OAKBRIDGE CENTER

7940-7968 TREE LANE MADISON, WI 53717

OFFERING MEMORANDUM

LONG TERM TENANCY

68.80% OF THE RENT ROLL HAS OCCUPIED SINCE 2011

RECENT LEASE EXTENSIONS

ROCKY ROCOCO, BROTHERS MAIN & SALONS, ETC. RECENTLY EXTENDED

Marcus & Millichap

OAKBRIDGE CENTER

7940-7968 TREE LANE MADISON, WI 53717

OFFERING PRICE:
$9,500,000

CAP RATE:
7.25%

NET OPERATING INCOME:
$688,801

PRICE PER SQUARE FOOT:
$174.75

GROSS LEASABLE AREA:	+/- 54,364 SF
CURRENT OCCUPANCY:	100%
YEAR BUILT / RENOVATED:	1988 / 2000
LOT SIZE:	4.31 AC
TYPE OF OWNERSHIP:	Fee Simple

CLICK TO VIEW ON GOOGLE MAPS

PROPOSED FINANCING:	70% LTV / 5 YR TERM / 25 YR AMORT / 5.95% RATE
CASH ON CASH RETURN:	$177,085 / 6.21%
TOTAL RETURN:	(PRINCIPAL REDUCTION) $296,344 / 10.40%

RENT ROLL

TENANT	GLA	% OF GLA	RENT SCHEDULE PERIOD	MONTHLY RENT	ANNUAL RENT	RENT / SF	% OF TOTAL RENT	RENT COMMENCEMENT	LEASE EXPIRATION	OCCUPANCY TERM	OPTIONS	LEASE STRUCTURE
Salons, Etc.	4,040	7.43%	7/1/2026	$5,750	$69,000	$17.08	9.92%	1990	6/30/2034	20 Yrs.	None	NNN
A premier provider of salon suites for rent on Madison's West Side. Established in 1990, it operates as a community of independent beauty professionals who own and manage their own individual businesses within the facility.			7/1/2029	$6,113	$73,350	$18.16						
			7/1/2030	$6,363	$76,350	$18.90						
			7/1/2031	$6,613	$79,350	$19.64						
			7/1/2032	$6,863	$82,350	$20.38						
			7/1/2033	$7,113	$85,350	$21.13						
Heid Music	8,420	15.49%	Current	$8,871	$106,449	$12.64	15.30%	9/1/2011	2/28/2027	14 Yrs.	1-5 Yr.	NNN
A full-service, musician-run music shop. A community staple for over 70 years, it supports musicians of all skill levels through a combination of retail, education, and technical support			Option Yr. 1	$9,137	$109,642	$13.02						
			Option Yr. 2	$9,411	$112,931	$13.41						
			Option Yr. 3	$9,693	$116,319	$13.81						
			Option Yr. 4	$9,984	$119,809	$14.23						
			Option Yr. 5	$9,985	$119,817	$14.23						

RENT ROLL

TENANT	GLA	% OF GLA	RENT SCHEDULE PERIOD	MONTHLY RENT	ANNUAL RENT	RENT / SF	% OF TOTAL RENT	RENT COMMENCEMENT	LEASE EXPIRATION	OCCUPANCY TERM	OPTIONS	LEASE STRUCTURE
Rocky Rococo	9,483	17.44%	Current	$8,755	$105,060	$11.08	15.10%	1988	12/31/2034	37 Yrs.	2-5 Yrs.	NNN
*Pays Percentage Rent			1/1/2027	$9,018	$108,212	$11.41						
A long-standing tenant in the Tree Lane retail area, situated near West Towne Mall. This location is a branch of the iconic Madison-born chain, which has specialized in thick-crust, pan-style pizza since 1974			1/1/2028	$9,288	$111,458	$11.75						
			1/1/2029	$9,567	$114,802	$12.11						
			1/1/2030	$9,854	$118,246	$12.47						
			1/1/2031	$10,149	$121,793	$12.84						
			1/1/2032	$10,454	$125,447	$13.23						
			1/1/2033	$10,768	$129,211	$13.63						
			1/1/2034	$11,091	$133,087	$14.03						
Brothers Main	15,460	28.44%	Current	$14,816	$177,790	$11.50	25.56%	9/1/2001	2/28/2035	24 Yrs.	None	NNN
A family-owned regional retailer specializing in home appliances, electronics, and mattresses. As part of the BrandSource network, they combine the personalized service of a local shop with the competitive pricing of national chains			3/1/2030	$17,393	$208,710	$13.50						

