

OKLAHOMA CITY

2019 Year End Retail Market Summary



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OKLAHOMA CITY

2019 Year-End Retail Market Summary



THE RETAIL MARKET

Retail has been nothing if not exciting over the last five years as the industry has undergone significant transformation. What has often been lost in this process has been that the industry is in pretty good shape. National retail vacancy is around 4.7 percent (CoStar) or 6.1 percent (Cushman) depending on the source and has been relatively stable despite the well-publicized closings (and, obviously) the not so well publicized openings. Per the National Retail Federation, retail sales have grown an average of 4 percent per year since 2010. Locally, our survey bears out the same trends albeit at a slightly higher vacancy. The market ended the year with an 8.7 percent vacancy, an improvement from 9.8 percent a year ago as some of our big box vacancies have been filled and some new pre-leased space has been added to the market.

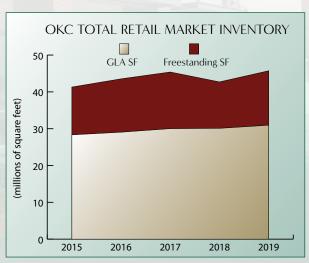
This retail transformation and change will continue but there is some clarity on the direction of the market which should help both retailers and retail real estate. We might as well start with internet sales which now account for around 10 percent of all sales; growth is still double digits but the rate of growth has slowed. The more exciting news is the dynamics between digital sales and physical stores. Retailers continue to figure out the right mix of internet sales, store size, distribution, etc. Nine of the top ten internet retailers now have physical stores which they've learned help their sales. This optimization will continue to be refined.

Our favorite trend in retail right now is a return to best practices – focusing on customer service, store layout and in-store marketing; supply-chain and inventory management. One of the positives of the disruption of the past few years has been the swing of power back to the consumer. This is part of the experiential model you hear so much about, making the shopping experience meaningful to the consumer. Another industry focus has been discounters and value-oriented retailers. Discounters



have performed well over the last ten years and these retailers are driving much of the current sales growth. This has been fueled by both changing demographics and shopping patterns of younger shoppers in particular. Fitness, health and non-traditional uses are seeing an increased presence in retail as well. Health and healthcare is becoming more retail, driven by both a desire to be more healthy and rising healthcare costs. This includes a wide-variety of fitness





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and fitness classes as well as urgent care facilities, cosmetic procedures, and clinic and healthcare providers. Healthcare accounts for around 25 percent of household expenses and it is only going up.

While overall industry occupancy remains strong, its never been more true that premium locations are in demand, especially for category leaders. Main & main centers, class A malls, top 20 percent locations are at a premium and it's reflected in low occupancies and rent. Part of this has been due to the perceived safety in this time of change. The most exciting ideas in retail, both for the consumer and retailers, is coming in the form of technology. Examples abound, from Amazon's high-tech, highly automated warehouses, to in-store robots that clean floors and scan shelves. Biometric cameras can track and identify shoppers in stores to tailor a shopping experience to the person, combined with the field of artificial intelligence and virtual reality applications. These will lead to some amazing innovations in retailing over the next several years.

All these trends are playing out in

Oklahoma City retail as well; but, some local factors influence what we are seeing. Chief among them are the effects of the current energy downturn on the economy in general and disposable income in particular. The fact that Oklahoma City lacks the density of many other markets changes the nature of our market for retailers (although we all know we'll drive further than the average shopper). And, no breaking news here. Oklahoma's incomes are lower than much of the rest of the country. Therefore, we see even more emphasis on value-oriented retailers. It is harder to convince high-end retailers to locate here. It is more difficult to get big projects off the ground; Oak, the next phase of Chisholm Creek, the Cotton Mill site - all are working on preleasing and these local factors add a degree of difficulty.

The current environment makes it more challenging at the other end of the spectrum as well - for local mom and pop retailers to identify locations and weather economic swings. Despite these headwinds, as noted, market vacancy has improved, owing much of the

improvement to discounters like Ollie's & At Home, as well as fitness users like Vasa & Urban Air. The explosion of marijuana dispensaries has clearly also played a role in maintaining and improving retail occupancies. Economic concerns, particularly related to energy, are the main concern for 2020 and the reason that our outlook is for a stable but unremarkable retail performance in the upcoming year.

Survey Footnote:

Our survey tracks 30.9 million square feet in 269 buildings of over 25,000 square feet and 15.9 million square feet of stand-alone buildings for a total market of 46.8 million square feet. There continues to be a significant number of smaller strip centers in the market (under 25,000 s.f. in size). We estimate there are close to 11 million square feet of these properties in the market.





GLA SF Vacant SF Vacant % 30,948,249 2,695,144 8.70%





OKLAHOMA CITY QUICK HITS

A record **189.6 million** U.S. consumers shopped (combined, in stores and online) from Thanksgiving Day through Cyber Monday this year, up 14% over last years 165.8 million, according to a report by National Retail Federation and Prosper Insights & Analytics

- Marianne Wilson, Chain Store Age

Trends in Pop-Ups

- Digital Natives going brick-and-mortar
- An explosion of local entrepreneurism
- The rise of upstart brands
- A new launching pad for global retailers
- The creative use of retail space by nonretail users
- A renewed relationship between retail and hospitality
- A return of showmanship to the retail arena
- The convergence of art and commerce
- The reinvention of established concepts via experience
- The embrace of social over isolated digital connection and the physical manifestation of consumer preference for experience over commodity.
 - Cushman & Wakefield, Pop-Up-Palooza

\$361.90 on holiday items over the five-day period, up 16% from \$313.29 during the same period last year

Marianne Wilson, Chain Store Age.



Pictured: OKC Holiday Pop Up Shops - Photo by Lindsey Torres Photography



The 10 E-Commerce trends that will define 2020, as predicted by Absolutnet are:

- 1. Amazon stops being unstoppable: Cracks are starting to appear in the e-commerce conglomerate's previously impenetrable armor.
- 2. Malls begin their comeback: Out with the tired parkand-shop formula, in with the modern interaction and experience-based destination.
- 3. Our in-store behavior will be linked to our online data: Facial recognition and device tracking transform in-store visits into valuable data as retailers get closer to true omnichannel.
- **4.** The shipping wars begin: Fast & free shipping will be an option for every retailer.
- 5. Consumers begin selling their own privacy and data: The rise of "Privacy by Design" plus consumers choosing which brands can access their information.
- **6.** China's rising digital influence: The world leader in digital commerce will unleash its shoppers and technologies on the world.
- 7. The year of distribution centers: Fulfillment, order management and logistics are the new battleground for the digital consumer
- **8.** Reaching peak ads: Brands and retailers start looking beyond the Google/Facebook duopoly
- **9. In-fridge, in-car and in-house delivery:** Retailers take delivery into people's vehicles, households, and appliances.
- 10. Hello, interactive email: The inbox is the new browser.

- Dan Berthiaume, Chain Store Age

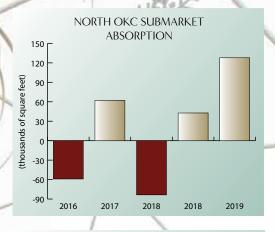
According to the American Customer Satisfaction Index (ACSI), which found that customer satisfaction in the third quarter dropped — for the fourth consecutive quarter — 0.9% to a score of 75.7 (on a scale of 0 to 100).

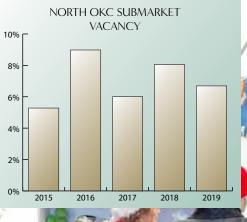
- Marianne Wilson, Chain Store Age

2019 Year- In Oklahoma City Retail Market Summary NORTH SUBMARKET

The North Oklahoma City submarket has seen improvement with some big box vacancy being filled, notably the former Toys R Us & Hobby Lobby with At Home. Costco opened its inaugural location at Western & Memorial. And, Chisholm Creek continues to add to South Pointe with additional restaurants and micro-retail. REI & 5 Below back-filled the former Belle Isle Babies' space. Of the 7.2 million square feet of space in the submarket, nearly half is along the Memorial Road corridor.

The area around Penn Square Mall, Oklahoma's leading mall, is even more highly desired among retailers, but there is limited availability of land for development. Washington Prime has added restaurant and small shop space between Nichols Hills Plaza and Whole Foods. Ryan McNeal continues to work on the ambitious Oak mixeduse project on the southwest corner of Northwest Highway and Pennsylvania. Flix will open shortly at Half, the American Fidelity development on Broadway Extension. Overall interest in both the Memorial Corridor and the Penn Square Mall area remains strong and a number of national tenants are actively evaluating locations in the area.





