



COPPER MILL PLAZA
19275 South Hwy 125
FAIRLAND, OKLAHOMA

OFFERING MEMORANDUM · COMMERCIAL INVESTMENT · MLS #26-1173

Copper Mill *Plaza*

19275 S HIGHWAY 125 · FAIRLAND, OKLAHOMA 74343

\$395,000

LIST PRICE

\$475K

MAI APPRAISED

5,200

GROSS SF

8.8%

STABILIZED CAP

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CONFIDENTIAL — FOR QUALIFIED INVESTORS ONLY · THREE-PATH VALUE-ADD OPPORTUNITY · LISTED BELOW MAI
APPRAISAL · JUNE 2026

INVESTMENT OVERVIEW

A Three-Path Value-Add Opportunity

Listed \$80,000 Below Independent MAI Appraisal

Copper Mill Plaza is offered at \$395,000 — a \$80,000 discount (16.8%) to the January 2026 MAI appraisal of \$475,000 by Bryan C. Lang, MAI (#12807CGA), Paradigm Appraisal Services. The appraiser's own stabilized income approach yields an 8.8% cap rate at list price.

The investment thesis turns on one primary driver: Unit A (1,444 SF), currently owner-occupied and available upon sale. Leasing this unit at the market rate of \$8.00/SF NNN adds \$10,974/yr to NOI — creating \$129,000–\$137,000 in value at market cap rates, acquired at no premium above list price.

Current tenants (month-to-month gross leases) already pay gross rents exceeding the \$8.00/SF NNN base rate on a gross-equivalent basis. Converting renewals to NNN structure eliminates ~\$9,139/yr in landlord expense exposure without raising face rent — a structural improvement in landlord net income at no cost to tenants.

THREE PATHS TO VALUE

PATH 1 As-is · gross leases · C, D, E only **4.1%** \$16,264 NOI

PATH 2 Unit B leased · B–E at \$8 NNN **6.1%** \$23,923 NOI

PATH 3 All 5 units NNN · Unit A leased **8.8%** \$34,897 NOI

VALUE CREATION WATERFALL

Entry — list price	\$395,000
+ B–E NNN stabilization (Path 2)	+\$7,659 NOI/yr
+ Unit A lease-up (Path 3)	+\$10,974 NOI/yr
Stabilized value @ 8.5% cap	\$410,555

LIST PRICE

\$395,000

\$73.15/SF GBA

MAI APPRAISED

\$475,000

\$80K below appraisal

FULL STABILIZED CAP

8.8%

All 5 units · \$8 NNN

UNIT A VALUE UPSIDE

+\$129K

at 8.5% cap on lease-up

INVESTMENT HIGHLIGHTS

- \$80,000 below MAI appraisal — Paradigm Appraisal Services, Bryan C. Lang MAI, Jan 2026
- Unit A (1,444 SF) available upon sale — \$963/mo NNN market, largest suite, immediate lease-up opportunity
- Leasing Unit A = +\$129K value at 8.5% cap — embedded upside at no acquisition premium
- NNN conversion adds ~\$9,139 NOI/yr — no face rent increase required on existing tenants
- 48,545 SF excess land appraised at \$55,000 — included in purchase price, development-ready
- Individual utility meters per suite — purpose-built for NNN operation from day one
- Highway 125 corridor · ~4,000 VPD · 0.17 mi from US-60 interchange

Market base rent \$8.00/SF/yr NNN per Paradigm Appraisal Services (Bryan C. Lang MAI #12807CGA), January 2026, confirmed by comparable NE Oklahoma NNN retail. Full appraisal available to qualified buyers on NDA execution.

PHYSICAL & LEGAL OVERVIEW

Building & Site Specifications

MAI APPRAISED VALUE	LIST PRICE	DISCOUNT TO APPRAISAL	2025 RE TAXES
\$475,000	\$395,000	−\$80,000 (16.8%)	\$4,335

IDENTIFICATION

PROPERTY NAME	Copper Mill Plaza
ADDRESS	19275 S Highway 125, Fairland OK 74343
COUNTY	Ottawa County, Oklahoma
MLS #	26-1173
APN	3175-17-026-023-0-003-05
OWNER OF RECORD	Herman Ray & Eulene Roberts Family Living Trust
ZONING	No Formal Zoning (Fairland)
PROPERTY RIGHTS	Fee Simple

SITE DATA

PRIMARY SITE	63,090 SF · 1.4483 acres
EXCESS LAND	48,545 SF · 1.1144 acres
TOTAL SITE	111,635 SF · 2.5628 acres
LOT FRONTAGE	430 LF on Hwy 125
SITE COVERAGE	8.2%
PARKING	~25 spaces · 1:208 SF · 4.8/1,000
FLOOD ZONE	Zone X — Improvements unaffected
LAND:BUILDING RATIO	12.1:1

BUILDING DATA (PER MAI APPRAISAL)

