

CONGRATULATIONS!



The Newmark Knight Frank Oklahoma multifamily team received two top awards for a transaction in Tulsa last year at the NAIOP awards banquet on April 25th in Tulsa.

Brandon Lamb, Tim McKay and Justin Wilson received both the NAIOP 2018 Multifamily Sale of the Year award and the NAIOP Deal of the Year award for the sale of Vintage on Yale for \$35 million, or more than \$97,000 per unit. The Newmark team has won the multifamily sales award every year since 2015, but this was their first win for overall Deal of the Year in Tulsa.

Built in 2000, the 360-unit Vintage on Yale, 5202 E 81st St., includes one, two, and three-bedroom apartments. Perched on a wooded hillside with sweeping views of the city from each direction, Vintage on Yale is about 20 minutes from downtown Tulsa, and in close proximity to Woodland Hills Mall, numerous restaurants and retailers, Southern Hills Country Club and Oral Roberts University. Amenities at Vintage on Yale include a resort-style swimming pool, 24-hour fitness center, movie theater, business center, and a grilling pavilion.

Lamb pointed out that Vintage on Yale represented a proven, value-add opportunity with demonstrated upside potential. The Newmark team praised both buyer and seller who Lamb described as clients and friends. The seller was Chicago-based Trilogy Real Estate Group. Connecticut-based Hamilton Point, the buyer of Vintage on Yale, first came to the market last year with the purchase of Preston Lakes in Owasso.

“We introduced Hamilton Point to Tulsa, and sold them their first deal here,” Lamb said. Since that initial purchase, Newmark has brokered six deals for Hamilton Point in Tulsa, Stillwater, the Oklahoma City metro, and Northwest Arkansas. But Lamb said Vintage on Yale was special. “Vintage on Yale was really the capstone for Hamilton Point,” he said. “They love the city of Tulsa, its story, and the direction of the city.”

NAIOP Oklahoma is a chapter of NAIOP, the Commercial Real Estate Development Association. It serves Tulsa and the surrounding markets. NAIOP was founded in 1967 and has more than 15,000 members in more than 50 chapters around the United States.



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