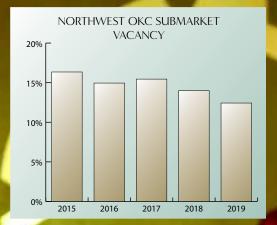
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North	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
50 Penn Place NW 50th St & N Pennsylvania Ave	1973/2000	Khoury Real Estate Chad Khoury	86,802	32,609	37.57%	\$15.00	\$15.00	Full Circle Books Belle Isle Brewery
6900 Place 6900 N May Ave	1981/1992	CBRE/OKLA Stuart Graham/Kendra Roberts	49,502	11,958	24.16%	\$10.00	\$12.00	Ted's Cafe Escondido Four Star Fitness
Belle Isle Station NW Expressway & N Classen Blvd	2000	CBRE/OKLA Mark Inman/Stuart Graham	433,333	18,993	4.38%	\$20.00	\$28.00	Walmart Supercenter Old Navy, Nordstrom Rack
Britton Plaza Shopping Center 2648 W Britton Rd	1975	Gerald Gamble Co. Gerald Gamble	27,340	2,550	9.33%	\$12.00	\$12.00	Johnnie's Charcoal Broiler A to Z Factory Outlet
Britton Square N May Ave & NW Britton Rd	1983	Rally Group Tommy Garrison	27,326	5,280	19.32%	\$9.00	\$12.00	A-1 Pet Emporium The Smoking Boar
Camelot Square NW 122nd St & N Pennsylvania Ave	1984	Blanton Property Company Jeff Bolding	107,799	4,463	4.14%	\$0.00	\$0.00	Cox Communications Casa Perico's
Casady Square W Britton Rd & N Pennsylvania Ave	1953/1995	Interwest Realty George Huffman	141,140	23,034	16.32%	\$9.00	\$14.00	CVS Pharmacy, Walgreens
Centennial Plaza 5801 N May Ave	1993	CBRE/OKLA Mark Inman	233,794	51,850	22.18%	\$12.00	\$16.00	Best Buy Home Depot
Charter At May 9494 N May Ave	1963/1996	Price Edwards & Company George Williams/Ev Ernst/Jacob Simon	90,474	39,873	44.07%	\$14.00	\$16.00	Interior Fabrics, Tuesday Morning Bank of America
Chisholm Creek Memorial & Pawnee Drive	2016	Medallion Group Whitney Rainbolt	222,352	1,700	0.76%	\$37.00	\$30.00	Top Golf, I-Fly Cabela's
Classen Curve 5820 NW Grand Blyd	2008	Blanton Property Company Tom Blanton	123,629	2,750	2.22%	\$0.00	\$0.00	Republic, Sur La Table, Warby Parker Red Coyote, Iululemon
Collonade Shopping Center 9600 N May Avenue	1984	Brady Properties Ali Ghaniabadi	59,000	4,300	7.29%	\$10.00	\$12.00	Lindsey Medical Caffe' Pranzo
Colonial Plaza 9225 N May Ave	2003	Eric Roberts Eric Roberts	141,456	0	O%	\$18.00	\$8.00	Homeland, The Garage Cato
Country Club Corner 6410 N May Ave	1959/1985	JAH Realty Elise Lopez	53,481	1,050	1.96%	\$16.00	\$25.00	Sprouts Half Price Books
Country Club Village 2800 W Country Club Dr	1970/2003	CBRE/OKLA Susan Davis Jordan/Kelsey Gilbert	30,846	0	O%	\$20.50	\$16.00	Beau's Wine Bin Edward Jones
Cross Rock Shops 3521-3561 W Memoral Rd	2001	Medallion Group Whitney Rainbolt	24,578	0	Ο%	\$19.00	\$20.00	ME/CU Credit Union McAlister's Deli
Fenwick Plaza 16524 N Pennsylvania Ave	2009/2015	Westbrook Properties Gretchen Bybee	41,804	1,100	2.63%	\$10.74	\$20.64	Allstate Fenwick Liquor
French Market Mall 2836 NW 63rd St	1985	CBRE/OKLA Mark Inman	244,724	9,585	3.92%	\$8.00	\$25.00	Bed Bath & Beyond Staples, Petco

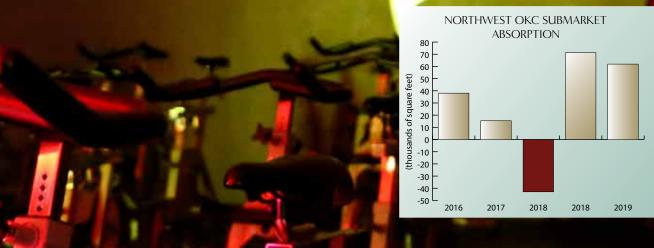
2019 Year-End Oklahoma City Retail Market Summary NORTH SUBMARKET

North	Built/Updated	Leasing Agent	Total	Available	Vacant	Rate 1	Rate 2	Anchor Tenants
			Space	Space				
Gold's Gym Center 2301 W. Memorial	1982/2008	CBRE/OKLA Kendra Roberts	66,662	2,746	4.12%	\$17.00	\$22.00	ATT Flagship Store Gold's Gym, Chuck E Cheese
Golden Court 1121 NW 23rd St	2010	CBRE/OKLA	26,000	2,750	10.58%	\$12.00	\$16.00	T-Mobile Rent-A-Center
Highland Park Shopping Center W 178th St & N Western Ave	2009	CBRE/OKLA Stuart Graham/Mark Inman	42,428	5,400	12.73%	\$20.00	\$20.00	Louie's, Upper Crust Pizza The Sushi Bar
Lakehurst Plaza 8025 N May Ave	1978/1990	Graystone Properties David Rush	32,637	0	O%	\$11.00	\$13.50	Gulfport Fish Market Movement Innovations Dance
Lakeside Shops 7500 N May Ave	1964/2011	Pippin Properties Phil Pippin	68,179	13,413	19.67%	\$10.00	\$16.50	Firestone/Bridgestone Freddy's Frozen Custard
Lakewood Shopping Center 6901 N May Ave	1980/2015	Oxford Group Gabby Villareal	64,937	2,434	3.75%	\$10.00	\$12.00	Natural Grocers
Mathis Brothers Village 3400 W Memorial Rd	2016	Owner Managed	80,000	0	O%	\$0.00	\$0.00	Mathis Brothers Sleep Center Ashley Furniture
Mayfair Place 2900 NW 63rd St	1978	Price Edwards & Company	95,000	7,091	7.46%	\$12.00	\$15.00	Akin's, Chick Fil-a PetsMart, Big Lots
Memorial Square 13730 N Pennsylvania	2006	CBRE/OKLA Mark Inman/Stuart Graham	225,000	4,881	2.17%	\$23.00	\$26.50	Super Target, Marshalls DSW, Golf Galaxy
Midland Center NW Expressway & Independence	1961	Price Edwards & Company Ev Ernst/George Williams/Girma Moaning	54,272	3,503	6.45%	\$0.00	\$0.00	Conn's Panera Bread
Nichols Hills Plaza 6501 Avondale Dr	1963	Blanton Property Company Tom Blanton	144,672	2,500	1.73%	\$0.00	\$0.00	CK & Company, Trader Joes Starbucks, Balliet's
North Penn Plaza 5601 N Pennsylvania Ave	1970/71	Owner Managed	32,000	0	0%	\$20.00	\$20.00	Bank of The West
Penn Square Mall 1901 NW Expressway	1960/1988	Simon Property Group Robert Alexander	1,080,000	32,000	2.96%	\$0.00	\$0.00	Apple, Dillards Macy's
Penn-Hefner Plaza 2121 W Hefner Rd	1973/1977	Triple M Properties, LLC	69,392	0	0%	\$14.00	\$14.00	Beauty World
Plaza at Quail Springs 2221 NW 138th St	2005	JAH Realty Elise Lopez	144,723	7,100	4.91%	\$14.00	\$0.00	Dollar Tree At Home
Quail Plaza 10950 N May Ave	1965/1991	Morris Enterprises Kevyn Colburn	194,510	18,954	9.74%	\$12.00	\$17.00	Dollar Tree, Planet Fitness
Quail Springs Mall W Memorial Rd & N Pennsylvania Ave	1980/1999	Brookfield Properties Tyler Cassell/Chris Milkie	1,150,627	48,000	4.17%	\$0.00	\$0.00	Dillard's, Lifetime Fitness Von Maur
Quail Springs MarketPlace W Memorial Rd & N Pennsylvania	1998	CBRE/OKLA Mark Inman	410,613	13,828	3.37%	\$15.00	\$30.00	Old Navy, Michaels
Quail Springs Village 13801 N Pennsylvania Ave	1983	JAH Realty Elise Lopez	26,350	1,400	5.31%	\$30.00	\$20.00	Pier 1 Imports, Cowboy Chicken Once Upon A Child
Quail Village 14101 N May Ave	2007	Caliber Property Group Robin O'Grady	49,845	1,260	2.53%	\$20.00	\$20.00	Cafe 7, Lush Coolgreens
Shoppes At Northpark 12100 N May Ave	1971/1981	Morris Enterprises Kevyn Colburn	202,106	41,131	20.35%	\$13.74	\$16.79	B.C. Clark Norwalk Furniture
Shoppes at Quail Springs 13601 N May Avenue	2016	Price Edwards & Company George Williams	73,000	6,272	8.59%	\$28.00	\$25.00	Salons by JC Salata Salad
Shoppes at the Veranda 150th St & N Western Ave	2006	Irish Realty Shannon Foreman	29,712	6,200	20.87%	\$0.00	\$0.00	Perfect Tan All Fur Paws
Shops @ Quail Springs NW 146th & Pennsylvania	2012	Blanton Property Company Tom Blanton	90,856	1,595	1.76%	\$0.00	\$0.00	Dick's Sporting Goods
Shops At North Penn NW/C 150th & N Pennsylvania	2017	CBRE/OKLA Stuart Graham/Mark Inman	33,750	10,200	30.22%	\$24.00	\$24.00	Hollie's, Neighborhood Jam Ted's Cafe Escondido
Spring Creek North 12200 N May Ave	1981	JAH Realty Elise Lopez	89,006	13,262	14.90%	\$14.00	\$12.00	CVS Pharmacy, Sally Beauty Family Dollar
Ten-O1 West Retail Center	2018	Newmark Grubb Levy Strange Beffort	43,444	8,177	18.82%	\$28.00	\$28.00	Smoothie King, Club Champion
1001 W Memorial Rd The Rise	1920/2014	Jay Cohlmia/Danny Ojeda/Michael Rapella Land Run Commercial	40,407	1,274	3.15%	\$22.00	\$18.00	Jimmy John's Anytime Fitness
511 NW 23rd St The Shoppes at North Pointe	2002	Troy Humphrey/Anna Russell Price Edwards & Company	37,684	8,229	21.84%	\$22.00	\$22.00	Cox Cable, Interior Gilt Jimmy's Egg
W Memorial Rd & N May Ave The Triangle @ Classen Curve	2009	George Williams Blanton Property Company Tom Planton	66,862	0	O%	\$0.00	\$0.00	City National Bank Whole Foods, West Elm
6001 N Western Town & Country Village Shopping Center	1982/1992	Tom Blanton Brady Properties	43,491	960	2.21%	\$14.00	\$14.00	Anthropologie Backwoods
12325 N May Ave	2004	Ali Ghaniabadi CBRE/OKLA	100.404	0	0%	\$14.00	\$14.00	Subway, At the Beach Best Buy
Village at Quail Springs 2201 W Memorial Rd Villago Park South	2004	Mark Inman/Stuart Graham	100,404	0	0%	\$14.00	\$14.00	Hobby Lobby Cashland
Village Park South 10405 N May Ave	19/2/2016	NAI Sullivan Group David Hartnack/SamSwanson/Nathan Wilson	42,573	1,625	3.82%	\$10.00	\$12.00	Farmers Insurance
Village Plaza 1501 - 1529 W Britton Rd	1964/1989	Price Edwards & Company George Williams	47,580	2,600	5.46%	\$8.00	\$8.00	Westlake Ace Hardware Dollar General
Wilshire Village W Wilshire Blvd & N Western Ave	1986	Scott Samara, M.D.	27,000	0	0%	\$11.00	\$12.00	Sherwin Williams Makeup Bar, The Oil Tree
North Totals			7,165,102	479,880	6.70%			

