



BRIAR
VILLAGE

COMMUNITY SHOPPING CENTER

146,714 SF | 93% OCCUPIED | TULSA, OK MSA | \$479,137 NOI



OFFERING MEMORANDUM
9140 E 31ST ST, TULSA, OKLAHOMA

Marcus & Millichap
PEREZ-GARAVAGLIA GROUP



BRIAR
VILLAGE

**EXCLUSIVELY
LISTED BY**

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Marcus & Millichap
PEREZ-GARAVAGLIA GROUP



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THE AUCTION SALE PROCESS



THE OFFERING PROCESS

An online auction event will be conducted on ReallNSIGHT Marketplace in accordance with the Sale Event Terms and Conditions

(<https://rimarketplace.com/sale-event-terms>).

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

DUE DILIGENCE

Due diligence materials are available to qualified prospective bidders via an electronic data room hosted by ReallNSIGHT Marketplace. Prospective bidders will be required to electronically execute a confidentiality agreement prior to being allowed access to the materials. All due diligence must be conducted prior to signing the purchase and sale agreement. You may contact the sales advisors with any due diligence questions.

BUYER QUALIFICATION

Prospective bidders will be required to register with ReallNSIGHT Marketplace to bid. Each bidder will be required to provide current contact information, submit proof of funds up to the full amount they plan to bid, and agree to the Auction Terms and Conditions. In order to participate in an auction, the Seller requires bidders to provide proof of their liquidity in an amount of at least their anticipated maximum bid for those assets they wish to bid on. Such liquidity must be in the form of cash, or cash equivalents, and must be available immediately without restriction.

Generally, recent bank statements, brokerage account statements, or bank letters are acceptable. A line of credit statement may be acceptable only if it is already closed and in place, has undrawn capacity, and may be funded immediately without bank approval. Loan pre-approval letters, term sheets, and the like, where the loan would be collateralized by the property up for auction and funded at escrow closing, are NOT acceptable. Capital call agreements, investor equity commitments, and the like, are evaluated on a case-by-case basis. The acceptance of any proof of funds documents are made at the sole and absolute discretion of ReallNSIGHT Marketplace. For further information, please visit the Bidder Registration FAQ

(<https://rimarketplace.com/faq>).

AUCTION DATE

The Auction end date is set for July 13-15, 2026

RESERVE AUCTION

This will be a reserve auction and the Property will have a reserve price ("Reserve Price"). The starting bid is not the Reserve Price. The seller can accept or reject any bid. All bidders agree to execute the non-negotiable purchase and sale agreement, which will be posted to the electronic data room prior to bidding commencement, should they be awarded the deal. By submitting an Offer on a Property, Participant is deemed to have accepted any additional terms and conditions posted on the Property's details page on the Website ("Property Page") at the time the Offer was submitted, and such terms and conditions govern and control over these Terms to the extent of any conflict.

CLOSING

Following the auction, the winning bidder will be contacted by phone and email to go over specifics of the sale, including the execution of the purchase agreement and all documentation involved in the purchase. The winning bidder must be available by telephone within two hours of the sale. More information can be found on the ReallNSIGHT Marketplace website.

[VIEW AUCTION DETAILS](#)

AUCTION CONTACT



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DEAL CONTACT



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AUCTION START JULY 13, 2026 | AUCTION END JULY 15, 2026
TOUR DATES PLEASE CONTACT BROKER TO SCHEDULE TOUR

