



COMMERCIAL REALTY RESOURCES CO.  
MULTIFAMILY INVESTMENT SERVICES



Arkansas

Oklahoma

Kansas



# Ridgeview Apartments

717 South 101st East Avenue  
Tulsa, Oklahoma 74128

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- \$250,000 Buyer Credit for Improvements
- 153 Units Offered at \$16,667 per unit
- Great Investment Opportunity
- High Traffic Area at Highway 169 and Interstate 44.
- Major Employers within minutes of the property.
- Woodland Hills Mall and other large retail within minutes of the property.
- 59% two bedroom units



[www.crcc.us](http://www.crcc.us)

*Providing professional apartment brokerage and marketing services for over 29 years*

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The information contained in this package has been obtained from sources we believe to be reliable; however, Commercial Realty Resources and Seller have not conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. Any proformas, projections, opinions, assumptions or estimates used are for example only and do not necessarily represent the current or future performance of the property.

Commercial Realty Resources and Seller recommend that prospective buyers conduct an in-depth investigation of the physical and financial aspects of the property to determine if the property meets their needs and expectations. We also recommend that prospective buyers consult with their tax, financial and legal advisors on any matter that may affect their decision to purchase the property and the subsequent consequences of ownership.

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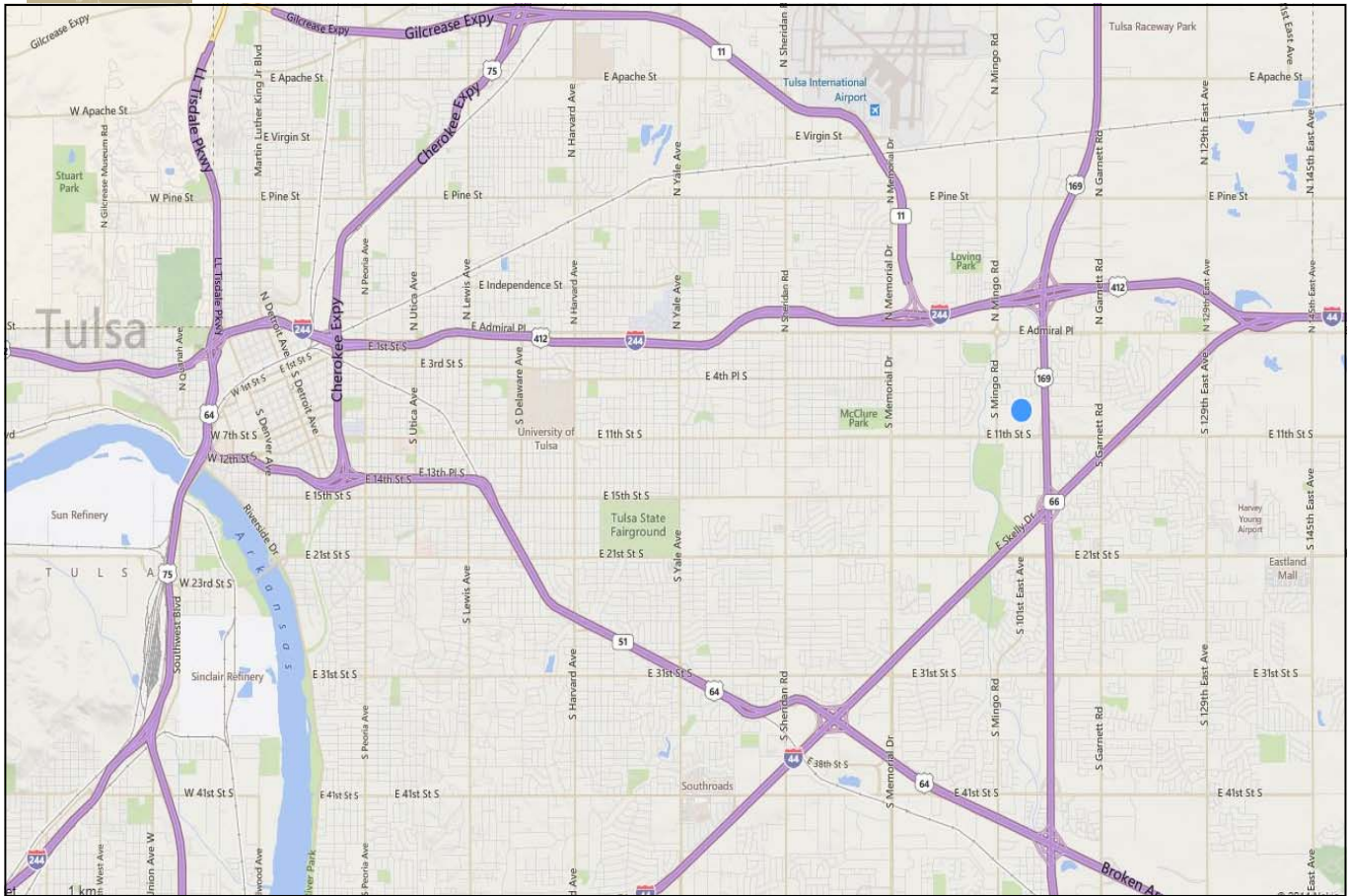
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## Submarket Map



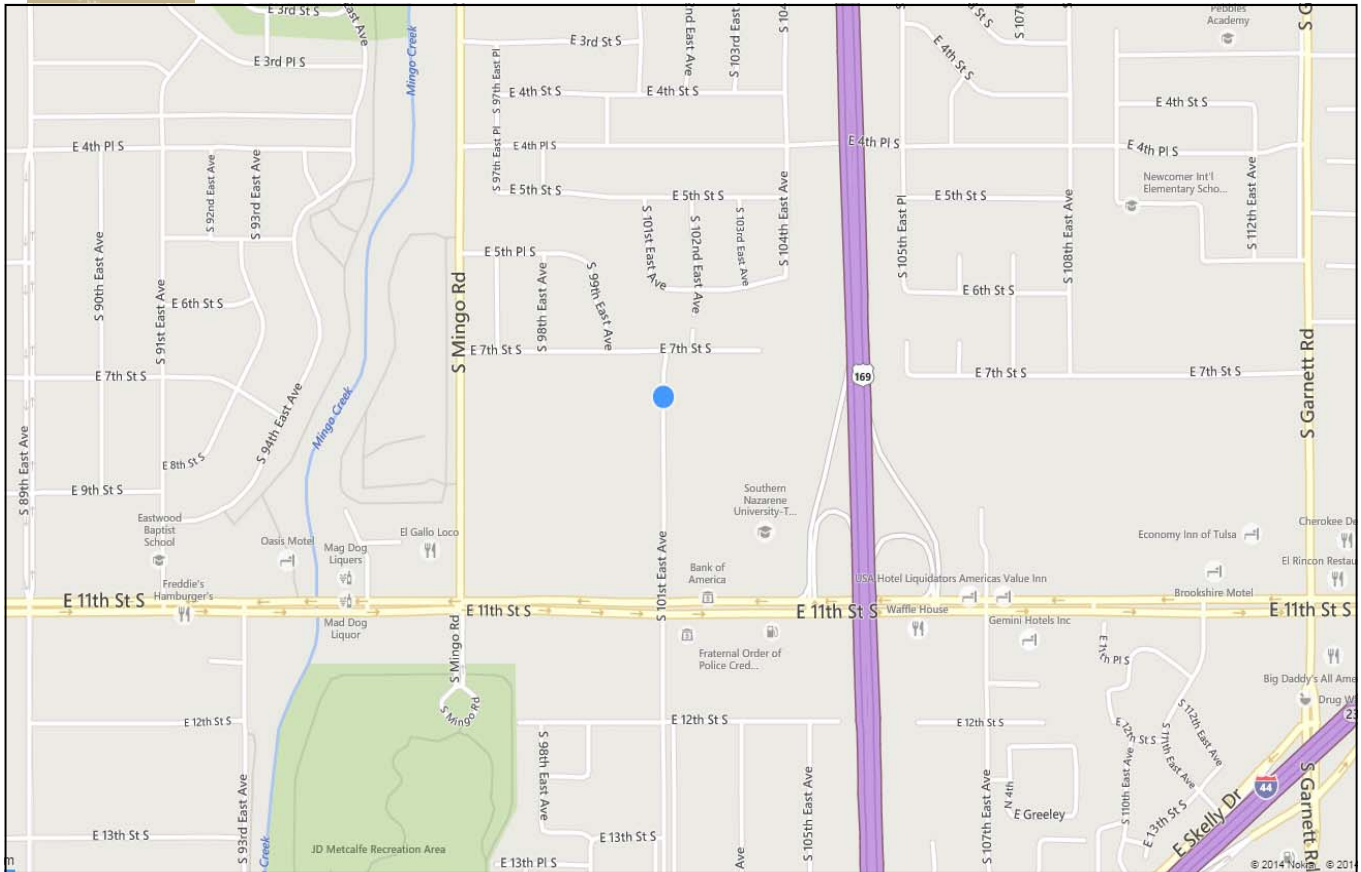
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## Neighborhood Map