GROSS BUILDING AREA	5,200 SF
NET RENTABLE AREA	5,004 SF
COMMON AREA	196 SF (2 exterior restrooms)
BUILDING EFFICIENCY	96.2%
YEAR BUILT	2013
CONDITION	Average to Good
NUMBER OF SUITES	5 (Units A–E)
AVG. SUITE SIZE	~1,001 SF (per appraiser)

CONSTRUCTION & SYSTEMS

FOUNDATION	Concrete Slab
FRAMING	Wood Frame
EXTERIOR	Prefab Metal Panel / Partial Masonry
ROOF	Standing-Seam Metal
HVAC	Central Air / Wall Heaters
FUEL	Electric / Propane Backup
WATER / SEWER	Public (City of Fairland)
UTILITY METERS	Individual per suite

CURRENT & MARKET TENANCY

Rent Roll — As-Is vs. Market NNN (\$8.00/SF)

UNIT	SF*	TENANT	STATUS	CURRENT GROSS/MO	MKT BASE NNN/MO	CAM/MO	NNN TOTAL/MO	BASE RENT/YR
A	1,444 SF	Available Upon Sale <i>(currently owner-use)</i>	LEASE-UP OPP.	\$0	\$963	\$472	\$1,435	\$11,552
B	800 SF	Vacant — Available	VACANT	\$0	\$533	\$261	\$795	\$6,400
C	800 SF	AgLand Insurance	LEASED M-T-M	\$750	\$533	\$261	\$795	\$6,400
D	800 SF	AgLand Insurance	LEASED M-T-M	\$750	\$533	\$261	\$795	\$6,400
E	800 SF	Green & Associates Accounting	LEASED M-T-M	\$650	\$533	\$261	\$795	\$6,400
Totals	4,644 SF	3 paying tenants · 2 lease-up opportunities (A & B)		\$2,150/mo	\$3,096/mo	\$1,517/mo	\$4,613/mo	\$37,152/yr

*SF per MAI appraiser. Market base rent \$8.00/SF/yr NNN per Paradigm Appraisal Services Jan 2026. CAM \$3.92/SF/yr at full occupancy. M-T-M = month-to-month gross leases. Current gross rents exceed NNN base rate — smooth NNN conversion runway at renewal.

THREE-PATH PRO FORMA — \$8.00/SF NNN MARKET BASIS

CURRENT · GROSS LEASES Path 1 — As-Is	UNIT B LEASED · NNN CONVERSION Path 2 — B–E Stabilized	ALL 5 UNITS · FULL NNN Path 3 — Full Stabilized
GRI — Units C, D, E Units A & B	Base Rent B–E (3,200 SF × \$8) \$25,600 Vacancy (5%)	Base Rent (4,644 SF × \$8.00) \$37,152 Vacancy (5%)
EGI \$25,800	Net Base Rent \$24,320	Net Base Rent \$35,294
T-12 Operating Expenses (-\$9,536)	CAM — pass-through wash — Non-Recoverable only (-\$397)	CAM — pass-through wash — Non-Recoverable only (-\$397)
NOI \$16,264	NOI \$23,923	NOI \$34,897
CAP AT \$395K 4.1%	CAP AT \$395K 6.1%	CAP AT \$395K 8.8%
Current cash flow. Landlord absorbs all \$9,536 in annual expenses.	NNN conversion eliminates ~\$9,139 landlord expense exposure. Unit A still owner-use.	Unit A leased at \$8 NNN. Matches MAI appraiser's stabilized income conclusion.

ENTRY BASIS \$395,000	NOI LIFT — UNIT A +\$10,974/yr	VALUE CREATED (8.5% CAP) +\$129,111	STABILIZED VALUE (8.5% CAP) \$410,555 \$436,215 at 8.0% cap
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OPERATING EXPENSE REGISTER

T-12 CAM Statement

Trailing 12-month annualized expense register with recoverable classification, allocation methodology, and gross-up to 100% leasable occupancy (Units B-E = 3,200 SF). Unit A (owner-use) excluded. Variable expenses grossed up from 75% current leasable occupancy.

