

Owasso,
Oklahoma
74055

Mixed-Use Development for Retail, Office & Medical

Cambridge Park

St. John Owasso Hospital and Medical Building



COME, write your own chapter in Owasso's success story. We're transforming the land surrounding The Owasso Hospital in vibrant Owasso, Oklahoma, into an upscale retail and mixed-use development designed to **attract the affluent shopper** who currently must drive to South Tulsa or to the Utica Square area to find the goods and services they most desire.

Owasso's **highly attractive demographics** alone would make *Cambridge Park's* location a smart one, but when the 423,000+ population of Owasso's trade area is factored in, the strength of the opportunity for the right business or trade becomes apparent. Owasso's "funnel effect" trade area routinely draws shoppers from as far away as Kansas to the north and Arkansas to the east.

Inside, you'll find much of the pertinent demographic information, a plat of the lots available, and more information on *Cambridge Park*. On the back cover, we've included an aerial view of the site, showing access points, neighboring development, and its **excellent visibility from US Highway 169** and 129th East Avenue in Owasso.



Four Points

Development, LLC

Location. Opportunity. Success.

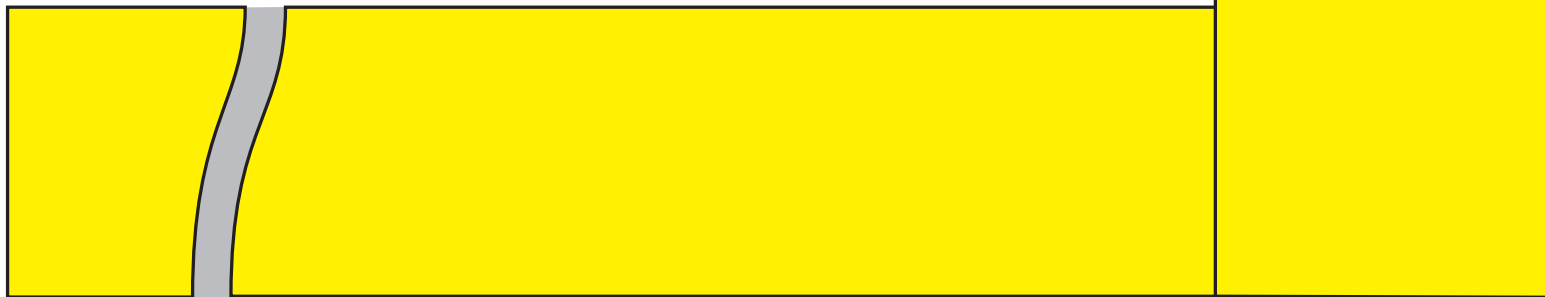
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Retail Potential Report

Cambridge

Owasso is much bigger than it appears on the map... with a trade area comprising nearly 700 square miles and 423,677 potential consumers, the area is a natural choice for many retail operations. The smashing success of both national and regional retail businesses who've chosen to locate in the city is a well-documented story. Some of the demographic highlights of the location include:

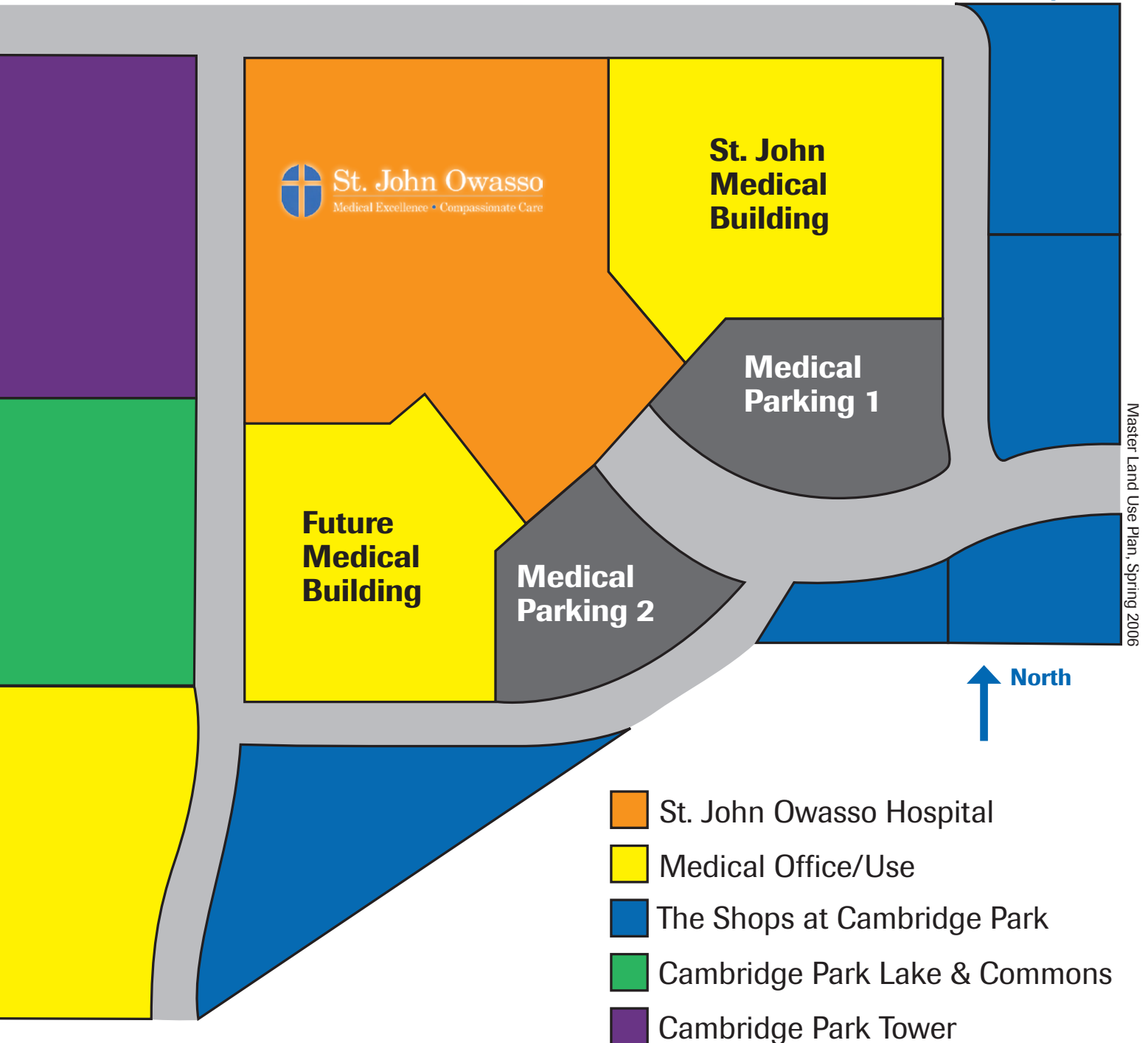
- A highly affluent local population, with a 2005 average family income in the Owasso ZIP code of **\$81,592.00**. The 2005 population in the ZIP code is 33,458.
- An affluent trade area population, with a 2005 median family income of **\$59,489.00**. This income is concentrated in households in their prime buying years: the median income levels for all households with heads between 25 and 65 fall between \$41,000.00 and \$52,000.00 yearly. Each age category is **projected to gain between \$5,000.00 and \$7,000.00** in median income over the next 4 years.
- Residents of Owasso's trade area, or funnel, have few other choices for shopping. Instead of driving on into Tulsa, they **prefer shopping Owasso** when the choice to do so exists (the goods and services they want are available). In fact, an average of 60% of Owasso's retail sales come from non-residents.*
- Owasso's population is projected to **grow more than 17%** between now and 2010.
- More than 80% of the households in Owasso are families and more Owasso residents have a post-secondary education than the in the Tulsa metro area.
- Retail leakage studies based on 2005 data show a **\$478 million retail leakage** in Owasso's trade area. Much of this leakage is in specialty retail such as books, gifts, fine furniture, pharmacies, jewelry & accessories, all types of clothing, sporting goods, office supplies/stationery and full-service restaurants.



- 2005 Daytime workplace population for the 5-mile radius surrounding Cambridge Park is 11,540, with **more than a third of that number employed in the "Executive/Professional" category**. The new hospital and medical building on-site will add to that highly desirable daytime population and provide a ready source of consumers.

* From 2006 State of the City data, Owasso City Manager's Office

Cambridge Park



Cambridge Park makes solid business sense for upscale retail or specialty shops; consumer services such as drycleaners, banks or florists; and a mix of quality full-service and quick-service restaurants. Since the Owasso Funnel doesn't reach down into South Tulsa, Broken Arrow, Bixby or Jenks, it's the perfect opportunity for metro area businesses to expand without splitting their customer base.



Aerial View of Cambridge Park development site, looking South.

The entire *Cambridge Park* site is 66 acres, with 50 acres available for office, retail, and future medical development. Current land use plans call for a public greenspace and park-like setting around the site's lake, to be located on the western side of the development. Careful attention to detail will characterize the build-to-suit *Shops at Cambridge Park*, with tenants and architecture choices reflecting the upscale nature of the development.

Cambridge Park will be a unique feature for Owasso, a long-term factor in the city's attractiveness for those seeking to relocate from across Tulsa or across the country. Owasso's retail potential remains strong. Consumer demand is forecast to increase over time as the city continues to build 500+ homes per year with a median home price of \$132,841.00.

Outstanding access to the site and infrastructure already in place are strong benefits for potential *Cambridge Park* tenants, as well as the city's proven commitment to providing a business-friendly environment. Owasso's experienced city management, dedicated economic development and planning professionals plus business-minded civic leaders create an atmosphere where both new and established businesses thrive. Experience a new way to do business, in a place that makes sense for just ONE business...YOURS.

COME, write your own chapter in Owasso's success story. Be part of *Cambridge Park*.



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