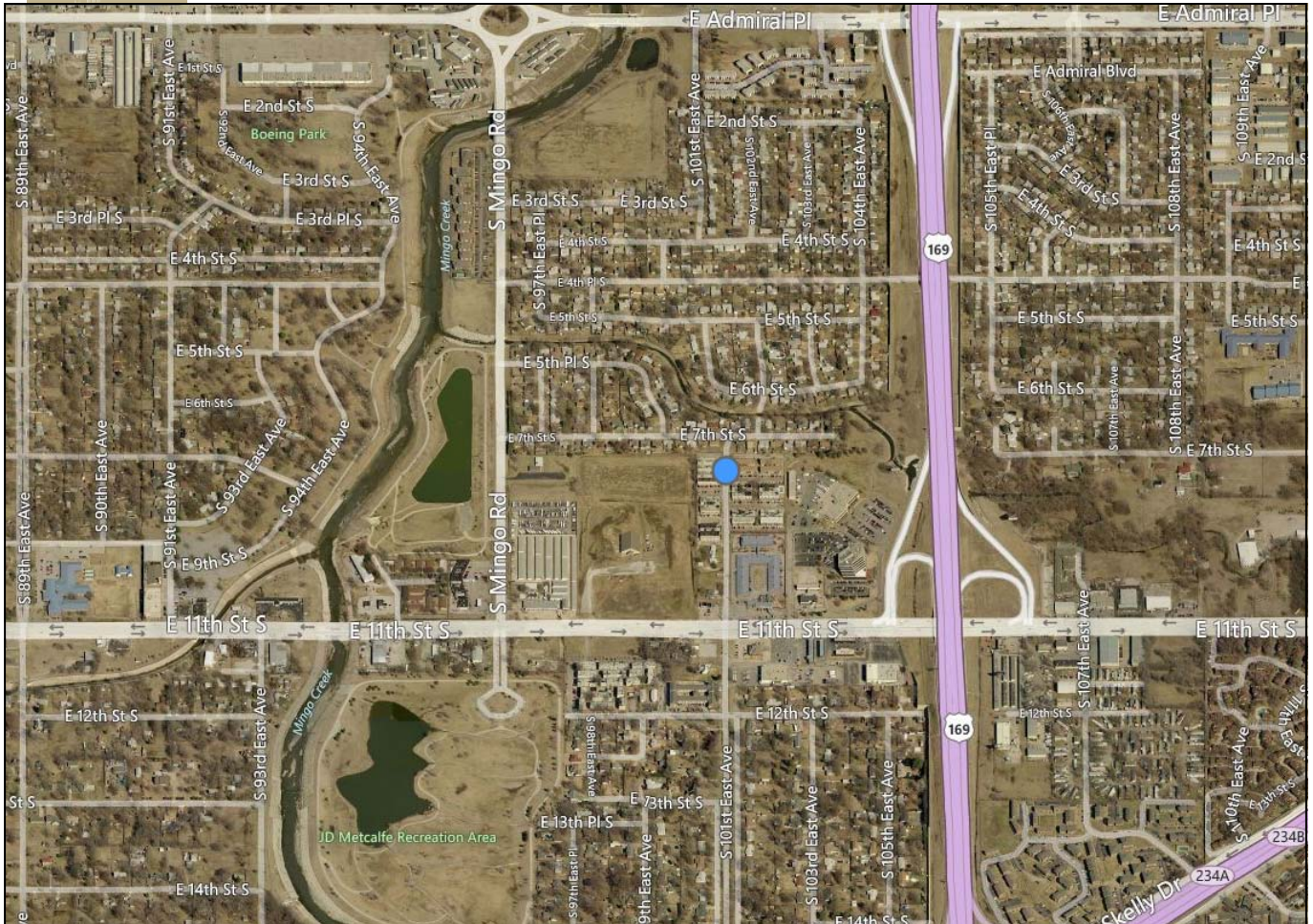
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## Submarket Aerial



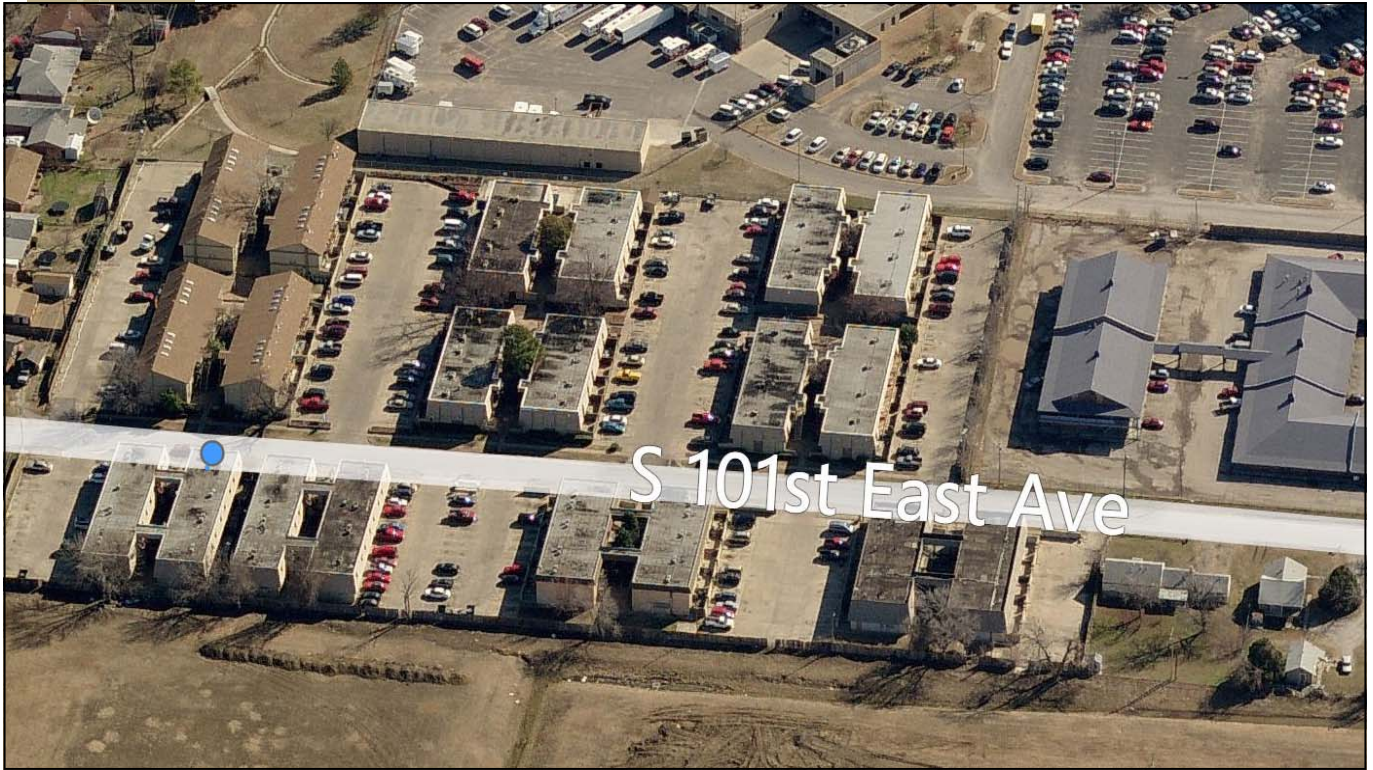
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Site Aerial



**Ridgeview**  
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## Offering Description

Ridgeview is a 153 unit apartment community conveniently located in East Tulsa, just off Highway 169 and Interstate 44.

Ridgeview is priced aggressively with a \$250,000 credit to the buyer at closing for new roofs. The offering provides significant upside through continued property improvements.

This two-story, garden-style community was built in 1973 and 1976 and consists of 20 residential buildings on approximately 5.82 acres. The property draws from Highway 169 and Interstate 44 with daily traffic counts over 100,000 and 49,000 respectively. Ridgeview has a good unit mix with 59% of the apartments being two bedrooms.

The property is being professionally managed by Winfield Property Management and has a stabilized occupancy over 90%.

The location of Ridgeview provides its residents quick and easy access to the many large employment centers in close proximity. Tulsa's International Airport is just five minutes to the north via Highway 169. The newly expanded Hard Rock Hotel & Casino, which employs over 1,000, is just 10 minutes east on Interstate 44. Many other large employers are in close proximity at the Intersection of Highway 169 and Highway 51; including State Farm, Schlumberger, Quik Trip, Metropolitan Life Insurance, and the Corporate Woods Business Park with the Thrifty and Dollar Rental Car headquarters. Tulsa's largest concentration of retail services and largest indoor shopping mall, Woodland Hills Mall, are located at 71st Street and Highway 169 just six miles south of the Ridgeview.

The Tulsa average sales price for 70's vintage properties over 25 units in size was \$22,297 in 2013 and \$28,005 at mid-year 2014. At \$16,667 per unit, Ridgeview offers excellent upside potential in one of the strongest economies in the nation.

### Financial Summary

Offering Price.....	\$2,550,000
Terms.....	Cash
Price per Apartment.....	\$16,667
Number of Units.....	153
<b>Buyer Credit at Closing.....</b>	<b>\$250,000</b>

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## Tulsa News

Cherokee Nation Businesses announced it will develop a new upscale retail center, **Cherokee Outlets**. The \$80 million project is expected to bring more than 1,000 new jobs to the Tulsa region. Hundreds of construction jobs are anticipated, and the project is expected to generate \$100 million in sales and attract two million visitors to the area annually. **09-16-2014**

**Harsco Industrial Air-X-Changers** plans to fill another 75 openings soon, in addition to the 46 new employees hired since the beginning of the year. The company recently announced it will relocate to a 520,000 square foot space in Center Point Industrial Park, adding 200,000 square feet to its current footprint and consolidating four separate locations. **06-5-2014**

Federal, regional, local and state officials joined **Macy's** April 17 in celebrating the groundbreaking for the retailer's 1.3 million-square-foot, \$180-million fulfillment center in north Tulsa County. The center represents the largest Tulsa-region jobs announcement in nearly a decade. **04-17-2014**

Tulsa-based **BizJet International** unveiled a facility April 10 that will house a new product line the company is introducing as part of its long-term growth strategy. At least 60 jobs are being added as part of the newly-announced expansion. BizJet International Sales & Support announced earlier this year that up to 250 jobs are being added companywide. BizJet currently employs around 300 at its Tulsa International Airport headquarters. **04-11-2014**

The Tulsa Regional Chamber, through its Tulsa's Future regional economic development plan, announced nearly **6,000 new jobs** in northeast Oklahoma during 2013, a number that surpasses last year's job creation numbers by more than 2,000 jobs. **03-19-2014**

Northeast Oklahoma continues to receive national and international recognition for business attraction and expansion. **The Tulsa region ranked No. 5** in a list of top 10 metros with population between 200,000 and 1 million for new and expanded facilities for 2013. The ranking was announced today in the latest issue of Site Selection magazine, a leading publication in the corporate real estate and economic development fields. **03-19-2014**

**Taylor Forge Engineered Systems** is marking its expansion in the Gas Processing and Heat Transfer business with construction of a new manufacturing center in Tulsa. The company plans to expand its workforce as part of its strategy for continued growth. Taylor Forge is in the process of applying for the State of Oklahoma's Quality Jobs incentive, and plans to add as many as 100 employees at its new facility. **03-19-2014**

Global investment publication fDi Magazine includes Tulsa on its newly-released list of "American Cities of the Future," placing **Tulsa No. 10** among mid-sized cities in the category of "Foreign Direct Investment Strategy." **03-19-2014**

## Ridgeview

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Tulsa, OK



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### Property Description:

Ridgeview is a two-story garden style apartment community located at 717 S. 101st East Avenue in Tulsa, Oklahoma.

