–4,500

Grand Lake O' the Cherokees — Major inland lake destination generating significant seasonal tourism along Hwy 125 year-round.

Supply-Constrained Market — Appraiser required regional comparable search. Limited competing inventory supports the subject's leasing position.

Will Rogers Turnpike (I-44) — Primary east-west corridor connecting Tulsa to Joplin, MO. SH-125 is a principal access route for lake-bound visitors.

MARKET INDICATORS

MEDIAN HOME VALUE
$160,110

2-YR HOME APPRECIATION
+10%

FLOOD ZONE (IMPROVEMENTS)
Zone X ✓

2025 RE TAXES
$4,335

MAI COMPARABLE IMPROVED SALES

Address	Sale Price	$/SF	Date
1620 S Main St, Grove	$900,000	$119.62	Oct-23
414 N Wilson St, Vinita	$288,000	$72.73	Jan-23
1107 NE 1st St, Pryor	$950,000	$81.07	Apr-25
Subject — List Price	$395,000	$73.15	Active

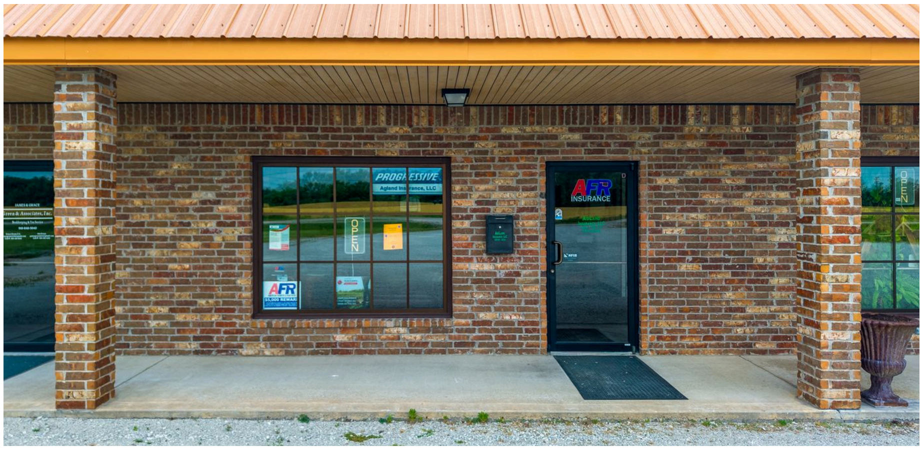
Source: Paradigm Appraisal Services comparable improved sales analysis, January 2026.

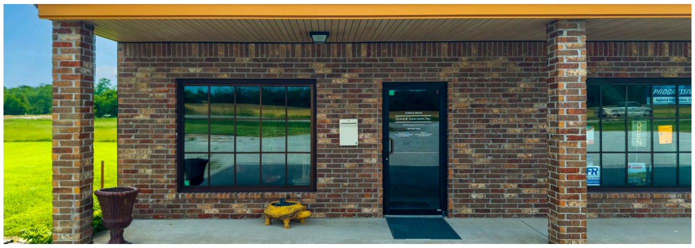
ASSESSED VS. LIST PRICE

Ottawa County assessed this property at $508,331 for 2025. The MAI appraised at $475,000. The list price of $395,000 is a $80,000 discount to the MAI appraisal and a $113,331 discount to the county assessed value.

