

Commercial Realty Resources Company mulitramily investment services



Arkansas Oklahoma Kansas



Exclusively Presents:

Evergreen Park Apartments

8314 East 25th Place Tulsa, Oklahoma

256-Units

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Table of Contents

Evergreen Park Property Highlights	<u>1</u>
Map and Photos	
Property Information	
• Unit Mix	
• Floor Plans	
• Site Map	
Purchase Price & Terms	<u>2</u>
Income/Expense Statement	<u>3</u>
Rent Comparables	<u>4</u>
Sale Comparables	<u>5</u>
Tulsa Overview	<u>6</u>
Oklahoma Broker Relationship Act	7

8314 East 25th Place Tulsa, Oklahoma April-08







Evergreen Park 8314 East 25th Place Tulsa, Oklahoma April-08







Evergreen Park 8314 East 25th Place Tulsa, Oklahoma April-08









Evergreen Park

8314 East 25th Place Tulsa, Oklahoma April-2008



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Property Description: Evergreen Park is a two-story garden style apartment com-

munity located at 8314 East 25th Place in Tulsa, Oklahoma. With immediate access to both Memorial Drive and Interstate 44, Evergreen Park enjoys a convenient location close to restaurants, entertainment, and retail establishments.

Number of Units: 256

Number of Buildings: 25

Year Built: 1970 (according to courthouse records) and renovated in

2006

<u>Apartment Features:</u> Ceiling Fans

Patio/Balcony

Washer/Dryer Connections

Oversized Closets

Kitchens with Dishwashers

Property Amenities: Community Room

Swimming Pool Laundry Facilities

Number of Parking Spaces: Approximately 302

Construction:

Style: Garden

Exterior: Vinyl Siding with Brick Veneer

Roof: Flat with Composition Shingles over Mansard

Mechanical System:

Electrical Metering: Individually metered paid by owner

HVAC: Individual all electric systems for each unit paid by owner

Hot Water: Boiler

Water Meter: Master meter paid by owner

Site/Land Area: 12.1 acres, more or less

Density: 21 units per acre

Current Occupancy: 78% as of April 2008

The property is trending upward as a result of substantial renovation

and is projected to stabilize at 90% by June 2008.

Real Estate Taxes: Assessed: 390,016

Tax Rate: 120.00 Tax Amount: \$46,802

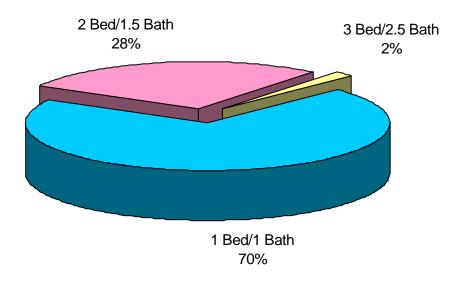
Evergreen Park 8314 East 25th Place Tulsa, Oklahoma April-2008



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UNIT MIX/MARKET RENTS

No. Units	;	#Bdrm/Bth	Sq.Ft.	Total Sq.Ft.	Rent	Rent/Sq.Ft.	Gross/Mo.	Gross/Yr.
8	A1 Juniper	1 Bed/1 Bath	520	4,160	485.00	0.93	3,880	46,560
80	A2 Maple	1 Bed/1 Bath	637	50,960	525.00	0.82	42,000	504,000
60	A3 Cedar	1 Bed/1 Bath	672	40,320	540.00	0.80	32,400	388,800
30	A4 Pine	1 Bed/1 Bath	667	20,010	540.00	0.81	16,200	194,400
34	B1Flat Evergreen	2 Bed/2 Bath	1,010	34,340	675.00	0.67	22,950	275,400
23	B2TH Spruce	2 Bed/1.5 Bath TH	923	21,229	650.00	0.70	14,950	179,400
14	B3TH Oak	2 Bed/1.5 Bath TH	1,030	14,420	685.00	0.67	9,590	115,080
4	C1Fir	3 Bed/2.5 Bath TH	1,222	4,888	795.00	0.65	3,180	38,160
1	Club / Mgr	1 Bed/1 Bath	700	700	600.00	0.86	600	7,200
2	DUPA/B	1 Bed/1 Bath	500	1,000	500.00	1.00	1,000	12,000
256			750	192,027	573.24	0.76	146,750	1,761,000



8314 East 25th Place Tulsa, Oklahoma April-2008

CRRC

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FLOOR PLANS



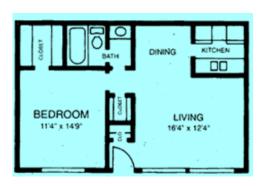
1 Bedroom/1 Bath 637 sq. ft.



1 Bedroom/1 Bath 520 sq. ft.



1 Bedroom/1 Bath 667 sq. ft.



1 Bedroom/1 Bath 672 sq. ft.



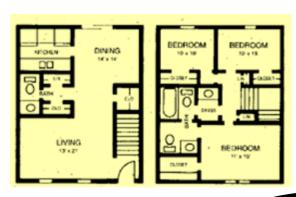
2 Bedroom/1.5 Bath 1,030 sq. ft.