The property has immediate access to the Mingo Valley Expressway (Highway 169) and enjoys a convenient location close to employment, restaurants, entertainment, and retail establishments.

Directions: from Highway 169 exit 11th Street and go west to 101st street then North one block to property.

### Number of Units:

153

### Number of Buildings:

20

### Year Built:

1973 and 1976  
*(according to courthouse records)*

### Apartment Features:

Central heat and air  
Ceiling Fans  
Oversized Closets  
Kitchens with complete Appliance Package

### Property Amenities:

Swimming Pool and Children's Play Areas  
Laundry Facility

### Construction:

- Style:** Two-story Garden Style
- Exterior:** Brick Veneer with Wood Siding
- Roof:** The property has a combination of pitched and flat roofs with either composition shingles or siding over mansard.
- Parking:** Asphalt with concrete curbs and walkways

### Mechanical System:

- Electrical Metering:** Individually metered. Electric service is paid by the tenant
- HVAC:** Electric and Gas
- Hot Water:** Central gas boiler system. Paid by Owner
- Water Meter:** Central Meter. Paid by Owner

### Current Occupancy:

94% on 9/23/2014 Rent Roll

### Real Estate Taxes:

20275-94-06-01580  
20275-94-06-01600  
37235-94-06-26015  
20275-94-06-01620  
20275-94-06-01610

2014 Assessed: 334,301  
2013 Tax Rate: 127.92  
Est. Tax Amount: \$42,533  
Assessment Ratio: 11%

**Ridgeview**  
 717 South 101st East Avenue  
 Tulsa, OK

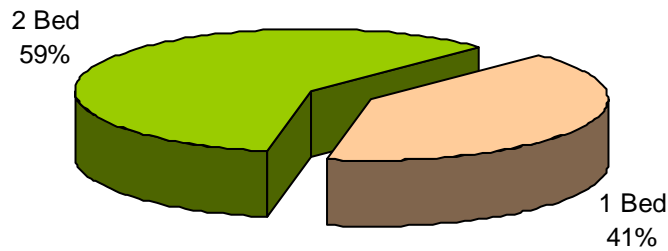


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## UNIT SUMMARY

No. Units	Bdrm / Bth	Sq.Ft.	Total Sq.Ft.	Market Rent	Rent/Sq.Ft.	Gross/Mo.	Gross/Yr.
51	1 Bed / 1 Bath	672	34,272	429.00	0.64	21,879	262,548
9	1 Bed / 1 Bath	756	6,804	439.00	0.58	3,951	47,412
2	1 Bed / 1 Bath	650	1,300	559.00	0.86	1,118	13,416
91	2 Bed / 1 Bath	900	81,900	549.00	0.61	49,959	599,508
		-	-	-	-	-	-
<b>153</b>		<b>812</b>	<b>124,276</b>	<b>502.66</b>	<b>0.62</b>	<b>76,907</b>	<b>922,884</b>

## DISTRIBUTION RATIO



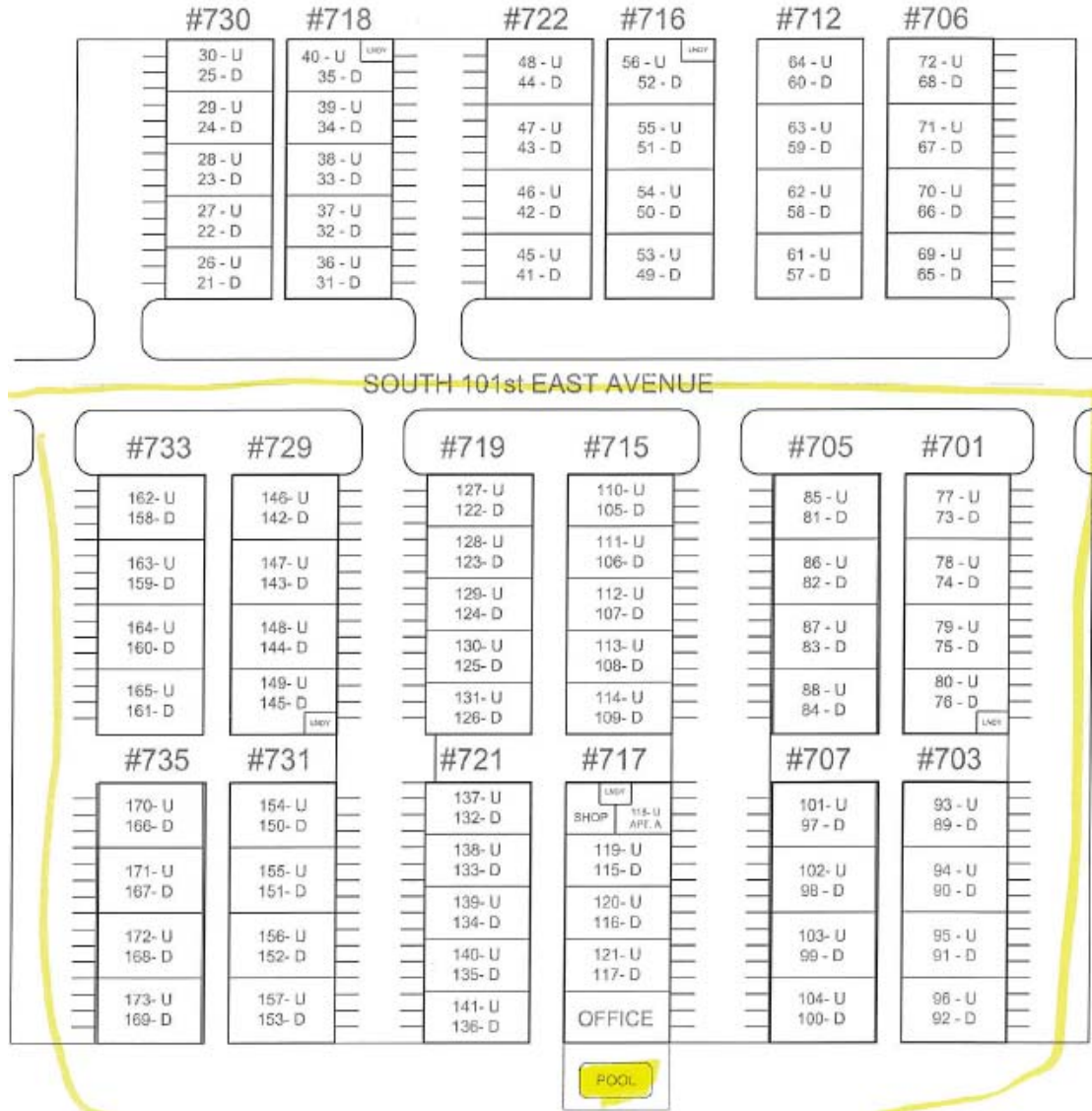
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## SITE MAP





**Ridgeview**

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Purchase Price & Terms

<b><u>Purchase Price:</u></b>	\$2,550,000
<b><u>Terms of Sale:</u></b>	Buyer to obtain new financing \$250,000 Buyer Credit at Closing
<b><u>Price Per Apartment Unit:</u></b>	\$16,667
<b><u>Price Per Net Rentable Sq. Ft.</u></b>	\$20.52
<b><u>Cap Rate:</u></b> <i>(based on Proforma)</i>	9.04



## Ridgeview

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## Operating Data Highlights

### Income

Income is based on current market rents using an 7% loss-to-lease and an 8% vacancy rate. The LTL provides immediate upside potential on new leases and renewals. Concessions, Utility and Other Income are based on actuals for 2014 annualized.