2019 Year-End Oklahoma City Retail Market Summary NORTHWEST SUBMARKET

The Northwest submarket improved its performance, moving to 12.4 vacancy at year-end. While the area has seen little new development, some long-vacant space has been leased such as the new Ollie's at Council Crossing. It is one of the more mature submarkets in the city. For many retailers, this market is their second or third choice. This is reflective of the area demographics and the distressed condition of some of these properties: the northwest submarket is characterized by established neighborhoods with limited population growth and relatively unchanged demographics. Like much of the retail product in Oklahoma City, a significant amount of the submarket vacancy is in older centers.





Northwest	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
2016 NW 39th St	1973	Price Edwards & Company	33,408	9,920	29.69%	\$8.00	\$8.00	Goodwill
2016 NW 39th St		George Williams						
3625 Center	1992	Coldwell Banker Commercial	55,646	10,000	17.97%	\$15.00	\$15.00	Gold's Gym
3617 - 3651 NW Expressway		Cris Diffee Pitcock/Anthony Villasenor						Affordable Dentures
Brixton Square	1985	Creek Commercial Realty, LLC	122,042	26,467	21.69%	\$8.00	\$16.00	Panera Bread, T-Mobile
7101 NW Expressway		Ethan Slavin						Subway, Clearsight Center
Cornerstone Plaza	1958/2007	Price Edwards & Company	65,285	4,550	6.97%	\$8.00	\$10.00	Family Dollar, City Bites
NW 39th St & N MacArthur Blvd		George Williams						
Council Crossing	1986/2003	JAH Realty	141,700	33,813	23.86%	\$12.50	\$3.75	Ollie's Bargain Outlet
8101 NW Expressway		Elise Lopez						Goodwill
Courtyard Plaza	1984	CBRE/OKLA	38,998	10,681	27.39%	\$12.00	\$16.00	Billy Sims BBQ
6401 NW Expressway		Stuart Graham/Mark Inman						Gentle Dental
Lakeshore Shopping Center	2002	Oxford Group	139,447	0	O%	\$0.00	\$0.00	Academy Sporting Goods
4200 NW Expressway		Gaby Villarreal						Planet Fitness, Dollar Tree
Lakeshore Shops	1998	Charles Shadid	30,000	0	O%	\$5.00	\$8.00	Freedom Pawn
7930 N MacArthur Blvd		Charles Shadid						Al's Bicycles

2019 Year-End Oklahoma City Retail Market Summary NORTHWEST SUBMARKET

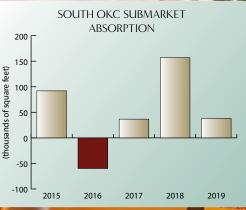
Northwest	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
MacArthur Shops	1983	Price Edwards & Company	23,645	3,650	15.44%	\$9.00	\$9.00	State Farm
W Britton Rd & N MacArthur Blvd		Rosha Wood						Spotted Zebra
Market Place OKC 5501 NW Expressway	1985	Newmark Grubb Levy Strange Beffort Jim Rose	178,854	76,857	42.97%	\$12.00	\$9.00	Donna's Hallmark
Market Plaza 7001 NW Expressway	1981/1982	CBRE/OKLA Stuart Graham/Mark Inman	152,726	31,032	20.32%	\$6.00	\$35.00	Aldi, PetCo Westlake Hardware
Mayfair Village	1948/1990	Price Edwards & Company	137,107	38,750	28.26%	\$12.00	\$10.00	Michael's, ALDI
NW 50th St & N May Ave		Ev Ernst/George Williams/Girma Moaning						Steinmart
Newport Shopping Center 9120 N MacArthur Blvd	1972	Avenue CRE Randy Vaillancourt	26,390	13,700	51.91%	\$5.00	\$7.00	Sunshine Laundry
Oak Grove Plaza	2015	Zerby Interests	70,249	14,000	19.93%	\$28.00	\$28.00	Sprouts, Orange Theory Fitness
NW 122nd & MacArthur	4000 (0000	W. Scott Bentley	440.000		0.000/	***	***	Salata, Hollywood Feed
OKC Market Square 8400 NW Expressway	1983/2000	Marquett Realty Investments John D Thomas	143,579	4,213	2.93%	\$12.00	\$12.00	Family Leisure TJ Maxx; Dollar Tree
Olympia Plaza	1990/98	Price Edwards & Company	34,900	0	Ο%	\$0.00	\$0.00	Dynamo Gymnastics
7202 W Hefner Rd								
Peppertree Square 6444 NW Expressway	1984	Newmark Grubb Levy Strange Beffort Jim Rose	77,938	20,475	26.27%	\$8.00	\$8.00	AutoZone My Dentist
Portland Plaza	1966	JAH Realty	183,312	33,847	18.46%	\$0.00	\$0.00	Winco, Jefferson Dental
NW 39th St & N Portland Ave		Elise Lopez						
Quailbrook Plaza	1987	Price Edwards & Company	90,228	11,289	12.51%	\$15.00	\$15.00	Phycon, OTA PikePass Office
4401 W Memorial Rd	1005	George Williams	20.000	1750	6.000	614.00	614.00	Mercy Health Center
Rock Center 6714 NW Expressway	1995	Newmark Grubb Levy Strange Beffort John Cohlmia	29,000	1,750	6.03%	\$14.00	\$14.00	H&R Block Cricket
Rockwell Crossing 12100 N Rockwell Ave	1986	Churchill Brown Realtors Mitra Senemar	30,200	3,750	12.42%	\$12.00	\$8.00	YMCA, Pizza Hut
Rockwell Northwest	1985/1999	JAH Realty	154,944	1,952	1.26%	\$24.00	\$9.00	Hobby Lobby, Party City
7000 NW Expressway		Elise Lopez						Tuesday Morning, Starbucks
Rockwell Plaza 7104 NW Expressway	1981/2000	CBRE/OKLA Mark Inman	414,507	12,291	2.97%	\$0.00	\$0.00	Target, PetSmart Ross Dress for Less
Silver Springs Pointe	2000	CBRE/OKLA	700,000	10,114	1.44%	\$15.00	\$20.00	Wal-Mart , Mattress Firm
7640 NW Expressway		Stuart Graham/Mark Inman						Home Depot
Springbrook Shopping Center 6207 NW Expressway	1968	Newmark Grubb Levy Strange Beffort Michael Almaraz	50,000	0	O%	\$10.00	\$12.00	10 Gym Fitness Catfish Cove
Springdale Shops NW 50th St & N Meridian Ave	1962/2014	Price Edwards & Company George Williams	126,000	23,615	18.74%	\$10.00	\$10.00	Dollar General Super Mercado
Walnut Village 12301 N Rockwell Ave	1986/2000	Rally Group Tommy Garrison	53,088	1,750	3.30%	\$12.00	\$16.00	Nhinja Sushi Leslie's Pool Supplies
Warr Acres Shops	1960/1994	Core Real Estate	34,400	15,400	44.77%	\$4.68	\$12.00	Goodwill
NW 50th St & N MacArthur Blvd		Jim Sanders						Big Red Shop
Warwick Crossing	1995	Interwest Realty	31,804	10,914	34.32%	\$12.50	\$12.50	Flexible Fitness
6909 W Hefner Rd		George Huffman/Brad Huffman						Watch Me Grow Childcare
Warwick Plaza	1984	Newmark Grubb Levy Strange Beffort	60,443	1,500	2.48%	\$9.00	\$11.00	Swiss Cleaners
NW 122nd St & N Mac Arthur Blvd		Jim Rose						
Northwest Totals			3,429,840	426,280	12.43%			