2 Bedroom/2 Bath 1,010 sq. ft.



2 Bedroom/1.5 Bath 923 sq. ft.



3 Bedroom/1.5 Bath 1,222 sq. ft.

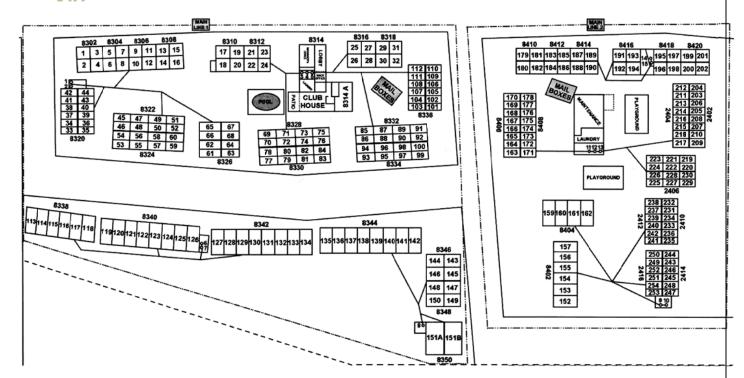
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SITE MAP

// /





8314 East 25th Place Tulsa, Oklahoma April-2008



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Purchase Price & Terms

Purchase Price: \$7,650,000

Reduced from \$8,700,000

Terms of Sale: Cash

Buyer to obtain new financing

Price Per Apartment Unit: \$29,883

Price Per Net Rentable Sq. Ft. \$39.84

Cap Rate: 9.1%

(Based on Proforma)

Cash-On-Cash: 16.64%

(Based on Proforma)

GRM: 4.34

Existing Financing

Original Amount/Date:	None
Current Balance:	
<u>Iterest Rate:</u>	
Interest Only Period:	
Payment:	

Term:

Amortization:

			Annual Prop	perty Opera	ting Dat	ıa					
Run Date:		2-Apr-08	Purchase Price:		\$	7,650,000	Car	Rate on Proforma:		9.1%	
Project:		Evergreen Park	Per Unit:		\$	29,883		sh-On-Cash on Profor	ma:	16.64%	
Number of U	nita	256	Price Per SF:		\$	39.84				10.04 /6	9.50
number of O	nits:	200	Price Per SF:		Ф	39.84		Rate Eliminating Los			9.50 18.80
No Unite		#Bdrm/Bth	C E4		Total	C E4		sh-On-Cash Eliminatin	ig LIL & Col		
No. Units	A.d. Issuelin an		Sq.Ft.		lotai	Sq.Ft.	Rent	Rent/Sq.Ft.		Gross/Mo.	Gross/\
8 80	A1 Juniper A2 Maple	1 Bed/1 Bath 1 Bed/1 Bath	520 637			4,160 50,960	485.00 525.00	0.93 0.82		3,880 42,000	46,56 504,00
60	A2 Maple A3 Cedar	1 Bed/1 Bath	672			40,320	540.00	0.80		32,400	388,80
30	A4 Pine	1 Bed/1 Bath	667			20,010	540.00	0.80		16,200	194,40
34	B1Flat Evergreen	2 Bed/2 Bath	1,010			34,340	675.00	0.67		22,950	275,40
23	B2TH Spruce	2 Bed/1.5 Bath TH	923			21,229	650.00	0.70		14,950	179,40
14	B3TH Oak	2 Bed/1.5 Bath TH	1,030			14,420	685.00	0.67		9,590	115,08
4	C1Fir	3 Bed/2.5 Bath TH	1,222			4,888	795.00	0.65		3,180	38,16
1	Club / Mgr	1 Bed/1 Bath	700			700	600.00	0.86		600	7,20
2	DUPA/B	1 Bed/1 Bath	500			1,000	500.00	1.00		1,000	12,00
256			750			192,027	573.24	0.76		146,750	1,761,00
NCOME			0\	wner Budget		Per Unit					
	Gross Scheduled F	Rent		1,761,000		6,879					
	Loss-to-Lease			37,440		146					
	Gross Potential Re	nt		1,723,560		6,733					
	Vacancy & Collecti	on Loss	8%	137,885		539					
	Concessions			60,098		235					
	Gross Effective Re	ntal Income		1,525,577		5,959					
	Other Income	mai moomo		71,000		277					
	Total Income			1,596,577		6,237		Potential	Financing		
XPENSE	Total income			1,390,377		0,237	Orio	ginal Bal.	\$	6,120,000	
EXPENSE	Day wall			400.040		74.4		•			
	Payroll			182,816		714		% Equity	\$	1,530,000	
	Administrative			10,000		39		turity		10	
	Advertisment			12,000		47		ortization		30	
	Utilities			384,000		1,500		erest Rate		6.00%	
	Office			5,000		20	Cor	nstant		7.195%	
	Repairs/Maintenan	ce		61,440		240	Del	ot Service	\$	440,310	
	Management		4%	63,863		249	Inte	rest Only	\$	-	
	Insurance			44,800		175	DC	R		1.58	
	Adjusted Real Esta	te Taxes		86,600		338					
	Replacement/Rese	rves		51,200		200					
OTAL OPE	RATING EXPENSES			901,719		3,522					
NET OPERATING INCOME			694,858		2,714						