### Expenses

Insurance is based on market average  
Management fee is based upon 5%  
Utilities are based on actuals for 2014 annualized  
Expenses are projected at \$4,109 per unit per year

### Mortgage and Debt Service

Buyer to obtain new financing

### Cap Rate

9.04%

Annual Property Operating Data								
Run Date:	23-Sep-14	Offering Price:	\$	2,550,000	Cap Rate:	9.04%		
Project:	Ridgeview	Per Unit:	\$	16,667				
Location:	717 S. 101st E. Ave	Per Foot:	\$	20.52				
Number of Units:	153	Mortgage Balance:	\$	-				
Net Rentable S.F.	124,276	Equity Requirement:	\$	2,550,000	100%			
No. Units	Bdrm / Bth	Sq.Ft.	Total Sq.Ft.	Market Rent	Rent/Sq.Ft.	Gross/Mo.	Gross/Yr.	
51	1 Bed / 1 Bath	672	34,272	429.00	0.64	21,879	262,548	
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91	2 Bed / 1 Bath	900	81,900	549.00	0.61	49,959	599,508	
			-			-	-	
<b>153</b>		<b>812</b>	<b>124,276</b>	<b>502.66</b>	<b>0.62</b>	<b>76,907</b>	<b>922,884</b>	
		Jan-May 2013 Annualized	Jan-May 2014 Annualized	Jan-Aug 2014 Annualized	Proforma	Per Unit		
<b>INCOME</b>						-		
	Gross Potential				922,884	6,032		
	Loss to Lease 7%				68,000	444		
	Vacancy 8%		-	-	73,831	483		
	Total Rental Income	782,121	740,613	759,553	781,053	5,105		
	Concessions / Specials	51,254	40,263	37,951	37,951	248		
	Effective Rental Income	730,867	700,350	721,602	743,102	4,857		
	RUBS	-	22,887	24,745	24,745	162		
	Other Income	72,771	90,579	91,283	91,283	597		
	<b>Total Revenue</b>	<b>803,638</b>	<b>813,816</b>	<b>837,630</b>	<b>859,130</b>	5,615		
<b>EXPENSES</b>								
	R E Taxes	36,252	43,200	43,200	42,764	280		
	Insurance	35,350	33,216	41,520	62,000	405		
	Management Fee 5%	40,154	40,816	41,960	42,957	281		
	Water & Sewer	80,790	75,240	72,262	72,262	472		
	Trash	12,315	6,132	7,972	7,972	52		
	Natural Gas	43,026	58,536	46,665	46,665	305		
	Electric	22,125	21,952	22,740	22,740	149		
	Maintenance/Repairs	116,426	74,440	92,713	90,000	588		
	Advertising	6,068	4,723	7,854	5,000	33		
	Administration	46,785	22,872	25,900	25,000	163		
	Pest Control	-	4,438	6,657	3,875	25		
	Landscaping	15,360	23,040	21,600	21,500	141		
	Payroll / Taxes / Benefit / Bonus	194,158	190,975	192,174	186,000	1,216		
		-	-	-	-	-		
	<b>Total Operating Expenses</b>	<b>648,809</b>	<b>599,580</b>	<b>623,217</b>	<b>628,735</b>			
		4,241	3,919	4,073	4,109			
	<b>Net Operating Income</b>	<b>154,829</b>	<b>214,236</b>	<b>214,413</b>	<b>230,396</b>			
	Debt Service	-	-	-	-			
	<b>Cash-Flow Before Taxes</b>	<b>154,829</b>	<b>214,236</b>	<b>214,413</b>	<b>230,396</b>			
<b>Real Estate Tax Information:</b>		2014	<b>Assessed Value:</b>	334,301	<b>Rate/\$1000:</b>	127.92	<b>Value:</b>	\$3,039,100
<b>Account:</b>	5-accounts		<b>Tax Amount:</b>	\$42,764	<b>Tax Dist:</b>	0	<b>Per Unit:</b>	\$19,863



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## RENT COMPS

In order to estimate market rents for Ridgeview, four apartment communities were selected as most competitive. Each property has been chosen due to its similarity with regard to quality, location, age, or amenities. While each property may not be directly comparable in all aspects, collectively they represent the rental market for Ridgeview. Rental Rates are based on market rates excluding any concessions or specials. Rates were confirmed by apartmentguide.com or individual property web sites.

## Ridgeview

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**Meadowbrook**  
117 Units  
1968 Construction  
444 South Mingo

### Floor Plans & Pricing

Beds	Bath	Sq. Ft.	Rent
1	1	435	From \$380
1	1	550	From \$430
2	1	850	From \$530
2	1	900	From \$555

#### Apartment Features:

- Air Conditioning
- Balcony
- Cable Ready
- Dishwasher
- Oversized Closets
- Some Paid Utilities
- Garbage Disposal

#### Community Features:

- Accepts Credit Card Payments
- Laundry Facility
- Swimming Pool
- On Site Patrol

#### Additional Features:

- Adjacent to Mingo Creek Park walking trail
- Close to I-244, 169 and the airport

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**The Addison**  
160 Units  
1970 Construction  
10156 E. Admiral Place

### Floor Plans & Pricing

Beds	Bath	Sq. Ft.	Rent
1	1	665	\$475-\$575
2	1	891	\$575-\$705
2	2	908	\$600-\$740

#### Apartment Features:

- Air Conditioning
- Alarm
- Cable Ready
- Dishwasher
- Oversized Closets
- Some Paid Utilities

#### Community Features:

- Basketball Court(s)
- Laundry Facility
- Playground
- Swimming Pool

#### Additional Features:

- Lush landscaping
- New ceiling fans
- Spacious oversized closets
- New kitchen tile
- Large kitchens
- Courtesy patrol
- New Energy Heat Pumps
- Monitored Alarms Available

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**The Landing**  
128 Units  
1973 Construction  
9743 E. 12th Street

### Floor Plans & Pricing

Beds	Bath	Sq. Ft.	Rent
1	1	700	\$469
1	1	800	\$499
2	1	900	\$569
2	1.5	1000 TH	\$635
2	2	950	\$599

#### Apartment Features:

- Air Conditioning
- Cable or Satellite
- Carpet
- Ceiling Fan
- Dishwasher
- Extra Storage
- Garbage Disposal
- Patio or Balcony
- Tile Floors
- Walk In Closets

#### Community Features:

- Newly Remodeled
- Swimming Pool
- Next Door to Metcalf Park
- New Carpet/New paint
- Extra Storage
- Brand new laundry Facility
- On site cameras
- New Vinyl windows

## Ridgeview

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**Sierra Pointe**  
348 Units  
1967 Construction  
1433 S. 107th E. Avenue

### Floor Plans & Pricing

Beds	Bath	Sq. Ft.	Rent
1	1	680	\$420
2	1	840	\$495
2	1.5	900	\$530
3	1.5	1000	\$625
3	1.5	1000 TH	\$640

#### Apartment Features:

- Air Conditioner (Central)
- Cable Ready
- Ceiling Fan
- Heat (Electric)
- Individual Climate Control
- Range (Gas)
- Refrigerator
- Window Coverings

#### Community Features:

- Basketball Court
- Clubhouse
- Laundry Facilities
- Playground/Picnic Area
- Pool
- Soccer Field
- Spacious Grounds
- Easy Highway Access



## Ridgeview

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## Sold Comparison

Property Address: 6630 S. Zonis  
Size: 226 Units  
Built: 1976  
Price: \$5,900,000  
Price Per Unit: \$ 26,106  
Closing Date: April 2014



Arbors at Southern Hills

Property Address: 1433 S. 107th East Avenue  
Size: 348 Units  
Built: 1967  
Price: \$8,437,260  
Price Per Unit: \$24,245  
Closing Date: August 2014



Sierra Pointe

Property Address: 5555 E. 47th Place S.  
Size: 138 Units  
Built: 1965  
Price: \$3,750,000  
Price Per Unit: \$27,173  
Closing Date: May 2014



Plantation

Property Address: 6609 S. Lewis  
Size: 107 Units  
Built: 1965  
Price: \$2,350,000  
Price Per Unit: \$21,962  
Closing Date: March 2013



Southern Hills Villas

## Ridgeview

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## Sold Comparison

Property Address: 1713 S. Memorial  
Size: 182 Units  
Built: 1967  
Price: \$4,250,000  
Price Per Unit: \$ 23,351  
Closing Date: July 2013



Autumn Ridge

Property Address: 2409 S. Maybelle Avenue  
Size: 200 Units  
Built: 1971  
Price: \$5,400,000  
Price Per Unit: \$27,000  
Closing Date: June 2013



Western Pines

## Ridgeview

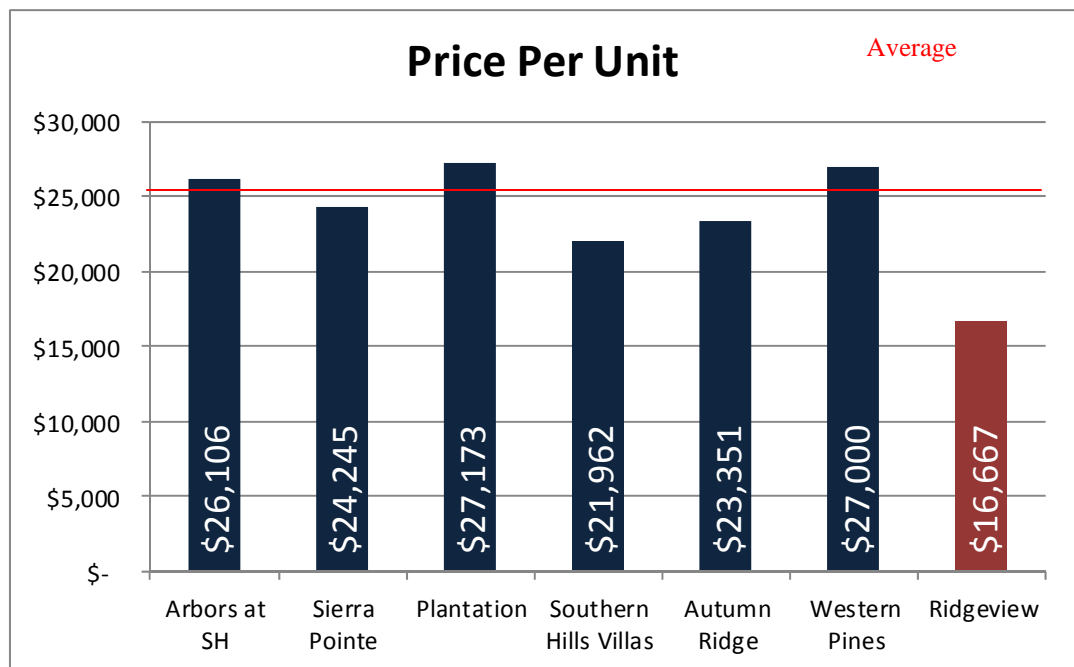
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## Sale Comp Summary

Property	Price/Unit	Overall Price	No. Unit	Year Built
Arbors at Southern Hills	\$26,106	\$5,900,000	226	1976
Sierra Pointe	\$24,245	\$8,437,260	348	1967
Plantation	\$27,173	\$3,750,000	138	1965
Southern Hills Villas	\$21,962	\$2,350,000	107	1965
Autumn Ridge	\$23,351	\$4,250,000	182	1967
Western Pines	\$27,000	\$5,400,000	200	1971
<b>Total/Average</b>	<b>\$25,051</b>	<b>\$30,087,260</b>	<b>1,201</b>	
Ridgeview	\$16,667	\$2,550,000	153	1973-76