2019 Year-End Oklahoma City Retail Market Summary SOUTH SUBMARKET

South Oklahoma City vacancy declined to 13.0 percent from 14.1 percent at mid-year. Chatenay Square back-filled the former Homeland space and several of the newer small-shop centers saw space filled – such at the Sprouts center at 119th and Western and Charlie Plaza on south Western. Vasa fitness opened at 44th and Western as well. No significant new development in this submarket occurred during the year; it's taken a while to absorb the newer small shop space. The northern half of this submarket is heavily reliant on the Hispanic shopper and is largely characterized by smaller centers with relatively good occupancy.



OKLAHOMA CITY OKLAHOMA USA



HEALTH

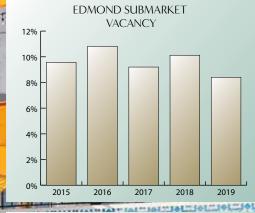
								THE ROLL
South	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
240 Penn Park	2005	RCG Ventures	246,365	2,800	1.14%	\$12.00	\$20.00	Ross, Michaels
1409 W I-240		Lee Zimmerman						PetSmart, Marshalls
240 Penn Park Phase II	2017-2018	PB Odom III	70,658	5,000	7.08%	\$17.50	\$17.50	Conn's
1609 - 1615 Penn Park Blvd		PB Odom III						Sketcher
74 South Centre	1973/2006	Paul B. Odom Construction	50,000	0	O%	\$14.00	\$16.00	At the Beach
SW 74th St & S Pennsylva- nia Ave		Paul Odom						Red Wing
800 SW 44th St.	1969/2018	Vista Property Company	146,207	60,000	41.04%	\$8.00	\$18.00	Westlake Ace Hardware
800 SW 44th St.		Mason duPerier						Auto Zone
89'er Plaza	1984	Lauren Weyhe	30,000	0	O%	\$6.00	\$7.00	Plane Eagle Coin
SW 89th St & S Walker Ave		Lauren Weyhe						Sharp's Cleaners
Airline	1999	Owner managed	121,368	2,820	2.32%	\$3.00	\$4.00	Tom's Tires
3200 SW 29th St								El Rodeo Carniceria
Almonte Square	1963/2014	Price Edwards & Company	107,676	45,453	42.21%	\$0.00	\$0.00	Oklahoma Metropolitan Library
6100 S May Ave		Everest Ernst						Family Dollar, Planet Fitness
Brookwood North I & II	1998	Charles Shadid	57,795	0	O%	\$5.00	\$8.00	China Wok Restaurant
SW 89th St & S Western Ave		Charles Shadid						Chelino's Restaurant
Brookwood Shopping Center	1984/2012	Precor Ruffin	80,615	7,159	8.88%	\$12.00	\$16.00	Planet Fitness
SW 89th St & S Western Ave		Rick Pritchett						Goodwill, Game HQ
Centre 8400	1984	Precor Ruffin	29,355	7,995	27.24%	\$10.00	\$10.00	H&R Block, Valir Health
8400 S Western Ave		Rick Pritchett						
Charlie Plaza	2018	Brady Properties	24,892	13,320	53.51%	\$17.00	\$17.00	Club Pilates
12201 & 12301 S Western Ave		Ali Ghaniabadi						
Chatenay Square	2000	PB Odom, III	114,115	5,600	4.91%	\$17.50	\$0.00	World Fresh Int'l Market
SW 104th St & Pennsylvania Ave		PB Odom, III						Panera Bread
Country Park Shopping Center	1978/2014	Land Run Commercial	24,360	2,600	10.67%	\$5.45	\$7.71	Value Thrift
5906 S Agnew Ave		Andrew Hwang						

2019 Year-End Oklahoma City Retail Market Summary SOUTH SUBMARKET

South	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
Crest Shopping Center 3000 SW 104th	2012	Newmark Grubb Levy Strange Beffort John Cohlmia	99,000	1,500	1.52%	\$18.50	\$18.50	Crest, Subway Victoria's
Crossroads Shopping Center 7100 S. I-35 Service Rd.	1987	Precor Ruffin Rick Pritchett	31,282	10,000	31.97%	\$10.00	\$0.00	Concentra Medical Ctr
Economy Square SW 29th St & S May Ave	1963/98	Newmark Grubb Levy Strange Beffort Michael Almaraz/Louis Almaraz	203,451	1,800	O.88%	\$9.00	\$9.00	Buy For Less, Dollar Tree Walgreens
Grant Square SW 44th St & S Pennsylvania Ave	1958/1992	Emerson Commercial Real Estate Terry Watson	103,810	11,000	10.60%	\$8.51	\$10.40	Aaron Rents
Greenbriar Square 12230 S. Pennsylvania Ave.	2018	CBRE/OKLA	37,200	0	O%	\$18.00	\$22.00	Sprouts Great Clips
Greenway Plaza SW 119th St & S Western Ave	1985	Newmark Grubb Levy Strange Beffort Jim Rose	117,251	3,575	3.05%	\$12.00	\$12.00	Westlake Hardware Tuesday Morning
Hillcrest Shopping Center 2100 SW 59th St	1971	Blanton Property Company Jeff Bolding	50,000	35,000	70%	\$0.00	\$0.00	Athena Greek
I-240 Plaza 7800 S Western	1988	Brady Properties Ali Ghaniabadi	27,500	2,400	8.73%	\$12.00	\$12.00	Pro Nails Jackson Hewitt
Kentucky Shops SW 29th St & S Kentucky Ave	1970	L & S Real Estate Young Shin	32,500	0	О%	\$4.00	\$0.00	Family Dollar
Lightning Creek 8100 S Western Ave	1985	Lightning Creek Complex Debra Gutierrez	48,005	0	О%	\$8.00	\$0.00	Costume Shop, Allstate Jewel Box
Mayridge Shopping Center SW 44th St & May Ave	1956	Buddy Shadid	38,000	0	О%	\$5.00	\$5.00	Dollar General
Palagio Shops SW 104th St & S Western Ave	2005	PB Odom III Paul Odom III	47,547	2,125	4.47%	\$17.50	\$0.00	Pizza Hut, Jump Zone McAlister's Deli, Sports Clips
Reding Shopping Center Grand Blvd & S Western Ave	1972	JAH Realty Elise Lopez	86,335	13,998	16.21%	\$12.00	\$7.00	Buy for Less Dollar General
Shields Plaza SW 74th & S Shields Blvd	1972/2011	Zerby Interests W. Scott Bentley	158,000	27,200	17.22%	\$14.00	\$12.00	Burlington Harbor Freight
South Meridian Plaza 1025 S Meridian Ave	1983	Price Edwards & Company George Williams	36,100	2,000	5.54%	\$12.00	\$17.00	Billy Sims BBQ Cowboy Cleaners
South Park 4500 S May Ave	1975	Owner Managed Henry Tien Nguyen	86,848	0	O%	\$10.00	\$5.00	Carniceria El Rodeo #2
South Penn Plaza 1620 SW 89th St	1984	NAI Sulivan Group David Hartnack	143,407	14,875	10.37%	\$12.00	\$9.00	Panang Thai Restaurant
Southeast Plaza SE 44th St & S High Ave	1964	OKC Plaza Latina Amil De Leon	195,266	21,400	10.96%	\$4.50	\$6.00	Smart Saver, Plaza Latina Family Dollar
Southern Hills SW 74th St & S Pennsylvania	1964/1990	CBRE/OKLA Kendra Rogers/Stuart Graham	202,247	77,004	38.07%	\$8.00	\$22.00	Northern Tool Dollar Tree
Ave Southwestern Plaza	1962/1987	Coldwell Banker Commercial	122,527	5,400	4.41%	\$7.00	\$7.00	Family Dollar Cocino De Mino Mexican
SW 59th St & S Western Ave Stonebriar Shopping Center	2005	Jerry Hocker/Jack James Brady Properties	30,000	1,300	4.33%	\$12.00	\$12.00	Restaurant Studio Art Photography
13316 S Western Ave		Ali Ghaniabadi						Allied Medical, Adams Chiropractic
Summit Pointe Plaza SW 89th St & S Western Ave	2008	Price Edwards & Company George Williams	30,414	8,400	27.62%	\$16.00	\$16.00	Louie's, T-Mobile Slim Chickens
SW 119th Street Marketplace 801 SW 119th St	2009	HCB Commercial Real Estate Co Scott Heiple	28,676	8,400	29.29%	\$14.00	\$16.00	Lemon Grass, Dental Expressions Papa Murphys
Towne South Center	2004/2010	NAI Sullivan Group David Hartnack/Sam Swanson/Nathan	130,000	9,338	7.18%	\$20.00	\$10.00	Heartland Dental
SW 74th St & S Walker Ave Walker Square	1983	Wilson Precor Ruffin	100,430	20,883	20.79%	\$9.00	\$9.00	Chuck E Cheese Buy For Less Supermercado
SW 59th St & S Walker Ave Walnut Square	1985	Rick Pritchett Price Edwards & Company	314,299	28,976	9.22%	\$12.00	\$18.00	Big Lots, Hobby Lobby
2209 SW 74th St		Ev Ernst/George Williams/Jacob Simon						Green Acres Market, dd's Discount
Westernview Center 7107 S Western Ave	1958/78	CBRE/OKLA Stuart Graham/Mark Inman	104,000	18,517	17.80%	\$6.00	\$17.00	Taste of China Dollar General
Westminster Village	1986	Brady Properties	79,500	13,681	17.21%	\$18.00	\$12.00	Westminster Executive Suites
10625 S Western South Totals		Ali Ghaniabadi	3,787,001	491,519	12.98%			Huntington Fine Jewelers
Journ Totals			3,707,001	171,317	12.70 /0			