Rent Comparisons Evergreen Park

Tulsa, Oklahoma April– 2008



COMMERCIAL REALTY RESOURCES CO. MULTIFAMILY INVESTMENT SERVICES

2008 RENT COMPS

1. Heatherstone 9730 E 33rd Street Tulsa, OK



2. **The Shoreline** 9601 E. 21st Place Tulsa, OK



No. Units	Apt. Type	Sq.Ft.	Total Sq. Ft	Rent	Rent/Sq. Ft	Monthly Gross	Annual Gross
4	1Bd/1Bth ABP	492	1,968	\$400	\$0.81	\$1,600	\$19,200
39	1Bd/1Bth ABP	489	19,071	\$455	\$0.93	\$17,745	\$212,940
49	1Bd/1Bth ABP	577	28,273	\$500	\$0.87	\$24,500	\$294,000
8	1Bd/1Bth ABP	639	5,112	\$520	\$0.81	\$4,160	\$49,920
24	1Bd/1Bth ABP	724	17,376	\$540	\$0.75	\$12,960	\$155,520
20	2Bd/lBth ABP	785	15,700	\$620	\$0.79	\$12,400	\$148,800
46	2Bd/1Bth ABP	765	35,190	\$620	\$0.81	\$28,520	\$342,240
30	2Bd/1Bth ABP	792	23,760	\$635	\$0.80	\$19,050	\$228,600
8	2Bd/1Bth ABP	862	6,896	\$645	\$0.75	\$5,160	\$61,920
24	2Bd/2Bth ABP	879	21,096	\$665	\$0.76	\$15,960	\$191,520
252	All Bills Paid	692	174,442	\$563.71	\$0.81	\$142,055	\$1,704,660

No. Units	Apt. Type	Sq.Ft.	Total Sq. Ft	Rent	Rent/Sq. Ft	Monthly Gross	Annual Gross
24	Studio	400	9,600	\$339	\$0.85	\$8,136	\$97,632
232	1Bd/1Bth	752	174,464	\$405	\$0.54	\$93,960	\$1,127,520
152	2Bd/1.5Bth	850	129,200	\$510	\$0.60	\$77,520	\$930,240
40	2Bd/2Bth	920	36,800	\$559	\$0.61	\$22,360	\$268,320
16	2Bd/1.5Bth Th	1200	19,200	\$599	\$0.50	\$9,584.00	\$115,008
464		796	369,264	\$455.95	\$0.57	\$211,560	\$2,538,720

3. Colonial Park 7625 E. 21st St Tulsa, OK



No. Units	Apt. Type	Sq.Ft.	Total Sq. Ft	Rent	Rent/Sq. Ft	Monthly Gross	Annual Gross
48	1Bd/1Bth ABP	600	28,800	\$520	\$0.87	\$24,960.00	\$299,520
136	2Bd/1Bth ABP	725	98,600	\$620	\$0.86	\$84,320	\$1,011,840
24	3Bd/1.5Bth ABP	825	19,800	\$720	\$0.87	\$17,280	\$207,360
208	All Bills Paid	708	147,200	\$608	\$0.86	\$126,560	\$1,518,720

Rent Comparisons Evergreen Park

Tulsa, Oklahoma April– 2008



2008 RENT COMPS

4. Plaza Hills

13025 E 16th Pl. Tulsa, OK



No. Units	Apt. Type	Sq.Ft.	Total Sq. Ft	Rent	Rent/Sq. Ft	Monthly Gross	Annual Gross
48	1Bd/1Bth ABP	546	26,208	\$470	\$0.86	\$22,560.00	\$270,720
112	2Bd/2Bth ABP	702	78,624	\$560	\$0.80	\$62,720	\$752,640
10	3Bd/1Bth ABP	844	8,440	\$670	\$0.79	\$6,700	\$67,000
170	All Bills Paid	666	113,272	\$541	\$0.81	\$91,980	\$1,090,360



0	Heatherstone Apartments
2	The Shoreline Apartments
8	Colonial Park Apartments
4	Plaza Hills Apartments

Evergreen Park 8314 East 25th Place Tulsa, Oklahoma April-2008



<u> </u>	APARTMENT NAME/ADDRESS	PRICE/ Unit	OVERALL PRICE	NO. UNIT	YEAR BUILT	DATE SOLD
COCCUSION	Colonial Park 7625 E. 21st Street Tulsa, Ok	\$37,980.77	\$7,900,000	208	1968	Oct-06
	Magnolia Manor 4747 S. Darlington Tulsa, OK	\$33,880.68	\$2,981,500	88	1986	Mar-07
	Brixton Square 4655 S. Darlington Tulsa, OK	\$31,848.96	\$3,057,500	96	1970	Mar-07
	Fulton Plaza 4646 S. Fulton Tulsa, OK	\$30,265.63	\$1,937,000	64	1970	Mar-07
	Royal Arms 5116 S. Norfolk Tulsa, Ok	\$29,325.00	\$2,932,500	100	1964	May-07
	Tower Crossing 4404 S. 109th E. Ave. Tulsa, Ok	\$32,175.93	\$6,950,000	216	1981	May-07
No Photo	Birch Place 10851 E. 33 rd Street Tulsa, Ok	\$30,578.51	\$3,700,000	121	1973	Mar-08
V	Average / Total	\$32,988.24	\$29,458,500	893		

Sales Comparisons Map Evergreen Park

Tulsa, Oklahoma April– 2008





•	Colonial Park
2	Magnolia Manor
B	Brixton Square
4	Fulton Plaza
6	Royal Arms
6	Tower Crossing
7	Birch Place



Commercial Realty Resources Company mulitfamily investment services



Remaining below the national average in unemployment, and reporting net new job growth, Tulsans enjoy a cost of living that is 8 percent BELOW the national average and county per capita income that is 11 percent ABOVE the national average. Tulsa's envious labor force clusters — 8th in aerospace, 9th in oil and gas, and 17th in technology maintain stability for the region while entrepreneurship and small business make up its backbone. Nearly eighty percent of the region's businesses contain 10 or fewer employees. With a cost of doing business 20 percent BELOW the national average, a highly educated labor pool, and a \$500 million improvement

package, Vision 2025 underway, Tulsa's economy is expected to nearly double its job growth next year. The Tulsa MSA 12-month average unemployment rate from April 2005 through March 2006 is 4.2 %. This rate is below the national average of 4.9% for the same period. According to Economy.com's forecast for Tulsa, total personal income will grow 6.2% and the job market will increase 3.3%.