# Ridgeview

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## Sale Comp Map





# A MOVE FORWARD

BUSINESS LOCATION DATA



# WORKFORCE

## Labor Force

### AREA LABOR FORCE

	TULSA COUNTY	TULSA MSA	STATE
July 2014	296,333	446,940	1,796,442
July 2013	301,993	455,612	1,829,640

Oklahoma Employment Security Commission

## Unemployment Rates

### AREA UNEMPLOYMENT RATES

PERIOD	COUNTY %	MSA %	STATE %
2014 July	4.6	4.8	4.7
2013 Avg.	5.3	5.5	5.4
2012 Avg.	5.5	5.6	5.4
2011 Avg.	6.4	6.6	5.9
2010 Avg.	7.5	7.7	6.9
2009 Avg.	6.8	7.1	6.7
2008 Avg.	3.6	3.7	3.7

Oklahoma Employment Security Commission

## Union Information

### UNION MEMBERSHIP

	2013	2012	2011	2010	2009
Employment	440,800	422,281	415,158	423,400	412,115
Union Members	30,856	28,712	29,399	25,041	29,509
Percent Unionized	7.0%	6.8%	7.1%	5.9%	7.2%

Union Membership and Coverage Database (UnionStats.com), July 2014. Membership includes both private & public sectors

### PETITIONS

2013

2012

2011

2010

2009

Petitions	2	0	4	4	1
Wins	1	0	2	2	1
Losses	1	0	2	2	0
Percent of Losses	50%	0	50%	50%	0

National Labor Relations Board, July 2014

## Employment by Sector

### EMPLOYMENT BREAKOUT TULSA MSA

	JULY 2014	JULY 2013	CHANGE
Total Non-Farm	435,800	428,900	6,900
Natural Resources & Mining	8,200	7,700	500
Construction	22,700	21,800	900
Manufacturing	54,100	50,600	3,500
Trade (Wholesale & Retail)	64,200	62,200	2,000
Transportation, Warehousing & Utilities	21,000	20,500	500
Financial Activities	23,300	23,000	300
Information	7,600	8,000	(400)
Professional & Business Services	56,200	58,600	(2,400)
Education & Health Services	66,500	66,700	(200)
Leisure & Hospitality	42,300	39,900	2,400
Other Services	16,900	17,200	(300)
Government	52,800	52,700	100

Oklahoma Employment Security Commission

## Wage and Salary Employment

### WAGE & SALARY EMPLOYMENT DATA

	TULSA MSA	STATE
July 2014	435,800	1,650,000
July 2013	428,900	1,615,600

Oklahoma Employment Security Commission

## Workers' Compensation

**Rates are only quoted by job code. Oklahoma offers three options for insurance:**

Private carrier (for list of private carriers)  
 Oklahoma Insurance Commissioner's Office  
 Property & Casualty Rates Division  
 (405)521-3681 or www.ok.gov/oid

Self insurance  
 Okla. Worker's Compensation Court  
 Insurance Department  
 (405)522-8680

CompSource OK  
 State Underwriting  
 (405)232-7663 or (800)347-3863

## Wage Rates

### 2014 TULSA MSA ESTIMATE OF MEDIAN BASE SALARIES

POSITION	SALARY \$	POSITION	SALARY \$
Accountant	48,667	Administrative Assistant	34,866
Bank Teller	34,866	Bookkeeper	30,805
Chemical Technician	42,520	Computer Operator	34,897
Computer Programmer, Lead	82,181	Controller, Top Corporate	168,589
Electrical Engineer	71,849	Electronics Assembler	26,578
Engineering Technician	44,721	File Clerk	26,961
General Clerk	27,790	Internal Auditor	52,809
Light Truck Driver	29,251	Machinery Mechanic	39,351
Market Research Analyst	50,009	Mechanical Engineer	68,681
Millwright	48,041	Order Clerk	34,726
PC Specialist	44,035	Personnel Clerk	32,676
Production Supervisor	52,921	Secretary	28,515
Stationary Engineer	43,938	Systems Analyst, Lead	81,341
Warehouse Worker	26,744	Accounting Clerk	31,981
Aircraft Mechanic	49,379	Benefits Analyst	50,700
Chemical Engineer	76,391	Chemist	49,731
Computer Programmer	64,163	Construction Worker	29,687
Data Entry Operator	24,982	Electrician, Certified	45,881
Electronics Technician	45,799	Executive Secretary	37,888
Fork Lift Operator	26,561	Heavy Truck Driver	38,449
Janitor	23,499	Machine Tool Operator	31,653
Maintenance Worker	33,560	Material Handler	27,533

POSITION	SALARY \$	POSITION	SALARY \$
Medical Lab Technician	35,248	Office Manager	45,860
Payroll Clerk	37,046	Personnel Analyst	51,778
Physicist, PhD	90,309	Receptionist	26,747
Shipping Clerk	28,911	Systems Analyst	61,230
Tool & Die Maker	47,735	Welder	38,131

*Economic Research Institute, Jan. 2014*

# MARKET ACCESS

## Air

### TULSA INTERNATIONAL

- Located on 4,000+ acres ? 700 shovel-ready acres available for development
- Ten minutes from most points in the city including downtown and Port of Catoosa
- 21 gates and three runways ? 10,000, 7,376 and 6,101 feet in length
- Approximately five million people served annually
- Non-stop service to 16 cities with an average 55+ departures per day
- Three freight carriers; 2013 air freight ? 56,000+ tonss
- Fixed base operators, 30 hangars and general aviation services
- U.S. Customs offices
- 12,000+ people employed ? American Airlines, HP Enterprise Services, Spirit AeroSystems, Lufthansa and others
- Daily flights on American, Delta, Southwest, United & Allegiant Air
- Current flight information can be found here: [Tulsa Airport Authority](#)

### RICHARD LLOYD JONES JR.

- 700-acre facility with three runways ? 5,101, 4,207 and 2,641 feet in length
- Two fixed-base operators with six hangars for 70 aircraft
- 211 commercial and private hangars
- Spartan College of Aeronautics and Technology and six other flight schools
- Tulsa Technology Center?s aviation campus
- Ten minutes south of downtown
- Home to 500+ aircraft and 350+ employees

## Motor Freight

*Research Wizard ? City County Library, Jan. 2014*

- Central location for major distribution centers
- Access to I-44, I-40 & I-35
- One-to-two day delivery time to major cities in West South Central region
- Numerous carriers including FedEx, UPS, Melton, Yellow, and others

## ROAD DISTANCE TO MAJOR MARKETS

CITY	MILES	KILOMETERS
Atlanta	772	1,242
Boston	1,537	2,473
Charlotte	990	1,593
Chicago	683	1,099
Cleveland	925	1,488
Dallas	263	423
Denver	681	1,096
Detroit	909	1,463
Houston	478	769
Kansas City	248	399
Los Angeles	1,452	2,336
Memphis	401	645
New Orleans	647	1,041
New York	1,344	2,162
Oklahoma City	105	169
St. Louis	396	637
Seattle	1,982	3,189
San Francisco	1,760	2,832

## Rail

Research Wizard ? City County Library, Jan. 2014

- Two mainline carriers ? BNSF (piggyback hub) & Union Pacific
- Four short line carriers ? Sand Springs, Tulsa-Sapulpa Union, St. Louis Southwestern & SK&O
- Area switching services and piggyback facilities
- Rail serves major industrial parks including Tulsa Port of Catoosa
- Expediter services

## RAIL DISTANCE TO MAJOR MARKETS

CITY	DAYS	CITY	DAYS
Atlanta	3	Chicago	2
Cleveland	3	Dallas	1
Denver	2	Detroit	3
Houston	2	Kansas City	1

CITY	DAYS		CITY	DAYS
Little Rock	1		Los Angeles	4
Memphis	2		Miami	4
Nashville	3		New Orleans	2
New York	4		Oklahoma City	1
Phoenix	3		Pittsburgh	3
Seattle	4		St. Louis	2

## Waterway

*Tulsa Port of Catoosa, Jan. 2014*

- Provider ? Tulsa Port of Catoosa
- Year round service ? ice free
- Foreign trade zone 53
- 500-acre terminal facilities
- 1,500-acre industrial park
- 2013 tonnage ? 2.7 million
- 2013 port industry employment ? 66 businesses; 4,000+ people
- Stevedore services
- 200-ton bridge crane
- Roll-on/Roll-off dock
- Port-owned rail service & truck and barge loading facilities

## RIVER MILEAGE & TIME

DESTINATION	MILES	KILOMETERS	DAYS
Mississippi River	445	716	4 — 5
New Orleans	937	1,508	8 — 10
Memphis	584	940	5 — 6
Houston	1,340	2,156	10 — 12
Pittsburgh	1,799	2,895	15 — 20
Little Rock	324	526	2 — 3
Chicago	1,368	2,201	10 — 12

# FACILITIES

## Retail Buildings

- Market size - 19,149,321 sq. ft.
- Available sq. ft. (Class A-D) - 2,125,421 Vacancy 11.1%
- 2013 city construction permits ? 48 issued for 2,318,200 sq. ft. or \$44.7 million
- Weighted average rental rate (Class A-D) - \$11.37

## RETAIL MARKET SUMMARY

BLDG. CLASS	SQ. FOOTAGE	VACANT SQ. FT.	% VACANT	AVG. RATE \$
A	8,116,934	488,443	6.02	19.12
B	4,391,121	642,519	14.63	9.90
C	5,299,583	814,901	15.38	8.66
D	1,341,683	179,558	13.38	8.01
Total	19,149,121	2,125,421	11.10	11.37

CBRE Oklahoma Tulsa Retail Mid-Year 2014 & Research Wizard, City/County Library Aug. 2014

## Utilities

### NATURAL GAS COSTS

Commercial & Industrial Service - Typical Monthly Bill

DTH/MMBTU PER MONTH	50*	100**	500**	1,000**	5,000**	10,000**
MONTHLY COST \$	337	510	2,133	4,167	19,366	38,123

Tulsa City-County Library/Oklahoma Natural Gas, Oct. 2013

\*Does not qualify for transport and is based on ONG's 12-month average commodity price of \$5.108 per Dth plus monthly service fees.

