TULSA STORAGE & PARKING OPPORTUNITY

SELF-STORAGE INVESTMENT

20,617 STORAGE NRSF | 20,900 PARKING NRSF

CUSHMAN & WAKEFIELD

SELF-STORAGE ADVISORY GROUP

OFFERING PROCEDURES

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THE PROCESS

The Property is being offered for sale on a strict "As Is Where Is" basis. Detailed financial information, environmental reports and other relevant due diligence information is available for review upon request. A Call for Offers Date will be established and announced to qualified purchasers at a later date.

Please do not contact on-site management. For any questions please reach out to the brokers on the sale

OFFERS SHOULD BE SENT TO THE ATTENTION OF:

TREY HAMMOND

111 South Elgin Avenue
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Tulsa, OK 74120
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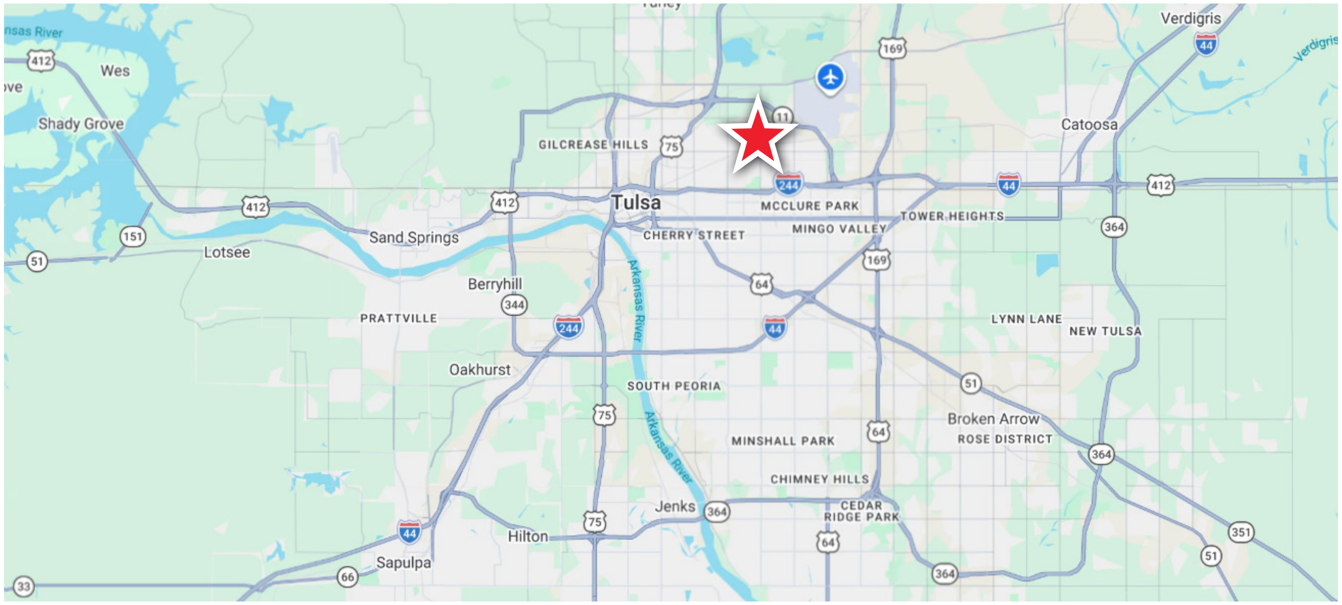
Offers should be in the form of a Letter of Intent (LOI) and at minimum, offers should include the following:

- **Price**
- **Earnest Money Deposit**
- **Due Diligence Time Period**
- **Closing Period**

The Owner will consider only those proposals submitted at the prior invitation of the Seller or its agent, Cushman & Wakefield. The Seller reserves the right to negotiate with any party at any time. The Seller also reserves the unrestricted right to reject any or all proposals.

EXECUTIVE SUMMARY



PRICE
2,000,000

YEAR BUILT / EXPANDED
1980 / 2001 / 2023

TOTAL STORAGE NRSF
20,617 NRSF

TOTAL PARKING NRSF
20,900 NRSF

TOTAL UNITS - STORAGE / PARKING
135 / 70

LAND
2.7 ACRES

INVESTMENT OVERVIEW

The Cushman & Wakefield Self-Storage Advisory Group has been retained as the exclusive advisor for the sale of Tulsa Storage Units & Parking.