Economic Growth

According to World Tulsa staff writers, and presenters at Tulsa's Economic Outlook Conference this year, higher education, research, healthcare, aerospace, tourism and technology would continue to drive growth locally.

City leaders know that investing in **higher education** research is important because it can lead to inventions, which in turn economically benefit local communities. From 1996 to 2000, for instance, inventions produced

\$968 million for universities. The Oklahoma Economic Development Generating Excellence project, or EDGE, aims to create a \$1 billion research endowment to fund technology and research innovation. Vision 2025 tax revenue and the state's recent higher education bond issue will pay for the upcoming Helmerich Advanced Technology Research Center at OSU-Tulsa. The facility will be a "center of gravity for research, "said OSU-Tulsa's President Gary Trennepohl.



Without question, **health care** is a substantial economic driver for Tulsa and one that is likely to grow in coming years, especially as baby boomers start aging. The health-care industry in Tulsa County is one of the more robust economic engines with health-care employment accounting for an estimated 36,000 jobs in Tulsa County. Job growth includes hospitals as well as health-related aspects of universities, physician practices and a variety of other health-care agencies. Tulsa's health systems and related entities currently have an impact of between \$1.5 billion and \$2 billion per year.

Outsourcing may have a bad name in the press, but for Tulsa it's been a great thing. John Rutter, partner of IBM Business Transformation Outsourcing for Finance and Administration in Tulsa reports that IBM's Tulsa center is the company's largest facility for handling outsourced accounting and finance work in North America and Latin America. **Business transformation outsourcing** continues to be a growth market, and next year it should total about \$137 billion globally and Tulsa is "well positioned to take advantage of that," according to Rutter.



Commercial Realty Resources Company mulitramily investment services

Tulsa is also the hub of a regional cluster of **aerospace** firms. While a regional grouping of aerospace firms currently extends north to Kansas City, and south to Dallas, making Tulsa the capital. Regional strength comes from Tulsa's critical mass of global companies including American Airlines, Spirit AeroSystems Inc., Nordam Group, Luthansa Technik, Honeywell Aerospace, and Aerospace Alliance of Tulsa.

Despite Tulsa's reputation as an overlooked travel destination, spending in its **hospitality sector** has generated \$44 million in local tax revenues last year with an industry growth expected to increase 5 percent in 2005 and 6 percent in 2006. Total tourism tax revenue in the Tulsa marketplace was \$235 million in 2004. Fodor's travel guide ranks Tulsa as a top-10 overlooked destination and one of America's most livable communities. Tulsa also scored high in sat-



isfaction against larger cities such as Dallas and Oklahoma City. City leaders continue their efforts to make Tulsa a more desirable place to visit and plans are under way. \$20 million has been spent locally on improvements at Tulsa hotels, and future travel trends should be bolstered by Vision 2025 tax-funded projects, such as downtown revitalization, Arkansas River development and Expo Square improvements.

On September 9, 2003 years of hard work came to fruition as voters of Tulsa County approved a one penny 13 -year increase in the Tulsa County Sales Tax for regional economic development and capital improvements and "Vision 2025" was born. Tulsa's Vision 2025 is a \$500 million set aside for capital improvement pro**jects** aimed at Tulsa's growth and future. These projects include funding for new higher education facilities, a new entertainment and sports district including arenas and stadiums, improvements to the downtown infrastructure including the convention center and entertainment venues, and economic incentive packages to private corporations. Specifically, Vision 2025 has committed to an expansion for the Morton Health Center, a modernization of the Tulsa Regional Convention Center, a new Events Center, Expo Square improvements and capital improvements and community enrichment including monies for Parks, Trails and Community Centers; The River and Attractions; and Community Infrastructure. Significant Vision 2025 Project presently under construction include: OU-Tulsa, NSU-Broken Arrow, Tulsa Community College-Southeast Campus, Morton Health Care, Tulsa Events Center, Expo Square, Jenks/Glenpool Community Center, Collinsville City Hall, Tulsa Air and Space Museum's Sky Theater, Mohawk Park: Oxley Nature Center, Osage Prairie Trail, 61st St (Garnett to 145th E. Ave). Projects with current bid activity OSU-Tulsa, Expo Square partial Grand Stand demolition for the upcoming Central Park Hall Construction, Broken Arrow Community Center, and Sperry Community Center.



Plans for the second phase of **Arkansas River development project** estimated at \$41.8 million, already has approval by members of the Indian Nations Council and has \$5.6 million set aside by the Vision 2025 initiative. The low-water dam renderings feature pedestrian bridges over cascading waterfalls. The project is designed to enhance recreation opportunities while restoring ecosystems including habitats for terms and bald eagles as a central part of the plan. A three mile lake is proposed about half a mile south and connecting to shopping centers via water taxis. Other possible features include fishing piers, boat ramps and more

commercial riverfront development.