\*\*Qualifies for transport and third party gas. Costs are based on ONEOK Gas Transmission's 12-month commodity price of \$3.362 per Dth plus monthly transport fees as well as a usage profile representing a load factor of 78%.

Large customers should contact ONG for specific costs. Costs for 100 Dth or higher apply to transport customers who purchase gas from a third party supplier, with ONG transporting it for them.

One Dekatherm (Dth) of natural gas is equal to one million British thermal units (Btu) dry.

### WATER & SEWER INTRO

- Provider - City of Tulsa (two city-owned lakes)
- Capacity/Usage (Mgd) - Water: 200+/100 Sewer: 100+/52

### WATER & SEWER COSTS

Commercial Service - Cost per Thousand Gallons\*

WATER	Inside City	\$2.66
	Outside City	\$3.94
SEWER	Inside City	\$5.14
	Outside City	\$8.39

Industrial Service - Cost per Thousand Gallons\*

WATER	Inside City	\$1.94
	Outside City	\$2.85
SEWER	Inside City	\$3.205
	Outside City	\$4.905

*\*Does not reflect monthly meter charges based on size needed  
Tulsa City-County Library/City of Tulsa, Oct. 2013*

## TELECOMMUNICATIONS

- Local service providers include AT&T, Verizon, Cox Business Services, TW Telecom, EasyTEL Communications and Windstream
- The Tulsa area offers the latest in telecommunications technology including 100 percent fiber and digital switching networks with near instantaneous self-healing capabilities
- Five area Points of Presence

## ELECTRICITY

- Provider - Public Service Company of Oklahoma

## ELECTRICITY COSTS

Comercial Service - Typical Monthly Bill

KW BILL DEMAND	3	6	12	30	50	100	500
KILOWATT HOURS	375	750	1,500	6,000	12,500	30,000	150,000
COST \$	61	86	134	414	986	2,263	11,076

Industrial Service - Typical Monthly Bill

KW BILL DEMAND	150	300	500	1,000	5,000	10,000
MEGAWATT HOURS	30	60	125	350	1,800	3,500
COST \$	2,313	4,565	9,322	20,530	103,492	202,723

*Tulsa City-County Library/AEP-Public Service Company of Oklahoma, Oct. 2013*

## NATURAL GAS

- Provider ? Oklahoma Natural Gas Company

## Office Buildings

- Market size - 21,845,543 sq. ft.
- Available sq. ft. - 4,830,570 Vacancy 22.11%
- Rental rate average \$13.79
- 2012 city construction permits - 23 issued for 1,077,600 sq. ft. or \$35.62 million

## OFFICE BUILDINGS SUMMARY

SUBMARKET	TOTAL SQ. FT.	%VACANT	AVAILABLE SQ. FT.	ASKING GROSS RENTAL RATE \$
CBD	8,778,447	21.0	1,847,734	13.51
East	2,45,536	23.3	571,745	13.80
Midtown	1,935,208	10.5	203,355	13.52
North Central	833,191	24.6	205,293	12.53
Northeast	920,000	8.7	80,367	9.24
South Central	7,009,963	20.8	1,458,967	15.09
Market Total	21,927,375	19.9	4,367,461	13.96

CBRE Oklahoma Office Mid-Year 2014 & Research Wizard, City/County Library Aug. 2014

## Land

- More than 31 developed industrial/business districts
- Tulsa Port of Catoosa
- Tulsa International Airport
- Richard Lloyd Jones Jr. Airport

## ESTIMATED LAND COSTS PER SQUARE FOOT

INDUSTRIAL PARK	LOW COST \$	HIGH COST \$	MEDIAN COST \$
One Acre	1.50	5.00	3.00
1 - 5 Acres	1.50	4.00	2.75
5 - 10 Acres	0.75	3.00	1.75
10 - 20 Acres	0.50	2.00	1.25
20 - 40 Acres	0.35	1.00	0.60
Over 40 Acres	0.25	0.75	0.40

NON INDUSTRIAL PARK	LOW COST \$	HIGH COST \$	MEDIAN COST \$
One Acre	1.00	3.00	1.75
1 - 5 Acres	0.75	2.50	1.25
5 - 10 Acres	0.50	2.00	1.00
10 - 20 Acres	0.25	1.50	0.75
20 - 40 Acres	0.15	0.75	0.35
Over 40 Acres	0.10	0.50	0.15

RETAIL	LOW COST \$	HIGH COST \$	MEDIAN COST \$
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One Acre	9.00	25.00	14.00
1 - 5 Acres	6.00	15.00	9.00
5 - 10 Acres	5.00	10.00	7.00
10 - 20 Acres	3.50	5.50	4.50
20 - 40 Acres	2.00	4.00	3.00
Over 40 Acres	1.50	3.00	2.25

CBRE Oklahoma Office Mid-Year 2014 & Research Wizard, City/County Library Aug. 2014

## Industrial Buildings

- Market size - 76,563,688 sq. ft.
- Available sq. ft. - 4,964,298 Vacancy 6.3%
- Rental rates - \$4.29 to \$6.04 sq. ft. triple net
- 2013 city construction permits - 36 issued for 1,213,400 sq. ft. or \$32.1 million

## INDUSTRIAL MARKET SUMMARY

SUBMARKET	GROSS BLDG. SQ. FT.	AVAILABLE SQ. FT.	LEASE RATE \$	VACANCY %
Northeast	19,938,352	737,991	6.04	3.7
Northwest	13,686,033	363,856	4.29	2.7
South Central	18,088,445	1,691,636	6.03	8.7
Southeast	14,779,388	1,522,925	5.88	10.3
Southwest	10,071,470	647,890	4.88	6.4
<b>Market Total</b>	<b>76,563,688</b>	<b>4,964,298</b>	<b>5.42</b>	<b>6.3</b>

CBRE Oklahoma Office Mid-Year 2014 & Research Wizard, City/County Library Aug. 2014

# BUSINESS ENVIRONMENT

## Community Data

### FINANCIAL INSTITUTIONS HEADQUARTERED IN TULSA

INSTITUTIONS	NUMBER	COMBINED ASSETS
Banks	36	\$38,715,520,000
S&L/Credit Union	27	\$3,400,808,923

FDIC & National Credit Union Administration, Quarter 3, 2013 – Jan. 2014

## CLUBS & ORGANIZATIONS

- Business/Professional ? 123
- Civic/Service ? 197
- Cultural ? 62
- Educational ? 230
- Special Interest ? 165

## 2014 BUSINESS ANNOUNCEMENT HIGHLIGHTS

NEW BUSINESS	PRODUCT/SERVICE	LOCATION	SQ. FT.	JOBS
D&D Industrial Coatings	Coatings Facility	MidAmerica	30,150	30
Cooweescoowee Health Ctr.	Cherokee Nation Health Svcs.	Ochelata	28,000	30
Eagle Energy Exploration	Oil & Gas Drilling	Tulsa	n/a	16

EXPANDING BUSINESS	PRODUCT/SERVICE	LOCATION	SQ. FT.	JOBS
Excellence Engineering	Engineering Services	Tulsa	n/a	50
The Williams Companies	Energy/HQ	Tulsa	n/a	85
Level 3 Communications	Telecommunications Provider	Tulsa	n/a	162
Bravo Natural Resources	Natural Gas	Tulsa	n/a	57
NORDAM	Mfg. Aircraft Interiors/Structures	Tulsa	n/a	75
HP Enterprise Services	Data Center	Tulsa	n/a	65
Apache Corporation	Oil & Gas Exploration	Tulsa	n/a	100
Saint Francis Health System	Hospital/Health Care	Tulsa	n/a	252
U.S. Cellular	Regional Office	Tulsa	n/a	100
Bizjet International	Aircraft Overhaul & Maintenance	Tulsa	n/a	250
QPS Engineering	Engineering Services	Tulsa	n/a	60
L-3 AMI	Flight Simulator Hardware Mfg.	Broken Arrow	15,000	60
Harsco AXC	Mfg. Heat Exchangers	Tulsa	200,000	121
Swagelok Oklahoma	Dist. Fluid System Components	Broken Arrow	15,000	n/a
Protégé Energy III	Oil & Gas	Tulsa	n/a	35

## COMMUNITY DATA INTRO

- City bond rating ? Standard & Poors AA; Moody?s Aa1
- Class of post office ? 1st
- Fire insurance class rating ? 3 out of 10 ISO rating
- Fire protection ? 671 authorized personnel and 30 fire stations
- Police protection ? 777 authorized officers
- Meeting facilities ? 14,500 hotel rooms and 781,650 sq. ft. of exhibit space

## Largest Employers

### LARGEST EMPLOYERS 2014

1,000 or more employees

\* Denotes Headquarters or Primary Location

- Aaon\*
- American Airlines Maint. Base\*
- AT&T
- Baker Hughes
- Bank of Oklahoma\*
- Broken Arrow Public Schools\*
- DirecTV
- Hard Rock Casino & Resort\*
- Hillcrest Healthcare System\*
- IC of Oklahoma
- Jenks Public Schools\*
- NORDAM Group\*
- ONEOK\*
- Osage Casinos
- OSU Medical Center\*
- Owasso Public Schools\*
- Public Service Co. of Oklahoma\*
- QuikTrip Corp.\*
- Reasor?s Foods\*
- River Spirit Casino\*
- Saint Francis Health System Inc.\*
- Spirit AeroSystems Inc.
- St. John Health System\*
- State Farm Insurance
- Tulsa Community College\*
- Tulsa Public Schools\*
- Tulsa, City of\*
- Tulsa, County of\*
- Union Public Schools\*
- University of Tulsa\*
- U.S. Postal Service
- Verizon Business
- Wal-Mart Stores / Sam's Club
- Williams Companies\*