2019 Year-End Oklahoma City Retail Market Summary EDMOND SUBMARKET

Edmond vacancy improved modestly during the year, ending the year at 8.4 percent. The former Homeland at Edmond Crossing was backfilled with HomeGoods and Surge Trampoline Park. Edmond has also seen some growth in boutique projects, like the Railyard in downtown. Larger projects like the Bridges at Springcreek and the Covell & I-35 Showbiz anchored development remain in the pre-leasing stages. Edmond continues to be one of the most desired retail submarkets; virtually all multi-store retailers want to be in the market given Edmond's demographics, particularly incomes and disposable spending.





Edmond	Built/ Updated	Leasing Agent	Total Space	Avail. Space	Vacant	Rate 1	Rate 2	Anchor Tenants
33rd & Boulevard	1982	Lee Segal	49,400	0	О%	\$10.00	\$0.00	Mardel's
E 33rd St & S Boulevard St		Lee Segal						Family Dollar
Alta Mesa	2008	JAH Realty	30,798	7,249	23.54%	\$26.00	\$0.00	Qdoba, OU Medical Center
301 S Bryant Ave		Ethan Slavin						Panda Express
Berkshire Plaza	2002	Creek Commercial Realty, LLC	35,612	3,400	9.55%	\$16.00	\$18.00	Office Depot
W 15th St & S Broadway		Aj Tolbert/Ethan Slavin						Nhinja Sushi & Wok
Boulevard Village	1985	NAI Sullivan Group	36,173	7,915	21.88%	\$12.00	\$12.00	Mardel
3404-3456 S Boulevard St		Amir Shams/Nathan Wilson						Family Dollar
Broadway South	1977	Cushman & Wakefield	61,524	O	O%	\$18.00	\$22.00	Edmond Music
3320 S Broadway		Phillip Farha						
Broadway Square	1968/2006	Land Run Commercial	93,488	6,346	6.79%	\$9.00	\$15.00	City Bites
3601 S Broadway		Troy Humphrey/Anna Russell						AllState
Bryant Square	1973/1992	JAH Realty	272,135	1,200	0.44%	\$0.00	\$0.00	Ross, Petco, Party City
E 2nd St& N Bryant Ave		Elise Lopez						Bed Bath & Beyond
Danforth Plaza	2004	Price Edwards & Company	29,962	2,400	8.01%	\$10.00	\$12.00	State Farm
2000 W Danforth Rd		George Williams						H&R Block
Danforth Square	1999	Land Run Commercial	108,000	2,386	2.21%	\$14.00	\$12.00	Hobby Lobby
W Danforth Rd & S Kelly Ave		Troy Humphrey/Anna Russell						S&B Burger Joint , My Gym
Edmond Crossing	1995	Price Edwards & Company	151,664	10,000	6.59%	\$12.00	\$16.00	Tuesday Morning
245 22 16.		Ev Ernst/George Williams/Girma						TIM II C I
24 E 33rd St		Moaning						TJ Maxx, HomeGoods
Edmond Exchange	2003	JAH Realty	71,218	17,043	23.93%	\$0.00	\$0.00	On the Border, Sprint
3233 S Broadway		Elisa Lopez						Dunkin Donuts

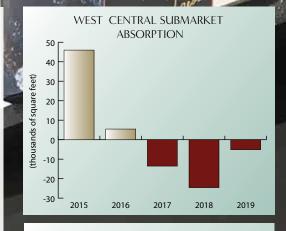
2019 Year-End Oklahoma City Retail Market Summary EDMOND SUBMARKET

Edmond	Built/ Updated	Leasing Agent	Total Space	Avail. Space	Vacant	Rate 1	Rate 2	Anchor Tenants
Edmond Market Place	1980/2014	Newmark Grubb Levy Strange Beffort	96,185	40,287	41.88%	\$15.00	\$21.00	Natural Grocers
3301 S Boulevard		Michael Rapella/Jay Cohlmia/Danny Ojeda						Orange Theory Fitness
Edmond Plaza	1964/2005	Price Edwards & Company	158,373	4,240	2.68%	\$9.00	\$14.00	Westlake Hardware
E 15th St & Broadway Ext.		Ev Ernst/George Williams/Girma Moaning						Big Lots, Staples
Edmond Trails	2007	Sooner Investment	25,215	2,000	7.93%	\$14.00	\$15.00	The Bridge Billiards
289 S Santa Fe Ave Hampton Village	2010	Brad Goodwin The Palmer Company	22,958	0	0%	\$20.00	\$18.00	Spinal Wellness Center Chipotle, Mattress Firm
1529 - 1601 S Broadway		Chris Palmer						Starbucks, Verizon
Homestead Center	2003	Creek Commercial Realty, LLC	45,882	10,828	23.60%	\$14.00	\$12.00	Anytime Fitness, Kobe Sushi
W Danforth Rd & N Santa Fe Ave		Ethan Slavin						
Kelly Centre Shopping Center	2003	Equity Commercial Realty	43,763	9,100	20.79%	\$10.50	\$10.50	Dance Makers
610 S Kelly Ave Kelly Plaza	1984/2011	David Lide Newmark Grubb Levy Strange Beffort	86,427	14,510	16.79%	\$9.00	\$15.00	State Farm 10 Gym
•	190 1/2011	Michael Rapella/DannyOjeda/Jay-	00,127	11,510	10.7 5 70	\$7.00	\$15.00	•
W Edmond Rd & S Kelly Ave		Cohlmia						Kid's Galaxy
Kickingbird Square	1985/1988	Newmark Grubb Levy Strange Beffort	110,000	1,400	1.27%	\$14.00	\$14.00	Pet Supply Plus
1323 W Danforth Rd Market at Cedar Lake	2018	Jim Rose Equity Commercial Realty	38,020	5,490	14.44%	\$14.00	\$14.00	Kickingbird Cinema Subway
E Waterloo & Broadway	20.0	Josh White/Paul Swales/Eric Fleske	50,020	3,1,70		VI 1.00	\$11.00	Sabway
Market Depot	1965/2004	Moriah Real Estate Company	82,325	4,158	5.05%	\$16.09	\$21.33	Charleston's
3409 S. Broadway		Brock Lytton						Traditions Fine Furniture
North Oaks	1983/1989	Hayes Brokerage	70,672	0	Ο%	\$10.00	\$15.00	Westlake Hardware
821 W Danforth Rd		Don Hayes						Dollar General, My Dentist
Oak Brook Shopping Center	2016	Wiggin Properties	86,711	14,380	16.58%	\$9.50	\$13.50	Planet Fitness
2113 W Edmond Rd		Grant Stewart/Don Faulkner						The Salvation Army
Oxford Pointe Shops	1986	Newmark Grubb Levy Strange Beffort	26,000	1,750	6.73%	\$15.00	\$15.00	Vision Center
E 2nd St & S Bryant Ave		John Cohlmia						
Pebble Creek	2001	Key Investments	107,944	О	Ο%	\$18.00	\$0.00	Kohl's, Gold's Gym
W Danforth Rd & N Santa Fe Ave								Dollar Tree
Shoppes at Cheyenne Ridge	2018	Creek Commercial Realty, LLC	27,493	17,018	61.90%	\$22.00	\$26.00	Joey's Cafe
3308 - 3416 S Bryant Ave		Ethan Slavin/Aj Tolbert						Ellis Island Coffee
Shoppes at Edmond University	2000	Price Edwards & Company	77,543	1,400	1.81%	\$22.00	\$22.00	Wal Mart Neighborhood Mark
E 2nd St & S Bryant Ave		George Williams						Pei Wei, Half Price Books
Shoppes at Fox Lake	2016	Price Edwards & Company	26,802	3,500	13.06%	\$24.00	\$22.00	Ortho Plus
941 W. I-35 Frontage Road		George Williams						Great Clips
Shoppes On Broadway E 33rd St & S Broadway	2008	Price Edwards & Company Everest Ernst/George Williams/Jacob Simon	160,000	22,929	14.33%	\$18.00	\$22.00	Hobby Lobby Bella Strada Spa & Salon
Signal Ridge Shopping Center	1986	Price Edwards & Company	35,000	4,316	12.33%	\$14.00	\$16.00	Daylight Donuts
1700 S Kelly Ave		George Williams						
Spring Creek Plaza	2001	Ward Construction	63,000	3,060	4.86%	\$32.00	\$31.00	Panera Bread
E 15th St & S Bryant Ave		Amanda Ward, Kent Ward						Fuzzy's Taco Shop
Spring Creek Village of Edmond	2007	Price Edwards & Company	72,273	18,321	25.35%	\$22.00	\$28.00	Legacy Bank, Starbucks
E 15th St & S Bryant Ave		Everest Ernst/George Williams/Girma Moaning	. =,=. 0	·,				Louie's, Lucca, Rustic Cuff
University Plaza	2000	Brady Properties	400,000	0	O%	\$14.00	\$16.00	Target Super Center
E 2nd St & S Bryant Ave		Ali Ghaniabadi						Lowe's
Uptown Grocery Center	2011	Esperanza Real Estate Investments	73,350	5,343	7.28%	\$21.00	\$28.00	Uptown Grocery
1230 W Covell Rd		Susan Binkoski						
Willow Creek	1985	Owner Managed	31,200	2,400	7.69%	\$18.00	\$0.00	A1 Pet Emporium
E 2nd St & N Santa Fe Ave								Family Dentistry
Edmond Totals			2,907,110	244,369	8.41%			