sam's club

BOOT BARN

PAM HEALTH

EMBASSY SUITES
by HILTON

Hampton Inn

4

BRIAR VILLAGE

Academy

THE HOME DEPOT

APARTMENTS AT SAUK TRAIL

BRIAR VILLAGE

MERCADITO
VAN
MARCOS

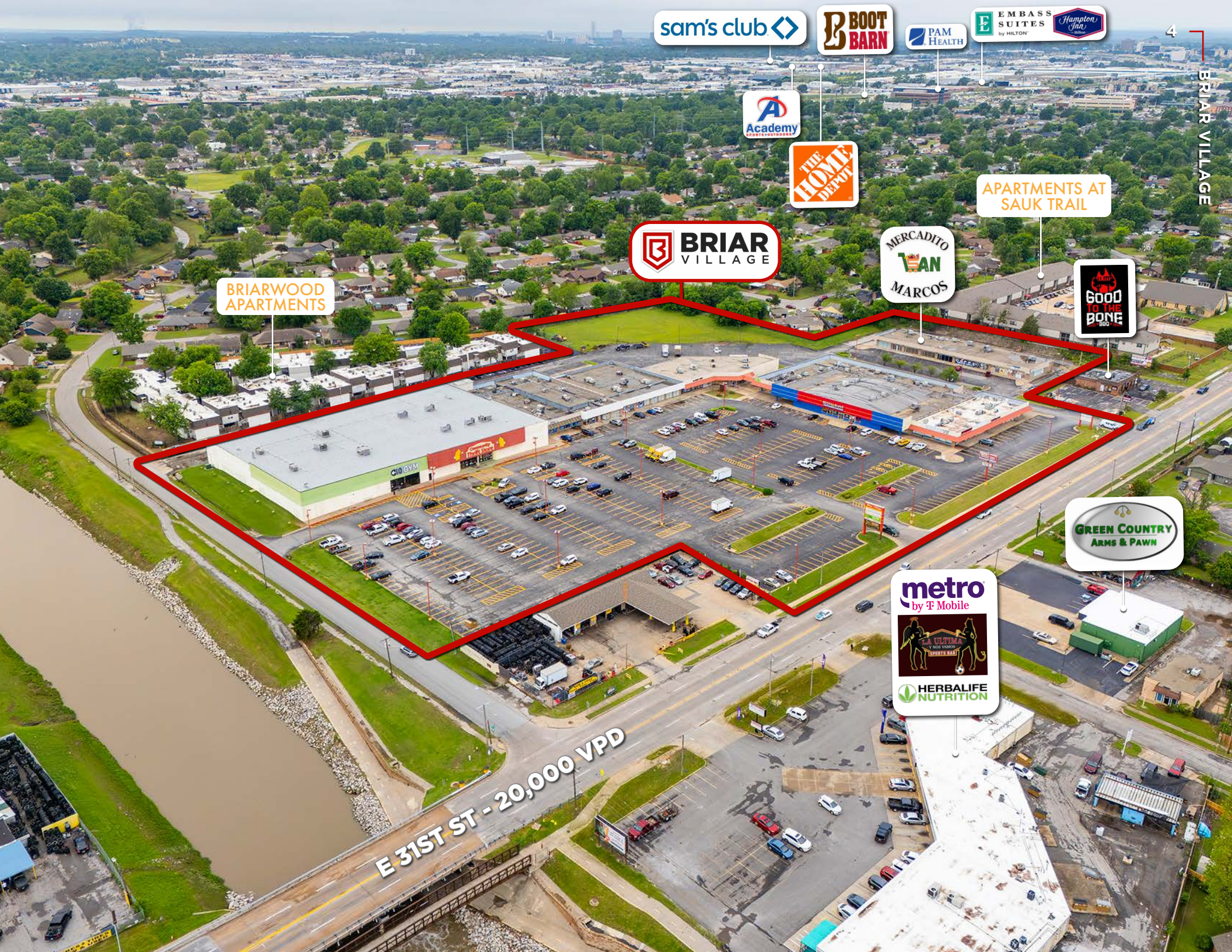
GOOD TO THE BONE BBQ

BRIARWOOD APARTMENTS

GREEN COUNTRY
ARMS & PAWN

metro
by T Mobile
LA ULTIMA Y NOS VAMOS
HERBALIFE NUTRITION

E 31ST ST - 20,000 VPD



RENT ONE HOME FURNISHINGS AT&T
CITITRENDS O'Reilly AUTO PARTS

THE STERLING APARTMENTS

Walmart Neighborhood Market DOLLAR TREE
MURPHY USA

GLENWOOD APARTMENTS

QT

WINDSONG APARTMENTS

HEATHERSTONE APARTMENTS

metro by T-Mobile
HERBALIFE NUTRITION

FedEx DOLLAR GENERAL

QVENO TACO BELL

GREEN COUNTRY ARMS & PAWN

BRIARWOOD APARTMENTS

GOOD TO THE BONE BBQ

APARTMENTS AT SAUK TRAIL

E 31ST ST - 20,000 VPD



EXECUTIVE SUMMARY

9140 E 31ST ST, TULSA, OKLAHOMA



Marcus & Millichap, as exclusive advisor, is pleased to present the opportunity to acquire a 100% fee simple interest in Briar Village (the “Property”), a 146,714-square-foot community shopping center located in Tulsa, Oklahoma.