Commercial Realty Resources Company mulitramily investment services

The Main Street dam would create about a 4.8-mile lake and enhance the Keystone Corridor redevelopment area, a \$14.5 million project already funded by Vision 2025. New riverfront uses could include a marina and residential boardwalk development along

the levee, a children's museum, a minor league baseball stadium, restaurants and retail developments and a pedestrian promenade.

At the 71st Street riverfront: A mixed-use development may feature a fitness center and a seven acre lake with fishing piers, a restaurant, overlooks and trails is possible on the east bank, and the Turkey Mountain Wilderness Area would be expanded to feature the planned Native American Cultural Center.

Strengths of the Region

- **♦** Well positioned for Economic Growth
- \$500 million investment in education, technology, infrastructure in next 10 years
- → Modest cost of living index
- Low cost of doing business
- Educated labor base



The cost of doing business in Tulsa is considerably less than other major cities. Oklahoma is home to the best public schools in the nation while neighborhoods are safe, quiet and charming. making Tulsa ideal for families, business professionals, and conclusively people of all ages with a taste for tranquility and economic stability.



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Area Transportation

<u>Tulsa International Airport</u> is located within ten minutes from most points in the city including downtown with 22 gates and three runways - 10,000, 7,700 and 6,100 feet in length. Serving over five million people served annually with service to more than 20 major airports, Tulsa International Airport has an average 90 de-

partures per day. American Airlines is a major carrier for the area and a major employer as well, who along with Boeing and EDS (formerly Sabre employ approximately 18,000 people. Five major freight carriers report over 60,000 tons air freight annually.

Richard L. Jones Jr. (Riverside) Airport is located along the Arkansas River within the Tulsa Metropolitan area. The nearby town of Jenks is home to many antique, specialty, and home décor shops, as well as numerous fine-dining restaurants.

Tulsa's centralized location provides quick access to multiple highways. **Interstate 44**, which bi-sects the City of Tulsa, is the primary east-west artery between Oklahoma City and St. Louis. This primary route across the States of Missouri and Oklahoma connecting with Interstate 35 and Interstate 55 on each side. **Interstate 35** starting at the United States-Mexico border north through Texas to Minnesota near the United States-Canada border is used utilized by NAFTA for shipping between Canada and Mexico, while Interstate 55 is directed to Chicago in the north and New Orleans in the south. Approximately twenty-five miles south of Tulsa is Interstate 40. **Interstate 40** traverses the entire country, beginning on the west coast in Barstow, California and crossing through seven states including Arizona, New Mexico, Texas, Oklahoma, Arkansas, Tennessee and North Carolina, before reaching the east coast. This central location makes Tulsa a desirable major distribution site with one to two day delivery time to all major cities in the West South Central region.

Highway 75, a major north-south artery for the city leads to Dallas in the southerly direction and to Topeka, Kansas in the northerly direction. Highway 75 bi-sects the entire City of Tulsa and connects with many of the City's loops and toll roads for quick access. **Highway 169** is another primary artery in the north-south direction. Nearly dividing the city in half, Highway 169 connects all the loops and toll roads allowing speedy access to all points within the Tulsa area. Broken Arrow Expressway, MLK Jr. Expressway, Keystone Expressway, Turner Tollway and Will Rogers Tollroad keep the traffic moving at a steady pace and commuters happy. Just east of U.S. Highway 169, with a seamless loop to the Creek Turnpike that connects to US 75. The commute to the downtown business district is less than 20 minutes.

<u>Tulsa Transit</u> is a public trust operating the local bus service in Tulsa, Jenks and Sand Springs providing quick clean prompt service to daily commuters as well as curb-to-curb transportation for persons with disabilities and the elderly through its Lift Program.



Commercial Realty Resources Company MULITFAMILY INVESTMENT SERVICES

Education

The University of Tulsa, described as a sleeping gem of the Great Plains, is rated among the top 10 colleges for the "best quality of life" in the new edition of "The Best 361 Colleges," a publication of The Princeton Review, an education services company. TU is included in four top-20 lists and is 10th in the "Best Quality of Life" category and remains 9th in the rankings for "Happiest Students." The book's entry for TU states: "The University of Tulsa is one of the sleeper gems of the Great Plains, a private school large enough



to house numerous top-flight programs but small enough to facilitate one-on-one instruction provided in a homey atmosphere." From anthropology and art to film, finance and engineering TU offers a Bachelor's, Master's, and Doctoral degrees in several programs and has a College of Law

Oklahoma State University-Tulsa is a public, four-year, nationally accredited comprehensive university that



has offered classes in Tulsa since 1982. The Tulsa campus focuses on junior, senior and graduate level education, providing opportunities for individuals to compete Bachelor's, Master's and Doctorate degrees. With an enrollment of more than 2,600 students, OSU-Tulsa and is rapidly growing both in part to Vision 2025 and becoming an integral part **S** A of the Tulsa community and the development of the state of Oklahoma. OSU-Tulsa further leverages its efforts by building relationships with Tulsa-area businesses, such as

Williams, WorldCom, Southwestern Bell, and Xeta Technologies.

Oral Roberts University is an interdenominational Christian liberal arts university located on an inspiring campus in Tulsa, Oklahoma. Founded in 1963 by evangelist Oral Roberts, ORU serves students from every state and 62 countries, representing 40 denominations. Offering 64 undergraduate majors, 10 master's degrees and 2 doctoral degrees, ORU also competes in NCAA Division I athletics.



