

Tulsa's Evergreen Park Apartments sell for \$6M

by Kirby Lee Davis

Published: December 2nd, 2011



The Evergreen Park Apartments at 8314 E. 25th Pl., Tulsa. (Rip Stell)

TULSA – An investment group led by Tulsa's Brent Doeksen paid \$6 million for the 257-unit Evergreen Park Apartments.

That delivered \$23,346 per unit to seller Lenox IX Properties, led by West Springfield, Mass.-based Aspen Square Management, in exchange for the 41-year-old Tulsa apartment complex, its 193,007 square feet having undergone renovation five years ago.

That far exceeded the \$21,411 average price pre-1980s properties sold for in the first half of 2011, according to market surveys by the Norman-based multifamily

brokerage Commercial Realty Resources Co.

"The reason it beats anything sold this year is, you just don't find assets that were built in 1970 that have had the renovation this has had," said Darla Knight, the CRRC broker who worked the sale. "It's just in very, very good condition."

But the price also falls a tad bit short of what Evergreen Park sold for in 2000, according to Tulsa County Courthouse records.

"I'm pretty sure it sold too high 11 years ago," Knight replied in a telephone interview Friday.

Evergreen Park stood at 92-percent occupancies at Thursday's close, Knight said. She said Tulsa National Bank provided financing, while First American Title handled the closing.

Buyer Evergreen Acquisition LLC plans to take over property management itself.

"He knows the market," Knight said of Doeksen. "He understands the property."

In January, a corporation he formed paid \$1.7 million for the 46-year-old Southern Elms Apartments, 4519 E. 31st St. Knight said he is shopping for others.

"I think he's always looking," she said. "This is probably his largest multifamily acquisition."

Knight said Doeksen was attracted to Evergreen's utility structure and overall condition.

"The property has been very successful in setting itself apart from its competition because of the all-bills-paid amenity that is desired by its residents," Knight said in an email Friday.

Evergreen Park, just a half-block east of Memorial Drive at 8314 E. 25th Pl., provides 181 one-bedroom options, 72 two-bedroom units, and a handful of three-bedroom units. Its amenities include a swimming pool and on-site laundry. With rents from \$550 to \$850 per month, the complex could potentially generate \$1.8 million revenue per year.

The 2005 and '06 renovations involved double-pane window replacements throughout the 12.1-acre, 26-building property, as well as new roof membranes, adding washer and dryer connections in some units, installing new interior lights and ceiling fans, and an exterior facade makeover.

"The unique feature to this property is that it can capitalize on the increased income without having the excessive maintenance costs or liability issues of a traditional boiler/chiller system," Knight said.

Lenox had replaced Evergreen's entire HVAC system with new electric split systems in every unit.

"The efficiency is much higher and the maintenance costs much lower than traditional apartments of this vintage," she said.

Complete URL: <http://journalrecord.com/2011/12/02/tulsa%e2%80%99s-evergreen-place-apartments-sell-for-6m-real-estate/>