Briar Village is a well-established community retail center built in 1986 and situated on an expansive 13.05-acre site along East 31st Street, benefiting from excellent visibility and accessibility along a high-traffic corridor with more than 20,000 vehicles per day — further enhanced by prominent pylon signage that provides exceptional exposure to passing traffic. The Property is embedded within one of Tulsa’s most densely populated trade areas, supported by a robust residential base of over 250,000 residents within a 5-mile radius, providing a deep and consistent consumer pool for its diverse tenant roster.

The Property is anchored by 10 Gym and Eco Thrift, both long-standing tenants of over a decade who recently executed 10-year lease renewals through 2036, underscoring their sustained success and long-term commitment to the Property. Together, these two anchor tenants represent over 36% of total GLA and generate a combined \$358,000+ in secured annual base rent through the end of the decade, establishing a reliable income foundation that buyers can underwrite with confidence from day one.

Briar Village is 93% occupied across 23 suites, home to a diverse mix of service, food, fitness, religious, wholesale, and personal care tenants — an inherently e-commerce-resistant roster that drives consistent, everyday foot traffic. In-place rents average just \$6.03/SF across the center, representing one of the most compelling rent-to-market spreads available in the market and a clear runway to meaningful NOI growth as leases roll to current market rates in the coming years. Combined with the remaining vacant suites offering immediate leasing upside, Briar Village presents investors with a compelling blend of stabilized in-place income and actionable value-add potential — all anchored by a strong physical footprint in one of Tulsa’s most demand-driven infill corridors.

\$479,137

NET OPERATING INCOME

93%

PERCENT LEASED

1986

YEAR BUILT

23

OF SUITES

13.05

ACRES

146,714

SQUARE FOOTAGE

[VIEW AUCTION DETAILS](#)**EMBEDDED WITHIN ONE OF TULSA’S MOST
DENSELY POLUTATED TRADE AREAS**

Supported by a robust residential base of over 250,000 residents within a 5-mile radius, providing a deep and consistent consumer pool for its diverse tenant roster.

INVESTMENT HIGHLIGHTS

TWO FRESHLY SIGNED 10-YEAR ANCHOR LEASES THROUGH 2036

- Thrift Store (27,744 SF) and Gym (26,015 SF) both hold 10-year leases running through 2036 — together occupying over 36% of the center
- Thrift Stores brand new lease carries three escalating renewal options, growing annual rent from \$240,000 to \$319,440 — a 33% increase by the end of the option periods
- Thrift Store operates on NNN terms, placing operating cost responsibility on the tenant and reducing landlord exposure throughout the lease term
- These two leases alone generate over \$358,000 in combined annual base rent, providing a locked income foundation that de-risks the investment from day one

BELOW-MARKET RENTS CREATE COMPELLING VALUE-ADD UPSIDE

- In-place rents average just \$6.03/SF across the portfolio well below market
- As leases roll over the next 1-3 years, a buyer has a clear and well-supported path to push rents toward higher rents on renewal. Adding additional annual NOI over time
- This upside is very low-risk; just patient, disciplined lease-up at rents the market already supports today