019 Year-End Oklahoma City Retail Market Sun VEST-CENTRAL SUBMARKET

The West Central occupancy continues to be strong at 94.3 percent. Westgate Marketplace, Yukon Village, The Market at Czech Hall, and West End Pointe and the OKC Shoppes comprise nearly half the total product in the submarket and all maintain high occupancy. Czech Hall recently added a ground-up construction Burlington as Burlington continues to downsize and relocate stores. The corridor draws not only from the I-40 traffic but from a large swath of homes north of I-40 that have limited access to retail, particularly new retail. The former Cotton Mill parcel is one of the possible locations for the Maps 4 soccer stadium, which could jump-start a larger mixed-use development there.

The Interstate 40 and Portland area, home to 40 stores, containing over 2.5 million square feet that specialize in furniture and accessories, remains the hub of furniture sales for the City.



2018

2019

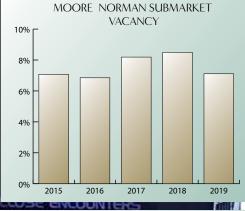


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West-Central	Built/ Updated	Leasing Agent	Total Space	Avail. Space	Vacant	Rate 1	Rate 2	Anchor Tenants
36th & May Center	1986	B.D. Eddie Enterprises	97,500	1,250	1.28%	\$10.00	\$12.00	Locke Supply
SW 36th St & S May Ave		Terry McGuire						Swiss Cleaners
Ann Arbor Terrace 4913 NW 23 St	1971	Owner Managed	30,000	O	Ο%	\$6.00	\$0.00	Feria Latina Super Market Ultimate Thrift Store
Bethany Shopping Center 8000 NW 39th	2016	Newmark Grubb Levy Strange Beffort Michael Almaraz	28,250	1,000	3.54%	\$17.00	\$15.00	Family Dollar Subway
Chisholm Shopping Center	1972/ 2007	CBRE/OKLA	227,630	51,984	22.84%	\$5.00	\$16.00	Sprouts
I-40 & Garth Brooks Blvd DeVille Shopping Center 2408 N. Council Road	1962/94	Stuart Graham Love Management	125,407	0	O%	\$5.00	\$6.00	Planet Fitness Buy For Less Heart & Hand Thrift
Glen Oaks NW 23rd St & N Rockwell Ave	1968/98	JAH Realty Elise Lopez	49,161	1,800	3.66%	\$18.00	\$6.00	Ace Hardware, Dollar Tree Anytime Fitness
Indiana Center 1708 N Indiana Ave	2002	Owner Managed	26,000	0	O%	\$5.00	\$9.00	Scorecards Sports Bar Bad Granny's
MacArthur Court 3804 N MacArthur Blvd	1985/ 2018	CPG, LLC John Gholami	51,198	30,850	60.26%	\$12.00	\$15.00	GSA
MacArthur Park 2300 N MacArthur Blvd	1997	Charles Shadid	60,472	0	O%	\$5.36	\$8.00	Community Thrift Store Queen of Sheba Restaurant
Meridian Plaza 4546 NW 16th St	2016	Baker First Commercial Real Estate Rod Baker/Bill Reid	92,524	2,840	3.07%	\$6.00	\$6.00	H&R Block James Lighting
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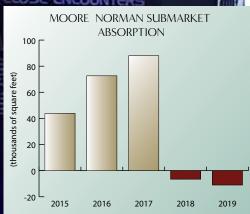
2019 Year-End Oklahoma City Retail Market Summary WEST-CENTRAL SUBMARKET

West-Central	Built/ Updated	Leasing Agent	Total Space	Avail. Space	Vacant	Rate 1	Rate 2	Anchor Tenants
Morgan Creek Plaza 1701 S Morgan Rd	1988	Westbrook Properties Gretchen Bybee	35,930	4,480	12.47%	\$12.73	\$12.92	State Farm Bears Wear Inc
Mustang Crossing 15th & Mustang Rd	2015/18	Hayes Brokerage Don Hayes	30,000	O	Ο%	\$15.00	\$20.00	Jojo's Prohibition Liquors
Mustang Shopping Center	2004	Schostak Brothers & Company	35,846	4,400	12.27%	\$12.00	\$16.00	Gamestop, Anytime Fitness
216 N Mustang Mall Terr Mustang Trade Center	2015	Rebecca Dragin McGee Commercial	133,678	15,000	11.22%	\$13.00	\$13.00	Cato, Dollar Tree CashSaver
Hwy 152 & S Mustang Rd.	2013	Real Estate Chad Arnold	133,0,0	13,000	11.22 70	\$13.00	ψ13.00	Stage
OKC Outlets	2010	Price Edwards & Company	430,835	37,146	8.62%	\$25.00	\$14.00	Polo Ralph Lauren Factory Store
NE C of 1-40 & Council Rd	1074	George Williams/Kar- leen Krywucki/Ev Ernst Deer Horn Develop-	02.700		00/	* 0.00	# 400	Coach, Michael Kors
Old Mill Plaza 801 Elm Ave	1974	ment Ray Wright	82,730	0	O%	\$8.00	\$4.00	Locke Supply
Penn Crossing NW 23rd St & N Pennsylvania	1994	Brady Properties Ali Ghaniabadi	133,356	20,000	15%	\$8.00	\$8.00	Wal Mart Neighbor- hood Market Dollar Tree, Mazzio's,
Ave Plaza DeVille	1970/ 2012	Charles Shadid	24,565	0	O%	\$4.00	\$8.00	Westlake Omega Health Foods
2409 N Council Road Plaza Shoppes of Turtle Creek	2012	Charles Shadid Ferguson Company	23,000	0	0%	\$10.50	\$10.50	Electrolux Vacuum Hair Expressions
915-951 S Cornwell Dr		Jim Ferguson/Lee Spivey/Debbie Servati						Animezing
Portland Square NW 23rd St & N Portland Ave	1958/87	Charlés Johnson, DDS Chuck Johnson	38,000	0	Ο%	\$4.00	\$0.00	Sam's Wholesale Liquor OK Family Thrift
Rockglen Retail Center 1500 N Rockwell Ave	1994	Owner Managed	25,308	5,000	19.76%	\$3.50	\$0.00	Well Club
Shartel Plaza 5225 N Shartel Ave	1965	Pro Realty Greg Downs	40,736	О	O%	\$14.00	\$16.00	CVS
Silver City Town Center	1974/ 2015	Interwest Realty	88,851	6,888	7.75%	\$6.00	\$12.00	Tractor Supply
O1 N Mustang Rd Fen-M	1958/	Jenny Hunt Corsair Estate, LLC	33,100	0	0%	\$8.40	\$9.00	Bronco Bowl
NW 10th St & N Meridian Ave	2017	Scott Smith	33,100	U	U%	\$0. 1 U	\$9.00	Liberty Tax
Fhe Market at Czech Hall NW 10th & Interstate 40	2017	CBRE/OKLA Stuart Graham	161,636	0	0%	\$26.00	\$26.00	Academy, Ross, Ulta Petco, Marshalls
The Plaza at Stone Mill	2015	Owner Managed	36,000	0	Ο%	\$15.00	\$18.OO	Pie 5 Pizza
348 S Yukon Parkway Walnut Creek 1110 N MacArthur Blvd	1974	Charles Shadid Charles Shadid	54,382	6,280	11.55%	\$3.00	\$5.00	Great Nations Bank Thermo Roll Shutters
West End Pointe	2015	McGee Commercial Real Estate	522,500	2,500	0.48%	\$20.00	\$0.00	Lowe's, Staples
-40 & Garth Brooks Blvd West Pointe Plaza	2006	Chad Arnold Owner Managed	27,004	0	O%	\$13.00	\$13.00	Kohl's, Gold's Gym Crossfit
300 S Mustang Rd West Pointe Shoppes Phase II	2008	Daniel Le Baker First Commercial Real Estate	24,856	2,236	9%	\$13.00	\$13.OO	SuperCuts State Farm, Affordable Dentistry
700-742 S Mustang Rd		Rod Baker						OK Institute of Allergy Asthma & Immunology
Westgate Marketplace	2000/ 14	Zerby Interests	900,500	12,300	1.37%	\$17.00	\$28.00	Wal Mart, Panera Bread, Home Depot Best Buy, Ulta, Dick's
I-40 & S MacArthur Blvd	107.4	W. Scott Bentley Baker First Commercial	02.270	0	00/	£2.00	#2.00	Sporting Goods
Westoaks Village NW 10th St & N Rockwell Ave	1964	Real Estate Lori Petit	93,270	0	O%	\$3.90	\$3.90	Family Dollar Builders Warehouse
Westpointe Plaza 320 S Mustang Rd	2000	Owner Managed	25,680	0	O%	\$10.00	\$12.00	Subway Hunan Express
Will Rogers 8000 N Portland Ave	1982	Charles Shadid Charles Shadid	160,000	0	Ο%	\$4.00	\$6.00	Oriental Imports
Windsor Hills	1960/88	Newmark Grubb Levy Strange Beffort	256,250	36,208	14.13%	\$7.00	\$12.00	Crest Foods, Ross
4601 NW 23rd St		Danny Ojeda/Jay Cohl- mia/Michael Rapella						dd's Discount
Windsor Park 2536 N Meridian Ave	1982	Newmark Grubb Levy Strange Beffort Michael Almaraz	26,500	0	Ο%	\$14.00	\$14.00	Ci Ci's Pizza; Windsor Park Pharmacy Jackson Hewitt
Yukon Hills Shopping Center S Cornwell Dr & E Vandament	1975/ 2019	JAH Realty Elise Lopez	125,465	36,334	28.96%	\$15.00	\$8.00	Buy For Less, Rent-A- Center Dollar General
Ave Yukon Shopping Center -40 & Garth Brooks Blvd	2005	Schostak Brothers & Company Rebecca Dragin	211,500	3,200	1.51%	\$14.00	\$16.00	Dollar Tree Cato
Yukon Village	2009	Chase Properties	332,318	0	O%	\$12.00	\$25.00	Target, Hobby Lobby Big Lots, Petsmart
o o		Bennett Worrison						
Yukon Village -40 & Garth Brooks Blvd Yukon Village -40 & Garth Brooks Blvd	2009	Bennett Morrison Chase Properties Bennett Morrison	332,318	12,967	3.90%	\$O.OO	\$0.00	Target, Hobby Lobby Big Lots, Petsmart