Tulsa Storage Units & Parking is an outstanding opportunity to acquire a stabilized and affordable self-storage facility with limited competition in the Tulsa, OK market. Well positioned as the top 53rd U.S. Metropolitan Statistical Area, the facility features 127 standard storage units at 15,637 NRSF, 70 open parking spaces at 20,600 NRSF, 5 Covered Parking spaces at 2,400 NRSF, 1 Apartments at 1,000 NRSF, 1 Residence at 1,292 NRSF, and 1 Shed at 288 NRSF. Tulsa Storage Units & Parking is a well-positioned, stabilized asset providing an investor the opportunity to acquire a 8.1% Year 3 Proforma Cap Rate property with a Cash-on-Cash Return over 8.4% from day one.

With frontage on Yale Avenue, Tulsa Storage Units & Parking has excellent visibility and access from over 8,000 vehicles per day. The stabilized facility is currently 92% physically occupied and 98% economically occupied. Additionally, with only 5.95 NRSF/Person of current storage supply in a 3-mile radius, a buyer will see Cash-on-Cash returns over 8% - 15% over the next several years.

Priced at $2.0MM with an as-is 7.0% Cap Rate, Tulsa Storage Units & Parking is the stabilized, hard-to-find self-storage facility investors are seeking. With limited competition and a strong location, the facility represents a unique opportunity to acquire an affordable in-place cash flow with consistent growth potential.

INVESTMENT HIGHLIGHTS

- **Stable 9.9% Year 3 Cash Flow**
- **Very Low 5.95 NRSF/Person Storage Supply in 3-Mile Radius**
- **Physical & Economic Occupancy at 92% and 98%**
- **Strong Frontage on Yale Avenue**
- **53rd Ranked U.S. MSA Tulsa, OK**

PROPERTY DETAILS

Property Address	1540 N Yale Ave, Tulsa, OK 74115
Parcel Number	90328-03-28-41320
Lot Size	2.7 Acres
Year Built / Expanded	1980 / 2001 / 2023
Storage NRSF	20,617 Square Feet
Parking NRSF	20,900 Square Feet
Storage Units	135
SF Occupancy / Unit Occupancy	91.9% / 88.1%
Parking Units	70
Total Number of Units	205