RENT ROLL

TENANT	GLA	% OF GLA	RENT SCHEDULE PERIOD	MONTHLY RENT	ANNUAL RENT	RENT / SF	% OF TOTAL RENT	RENT COMMENCEMENT	LEASE EXPIRATION	OCCUPANCY TERM	OPTIONS	LEASE STRUCTURE
Little Playroom Cafe	6,813	12.53%	9/1/2026	$6,813	$81,756	$12.00	11.75%	9/1/2025	8/31/2030	New	1-5 Yr.	NNN
A new indoor play space and cafe designed for families with children primarily aged 2 to 10. Opened in August 2025, it provides a year-round, weather-proof environment where children can play safely while caregivers relax in a dedicated cafe lounge.			9/1/2027	$7,381	$88,569	$13.00						
			9/1/2028	$7,949	$95,382	$14.00						
			9/1/2029	$8,516	$102,195	$15.00						
			Option Yr. 1	$8,772	$105,261	$15.45						
			Option Yr. 2	$9,035	$108,419	$15.91						
			Option Yr. 3	$9,306	$111,671	$16.39						
			Option Yr. 4	$9,585	$115,021	$16.88						
			Option Yr. 5	$9,873	$118,472	$17.39						

RENT ROLL

TENANT	GLA	% OF GLA	RENT SCHEDULE PERIOD	MONTHLY RENT	ANNUAL RENT	RENT / SF	% OF TOTAL RENT	RENT COMMENCEMENT	LEASE EXPIRATION	OCCUPANCY TERM	OPTIONS	LEASE STRUCTURE
Plato's Closet	7,750	14.26%	Current	$7,879	$94,553	$12.20	13.59%	3/25/2024	3/31/2031	2 Yrs.	None	NNN
A popular resale retail store specializing in trendy, gently used clothing and accessories for teens and young adults. Operating as a "buy and sell" hub, it offers high-demand brands at up to 70% off regular retail prices			1/1/2027	$8,116	$97,389	$12.57						
			1/1/2028	$8,359	$100,311	$12.94						
			1/1/2029	$8,610	$103,320	$13.33						
			1/1/2030	$8,868	$106,420	$13.73						
			1/1/2031	$9,134	$109,613	$14.14						
Preplayed Xchange	2,398	4.41%	Current	$5,089	$61,067	$25.47	8.78%	2/1/2024	6/30/2032	2 Yrs.	None	NNN
A specialized buy-sell-trade retailer focused on pre-owned entertainment and electronics. It serves as a local alternative to big-box stores for media collectors and gamers looking for retro and modern gear.			2/1/2027	$5,241	$62,889	$26.23						
			2/1/2028	$5,398	$64,775	$27.01						
			2/1/2029	$5,560	$66,719	$27.82						
			2/1/2030	$5,727	$68,720	$28.66						
			2/1/2031	$5,898	$70,782	$29.52						
			2/1/2032	$6,075	$72,905	$30.40						
OCCUPIED	54,364	100.00%		$57,973	$695,674	$12.80						

INCOME & EXPENSE SUMMARY

INCOME	CURRENT	PSF	CASH FLOW	PSF
Occupied Base Rent	$695,674	$12.80	$695,674	$12.80
Vacant Base Rent	$0	$0.00	$0	$0.00
Percentage Rent - Rocky Rococo	$16,855	---	$16,855	---
Expense Reimbursements	$225,198	$4.14	$225,198	$4.14
Vacancy Factor	($28,132)	3.00%	$0	0.00%
Effective Gross Income	$909,595	$16.73	$937,727	$17.25
Total Expenses	$220,794	$4.06	$220,794	$4.06
NET OPERATING INCOME	**$688,801**	**$12.67**	**$716,933**	**$13.19**

EXPENSES	CURRENT	PSF	CASH FLOW	PSF
Real Estate Taxes	$99,717	$1.83	$99,717	$1.83
Insurance	$10,803	$0.20	$10,803	$0.20
CAM	$77,330	$1.42	$77,330	$1.42
Management Fee (3.62% EGI)	$32,944	$0.61	$32,944	$0.61
TOTAL EXPENSES	**$220,794**	**$4.06**	**$220,794**	**$4.06**