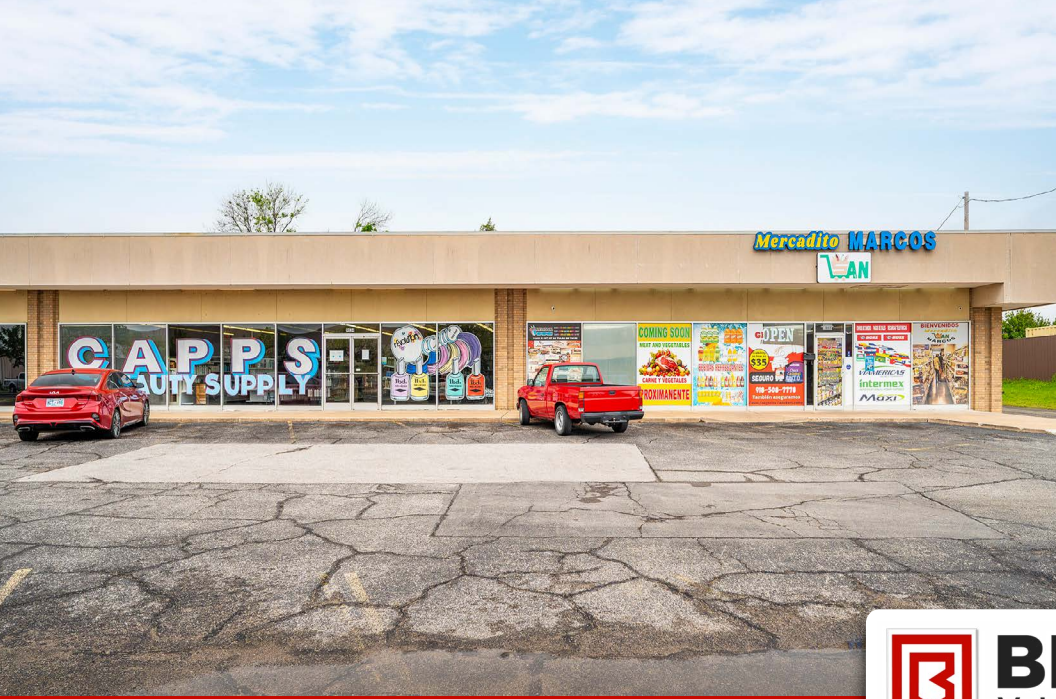
ANCHOR STABILITY PROTECTS WHILE INLINE UPSIDE COMPOUNDS

- The value-add opportunity sits entirely within the smaller inline suites — while two of the three largest spaces in the center are locked on leases running ~10 years
- Restaurant Equipment & Supply (21,640 SF) holds a step-up lease through 2029 with a renewal option, adding a third large-bay anchor that further anchors the income base. These three tenants alone occupy over 51% of the GLA
- This structure gives ownership the stability to be patient and strategic as below-market inline leases roll with minimal pressure

DIVERSE, E-COMMERCE RESISTANT TENANT MIX

- 23 tenants spanning fitness, food and beverage, personal care, religious community, wholesale, retail, and medical services
- Uses include restaurant, buffet, fitness, physical therapy, beauty salon, nail salon, juice bar, church, computer wholesale, thrift retail, and more. Giving enough diversification to weather any single category slowdown
- Gross lease structure on several smaller tenants limits administrative burden while providing the landlord flexibility to restructure leases to NNN at renewal, further improving the expense profile over time






TOTAL POPULATION

AVERAGE HH INCOME

1 Mile	13,928
3 Mile	101,579
10 Mile	569,071

1 Mile	\$66,613
3 Mile	\$65,453
10 Mile	\$87,355



PROPERTY OVERVIEW

9140 E 31ST ST, TULSA, OKLAHOMA

PROPERTY OVERVIEW

PROPERTY SUMMARY

Type	Neighborhood Shopping Center
Address	9040-9124 E 31st St, Tulsa, OK 74145
Parcel Number:	04975-93-24-01419,04975-93-24-01385, 04975-93-24-01380,04975-93-24-01438, 04975-93-24-01382
County:	Tulsa
State:	Oklahoma
CBSA:	Tulsa
GLA:	146,714
Land Area	13.05 Acres
Occupancy	93%
Year Built	1986





TENANT	SUITE	GLA	%
Mercadito	9022	3,000	2.04%
Capps Beauty	9034	4,500	3.07%
Fiesta Galas	9040	5,320	3.63%
Pho Da Cao	9066	3,825	2.61%
Vacant	9068	1,500	1.02%
Golden Needle	9068b	1,400	0.95%
Restaurant Equipment & Supply	9070	21,640	14.75%
Impact Life Church	9072	1,290	0.9%
Nena's Salon MTM	9078	750	0.5%
Vacant	9080	1,035	0.7%
New Horizons	9082	1,575	1.1%
Iglesia Centro	9084	2,195	1.5%
Juicy Fresh	9088	792	0.5%
4Day Deals	9120	4,300	2.9%
Music Store	9120a	13,743	9.4%
Music Store Storage	9120aa	3,250	2.2%
Wholesale Computer	9122B	2,470	1.7%
Tonic Fit Center	9122a	2,250	1.5%
Tonic World	9124	5,420	3.7%
Eventos Nayeli MTM	9136	4,400	3.0%
10 Gym	9142	26,015	17.7%
Eco Thrift	9140	27,744	18.9%
Vacant	9120 D	8,300	5.7%
TOTAL		146,714	100%