POPULATION

1 Mile Radius: 10,920
3 Miles Radius: 66,195
5 Miles Radius: 160,728

MED. HH INCOME

1 Mile Radius: $42,136
3 Miles Radius: $49,208
5 Miles Radius: $54,083

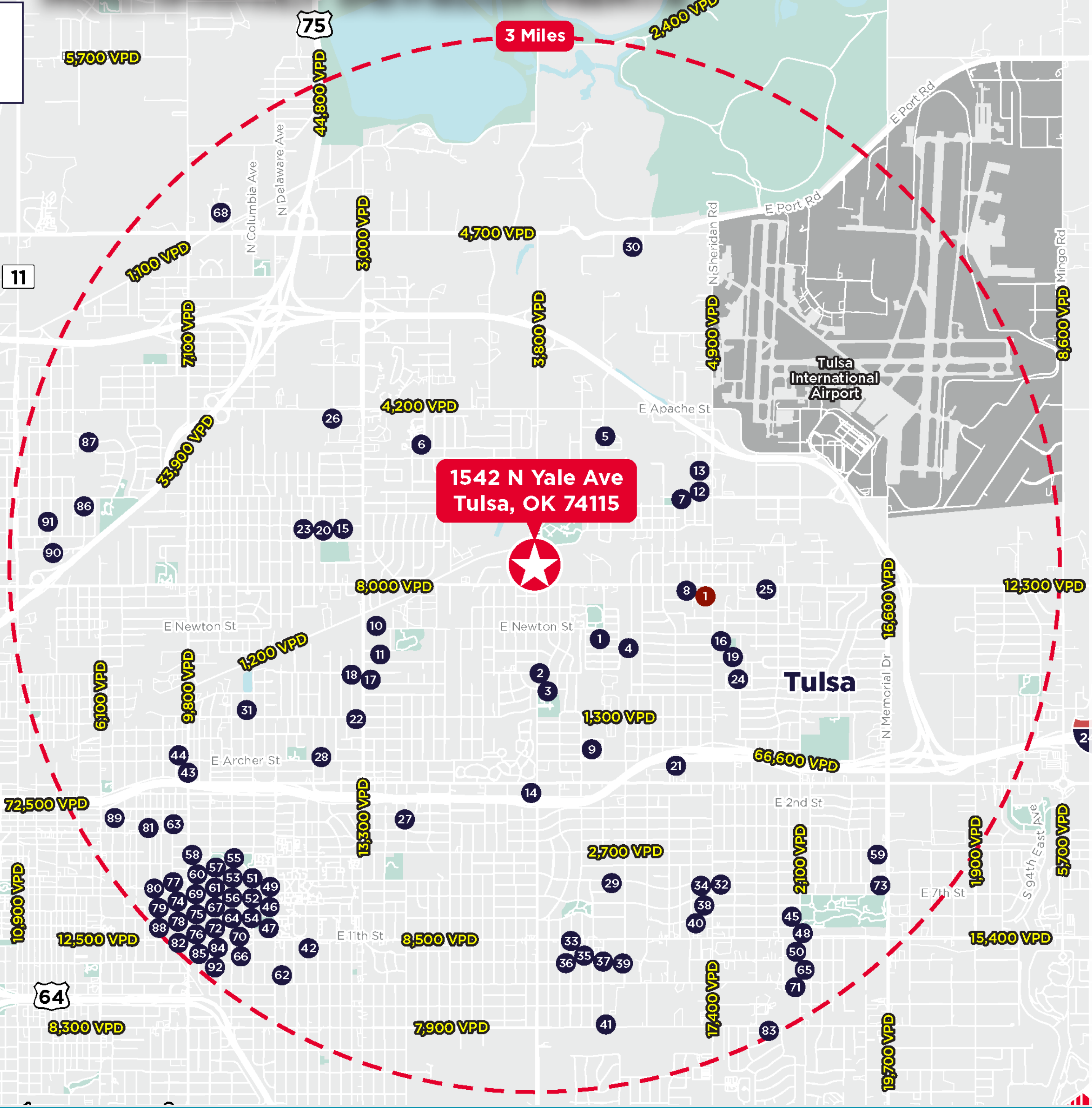
SUPPLY/DEMAND

3 MI NRSF/Person: 5.95
OK NRSF/Person: 7.88
USA NRSF/Person: 6.75

PROPERTY GALLERY

PROXIMITY MAP

MULTIFAMILY DEVELOPMENTS



ID	DEVELOPMENT	UNITS
RECENTLY DELIVERED		
1	1242 N Fulton Ave	350
2	1045 N Yale Ave	40
3	917 N Yale Ave	48
4	1060-1316 N Irvington Ave	12
5	2447 N Erie Ave	163
6	2402 N Marion Ave	160
7	6238 E Virgin St N	20
8	6302 E Pine St	6
9	5311 E Archer Ave	87
10	3333 Newton St	18
11	3336 E Marshall St	14
12	2103 N Norwood Pl	13
13	2161-2199 N Norwood Pl	47
14	10 N Yale Ave	80
15	3136-3144 E Tecumseh St	20
16	1178-1182 N 66th East Ave	8
17	1046 N Harvard Ave	6
18	1041 N Gary Pl	18
19	6611 E Latimer Pl	20
20	3022 S Tecumseh St	20
21	29 N Lakewood Ave	86
22	3232 E Independence St	28
23	1825-1831 N College Ave	20
24	6619 E King St	100
25	6918-6934 E Pine St	16
26	3102 E Apache St	40
27	3616 E 2nd St	49
28	3015 E Archer St	8
29	5504 E 5th Pl	6
30	5808 E 36th St N	35
31	809 N Birmingham Pl	12
32	626 S Sheridan Rd	14
33	5223 E 12th St	24
34	6380 E 7th St	24
35	5303 E 12th St	8
36	5253 E 12th St	18
37	5323 E 12th St	18
38	6330 E 7th St	18
39	5401 E 12th St	54
40	6321 E 9th St	52
41	5501 E 15th St	6
42	1115 S College Ave	20
43	62 N Lewis Ave	23
44	2311 E Archer St	6
45	7144-7148 E 10th St	8
46	718 S Columbia Ave	10
47	2628 E 8th St	6
48	1136 S 73rd East Ave	10
49	2531 E 6th St	5
50	1140 S 73rd East Ave E	30