CURRENT CAP RATE: 7.25%
CASH FLOW CAP RATE: 7.55%





INVESTMENT HIGHLIGHTS

MULTI-TENANT RETAIL BUILDING

- 54,364 +/- SQUARE FEET TOTAL
- 100% OCCUPIED – 7 UNITS
- WELL MAINTAINED - BUILT IN 1988
- LOCATED ON 4.31 ACRE PARCEL
- BRICK & BLOCK CONSTRUCTION
- NEAR $300,000 IN CAPEX DONE SINCE 2020
- WALT – OVER SIX YEARS

TENANT OVERVIEW

- AVERAGE TERM LEFT OF 6.5 YEARS
- LONG TERM TENANCY WITH AN AVERAGE HISTORICAL OCCUPANCY TERM OF 9.28 YEARS
- ANCHORED BY BROTHERS MAIN (28.44% OF GLA) – RECENT 10 YEAR EXTENSION
- ROCKY ROCOCO – RECENTLY NEW 10 YEAR LEASE (HAS OCCUPIED IN THE CENTER FOR OVER 30 YEARS)
- TRIPLE-NET LEASES

LOCATION

- GREAT VISIBILITY MINERAL POINT ROAD
- MULTIPLE POINTS OF INGRESS/EGRESS
- DENSE RETAIL MARKET ON MADISONS WEST SIDE
- LOCATED RIGHT OFF WEST BELTLINE HIGHWAY
- MARKET OCCUPANCY OF 97.1% - RETAIL

DEMOGRAPHICS

- OVER 157,000 RESIDENTS WITHIN FIVE MILES
- AVERAGE HOUSEHOLD INCOME OF $117,787 WITHIN FIVE MILES
- TRAFFIC COUNTS – 31,972 (2025)