FINANCIAL ANALYSIS

9140 E 31ST ST, TULSA, OKLAHOMA



PROPERTY SUMMARY

Net Operating Income:	\$479,137
Total Rentable Square Footage:	146,714
Percent Leased:	93%
Total Land Area:	13.05 Acres
Year Built:	1986
Number of Suites:	23



RENT ROLL

Tenant	Suite	GLA	%	LEASE TERM		MINIMUM RENT			ANNUAL RECOVERY RENT			Total Revenue	% of Revenue	Lease Yrs. Remain
				Start	End	Annual	Monthly	PSF	Annual	Monthly	PSF			
Mercadito	9022	3,000	2.04%	9/1/24	8/31/29	\$28,800	\$2,400	\$9.60	-	-	\$0.00	28,800	3.0%	3.28 Yrs
Capps Beauty	9034	4,500	3.07%	1/1/26	12/31/28	\$18,978	\$1,582	\$4.22	-	-	\$0.00	18,978	2.0%	2.62 Yrs
Fiesta Galas	9040	5,320	3.63%	1/1/26	12/31/28	\$20,530	\$1,711	\$3.86	-	-	\$0.00	20,530	2.1%	2.62 Yrs
Pho Da Cao	9066	3,825	2.61%	9/1/21	8/31/26	\$30,600	\$2,550	\$8.00	-	-	\$0.00	30,600	3.2%	0.28 Yrs
Vacant	9068	1,500	1.02%	1/0/00	1/0/00	\$0	\$0	\$0.00	-	-	\$0.00	-	0.0%	0.00 Yrs
Golden Needle	9068b	1,400	0.95%	8/1/24	7/31/27	\$18,600	\$1,550	\$13.29	-	-	\$0.00	18,600	1.9%	1.20 Yrs
Restaurant Equipment & Supply	9070	21,640	14.75%	5/1/19	9/30/29	\$144,217	\$12,018	\$6.66	-	-	\$0.00	144,217	15.0%	3.37 Yrs
Impact Life Church	9072	1,290	0.9%	8/1/24	7/31/27	\$12,600	\$1,050	\$9.77	-	-	\$0.00	12,600	1.3%	1.20 Yrs
Nena's Salon MTM	9078	750	0.5%	1/1/25	5/31/26	\$4,104	\$342	\$5.47	-	-	\$0.00	4,104	0.4%	0.03 Yrs
Vacant	9080	1,035	0.7%	1/0/00	1/0/00	\$0	\$0	\$0.00	-	-	\$0.00	-	0.0%	0.00 Yrs
New Horizons	9082	1,575	1.1%	9/1/24	8/31/29	\$9,000	\$750	\$5.71	-	-	\$0.00	9,000	0.9%	3.28 Yrs
Iglesia Centro	9084	2,195	1.5%	8/1/23	12/31/28	\$18,168	\$1,514	\$8.28	-	-	\$0.00	18,168	1.9%	2.62 Yrs
Juicy Fresh	9088	792	0.5%	6/1/24	5/31/27	\$8,400	\$700	\$10.61	-	-	\$0.00	8,400	0.9%	1.03 Yrs
4Day Deals	9120	4,300	2.9%	10/15/22	5/15/26	\$25,800	\$2,150	\$6.00	-	-	\$0.00	25,800	2.7%	-0.01 Yrs
Music Store	9120a	13,743	9.4%	1/1/24	12/31/26	\$94,800	\$7,900	\$6.90	-	-	\$0.00	94,800	9.9%	0.62 Yrs
Music Store Storage	9120aa	3,250	2.2%	1/1/24	12/31/26	\$13,080	\$1,090	\$4.02	-	-	\$0.00	13,080	1.4%	0.62 Yrs
Wholesale Computer	9122B	2,470	1.7%	5/1/23	12/31/28	\$26,058	\$2,172	\$10.55	-	-	\$0.00	26,058	2.7%	2.62 Yrs
Tonic Fit Center	9122a	2,250	1.5%	10/1/24	9/30/29	\$15,600	\$1,300	\$6.93	-	-	\$0.00	15,600	1.6%	3.37 Yrs
Tonic World	9124	5,420	3.7%	9/1/24	8/31/29	\$37,200	\$3,100	\$6.86	-	-	\$0.00	37,200	3.9%	3.28 Yrs
Eventos Nayeli MTM	9136	4,400	3.0%	1/1/00	5/31/26	\$0	\$0	\$0.00	-	-	\$0.00	-	0.0%	0.03 Yrs
10 Gym	9142	26,015	17.7%	2/1/16	9/30/36	\$118,441	\$9,870	\$4.55	-	-	\$0.00	118,441	12.3%	10.37 Yrs
Eco Thrift	9140	27,744	18.9%	6/1/26	5/31/36	\$240,000	\$20,000	\$8.65	77,032	6,419	\$2.78	317,032	33.0%	10.04 Yrs
Vacant	9120 D	8,300	5.7%	1/0/00	1/0/00	\$0	\$0	\$0.00	-	-	\$0.00	-	0.0%	0.00 Yrs
Total		146,714	100%			\$884,976	\$73,748	\$6.03	\$77,032	\$6,419	\$0.53	\$962,008	100.0%	5.26 Yrs
Vacant		10,835	7.4%			\$0	\$0	\$0.00	\$0	\$0	\$0	\$0	0.0%	
Occupied		135,879	93%			\$884,976	\$73,748	\$6.51	\$77,032	\$6,419	\$0.57	\$962,008	100.0%	