PROPERTY GALLERY

Exterior & Interior Views

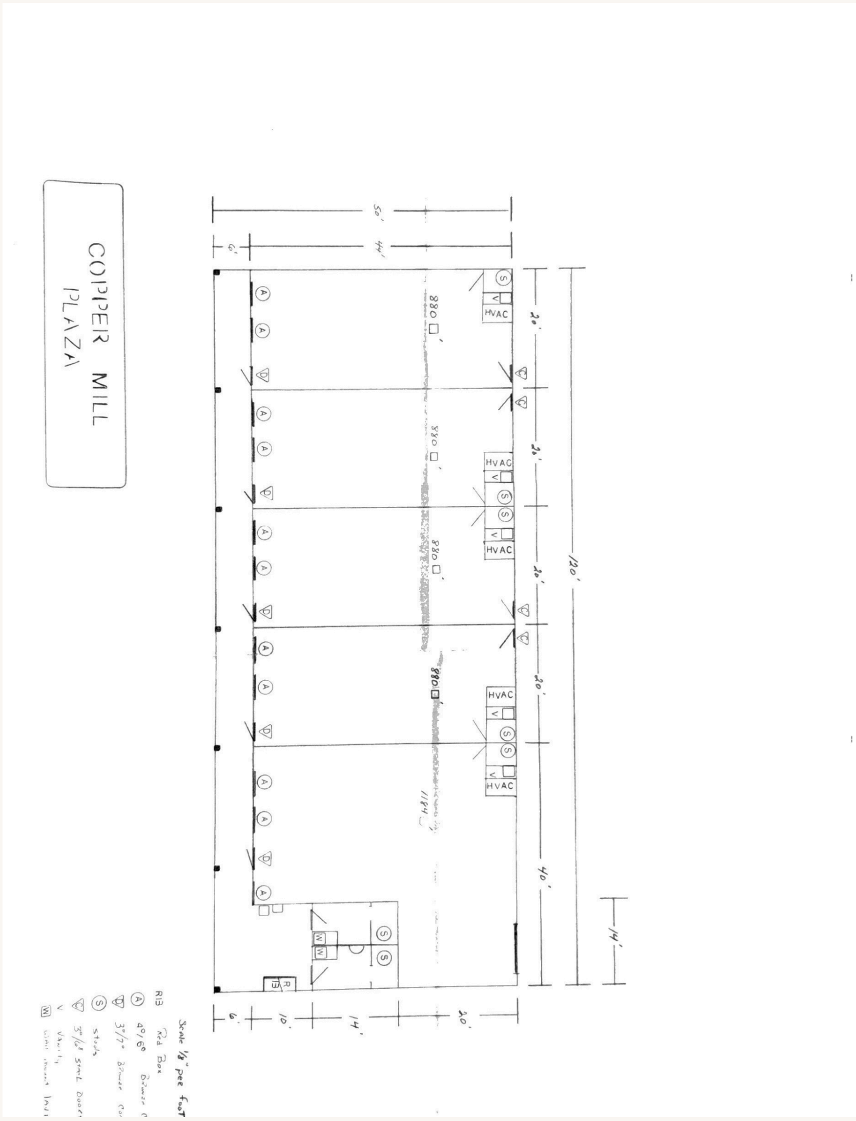




Photography provided by seller. Additional photos available. Showings by appointment — Hometown Real Estate agent must be present.

BUILDING LAYOUT

Floor Plan — As-Built



Scale: ⅛" per foot. Building oriented north–south along Highway 125 frontage. Plan provided by seller.

SUITE CONFIGURATION

Suite	SF (Owner)	Approx. Dims	Notes
A	1,692 SF*	~40' × 40'	Available upon sale · Largest suite
B	800 SF	~20' × 40'	Vacant · Available
C	800 SF	~20' × 40'	AgLand Insurance · Leased
D	800 SF	~20' × 40'	AgLand Insurance · Leased
E	800 SF	~20' × 40'	Green & Associates · Leased

DESIGN FEATURES — PER PLAN

Individual HVAC Per Suite

Each suite has its own HVAC unit shown on plan. Independent climate control — no shared systems, no cross-billing.

Individual Electrical Panels

Separate breaker panels per suite (37/37A noted on plan). Each suite individually metered — tenants pay utilities direct.

Front & Rear Entry Each Suite

Plan shows dual access points per suite 14' covered

JP · MDC

FOR MORE INFORMATION · SHOWINGS BY APPOINTMENT ONLY

Interested in *Copper Mill Plaza?*

A Hometown Real Estate agent must be present at all showings. Please call to schedule.

JP

Jacqueline Palma, REALTOR®

OK LICENSE #149339 · LISTING AGENT

📱 (918) 244-8851

✉ Jackie@HometownRE-OK.com

MDC

M. David Coale, REALTOR®

OK LICENSE #209773 · CO-LISTING AGENT

📱 (417) 291-3037

✉ David@HometownRE-OK.com

LISTING BROKERAGE

Hometown Real Estate

310 S Illinois Ave, Suite C · Vinita, Oklahoma 74301

Office: (918) 256-4600 · Office@HometownRE-OK.com · Fax: (918) 256-4603

LIST PRICE	MAI APPRAISED	MLS NUMBER	STABILIZED CAP
$395,000	$475,000	#26-1173	8.8% All 5 units · $8 NNN