The University of Oklahoma Schusterman Center is home to all OU programs in Tulsa. Located at 41st and



Yale, the campus greatly enhanced OU's presence in the community and expands educational, research and patient care programs for the community. The OU-Tulsa Schusterman Center currently offers three bachelor's degree completion programs, 16 master's programs, a doctor of medicine degree, a doctor of pharmacy degree and nine residency programs in medicine.

The University of Phoenix in Tulsa offers undergraduate and graduate degrees in business, management, technology, criminal justice, and healthcare. Classes are small, informationintensive and emphasize participation. Faculty are highly qualified, teaching subjects in which they have years of practical expertise. Our commitment to student service is unsurpassed.





Commercial Realty Resources Company mulitramily investment services

Attractions



The <u>Tulsa Zoo</u> is home to almost 1500 animals from 436 species. Established in 1927 in Mohawk Park, the nation's third largest municipal park, it now serves around 600,000 visitors per year. The zoo is accredited by the American Asso-

ciation of Zoos and Aquariums and the American Association of Museums, and is on the way to accreditation as a botanical garden as well. The Tulsa Zoo is also home to a "Contact Yard," which opens occasionally to allow guests to interact up-close with some of the tamer animals. In 2004, in a contest sponsored by Microsoft in anticipation of their upcoming game titled "Zoo Tycoon 2," the zoo won over fifty other zoos nationwide and was voted "America's Favorite Zoo," a title which carried with it a \$250,000 grant from Microsoft.

There are hundreds of exciting aquatic creatures to see and even touch at the <u>Oklahoma Aquarium</u>. Giant sharks, over 200 exhibits and other mysteries of the deep await at this 1 million gallon museum located on the Arkansas River in Jenks, a suburb of Tulsa. The Aquarium is expected to bring a half million visitors to the Tulsa area each year.





Gilcrease Museum sits of 460-acre grounds, in the heart of Tulsa, which include historic theme gardens and Stuart Park, with footpaths through an exceptional landscape. Gilcrease is a Museum of American History and Art spanning the period from 500 B.C. to the present. American art, artifacts and art of North American Indians history of the westward movement with an unparalleled collection of Native American art and artifacts, a hands-on, interactive display of the art, history, and culture of Mexico, and a distinguished collection of historical manuscripts, documents, rare books, and maps. Works by Thomas Moran, Frederic Remington, Charles Russell, and George Catlin are among the largest collections in the world and more than 400 artists are represented.

Nestled in one of Tulsa's first neighborhoods is an Italianate villa set in 23-acres of lush gardens and tranquil grounds is Philbrook Museum of Art. Inside, the grandeur of Oklahoma's oil-rich 1920s is preserved and showcased along with fine art collections from around the globe. The dream of benefactors Waite and Genevieve Phillips, to create an art center for Tulsa, has established Philbrook as one of America's finest art museums.



The <u>Tulsa Air and Space Museum</u> is opening its new and larger Hangar One Museum as a part of a new Tulsa Museum campus located across the street from the Tulsa Zoo/Mohawk Park entrance. The Sherman and Ellie Smith Hangar One museum will celebrate its grand opening with a week of festivities from November 12 through the 20.

<u>Tulsa Opera</u> ignited in 1948 with founders Bess Gowans, Beryl Bliss, Mary Helen Markham, and Ione and Ralph Sassano. Today, Tulsa Opera, the 18th oldest opera company in North America, is ranked among the top ten regional opera companies in the United States. Under General Director Carol I. Crawford, the Company presents three grand opera productions each season, with a commitment toward American and 20th Century repertoire. Mainstage productions are held at Tulsa Performing Arts Center.



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Attractions



<u>Tulsa Ballet</u> was founded in 1956 by husband and wife, Roman Jasinski and Moscelyne Larkin, dancers internationally known for their style in the grand Ballet Russe tradition, and musician Rosalie Talbot. Beginning with a single performance and a box office in a shoe store in 1956, the Company has been described by The New York Times as a "reason to rejoice." Tulsa Ballet annually reaches over 48,000 individuals with dancers coming from across the United States and the world to live in

Tulsa during the ballet season. Last year, more than 400 dancers auditioned for spots in the 30-member company this season.

It was an exciting year for <u>Tulsa Drillers Baseball</u> as they made it to the East Division Championship game for a shot at the national title. The Drillers, a minor league baseball team based in Tulsa, Oklahoma plays in the Texas League, and is the Double-A affiliate of the Colorado Rockies major-league club. The Drillers play in Drillers Stadium, located in midtown Tulsa thrilling 10,997 baseball fans.





The <u>Tulsa Oilers</u> are a professional ice hockey in the Central Hockey League. They play their home games at the Maxwell center also known as Tulsa Convention Center. The Oilers are one of only five teams that have played each season in the CHL since its rebirth in 1992 and have a winning tradition, making the playoffs in nine of their 13 seasons. Over two million fans have attended an Oilers game at the Tulsa Convention Center since coming to Tulsa.

<u>Tulsa Talons</u> enters their sixth season as Tulsa's arena football team playing in the Midwestern division of the National Arena Football League. In 2003, the Talons took their first national championship winning the Arena Cup IV.