ID	DEVELOPMENT	UNITS
RECENTLY DELIVERED		
51	2527 E 6th St	5
52	2536 E 6th St	5
53	2528 E 6th St	6
54	2618 E 8th St	13
55	2517 E 6th St	13
56	2540 E 7th St	8
57	2511 E 6th St	7
58	2405 E 4th Pl	235
59	8026 E 4th Pl	33
60	2505 E 6th St	22
61	2512 E 6th St	6
62	1232-1244 S Delaware Pl	8
63	212 S Gillette Ave	6
64	2523 E 8th St	54
65	1215-1221 S 73rd Ave E	20
66	2602 E 10th St	34
67	2510 E 7th St	13
68	2530 E 37th St N	106
69	2440 E 6th St	7
70	2535-2539 E 10th St	5
71	7136 E 13th St	6
72	2519-2523 E 10th St	21
73	650 S Memorial Dr	44
74	2423 E 7th St	6
75	2431 E 8th St	14
76	2501-2503 E 10th St	12
77	2415 E 7th St	8
78	2423 E 8th St	5
79	2419 E 8th St	8
80	2417 E 8th St	8
81	216 S Yorktown Ave	8
82	2420 E 8th St	5
83	6951 E 15th Pl	91
84	2436 E 10th St	14
85	2430 E 10th St	6
86	1624 E Virgin St	145
87	1607 E Young Pl	151
88	711 S Zunis Ave	6
89	1809 E 2nd St	12
90	1510 E Reading St	48
91	1818 N Rockford Ave	92
92	2219 E 11th St	256
TOTAL		3,476
PROPOSED		
1	6402 E Pine St	176
TOTAL		176
GRANDTOTAL		3,652

TULSA MSA
MARKET OVERVIEW

Tulsa, OK is a vibrant and diverse city with a strong economy and a wide range of amenities and attractions. The city is home to a major aerospace and energy industry base, top tier healthcare facilities, and a growing arts and culture scene. With a well developed transportation system, including major highways and an international airport now expanding its global reach, Tulsa is easily accessible from anywhere in the country. The city's thriving business climate, low cost of living, and quality of life make it an attractive destination for both businesses and residents alike.

LOCAL ECONOMY:

Tulsa's low cost of living and thriving business climate continue to attract businesses and entrepreneurs looking to start or expand their operations. Aerospace is a defining industry for the city, anchored by American Airlines' maintenance base, the largest of its kind in the world, alongside major aerospace companies including NORDAM, Lufthansa Technik, L3Harris, and Spirit AeroSystems. Energy remains a foundational part of the local economy as well, with Williams Companies and ONEOK both headquartered in Tulsa, joined by QuikTrip, whose corporate headquarters has grown into one of the largest privately held companies in the country.

TRANSPORTATION:

The city is located at the intersection of several major highways, including I-44 and US-75, making it easy to get around by car. Tulsa International Airport continues to expand its reach, recently welcoming new nonstop service from Alaska Airlines and Sun Country Airlines, including the airport's first international route, alongside a new on site U.S. Customs and Border Protection facility that will further open Tulsa to global travel. Additionally, the city's public bus system offers affordable and convenient transportation around the city, with a network of routes serving all areas of Tulsa.

HEALTHCARE:

Home to world class healthcare facilities, including Ascension St. John Medical Center, Hillcrest Medical Center, and the Oklahoma State University Medical Center. Ascension St. John operates a Level 1 Trauma Center and has been recognized by U.S. News & World Report as a Best Regional Hospital. In addition to these major hospitals, Tulsa also has a range of specialty clinics and medical centers, providing high quality care across a variety of disciplines. With a focus on innovation and patient care, Tulsa's healthcare system is among the best in the region, attracting patients from across Oklahoma and beyond.

EDUCATION:

Tulsa Public Schools is the second largest school district in the state and offers a wide range of programs and services to students of all ages. The city is also home to several prestigious universities, including the University of Tulsa, Oral Roberts University, and Oklahoma State University-Tulsa, providing students with access to top quality higher education. In addition to traditional schools and universities, Tulsa also has a range of vocational schools and training programs, helping students develop the skills they need to succeed in today's job market.