## Incentives

## INCENTIVES 2014

### EXAMPLE I - MANUFACTURER (NAICS 332) - \$30 MILLION INVESTMENT, 200 JOBS ANNUAL SALARY OF \$38,000

1a	Quality Jobs	\$3,800,000 (5% area)	10 years
	Alternative to Quality Jobs		
1b	Investment/Jobs Tax Credit	\$1,425,000	5 years
	Sales Tax Reimbursement on Construction Materials	\$347,700	One-time
2	Five-Year Property Tax Exemption	\$1,296,713	5 years
3	Freeport Tax Exemption	\$644,529	Annual Perpetual
4	Sales Tax Exemption on Machinery & Equipment	\$1,738,500	One-time
5	Sales Tax Exem. on Goods Consumed in Mfg. Proc.	\$19,553,489	Annual Perpetual
6	Sales Tax Exemption on Energy Used in Mfg. Process	\$645,774	Annual Perpetual

Estimated total value of incentives over 10 years	
With 1a, Quality Jobs Cash Incentive	\$27,679,005 (5% area)
With 1b, Investment Tax Credit Package	\$25,651,705

### EXAMPLE II - DATA CENTER (NAICS 518210) - \$100 MILLION INVESTMENT 15 JOBS - ANNUAL SALARY OF \$100,000

1	Quality Jobs (21st Century Quality Jobs)	\$1,500,000	10 years
2	Five-Year Property Tax Exemption	\$5,108,659	5 years
3	Sales/Use Tax Exemption on Mach. & Equip.	\$6,068,363	One-Time
4	Est. Telecomm Usage Savings per \$Million Spent	\$10,224,000	Annual Perpetual

Estimated total value of incentives over 10 years	\$22,901,022
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Oklahoma Business Incentives & Tax Information Guide, Oklahoma Dept. of Commerce, Feb. 2014

- Quality Jobs Program
- 21st Century Quality Jobs Program
- Quality Jobs + Investment Tax Credit
- Engineer Tax Credit Program
- Small Employer Quality Jobs Program
- Ad Valorem Tax Exemptions
- Freeport Law
- Sales Tax Exemptions
- Sales & Use Tax Refunds
- Investment/New Jobs Income Tax Credit
- Oklahoma Quick Action Closing Fund
- Employee Training
- Enterprise Zones

- Transportation Infrastructure Assistance
- Finance Programs

## Taxes

### PRIMARY OKLAHOMA BUSINESS TAXES 2014

TYPE	BASE OR MEASURE	RATE	AGENCY
Corporate Income	Net income (three-factor formula)	6%	Ok. Tax Commission
Franchise	Capital employed to produce state income	\$20,000 max \$1.25 per \$1,000	Ok. Tax Commission
State Sales & Use	Receipts from sales/use of taxable items	4.50%	Ok. Tax Commission
Local Sales & Use	Receipts from sales/use of taxable items	3.167% City & 0.85% County	Ok. Tax Commission
Unemployment Insurance	Wages to approximately \$14,900	1% - 1.8% New Locations	Ok. Employment Security Commission
Workers' Compensation Insurance	Payroll and occupation	Variable	Workers' Compensation Court
Personal Income	Taxable income	0.5 – appx. 5.25%	Ok. Tax Commission
Local Property	Valuation of property	Approximately 1% of taxable value	County Assessor

*Oklahoma Business Incentives & Tax Information Guide, Oklahoma Dept. of Commerce, Feb. 2014*

## QUALITY OF LIFE

### Other Facts

### TULSA MSA CITY CRIME RATES

*(per 100,000 population) FBI Uniform Crime Reports, Jan. 2014*

- Robberies ? 125.9
- Rapes ? 49.3
- Homicides ? 5.7
- Assaults ? 361.8

### MEDIA

- 33 local radio stations
- 100+ digital/HD cable-television channels

- One daily newspaper and numerous weekly

## VISITOR COSTS

*Economic Research Institute Geographic Reference Report Jan. 2014*

- Estimated average hotel costs - \$77 per day
- Number of hotels and motels ? 234
- Estimated average food and other costs - \$46 per day
- Number of restaurants ? 2,237

## MISC. FACTS

- Central time zone
- Area code ? 918 or 539
- Founded in 1898
- Metro area square miles ? 5,151
- City area square miles ? 192
- Elevation ? 725 feet above sea level

## Tulsa MSA Demographics

### 2013-18 POPULATION STATISTICS

DESCRIPTION	2010 CENSUS	2013 ESTIMATE	2018 PROJECTION
<b>Total Population</b>			
Tulsa MSA	937,406	957,933	991,877
% White	70.9	70.9	70.8
% Black	8.4	8.4	8.2
% Asian	1.8	1.9	2.0
% Hispanic	8.4	9.1	9.5
% American Indian	8.3	8.1	8.1
Total Households	367,066	375,439	391,265
% Male of Population	49.1	49.1	49.3
% Female of Population	50.9	50.9	50.7
Population Density per sq. mi.	153.55	156.92	162.48
<b>Household Income (percent in dollars)</b>			
\$0 ? 14,999	13.3	13.4	11.7
\$15,000 ? 24,999	12.4	12.2	11.2
\$25,000 ? 34,999	12.2	12.1	11.2
\$35,000 ? 49,999	14.8	14.9	14.2

DESCRIPTION	2010 CENSUS	2013 ESTIMATE	2018 PROJECTION
\$50,000 ? 74,999	19.3	19.3	19.7
\$75,000 ? 99,999	11.9	11.9	12.8
\$100,000 ? 149,999	10.7	10.6	12.5
\$150,000 +	5.4	5.7	6.6
Median Household Income	\$46,887	\$47,027	\$51,944
Average Household Income	\$65,083	\$65,434	\$71,034
Per Capita Income	\$25,670	\$25,826	\$28,196
Median Age Total Population	36.5	36.7	37.0
High School Grad. Attainment	30.1%	29.8%	29.4%
Bachelor?s Degree Attainment	17.2%	17.4%	17.8%

DemographicsNow.com, Oct. 2013

## TULSA POPULATION

YEAR	CITY	COUNTY	MSA
1990	367,302	503,341	708,954
2000	392,707	563,305	859,537
2010	391,831	603,403	937,406
2013*	397,476	618,948	957,933
2018*	398,782	637,206	991,877

DemographicsNow.com, Oct. 2013 \* Estimate

## Healthcare

### AREA SERVICES

Research Wizard ? Central Library, Jan. 2014

- Physicians ? 1,730
- Dentists ? 535
- Local HMO?s ? 4
- Ambulatory surgery centers - 7
- Medical clinics ? 97

### TULSA HOSPITALS

FACILITY	BEDS	BASS- INETS	BIRTHS	INPATIENT - OUTPATIENT ADMISSIONS	EMERGENCY ADMISSIONS
Cancer Treatment Center	40	N/A	N/A	945/28,557	N/A

FACILITY	BEDS	BASS-INETS	BIRTHS	INPATIENT - OUTPATIENT ADMISSIONS	EMERGENCY ADMISSIONS
Hillcrest Medical Center	727	48	2,904	23,365/121,765	47,920
Laureate Psych. Clinic & Hosp.	91	N/A	N/A	3,249/10,924	N/A
OSU Medical Center	249	15	501	6,505/30,453	47,786
Saint Francis Hospital	646	34	4,220	35,688/283,982	96,258
Children's Hosp. at Saint Francis	162	N/A	N/A	8,552/N/A	N/A
St. John Medical Center	547	20	2,100	28,400/421,000	61,000
Hillcrest Hospital South	180	26	1,277	7,271/71,718	26,912
Saint Francis Hospital South	84	12	1,221	3,908/25,615	25,515

Vision Tulsa 2014, Feb. 2014

## Cost of Living

### COST OF LIVING INDEX INTRO

C2ER 2014 Second Quarter, Sept. 2014

- Home price (new 4-bedroom, 2-bath, 2,400 sq. ft.) - \$198,038
- Apartment rent (950 sq. ft., 2-bedroom, 2-bath) - \$592
- Monthly total residential energy costs - \$140.10
- Doctor visit - \$105.33 Dentist visit - \$71.25

### COST OF LIVING INDEX COMPARISON

COMMUNITY	COM-POSITE	GROCERY	HOUSING	UTILITIES	TRANS-PORTATION	HEALTH CARE	MISC.
<b>Tulsa</b>	<b>89.9</b>	<b>95.0</b>	<b>65.5</b>	<b>98.8</b>	<b>99.5</b>	<b>94.1</b>	<b>100.0</b>
Albuquerque	92.1	94.6	77.4	89.5	100.9	98.8	99.0
Dallas	95.4	97.0	75.5	104.2	101.9	97.2	104.9
Denver	107.0	99.9	125.8	98.1	100.8	101.3	101.0
Houston	99.7	84.9	107.2	103.3	95.8	92.7	101.2
Kansas City	101.5	102.7	93.5	110.5	95.7	99.3	107.1
Little Rock	97.2	93.8	96.2	108.2	94.3	86.0	98.7
Oklahoma City	89.1	90.0	81.7	94.1	92.3	95.3	90.9
St. Louis	93.1	104.2	72.4	114.1	97.2	101.9	95.8
Wichita*	89.7	87.7	74.5	108.4	98.7	94.7	92.8

\*First Quarter 2014 data

# Culture and Recreation

## MUSEUMS

- Alexandre Hogue Gallery
- Black Settlers
- Gilcrease Museum
- Ida Dennie Willis Museum
- International Linen Registry
- Mac?s Antique Car Museum
- OK Jazz Hall of Fame
- ORU Elsing Museum
- Philbrook Museum of Art
- Sherwin Miller Museum of Jewish Art