IN-PLACE PRO FORMA	PRO FORMA 6/1/2026-5/31/2027	PSF
Income		
Scheduled Base Rental Revenue	\$884,976	\$6.03
CAM/Property Management Fee	\$40,597	\$0.28
Real Estate Taxes	\$10,620	\$0.07
Insurance	\$25,814	\$0.18
Total Reimbursement Revenue	\$77,032	\$0.53
Other Income	\$0	\$0.00
Potential Gross Income	\$962,008	\$6.56
General Vacancy	-\$48,100	-5.0%
Effective Gross Income	\$913,907	\$6.23
Expenses		
Common Area Maintenance	\$214,684	\$1.46
Real Estate Taxes	\$56,161	\$0.38
Insurance	\$136,508	\$0.93
Management Fee	\$27,417	3.0%
Capital Reserve	\$0	\$0.00
Total Expenses	\$434,770	\$2.96
Net Operating Income		
Net Operating Income	\$479,137	\$3.27

LEASE SUMMARY

TENANT	SUITE	GLA % SHARE	LEASE TERM		PAYMENT DATES		MINIMUM RENT			% CHANGE	OPTION	RECOVERIES		
			START	END	START	END	ANNUAL	MONTHLY	PSF			CAM	TAXES	INS.
RESTAURANT EQUIPMENT & SUPPLY	9070	21,640	5/1/19	9/30/29	5/1/19	9/30/26	\$144,217.44	\$12,018.12	\$6.66			Gross	Gross	Gross
					10/1/26	9/30/27	\$146,111.04	\$12,175.92	\$6.75	1.31%				
					10/1/27	9/30/28	\$148,100.28	\$12,341.69	\$6.84	1.36%				
					10/1/28	9/30/29	\$150,188.64	\$12,515.72	\$6.94	1.41%				
					10/1/29	9/30/34	\$150,188.64	\$12,515.72	\$6.94	0.00%	Option 2			
IMPACT LIFE CHURCH	9072	1,290	8/1/24	7/31/27	8/1/24	7/31/27	\$12,600.00	\$1,050.00	\$9.77			Gross	Gross	Gross
NENA'S SALON MTM	9078	750	1/1/25	5/31/26	1/1/25	5/31/26	\$4,104.00	\$342.00	\$5.47			Gross	Gross	Gross
VACANT	9080	1,035												
NEW HORIZONS	9082	1,575	9/1/24	8/31/29	9/1/24	8/31/29	\$9,000.00	\$750.00	\$5.71			Gross	Gross	Gross
IGLESIA CENTRO	9084	2,195	8/1/23	12/31/28	8/1/23	12/31/28	\$18,168.00	\$1,514.00	\$8.28			Gross	Gross	Gross
JUICY FRESH	9088	792	6/1/24	5/31/27	6/1/24	5/31/27	\$8,400.00	\$700.00	\$10.61			Gross	Gross	Gross