ATTRACTIONS:

The city's vibrant arts and culture scene is highlighted by the Philbrook Museum of Art, the Bob Dylan Center, and the Woody Guthrie Center, among other top destinations. Outdoor enthusiasts can enjoy the many parks and trails throughout the city, including Gathering Place, the Tulsa River Parks trail system, and Mohawk Park. Additionally, Tulsa is home to several sports teams, including the Tulsa Drillers minor league baseball team and the Tulsa Roughnecks FC soccer team.

RECENT AWARDS AND ACCOLADES:

» In 2025, Tulsa was named one of the "Top 100 Best Places to Live" by Livability.com.

» In its 2025 2026 rankings, Tulsa was named one of the "Best Places to Live" in the country by U.S. News & World Report.


BOB DYLAN CENTER


TULSA SKYLINE


GATHERING PLACE

UNIT MIX

	UNIT BREAKDOWN						MONTHLY					OCCUPANCY			
TYPE	SIZE	TOTAL	OCC.	UNIT SF	TOTAL SF	OCC. SF	RATE	GROSS	ACTUAL RENT	IN-PLACE RATE	IN-PLACE PSF	UNITS	SF	ECON.	EFF.
Drive-Up Non-Climate	5 x 10	26	20	50	1,300	1,000	$60	$1,560	$1,415	$71	$1.42	77%	77%	91%	118%
Drive-Up Non-Climate	7 x 12.5	8	4	88	700	350	$90	$720	$470	$118	$1.34	50%	50%	65%	131%
Drive-Up Non-Climate	10 x 10	64	61	100	6,400	6,100	$90	$5,760	$6,354	$104	$1.04	95%	95%	110%	116%
Drive-Up Non-Climate	8 x 15	6	4	120	720	480	$90	$540	$445	$111	$0.93	67%	67%	82%	124%
Drive-Up Non-Climate	8 x 18	2	2	144	288	288	$100	$200	$225	$113	$0.78	100%	100%	113%	113%
Drive-Up Non-Climate	10 x 15	1	1	150	150	150	$125	$125	$225	$225	$1.50	100%	100%	180%	180%
Drive-Up Non-Climate	10 x 20	5	5	200	1,000	1,000	$120	$600	$678	$136	$0.68	100%	100%	113%	113%
Drive-Up Non-Climate	12 x 24	8	8	288	2,304	2,304	$130	$1,040	$1,110	$139	$0.48	100%	100%	107%	107%
Drive-Up Non-Climate	10 x 30	4	4	300	1,200	1,200	$175	$700	$730	$183	$0.61	100%	100%	104%	104%
Drive-Up Non-Climate	15 x 25	1	1	375	375	375	$140	$140	$100	$100	$0.27	100%	100%	71%	71%
Drive-Up Non-Climate	20 x 30	2	2	600	1,200	1,200	$170	$340	$255	$128	$0.21	100%	100%	75%	75%
Boat/RV-Covered	12 x 40	5	4	480	2,400	1,920	$125	$625	$505	$126	$0.26	80%	80%	81%	101%
Parking	10 x 20	2	2	0	0	0	$70	$140	$165	$83	$0.00	100%	0%	118%	118%
Parking	10 x 30	12	7	0	0	0	$55	$660	$415	$59	$0.00	58%	0%	63%	108%
Parking	10 x 30	4	4	0	0	0	$220	$880	$705	$176	$0.00	100%	0%	80%	80%
Parking	10 x 30	51	48	0	0	0	$55	$2,805	$2,910	$61	$0.00	94%	0%	104%	110%
Parking	20 x 40	1	1	0	0	0	$150	$150	$150	$150	$0.00	100%	0%	100%	100%
Apartment	20 x 50	1	1	1,000	1,000	1,000	$800	$800	$770	$770	$0.77	100%	100%	96%	96%
Residence	38 x 34	1	1	1,292	1,292	1,292	$1,200	$1,200	$1,100	$1,100	$0.85	100%	100%	92%	92%
Shed	12 x 24	1	1	288	288	288	$400	$400	$325	$325	$1.13	100%	100%	81%	81%
TOTALS		**205**	**181**		**20,617**	**18,947**		**$19,385**	**$19,053**	**$105**	**$1.01**	**88%**	**92%**	**98%**	**108%**