## PERFORMING ARTS

- American Theatre Company
- Theatre Tulsa
- Tulsa Ballet Theater
- Tulsa Opera

## FESTIVALS & FAIRS

- Tulsa State Fair
- Mayfest
- Oktoberfest
- July 4th Celebrations
- Gatesway Intl. Balloon Festival
- Jazz on Greenwood Festival
- Chili Cookoff & Bluegrass Festival
- Winterfest Holiday Festival
- Christmas & Holiday Festivals
- Numerous Ethnic Festivals

## LOCAL ENTERTAINMENT & OUTDOOR RECREATION

- BOK Center
- Oklahoma Aquarium
- Golfing ? 24 public; 10 private
- 138 area parks
- Expo Square Events
- Big Splash Waterpark
- Tulsa Zoo
- Oxley Nature Center
- Municipal Rose Garden
- Discoveryland!
- Seven area lakes
- Riverparks and trails

## SPORTING EVENTS

- Tulsa Drillers Baseball
- Tulsa Oilers Hockey
- Fair Meadows Horse Racing
- Annual Tulsa Run
- Tulsa Shock WNBA Basketball
- University of Tulsa Golden Hurricane
- Oral Roberts University Golden Eagles
- USL PRO Soccer (2015)

## MAJOR SHOPPING DESTINATIONS

- Woodland Hills Mall ? 165 stores including Sears, Dillard?s, Macy?s & JC Penney
- Tulsa Promenade Mall ? 96 stores including Dillard?s, Macy?s & JC Penney
- Utica Square ? 60 stores including Saks Fifth Avenue & Miss Jackson?s
- The Farm ? Unique outdoor center with more than 40 specialty shops
- Tulsa Hills ? 146-acre outdoor center including Lowes, Belks, & Target
- And 149 other centers

## Climate

- Average annual rainfall ? 41 in., snowfall ? 9 in.
- Average humidity ? 81% morning & 56% afternoon
- Direction of prevailing wind and speed ? southerly, 10 mph.
- Average days of sunshine per year ? 227

MONTH	HIGH	LOW
July	94	73
January	46	25

## Education

### HIGHER EDUCATION DEGREE PROGRAMS 2013-14 SCHOOL YEAR

INSTITUTION	ARTS	BUSINESS	SCIENCE	SOCIAL SCIENCE & EDUCATION	GRADUATE
Langston University, Tulsa	0	2	2	5	4
Northeastern State University, B.A.	0	9	8	13	17
Oral Roberts University	28	6	13	14	15
OSU Center for Health Sciences	--	--	--	--	4
OSU Tulsa	7	6	5	6	31
OU Tulsa	1	--	3	2	26
Rogers State University	13	21	10	13	--
Tulsa Community College*	12	34	47	60	--

INSTITUTION	ARTS	BUSINESS	SCIENCE	SOCIAL SCIENCE & EDUCATION	GRADUATE
University of Phoenix	2	10	5	3	4
University of Tulsa	11	6	19	25	57

\*School grants associate degrees only  
Tulsa City-County Library, Oct. 2013

## TECHNICAL & TRADE SCHOOLS

Tulsa Technology Center (vo-tech)

- Enrollment – 4,381 (Fall 2013)
- Seventy one full-time programs
- Six area campuses
- Administers FREE Training for Industry Program for eligible new and expanding companies

Spartan College of Aeronautics and Technology

- Enrollment – 740 (Fall 2013)
- Six programs in aerospace, avionics and non-destructive testing

## TULSA PUBLIC SCHOOLS 2011 - 2012 SCHOOL YEAR

- Largest school district in the state
- Elementary, Middle and High School Magnet and Charter schools
- Number of 2012 high school graduates ? 1,5711
- Percent of 2012 graduates seeking higher education ? 55%
- Spending per student - \$9,566
- Number of 2012 Merit Scholarship Semifinalists ? 6
- Four Tech-Prep Programs

## TULSA PUBLIC SCHOOL DISTRICT 2011 ? 2012 SCHOOL YEAR

	ELEMENTARY	MIDDLE SCHOOL	HIGH SCHOOL
Number of Schools	56	14	11
Enrollment	25,721	6,242	8,956
Student/Teacher Ratio	15:4	15:4	15:4
Total Staff (Certified Teachers & Professional Support Staff)	1,694	465	583
Regular Teaching Staff	1,028	338	444
Pre-Kindergarten & Kindergarten Staff	297	n/a	n/a
Counselors/Guidance	58	23	33
Gifted & Talented	20	7	--
Special Education	169	78	78
Librarians	55	8	11
Staff Development Teachers	31	7	7
Nurses	--	2	1

	ELEMENTARY	MIDDLE SCHOOL	HIGH SCHOOL
Speech Pathologist	36	2	1
Principals & Assistant Principals	65	28	31

Tulsa Public Schools, Nov. 2013

## TULSA COUNTY SCHOOLS 2013 TESTING SCORES

	ACT	SAT VERBAL	SAT MATH
Tulsa Public Schools	19.4	--	--
Berryhill	20.9	--	--
Bixby	22.3	--	--
Broken Arrow	21.6	--	--
Collinsville	20.7	--	--
Glenpool	20.6	--	--
Jenks	23.7	586	595
Liberty	19.0	--	--
Owasso	22.4	--	--
Sand Springs	21.0	--	--
Sperry	19.8	--	--
Skiatook	20.5	--	--
Union	21.2	584	620

Oklahoma State Dept. of Education and contact with schools, Jan. 2014

## REVENUE 2011-2012 TULSA COUNTY SCHOOL YEAR

REVENUE	AMOUNT \$	PERCENT
Total Local & County	324,708,604	39.4
Total State Dedicated & Appropriated	401,244,152	48.7
Total Federal	98,721,803	12.0
Grand Total	824,674,559	100

State Dept. of Education & Tulsa City-County Library, Nov. 2013

## HIGHER EDUCATION INSTITUTIONS 2013-14 YEAR

INSTITUTION	BUDGET \$	ENROLLMENT	FACULTY*
Langston University**	72,036,715	2,563	178
Northeastern State University**	95,507,506	8,559	540
Oral Roberts University	101,967,169	3,403	275

INSTITUTION	BUDGET \$	ENROLLMENT	FACULTY*
OSU Center for Health Sciences	154,270,195	473	103
OSU Tulsa	25,440,529	2,890	212
OU Tulsa (incl. School of Community Medicine)	137,000,000	1,454	293
Rogers State University	34,890,296	4,289	258
Tulsa Community College	117,160,384	17,876	1,086
University of Phoenix	N/A	1,200	161
University of Tulsa	159,074,917	4,608	337

\* Full & part-time faculty except Univ. of Tulsa - full-time only

\*\*Includes all campuses

Tulsa City-County Library, Oct. 2013



**Ridgeview**

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# OKLAHOMA REAL ESTATE COMMISSION

## What You Need to Know About Broker Services

**A real estate broker may work with one or both parties to a real estate transaction.** *The Oklahoma Broker Relationships Law (Title 59, Oklahoma Statutes, §858-351 – 858-363) allows a real estate firm to provide brokerage services to both parties to the transaction. This could occur when a firm has contracted with a seller to sell their property and a prospective buyer contacts that same firm to see the property. If the prospective buyer wants to make an offer on the property, the firm must now provide a written notice to both the buyer and seller that the firm is now providing brokerage services to both parties to the transaction.*

**Oklahoma real estate brokers have mandatory duties and responsibilities to all parties in a real estate transaction.** *These duties and responsibilities shall be described and disclosed in writing prior to signing a contract to sell, purchase, lease, option or exchange real estate. These duties and responsibilities are to:*

- *Treat all parties with honesty and exercise reasonable skill and care.*
- *Receive all written offers and counteroffers, reduce offers or counteroffers to a written form upon request of any party to a transaction and present timely all written offers and counteroffers (unless specifically waived in writing by a party).*
- *Timely account for all money and property received by the broker.*
- *Disclose information pertaining to the property as required by the Residential Property Condition Disclosure Act.*
- *Comply with all requirements of The Oklahoma Real Estate License Code and all applicable statutes and rules.*
- *Keep confidential information received from a party or prospective party confidential unless written consent is granted by the party, the disclosure is required by law, or the information is public or becomes public as the results of actions from a source other than the broker. Confidential information includes:*
  - *That a party is willing to pay more or accept less than what is being offered*
  - *That a party or prospective party is willing to agree to financing terms different from those offered*
  - *The motivating factors of the party or prospective party purchasing, selling, leasing, optioning or exchanging the property*
  - *Any information specifically designated as confidential by the party unless such information is public.*

**A broker has additional duties and responsibilities only to a party for whom the broker is providing brokerage services.** *These duties and responsibilities shall also be described and disclosed in writing prior to signing a contract to sell, purchase, lease, option and exchange real estate. These duties are to:*

- *Inform the party in writing when an offers is made that the party will be expected to pay certain costs, brokerage services costs and approximate amount of the costs.*
- *Keep the party informed regarding the transaction.*

**If a broker intends to provide fewer brokerage services than those required to complete a transaction, the broker shall provide written disclosure to the party for whom the broker is providing services.** *The disclosure shall include a description of those steps in the transaction that the broker will not provide and state that the broker assisting the other party in the transaction is not required to provide assistance with these steps in any manner.*

**Disclosure of these duties and responsibilities is required in writing.** *The duties and responsibilities disclosed by the broker shall be confirmed in writing by each party in a separate provision, incorporated in or attached to the contract to purchase, option or exchange real estate.*

**Services provided to a tenant do not automatically create a broker relationship.** *When a broker provides brokerage services to a landlord under a property management agreement, the services provided to the tenant by the broker shall not be construed as creating a broker relationship between the broker and the tenant unless otherwise agreed to in writing; however, the broker owes to the tenant the duties of honesty and exercising reasonable skill and care.*

*For more information, visit [www.orec.ok.gov](http://www.orec.ok.gov)*