INCOME & EXPENSE DETAIL

IN-PLACE PRO FORMA	2023 ACTUAL	2024 ACTUAL	2025 ACTUAL	2026 1/1/26-3/13/26	YEAR ONE IN-PLACE PRO FORMA 6/1/2026-5/31/202
Base Rental Revenue	\$679,739	\$685,780	\$715,165	\$150,319	\$884,976
Mgmt Fee Reimbursements					\$0
CAM Reimbursements				-	\$40,597
Real Estate Tax Reimbursements				-	\$10,620
Insurance Reimbursements				-	\$25,814
Total Additional Rent	\$0	\$0	\$0	\$0	\$77,032
Other Income	4,445	-	-		-
TOTAL INCOME	684,184	685,780	715,165	150,319	\$962,008
GENERAL VACANCY FACTOR	-	-	-	-	(48,100)
EFFECTIVE GROSS INCOME	684,184	685,780	715,165	150,319	913,907
OPERATING EXPENSES					
Common Area Maintenance	228,562	304,717	208,431	87,414	214,684
Utilities	41,839	42,886	43,177	7,835	44,473
Security	57,261	61,147	57,520	7,840	59,246
Repairs & Maintenance	112,619	186,004	86,663	58,278	89,263
Lawn	16,843	14,680	21,070	13,462	21,702
Non-Reimbursable Expenses	-	-	-	-	-
Capital Reserve					-
Management Fee	-	-	-	-	27,417
Management Fee @ 3.0%					27,417
Real Estate Taxes	51,247	51,696	54,526	-	56,161
Property Taxes	51,247	51,696	54,526	-	56,161
Insurance	114,590	117,512	132,532	-	136,508
Property Insurance	114,590	117,512	132,532	-	136,508
TOTAL EXPENSES	394,399	473,925	395,488	87,414	434,770
NET OPERATING INCOME	289,785	211,855	319,677	62,905	479,137



MARKET OVERVIEW

9140 E 31ST ST, TULSA, OKLAHOMA

TULSA, OKLAHOMA | MARKET OVERVIEW

RAPIDLY EMERGING AS A DYNAMIC ECONOMIC HUB IN THE MIDWEST

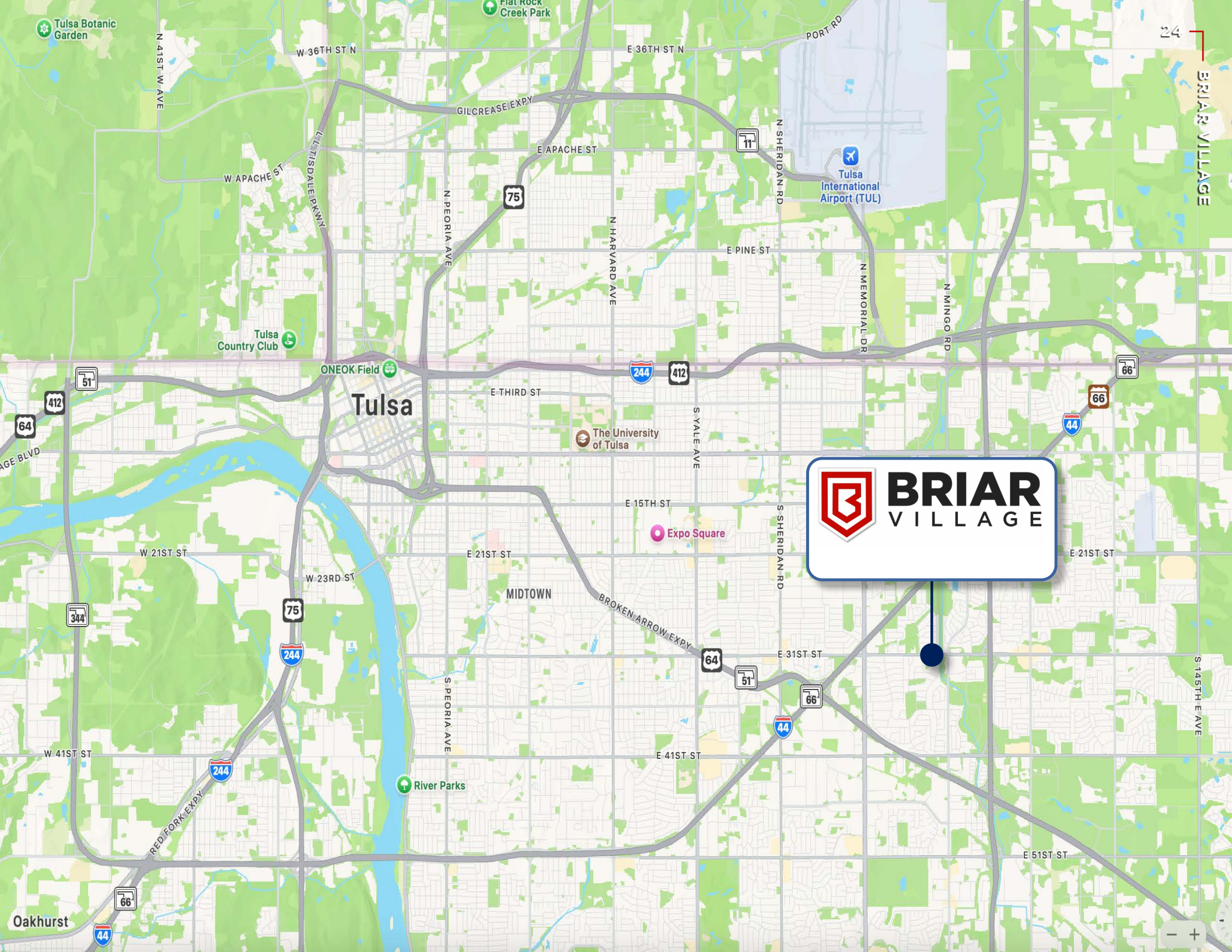
Tulsa has emerged as one of the most attractive secondary markets in the United States for commercial retail investment. Historically known for its strong ties to the oil and gas industry, Tulsa has evolved into a highly diversified economy supported by aerospace, healthcare, manufacturing, technology, logistics, financial services, and professional business sectors. This diversification has created a more resilient economic environment and has positioned the city for long-term growth and stability.