LONG TERM TENANCY

68.80% OF THE RENT ROLL HAS OCCUPIED SINCE 2011

RECENT LEASE EXTENSIONS

ROCKY ROCOCO, BROTHERS MAIN & SALONS, ETC. RECENTLY EXTENDED

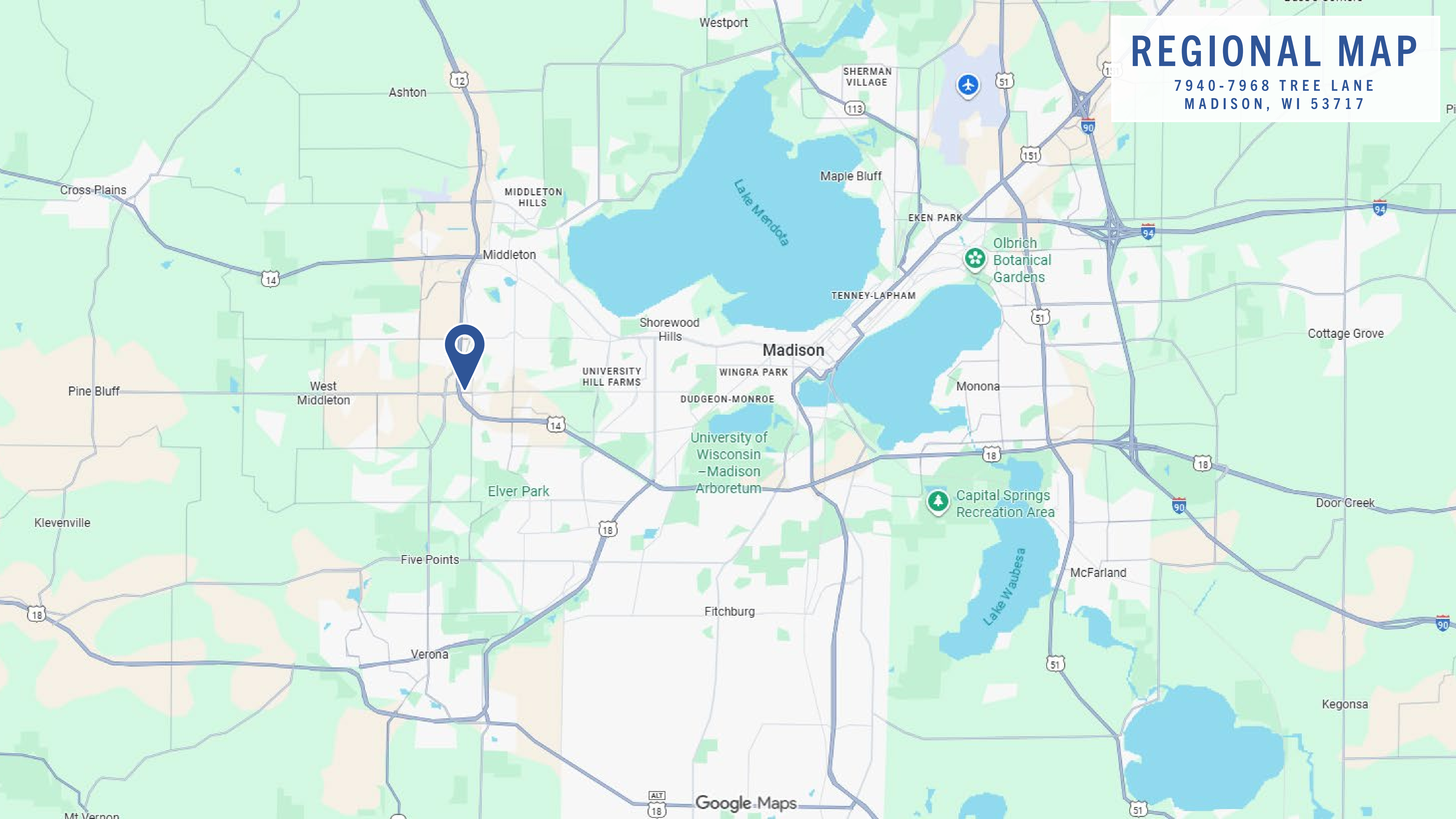

PLATO'S CLOSET
Preplayed Xchange
BROTHERS MAIN
LITTLE PLAYROOM CAFÉ
Rocky Rococo
PIZZA AND PASTA
HEID MUSIC
Salons, Etc.