If **golf** is your bag, Tulsa fits you to a tee. The city has been the site of numerous PGA and LPGA champion-ship tournaments including the men's U.S. Open, the PGA and annual John Q. Hammons Hotel Classic LPGA tournament. Tulsa boasts sixteen high quality beautifully landscaped golf courses and a lighted par-3 course at LaFortune Park.

Tulsa is surrounded by lakes brimming with water sports from power boating, sailing, skiing fishing and scuba diving at more than lakes. Lake of the Cherokees, Keystone, Oologah Lake, and Skiatook are the largest lakes and reservoirs in the region. The clear water of the Illinois River draws fishers and floaters to the scenic river and all around to nature trails for biking, hiking or exploring on horseback.



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For more information about Tulsa, please visit the following links:

www.tulsachamber.com

www.cityoftulsa.org

www.tulsa.com

www.tulsa.org

www.tulsainfo.com

www.tulsatoday.com

Oklahoma Broker Relationship Act



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858-351. Definitions. Unless the context clearly indicates otherwise, as used in Sec-tion 858-351 through 858-363 of this act:

- 1. "Broker" means a real estate broker as defined in Section 858-102 of Title 59 of the Oklahoma Statutes, and means, further, ex-cept where the context refers only to a real estate broker, an associated broker associate, sales associate, or provisional sales associate authorized by a real estate broker to provide brokerage services;
- 2. "Party" means a person who is a seller, buyer, landlord, or tenant or a person who is involved in an option or exchange;
- 3. "Single-party broker" means a broker who has entered into a written brokerage agreement with a party in a transaction to provide services for the benefit of that party;
- 4. "Transaction" means those real estate activities enumerated in Section 858-102 of Title 59 of the Oklahoma Statutes which are performed by a broker; and
- 5. "Transaction broker," means a broker who provides services by assisting a party in a transaction without being an advocate for the benefit of hat party.

858-352. Written brokerage agreement. A broker may enter into a written brokerage agreement to provide services as either a single-party broker or a transaction broker. If a broker does not enter into a written broker-age agreement with a party, the broker shall perform services only as a transaction broker.

858-353. Transaction broker--Duties and responsibilities. A transaction broker shall have the following duties and responsibilities:

- 1. To perform the terms of the written bro-kerage agreement, if applicable:
- 2. To treat all parties with honesty;
- 3. To comply with all requirements of the Oklahoma Real Estate License Code and all applicable statutes and rules; and
- 4. To exercise reasonable skill and care in-cluding:
 - a. timely presentation of all written of-fers and counteroffers,
 - b. keeping the party for whom the transaction broker is providing ser-vices fully informed regarding the transaction,
 - c. timely accounting for all money and property received by the broker,
 - d. keeping confidential information re-ceived from a party confidential as required by 858-357 of this act, and
 - e. disclosing information pertaining to the property as required by the Resi-dential Property Condition Disclo-sure Act.

858-354. Single-party broker--Duties and responsibilities.

- A. A broker shall enter into a written broker-age agreement prior to providing services as a single-party broker.
- B. The single-party broker shall have the following duties and responsibilities:
- 1. To perform the terms of the brokerage agreement;
- 2. To treat all parties with honesty;
- 3. To comply with all requirements of the Oklahoma Real Estate License Code and all applicable statutes and rules; and
- 4. To exercise reasonable skill and care including:

timely presentation of all written offers and counteroffers,

keeping the party for whom the single-party broker is

performing services fully informed regarding the transaction,

- c. timely accounting for all money and property received by the broker,
- d. keeping confidential information re-ceived from a party confidential as required by 858-357 of this act,
- e. performing all brokerage activities for the benefit of the party for whom tile single-party broker is performing services unless prohibited by law,
- f. disclosing information pertaining to the property as required by the Resi-dential Property Condition Disclo-sure Act, and
- g. obeying the specific directions of the party for whom the single-party bro-ker is performing services that are not contrary to applicable statutes and rules or contrary to the terms of a contract between the parties to tile transaction.

C. In the event a broker who is a single-party broker for a buyer or a tenant receives a fee or compensation based on a selling price or lease cost, such receipt does not constitute a breach of duty or obligation to the buyer or tenant if fully disclosed to the buyer or tenant in tile written brokerage agreement.

858-355. Alternative relationships entered into where broker assists one or both parties--Written disclosure--Written consent--Contents of brokerage agreement--Withdrawal by broker--Referral fees--Cooperation with other brokers.

- A. When assisting one party to a transac-tion, a broker shall enter into one of the fol-lowing relationships:
 - 1. As a transaction broker without a written brokerage agreement:
 - 2. As a transaction broker through a writ-ten brokerage agreement; or
 - 3. As a single-party broker through a writ-ten brokerage agreement.
- B. When assisting both parties to a transac-tion, a broker may enter into the following relationships:
 - 1. As a transaction broker for both parties;
- 2. As a single-party broker for one party and as a transaction broker for the other party. In this event, a broker shall disclose in writing to the party for whom the broker is providing services as a transaction bro-ker, the difference between a transaction broker and a single-party broker, and that the broker is a single-party broker for the other party and performs services for the benefit of the other party in the transaction; or