2019 Year-End Oklahoma City Retail Market Summar MOORE-NORMAN SUBMARK



The Moore-Norman market ended the year 7.1 percent vacant, an uptick from the previous year. Fritts Farm added a new building with Burlington and Ulta as well as a couple of small multi-tenant outparcels. Parkway Plaza finally saw a gain in occupancy with the addition of CostPlus World Market, Party City, and a remodeled Bed, Bath & Beyond. Sooner Mall has seen a rise in vacancy with Sears vacating. A second metro Costco is expected in this submarket, but timing is unknown. Overall, this submarket is a highly desirable location for retailers – incomes are good and housing density is high.



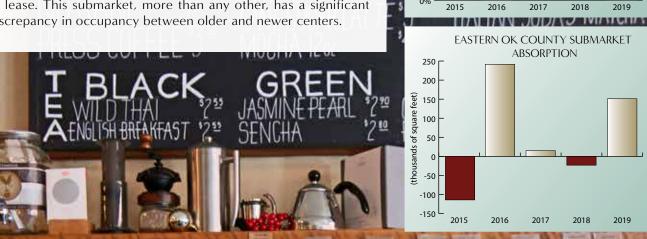
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Moore-Norman	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
550 24th Ave NW	1984/2017	Equity Commercial Realty	31,558	0	O%	\$13.75	\$13.75	Sooner Bowler Center
550 24th Ave NW		Judy Hatfield						Remax/Elite
Alameda Square	1984	Price Edwards & Company	93,858	11,913	12.69%	\$16.00	\$10.00	Gold's Gym
12th Ave SE & E Alameda St		Brandy Rundel						Dollar Tree
Anatole Shopping Center	1985	Equity Commercial Realty	64,555	1,250	1.94%	\$15.00	\$16.00	Harbor Freight Tools
12th Ave SE & E Alameda St		Gayla Artman						Sherwin Williams
Broadway Plaza	2004	HC Rental	34,000	14,580	42.88%	\$10.00	\$14.00	Home Creations
2200 N Broadway St		Mo Sharafi						
Broadway Retail Center	2005	Fulton Worster Group	50,964	14,850	29.14%	\$11.00	\$14.00	Orthopedic-Spine & Sports PT
1700 - 1704 S Broadway		Brad Worster						
Brookhaven Village	1985	Price Edwards & Company	155,016	21,544	13.90%	\$0.00	\$O.OO	Chico's, Louie's
36th Ave NW & W Robinson St		Aaron Diehl						Joseph A. Bank
Camden Village	2006/2014	Aria Development, LLC	31,100	2,600	8.36%	\$20.00	\$0.00	Cheers, 1907
1003-1035 SW 19th St		Melissa Thomas/Lisa Talley						Okie Tonk Cafe
Campus Corner Shops	1911/1993	Equity Commercial Realty	225,000	2,765	1.23%	\$16.00	\$18.00	Louie's
301 W Boyd St		Judy Hatfield/Rainey Powell						Lucca
Carriage Plaza	1983	Land Run Commercial	25,500	2,140	8.39%	\$16.00	\$16.00	City Bites
2001 W Main St		Troy Humphrey/Anna Russell						Cayman's
Center on Main	1965	Heather O'Connell	60,000	O	O%	\$0.00	\$O.OO	Firestone
500 Main St		Heather O'Connell						n/a
Champions Centre	1996	Equity Commercial Realty	375,000	48,478	12.93%	\$18.00	\$30.00	Barnes & Noble, PetSmart
520 - 700 Ed Noble Parkway		Judy Hatfield						Bed Bath & Beyond
Colonial Estates	1988	Hoppenstein Properties, Inc	104,225	53,945	51.76%	\$5.00	\$9.00	Buy For Less, Dollar General
12th Ave SE & E Lindsey St		Norman Hoppenstein						Rent-A-Center
Crimson Centre	2005	Equity Commercial Realty II, LLC	39,204	1,820	4.64%	\$18.00	\$18.OO	Billy Sims
2627 N Classen Blvd		Eric Fleske/Josh White						Slim Chickens
Cross Timber Retail Center	2016	CBRE/OKLA	24,331	4,200	17.26%	\$22.00	\$22.00	Pub W
10740 S May Avenue		Kendra Roberts						SuperCuts
Downtown Shopping Center	1974/2009	Brady Properties	50,000	0	O%	\$8.00	\$10.00	Sprouts
555 W Main Street		Ali Ghaniabadi						Cellar Wine and Spirits
0.0000000000000000000000000000000000000		ASSESSED FOR THE PARTY OF THE P			NEW STREET	SUSCEED	MENTO CO	