ASSUMPTIONS

INCOME ASSUMPTIONS

EFFECTIVE GROSS RENTAL INCOME GROWTH	
Year 1	6%
Year 2	4%
Year 3	4%
Year 4	4%
Year 5 Moving Forward	4%

EXPENSE ASSUMPTIONS

Expense Growth Rate	2%
Management Fee (% of EGI)	5%

PROPERTY TAX ASSUMPTIONS

County	Tulsa
Current Assessed Value	137,500
Goodwill Price Allocation	25.00%
Assessment Factor	11.00%
Equalization Factor	1.00
Millage Rate	0.112087273
Millage Divisor	1
Reassess On Sale	No
Property Tax Growth Rate	2.00%

* This Analysis shows the actual property taxes in ADJ. T-12 and Year 1. Taxes have been reassessed based on a new sale price starting in Year 2. . Buyer will need to do their own investigation into new property tax reassessment.

INCOME & EXPENSES

REVENUE	ADJ. T - 12	$/SF
Scheduled Base Rental	232,620	$11.28
Economic Occupancy	85%	
EFFECTIVE GROSS RENTAL INCOME	**197,486**	
Merchandise Income	-	0.0%
Cost of Goods Sold	-	
Ancillary Income (e.g. Admin, Late Fees)	14,195	7.2%
Tenant Insurance Income	21,801	
EFFECTIVE GROSS INCOME	**233,482**	**$11.32**
OPERATING EXPENSES		
Taxes	15,412	$0.75
On-Site Management	18,696	$0.91
Off-Site Management	12,000	$0.58
Insurance	17,053	$0.83
Advertising	3,334	$0.16
Repairs and Maintenance	1,349	$0.07
Utilities	9,785	$0.47
Administration	2,199	$0.11
Credit Card Processing Fees	4,086	$0.20
Telephone	1,237	$0.06
Professional Fees	1,000	$0.05
Tenant Insurance Expense	5,361	$0.26
TOTAL OPERATING EXPENSES	**91,512**	**$4.44**
Operating Expense Ratio	39%	
NET OPERATING INCOME	**141,970**	**$6.89**

CASH FLOW

REVENUE	YR 1	YR 2	YR 3	YR 4	YR 5
Scheduled Base Rental	245,728	255,557	265,780	276,411	287,467
Economic Occupancy	85%	85%	85%	85%	85%
EFFECTIVE GROSS RENTAL INCOME	**208,869**	**217,224**	**225,913**	**234,949**	**244,347**
Merchandise Income	1,044	1,086	1,130	1,175	1,222
Cost of Goods Sold	(522)	(543)	(565)	(587)	(611)
Ancillary Income (e.g. Admin, Late Fees)	15,013	15,613	16,238	16,887	17,563
Tenant Insurance Income	22,575	22,575	22,575	22,575	22,575
EFFECTIVE GROSS INCOME	**246,979**	**255,956**	**265,291**	**274,999**	**285,096**
OPERATING EXPENSES					
Taxes	15,412	18,494	18,864	19,242	19,626
On-Site Management	19,070	19,451	19,840	20,237	20,642
Off-Site Management	12,349	12,798	13,265	13,750	14,255
Insurance	17,394	17,742	18,097	18,459	18,828
Advertising	3,401	3,469	3,538	3,609	3,681
Repairs and Maintenance	1,376	1,403	1,431	1,460	1,489
Utilities	9,981	10,181	10,384	10,592	10,804
Administration	2,243	2,287	2,333	2,380	2,427
Bank Charges	4,322	4,479	4,643	4,812	4,989
Telephone	1,262	1,287	1,313	1,339	1,366
Professional Fees	1,020	1,040	1,061	1,082	1,104
Tenant Insurance Expense	5,551	5,551	5,551	5,551	5,551
TOTAL OPERATING EXPENSES	**93,380**	**98,184**	**100,321**	**102,513**	**104,763**
Operating Expense Ratio	37.8%	38.4%	37.8%	37.3%	36.7%
NET OPERATING INCOME	**153,599**	**157,772**	**164,970**	**172,486**	**180,333**

CUSHMAN & WAKEFIELD

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