Oklahoma Broker Relationship Act



Commercial Realty Resources Company mulitramily investment services

- 3. As a transaction broker where the bro-ker has previously entered into a written brokerage agreement to provide services as a single-party broker for both parties. In this event, the broker shall obtain the writ-ten consent of each party before the broker begins to perform services as a transaction broker. The written consent may be includ-ed in the written brokerage agreement or in a separate document and shall contain the following information:
 - a description of the transaction or type of transactions that might occur in which the single-party broker seeks to obtain consent to become a transaction broker,
 - b. a statement that in such transactions the single-party broker would per-form services for more than one party whose interest could be different or even adverse and that such transactions require the broker to seek the consent of each party to such transactions to permit a change in the brokerage relation-ship,
 - c. a statement that by giving consent in such transactions:
 - 1) the party will allow the broker to change the broker's relationship from performing services as a single-party broker to performing services as a transaction broker.
 - 2) the broker will no longer provide services for the benefit of the party, but may only assist in such transactions,
 - 3) the broker will not be obligated to obey the specific directions of the party but will assist all parties to such transactions,
 - 4) the party will not be vicariously liable for the acts of the broker and associated associates, and
 - 5) the broker's obligation to keep confidential information received from the party confidential is not affected,
 - d. a statement that the party is not re-quired to consent to the change in the brokerage relationships in such transactions and may seek independent advice,
 - e. a statement that the consent of the party to change the brokerage relationship in such transactions has been given voluntarily and that the written consent has been read and understood by the party, and
 - f. a statement that the party authorizes the broker to change the brokerage relationship in such transactions and to assist all parties to such transaction as a transaction broker.
- C. 1. If neither party gives consent as de-scribed in paragraph 3 of subsection B of this section, the broker shall withdraw from providing services to all but one party to a transaction. If the broker refers the party for whom the broker is no longer providing services to another bro-ker, the broker shall not receive a fee for referring the party unless written disclo-sure is made to all parties.
- 2. If only one party gives consent as described in paragraph 3 of subsection B of this section, the broker may act as a transaction broker for the consenting party and continue to act as a single-party broker for the nonconsenting party. In this event, the broker shall disclose in writing to the consenting party that the broker remains a single-party broker for the nonconsenting party and performs services for the benefit of the nonconsenting party.
- D. A broker may cooperate with other bro-kers in a transaction. Under Sections 858-351 through 858-363 of this act, a broker shall not be an agent, subagent, or dual agent and an offer of subagency shall not be made to other brokers.

858-356. Disclosures--Confirmation in writing.

- A. Prior to the signing by a party of a con-tract to purchase, lease, option or exchange real estate, a broker who is performing ser-vices as a transaction broker without a writ-ten brokerage agreement shall describe and disclose in writing the broker's role to the party.
- B. Prior to entering into a written brokerage agreement as either a transaction broker or single-party broker, the broker shall describe and disclose in writing the broker's relation-ship to the party.
- C. A transaction broker shall disclose to the party for whom the transaction broker is pro-viding services that the party is not vicarious-ly liable for the acts or omissions of the trans-action broker.
- D. A single-party broker shall disclose to the party for whom the single-party broker is providing services that the party may be vic-ariously liable for the acts or omissions of a single-party broker.
- E. The disclosure required by this section and the consent required by Section 858-355 of this act must be confirmed by each party in writing in a separate provision, incorporat-ed in or attached to the contract to purchase, lease, option, or exchange real estate. In those cases where a broker is involved in a transaction but does not prepare the contract to purchase, lease, option, or exchange real estate, compliance with the disclosure re-quirements must be documented by the bro-ker.
- **858-357. Confidential information**. The fol-lowing information shall be considered confidential and shall not be disclosed by a broker without the consent of the party disclosing the information unless consent to disclosure is granted by the party disclosing the information, the disclosure is required by law, or the information is made public or becomes pub-lic as the result of actions from a source other than the broker:
 - 1. That a party is willing to pay more or ac-cept less than what is being offered;
 - 2. That a party is willing to agree to financ-ing terms that are different from those of-fered; and
 - 3. The motivating factors of the party pur-chasing, selling, leasing, optioning, or ex-changing the property.

Oklahoma Broker Relationship Act



Commercial Realty Resources Company mulitfamily investment services

858-358. Duties of broker following termi-nation, expiration, or completion of perfor-mance. Except as may be provided in a writ-ten brokerage agreement between the broker and a party to a transaction, the broker owes no further duties or responsibilities to the party after termination, expiration, or comple-tion of performance of the transaction, ex-cept:

- 1. To account for all monies and property relating to the transaction; and
- 2. To keep confidential all confidential information received by the broker during the broker's relationship with a party.

858-359. Payment to broker not determinative of relationship. The payment or promise of payment or compensation by a party to a broker does not determine what relationship, if any, has been established between the broker and a party to a transaction.

858-360. Abrogation of common law principles of agency—Remedies cumulative. The duties and responsibilities of a broker specified in Sections 858-351 through 858-363 of this act shall replace and abrogate the fiducia-ry or other duties of a broker to a party based on common law principles of agency. The remedies at law and equity supplement the provisions of Sections 858-351 through 858-363 of this act.

858-361. Use of Word "agent" in trade name. A real estate broker is permitted under the provisions of Sections 858-351 through 858-363 of this act to use the word "agent" in a trade name.

858-362. Vicarious liability for acts or omissions of real estate licensee. A party to a real estate transaction shall not be vicariously li-able for the acts or omissions of a real estate licensee who is providing services as a trans-action broker under Section 858-351 through 858-363 of this act.

858-363. Associates of real estate broker—Authority. Each broker associate, sales associate, and provisional sales associate shall be associated with a real estate broker. A real estate broker may authorize associates to enter into written agreements to provide bro-kerage services in the name of the real estate broker.