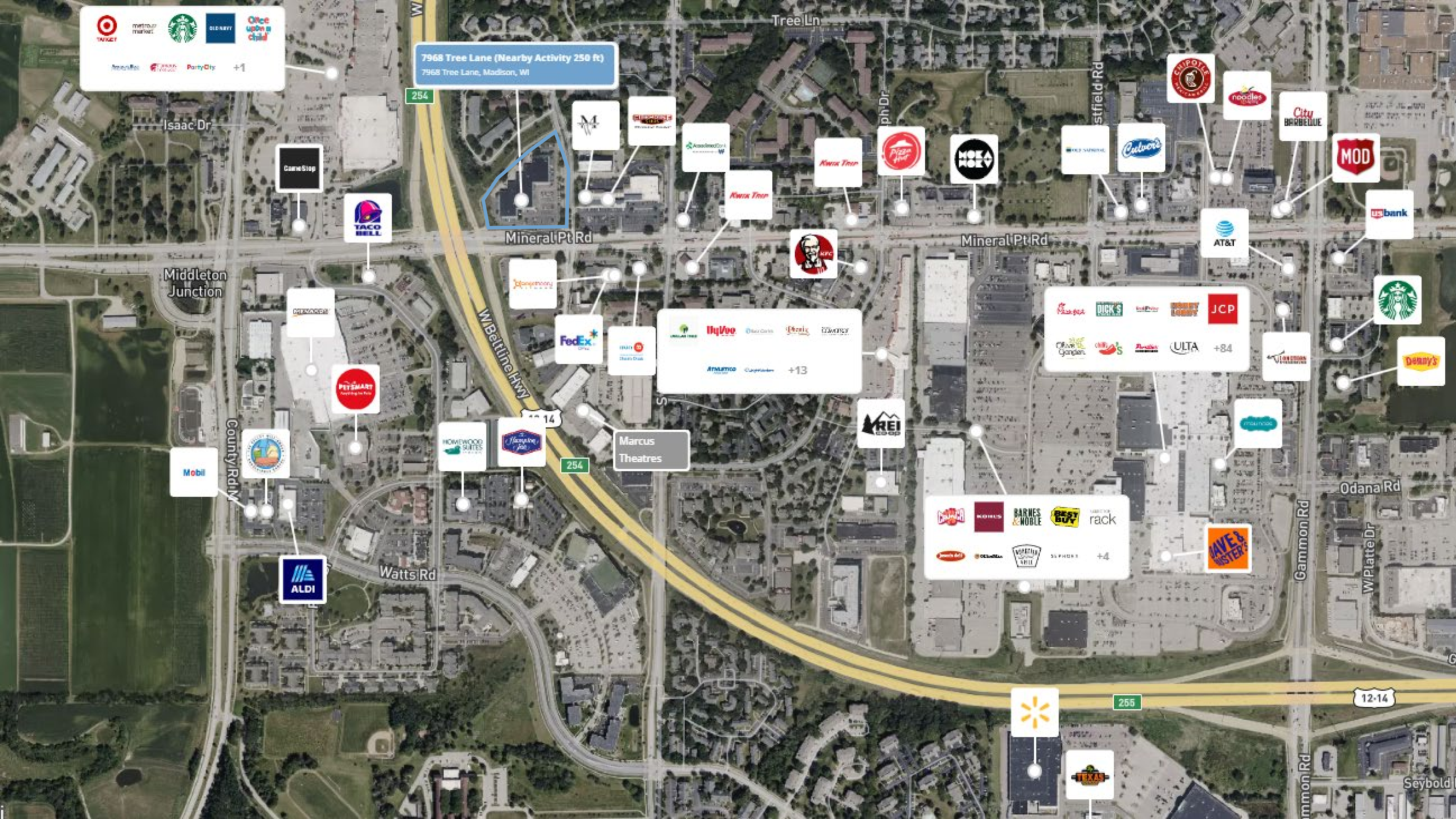


BROTHERS MAIN
BROTHERS MAIN


REGIONAL MAP

7940-7968 TREE LANE
MADISON, WI 53717




7968 Tree Lane (Nearby Activity 250 ft)
7968 Tree Lane, Madison, WI
Tree Ln
Isaac Dr
Mineral Pt Rd
Mineral Pt Rd
Middleton Junction
W Beltline Hwy
County Rd M
Watts Rd
Odana Rd
Gammon Rd
W Platte Dr
Seybold
Marcus Theatres
254
254
255
12·14
12·14
+1
+13
+84
+4

DEMOGRAPHICS SUMMARY

POPULATION	3 Miles	5 Miles	10 Miles
2029 Population Projection	81,600	163,690	358,014
2024 Population	78,253	157,535	345,745
2020 Population	73,791	151,594	338,170
Median Age	37.8	37.3	34.3

INCOME	3 Miles	5 Miles	10 Miles
Average	$115,800	$117,787	$104,017
Median	$89,120	$89,925	$75,181

TRAFFIC COUNTS	
Mineral Point Road	31,972+ VPD

HOUSEHOLDS	3 Miles	5 Miles	10 Miles
2029 Household Projection	37,485	72,865	157,456
2024 Households	35,902	70,051	151,792
2020 Households	33,786	67,363	148,256

Source: © COSTAR 2025

AVERAGE HOUSEHOLD INCOME FIVE MILE RADIUS **$117,787**

HOUSEHOLDS WITHIN FIVE MILE RADIUS **70,051**

POPULATION WITHIN FIVE MILE RADIUS **157,535**

DAILY TRAFFIC COUNTS **31,972**

NON-ENDORSEMENT & DISCLAIMER NOTICE

CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and
Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2026 Marcus & Millichap. All rights reserved.

Seller retains all rights and discretion to determine the offer and acceptance process including but not limited to the right to accept or reject any offer in its sole and absolute discretion. Seller shall only be bound by duly executed and enforceable agreements entered into, if any.

ALL MATTERS PRIVILEGED AND CONFIDENTIAL.

NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers.

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.)

All logos are the property of each respective companies.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY. PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

OFFICES THROUGHOUT THE U.S. AND CANADA
WWW.MARCUSMILLICHAP.COM

ACTIVITY ID:

OAKBRIDGE CENTER

7940-7968 TREE LANE MADISON, WI 53717

OFFERING MEMORANDUM

PRESENTED BY:

JEFF ROWLETT
SENIOR MANAGING DIRECTOR INVESTMENTS
SENIOR DIRECTOR - NATIONAL RETAIL GROUP
(262) 364-1924
JEFF.ROWLETT@MARCUSMILLICHAP.COM
LICENSE: WI 74743-94