The Tulsa metropolitan area continues to experience steady population growth driven by affordability, employment opportunities, and a business-friendly climate. Compared to larger metropolitan markets, Tulsa offers significantly lower housing costs, lower taxes, and a lower overall cost of living, making it increasingly attractive to both businesses and residents relocating from higher-cost states. Initiatives focused on attracting remote workers, entrepreneurs, and technology companies have also helped increase household incomes and consumer spending throughout the market.

Tulsa's economy is anchored by several major employers and industries that provide long-term employment stability. Aerospace remains a major economic driver with large operations connected to aviation maintenance and manufacturing. Healthcare continues to expand rapidly with several large hospital systems and medical employers throughout the region. In addition, the city's logistics and distribution sector benefits from Tulsa's central location and strong transportation infrastructure, supporting continued industrial and commercial growth.

From a retail real estate perspective, Tulsa offers very strong fundamentals for investors. Retail vacancy remains low across many submarkets, while leasing activity for neighborhood shopping centers and service-oriented retail continues to remain healthy. Grocery-anchored strip centers, quick-service restaurants, medical retail, and daily-needs tenants continue to perform well due to steady population growth and increasing suburban development. Investors are also attracted to Tulsa because retail assets can often be acquired at more favorable cap rates and lower price-per-square-foot pricing compared to larger Sun Belt and coastal markets. Tulsa's combination of economic growth, affordability, population expansion, and strong retail demand creates a compelling opportunity for commercial retail investors. As businesses and residents continue migrating toward lower-cost, growth-oriented markets, Tulsa is well-positioned to remain a high-upside market for retail strip center investment over the long term.






BRIAR
VILLAGE



Tulsa

75

244

412

44

66

66

64

51

66

E 31ST ST

E 41ST ST

E 51ST ST

River Parks

MIDTOWN

Expo Square

The University of Tulsa

ONEOK Field

Tulsa Country Club

Tulsa International Airport (TUL)

24

BRIAR VILLAGE

S 145TH E AVE

N 41ST W AVE

W 36TH ST N

E 36TH ST N

PORT RD

W APACHE ST

E APACHE ST

N SHERIDAN RD

E PINE ST

N PEORIA AVE

N HARVARD AVE

N MINGO RD

N MEMORIAL DR

E THIRD ST

S YALE AVE

E 15TH ST

E 21ST ST

E 21ST ST

W 21ST ST

W 23RD ST

E 31ST ST

S PEORIA AVE

W 41ST ST

RED FORK EXPY

BROKEN ARROW EXPY

Oakhurst

44

66



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