T-12 ACTUAL \$9,139 Recoverable only	GROSSED-UP \$14,413 100% leasable (B-E)	PER LEASABLE SF \$4.50 \$14,413 ÷ 3,200 SF
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CATEGORY	LINE ITEM	RECOVERABLE	ALLOCATION	GROSS-UP	T-12 ACTUAL	MO. AVG	GROSSED-UP
CAM — EXTERIOR / SITE							
	Landscaping / Mowing	Yes	Pro-rata SF	Variable ✓	\$1,311	\$109	\$1,748
	Landscaping — Seasonal	Yes	Pro-rata SF	Variable ✓	\$70	\$6	\$93
	Irrigation — Water & Repairs	Yes	Pro-rata SF	Variable ✓	\$840	\$70	\$1,120
	Parking Lot Repairs	Yes	Pro-rata SF	Variable ✓	\$389	\$32	\$519
	Exterior Signage — Electrical	Yes	Pro-rata SF	Fixed	\$60	\$5	\$60
	Snow / Ice Removal	Yes	Pro-rata SF	Variable ✓	\$70	\$6	\$93
	Pest Control — Exterior/Common	Yes	Pro-rata SF	Variable ✓	\$540	\$45	\$720
CAM — BUILDING / STRUCTURAL & INTERIOR COMMON							
	Roof Repairs & Maintenance	Yes	Pro-rata SF	Fixed	\$100	\$8	\$100
	Common Restrooms — Cleaning & Supplies	Yes	Pro-rata SF	Variable ✓	\$375	\$31	\$500
CAM — UTILITIES (COMMON / SHARED)							
	Electric — Exterior / Parking / Signage	Yes	Pro-rata SF	Variable ✓	\$60	\$5	\$80
	Electric — Interior Common Areas	Yes	Pro-rata SF	Variable ✓	\$20	\$2	\$27
	Electric — Shared Building Systems	Yes	Pro-rata SF	Fixed	\$20	\$2	\$20
	Water — Common / Shared	Yes	Pro-rata SF	Variable ✓	\$80	\$7	\$107
	Water — Irrigation	Yes	Pro-rata SF	Variable ✓	\$65	\$5	\$87
ADMINISTRATION · INSURANCE · REAL ESTATE TAXES							
	Bookkeeping / Accounting	Partial	Admin fee	Fixed	\$302	\$25	\$302
	General Liability — Property-Wide	Yes	Pro-rata SF	Fixed	\$4,475	\$373	\$4,475

MARKET CONTEXT

Location & Trade Area Overview

Copper Mill Plaza sits on State Highway 125 in the southern portion of Fairland, Oklahoma — approximately one-quarter mile south of its intersection with U.S. Highway 60. Fairland is the gateway community to Grand Lake O' the Cherokees, generating both year-round local demand and strong seasonal tourism traffic.

The MAI appraiser confirmed the property's highest and best use as continued multi-tenant retail. Comparable improved sales analyzed ranged from \$72.73 to \$119.62/SF with an adjusted range of \$72.73 to \$107.66/SF. The subject lists at \$73.15/SF GBA — at the bottom of that range on a gross basis.

TRAFFIC COUNTS — ODOT / AADT

ROADWAY	LOCATION	VPD
West Conner Ave	0.04 mi N (RPR)	7,220
US Hwy 60	0.17 mi N (ODOT)	4,400–5,200
SH-125 at site	Subject property	3,700–4,004
SH-125 south	South of site	4,100–4,500

- Grand Lake O' the Cherokees — Major inland lake destination generating significant seasonal tourism along Hwy 125 year-round.
- Supply-Constrained Market — Appraiser required regional comparable search. Limited competing inventory supports the subject's leasing position.
- Will Rogers Turnpike (I-44) — Primary east-west corridor connecting Tulsa to Joplin, MO. SH-125 is a principal access route for lake-bound visitors.

MARKET INDICATORS

MEDIAN HOME VALUE \$160,110	2-YR HOME APPRECIATION +10%
FLOOD ZONE (IMPROVEMENTS) Zone X ✓	2025 RE TAXES \$4,335

MAI COMPARABLE IMPROVED SALES

Address	Sale Price	\$/SF	Date
1620 S Main St, Grove	\$900,000	\$119.62	Oct-23
414 N Wilson St, Vinita	\$288,000	\$72.73	Jan-23
1107 NE 1st St, Pryor	\$950,000	\$81.07	Apr-25
Subject — List Price	\$395,000	\$73.15	Active

Source: Paradigm Appraisal Services comparable improved sales analysis, January 2026.

ASSESSED VS. LIST PRICE

Ottawa County assessed this property at \$508,331 for 2025. The MAI appraised at \$475,000. The list price of \$395,000 is a \$80,000 discount to the MAI appraisal and a \$113,331 discount to the county assessed value.

PROPERTY GALLERY

Exterior & Interior Views



Photography provided by seller. Additional photos available. Showings by appointment — Hometown Real Estate agent must be present.

FOR MORE INFORMATION · SHOWINGS BY APPOINTMENT ONLY

Interested in *Copper Mill Plaza?*

A Hometown Real Estate agent must be present at all showings. Please call to schedule.

JP

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LIST PRICE

\$395,000

MAI APPRAISED

\$475,000

MLS NUMBER

#26-1173

STABILIZED CAP

8.8%

All 5 units · \$8 NNN

Confidentiality & Disclaimer: This Offering Memorandum was prepared by Jackie Palma (OK Lic. #149339) and M. David Coale (OK Lic. #209773) of Hometown Real Estate for informational purposes only. Financial projections are estimates based on owner-provided data, T-12 CAM records, and the Paradigm Appraisal Services evaluation (Bryan C. Lang, MAI, #12807CGA, effective January 6, 2026). The appraisal is a Restricted Report under USPAP Standards Rule 2-2(b) intended for the client only; it may not be relied upon by third parties without appraiser consent. Market rent of \$8.00/SF NNN per MAI appraiser. NNN pro formas reflect base rent only — CAM is a pass-through wash. All projections involve assumptions that may not be realized. Prospective purchasers should conduct independent due diligence. This memorandum does not constitute an offer to sell. All offers through listing agents. Equal Housing Opportunity.