TODD LINDBLOM
BROKER OF RECORD
MILWAUKEE OFFICE
(262) 364-1964
TODD.LINDBLOM@MARCUSMILLICHAP.COM
LICENSE: WI 56163-90

WISCONSIN REALTORS® ASSOCIATION

4801 Forest Run Road, Madison, WI 53704
Marcus & Millichap Real Estate
Effective July 1, 2016

DISCLOSURE TO NON-RESIDENTIAL CUSTOMERS

Prior to negotiating on your behalf the brokerage firm, or an agent associated with the firm, must provide you the following disclosure statement:

DISCLOSURE TO CUSTOMERS You are a customer of the brokerage firm (hereinafter Firm). The Firm is either an agent of another party in the transaction or a subagent of another firm that is the agent of another party in the transaction. A broker or a salesperson acting on behalf of the Firm may provide brokerage services to you. Whenever the Firm is providing brokerage services to you, the Firm and its brokers and salespersons (hereinafter Agents) owe you, the customer, the following duties:

(a) The duty to provide brokerage services to you fairly and honestly.
(b) The duty to exercise reasonable skill and care in providing brokerage services to you.
(c) The duty to provide you with accurate information about market conditions within a reasonable time if you request it, unless disclosure of the information is prohibited by law.
(d) The duty to disclose to you in writing certain Material Adverse Facts about a property, unless disclosure of the information is prohibited by law (see lines 42-51).
(e) The duty to protect your confidentiality. Unless the law requires it, the Firm and its Agents will not disclose your confidential information or the confidential information of other parties (see lines 23-41).
(f) The duty to safeguard trust funds and other property held by the Firm or its Agents.
(g) The duty, when negotiating, to present contract proposals in an objective and unbiased manner and disclose the advantages and disadvantages of the proposals.

Please review this information carefully. An Agent of the Firm can answer your questions about brokerage services, but if you need legal advice, tax advice, or a professional home inspection, contact an attorney, tax advisor, or home inspector. This disclosure is required by section 452.135 of the Wisconsin statutes and is for information only. It is a plain-language summary of the duties owed to a customer under section 452.133(1) of the Wisconsin statutes.

CONFIDENTIALITY NOTICE TO CUSTOMERS The Firm and its Agents will keep confidential any information given to the Firm or its Agents in confidence, or any information obtained by the Firm and its Agents that a reasonable person would want to be kept confidential, unless the information must be disclosed by law or you authorize the Firm to disclose particular information. The Firm and its Agents shall continue to keep the information confidential after the Firm is no longer providing brokerage services to you.

The following information is required to be disclosed by law:

1. Material Adverse Facts, as defined in Wis. Stat. § 452.01(5g) (see lines 42-51).
2. Any facts known by the Firm or its Agents that contradict any information included in a written inspection report on the property or real estate that is the subject of the transaction.

To ensure that the Firm and its Agents are aware of what specific information you consider confidential, you may list that information below (see lines 35-41) or provide that information to the Firm or its Agents by other means. At a later time, you may also provide the Firm or its Agents with other Information you consider to be confidential.

CONFIDENTIAL INFORMATION: ______________________________

____

____

NON-CONFIDENTIAL INFORMATION (The following information may be disclosed by the Firm and its Agents):

____

____

__________ *(Insert information you authorize to be disclosed, such as financial qualification information.)*

DEFINITION OF MATERIAL ADVERSE FACTS

A “Material Adverse Fact” is defined in Wis. Stat. § 452.01(5g) as an Adverse Fact that a party indicates is of such significance, or that is generally recognized by a competent licensee as being of such significance to a reasonable party, that it affects or would affect the party’s decision to enter into a contract or agreement concerning a transaction or affects or would affect the party’s decision about the terms of such a contract or agreement.

An “Adverse Fact” is defined in Wis. Stat. § 452.01(1e) as a condition or occurrence that a competent licensee generally recognizes will significantly and adversely affect the value of the property, significantly reduce the structural integrity of improvements to real estate, or present a significant health risk to occupants of the property; or information that indicates that a party to a transaction is not able to or does not intend to meet his or her obligations under a contract or agreement made concerning the transaction.

NOTICE ABOUT SEX OFFENDER REGISTRY You may obtain information about the sex offender registry and persons registered with the registry by contacting the Wisconsin Department of Corrections on the Internet at http://www.doc.wi.gov or by telephone at 608-240-5830.

No representation is made as to the legal validity of any provision or the adequacy of any provision in any specific transaction.

Drafted by Attorney Debra Peterson Conrad

Marcus & Millichap Real Estate Services
13890 Bishop’s Drive Suite 300
Brookfield, WI 53005