2019 Year-End Oklahoma City Retail Market Summary MOORE-NORMAN SUBMARKET

Moore-Norman	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
Eastmoor Shopping Center	2006	Equity Commercial Realty	25,857	2,034	7.87%	\$12.00	\$13.00	Dollar General, Subway
811 SE 4th		Mark Hyde						Cleveland County Health Dept.
Empire Plaza 3040- 3058 Classen Blvd	2006	HCB Commercial Real Estate Co Scott Heiple	30,000	0	O%	\$17.00	\$17.00	Subway Athletic Loft
Fritts Farm	2006/2012	Creek Commercial Realty, LLC	535,924	3,714	0.69%	\$24.00	\$26.00	Home Depot, Hemisphere's
SW 19th Street & Telephone Rd		Ethan Slavin						Target; Dick's, Burlington
Heisman Square 12th Ave SE & E Alameda St	1999	CBRE/OKLA Stuart Graham	93,000	0	Ο%	\$13.00	\$15.00	Homeland, Ace Hardware At the Beach
Hollywood Center 1600 W Lindsey St	1964	NAI Sullivan Group David Hartnack	127,600	0	Ο%	\$9.00	\$0.00	Homeland Dollar Tree
Madison Square Shopping Center	2014	CBRE/OKLA	45,070	23,406	51.93%	\$18.00	\$22.00	BA Fitness, Sherwin Williams
480 24th NW Malibu Shopping Center	1975/2010	Kendra Roberts/Stuart Graham Gerald Gamble Co.	21,000	0	O%	\$12.00	\$0.00	OU Office Armstrong McCall
824 NW 12th St	1005	Gerald Gamble	22.752	0	00/	¢15.00	¢15.00	Rent-A-Center
Merkle Creek Plaza 2203 W Main St	1985	Equity Commercial Realty Gayla Artman	33,753	0	O%	\$15.00	\$15.00	Play It Again Sports World Acceptance Corporation
Moore Towne Center I-35 & SW 19th St	2005	Creek Commercial Realty, LLC Ethan Slavin	35,000	4,979	14.23%	\$18.00	\$16.00	McAlester's Mazzios Pizza
New City Center	1963/1998	Precor Ruffin	181,894	25,855	14.21%	\$10.00	\$12.00	Aarons, Supermercados Morelos
605 N Moore Ave.		Rick Pritchett						4 Wheel Parts
Normandy Creek	1990	Newmark Grubb Levy Strange Beffort Jay Cohlmia/Danny Ojeda/Mi-	69,558	25,962	37.32%	\$14.50	\$14.50	Gillian Music
2200 W Main St		chael Rapella						Shall We Dance, Hobby Town
North Park Plaza 1024 N Flood	1960	Owner Managed Phoenix Central	37,000	0	O%	\$8.00	\$12.00	Liquor Market
Redbud Plaza 239 & 247 34th Ave SW	1997/2016	Equity Commercial Realty Gayla Artman	24,000	4,723	19.68%	\$17.00	\$18.00	Gymboree, Edward Jones Juan Del Fruego's
Riverwalk Centre I-35 & SW 19th St	2000	Price Edwards & Company George Williams	165,665	10,720	6.47%	\$16.00	\$14.00	Kohl's, Gamestop Catherine's, Urban Air
Riverwalk Plaza 2109-2139 Riverwalk Dr	2000	Precor Ruffin Rick Pritchett	26,939	4,536	16.84%	\$11.57	\$18.00	Integris Physical Therapy Chelino's
Riverwalk Shops 2713 S I-35 Service Rd	2006	CBRE/OKLA Stuart Graham	33,166	4,200	12.66%	\$20.00	\$20.00	Alfredo's Cox Communications
Robinson Crossing 1300 N Interstate Dr	1986/1989	Brady Properties Ali Ghaniabadi	116,400	12,160	10.45%	\$12.00	\$12.00	Dominos Pizza AMC Theater
Royal Rock 19th & Fritts Blvd.	2015	Avenue CRE Randy Vaillancourt	164,914	2,307	1.40%	\$29.00	\$18.00	Winco, T-Mobile Schlotzsky's
Shops at Moore	2007/2014	CBRE/OKLA Mark Inman/Stuart Graham/Ken-	568,679	11,294	1.99%	\$0.00	\$0.00	Ross, Bed Bath & Beyond
265O S I-35 Rd	1005	dra Roberts	110 740	E 214	4.000/	¢0.50	£15.00	Best Buy, Hobby Lobby
Silver Leaf NE 12th St & N Eastern Ave	1985	Bright Star Realty Sun Lee	110,740	5,314	4.80%	\$8.50	\$15.00	Silverleaf Furniture Family Dollar
Sooner Mall -35 & W Main St	1976/1999	Brookfield Properties Tyler Cassell	511,569	75,000	14.66%	\$0.00	\$0.00	Dillard's, JCP Shoe Dept.
Sooner West/River Oaks Plaza	1981	Equity Commercial Realty	68,440	1,500	2.19%	\$16.50	\$17.5O	Tuesday Morning
36th Ave SW & W Main St	40=0	Gayla Artman			0.04		***	Henry Hudson's
Stubbeman Village Elm Ave & Elmwood Dr	1972	University of Oklahoma	33,475	0	O%	\$0.00	\$0.00	Papa John's Ratcliffe's Bookstore
Suites on Broadway NW 5th St & N Broadway St	1966	Buchanan Realty Steve Buchanan,Debbie Butler	50,000	0	O%	\$11.50	\$12.57	AD, Inc Moore Escape Room
The Main Center 24th & Main St	2005	HEW Marketing, Inc. Heather Warrington	106,307	0	Ο%	\$0.00	\$9.00	Hobby Lobby Mardel's
University Town Center 1500 24th Ave NW	2008	CBRE/OKLA Mark Inman/Stuart Graham	1,129,119	11,402	1.01%	\$14.00	\$31.00	Kohl's, Target, Crest Academy, HomeGoods
West Port Shopping Center	1980	Interwest Realty Robert Williams	40,898	0	Ο%	\$8.00	\$14.50	Moore Family Clinic GFF Foods
1200 N Santa Fe Ave								UI I UUU3
1200 N Santa Fe Ave West Port Shopping Center 1200 N Santa Fe Ave	1980	NAI Sullivan David Hartnack	40,898	0	O%	\$8.00	\$14.50	Moore Family Clinic GFF Foods

2019 Mid-Year Oklahoma City Retail Market Summary EASTERN OK COUNTY SUBMARKET

Eastern Oklahoma County vacancy improved significantly over the second half of the year, ending the year at 12.0 percent, down from 14.0 at mid-year. Ollie's back-filled a portion of the long-vacant former Hobby Lobby space at Greenway Plaza and both Warren Theatre and Andy's opened at Sooner Rose. It should also be noted that the former Sears building at Reno and Air Depot was bought by the City of Midwest City for non-retail use. Overall, new retail in this submarket continues to perform well while there remains a significant amount of product that is older, several of which have significant deferred maintenance or difficult configurations. The larger spaces in these older centers have proven more difficult to lease. This submarket, more than any other, has a significant discrepancy in occupancy between older and newer centers.



Eastern OK County	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
23 Post Plaza	1986	Nancy Brewer	35,000	2,040	5.83%	\$0.00	\$0.00	Spencer's Smokehouse
NE 23rd St & N Post Rd		Nancy Brewer						Farmer's Insurance
Boulevard Marketplace	1984	Weingarten Realty	35,765	O	Ο%	\$16.00	\$18.00	Crest Grocery
101 N Douglas Ave		Andrew Bell						Dollar Tree
Choctaw Plaza	1974/1984	Newmark Grubb Levy Strange Beffort	131,000	27,378	20.90%	\$6.95	\$6.95	Cash Savers, Chase Bank
14407 NE 23rd St		Michael Almaraz						Dollar Tree, Dollar General
Decker Center	1982	Interwest Realty	36,365	5,026	13.82%	\$14.00	\$14.00	Jubilee Dental
1200 S Air Depot Blvd		George Huffman						Fedex
Del City Crossing	2012	CBRE/OKLA	24,200	2,400	9.92%	\$20.00	\$20.00	Ted's Cafe Escondido
I-40 & Sooner Rd		Stuart Graham						The Garage, Volcano Sushi
Del Crest Center	1957/2016	Sooner Investment	95,563	8,000	8.37%	\$24.00	\$24.00	Gold's Gym, Family Dollar
SE 15th & I-40		Brad Goodwin						Harbor Freight
Del Crest Shops	1957/2016	Price Edwards & Company	59,000	25,376	43.01%	\$0.00	\$0.00	Save-A-Lot
SE 15th & Sunnylane		Karleen Krywucki/Ev Ernst						Dollar Tree
Dickson Plaza	1978/1980	Midwest Business Investments	34,900	O	Ο%	\$8.00	\$O.OO	Shapes Gym
SE 15th St & S Post Rd		Joe Leon						Farmer's Insurance
Eastgate Shopping Center 1100 N Midwest Blvd	1965	Equity Commercial Realty Mark Hyde	51,520	31,980	62.07%	\$5.00	\$7.00	Queen's Beauty Supply

EASTERN OK COUNTY SUBMARKET

VACANCY

20%

15%

10%

5%

0%

2019 Mid-Year Oklahoma City Retail Market Summary EASTERN OK COUNTY SUBMARKET

Eastern OK County	Built/Updated	Leasing Agent	Total Space	Available Space	Vacant	Rate 1	Rate 2	Anchor Tenants
Gateway Plaza	1985	Owner Managed	87,512	25,300	28.91%	\$10.00	\$15.00	Ollie's Outlet
SE 15th St & S Air Depot Blvd		Bobbie Tritten						Dollar Tree
Hartsdel SE 44th St & S Bryant Ave	1995	Charles Shadid Charles Shadid	49,726	5,000	10.06%	\$4.00	\$7.00	Family Dollar Beauty Supply
Heritage Plaza		Avenue CRE	75,071	21,327	28.41%	\$6.00	\$8.00	Select Physical Therapy
351 N Air Depot Blvd		Randy Vaillancourt						Economy Hearing Aid
Holiday Square	1974/2015	Equity Commercial Realty	86,652	10,450	12.06%	\$6.86	\$12.39	The Dance Depart- ment
1100 S Air Depot Blvd		Mark Hyde						Los Vacqueros
Northeast Town Center	1970/2017	Price Edwards & Company	93,825	34,800	37.09%	\$8.00	\$13.00	Dollar Tree, Buy For Less
1124 NE 36th St		Ev Ernst/George Williams						Ice Events Center & Grill
Oakcliff Shopping Center 3102 SE 44th Street	1966	Charles Shadid Charles Shadid	51,200	0	O%	\$5.00	\$5.00	Tom's Tires Karen's Treasures
Park Estates	1952	Century 21 Goodyear Green	38,000	15,000	39.47%	\$0.00	\$O.OO	Beauty Town
NE 36th & N Kelly Ave	1002	Tim Combs	20 200	20.000	52.000/	¢2.00	£4.00	D: D . C .
Park Plaza 3700 Springlake Dr	1993	Charles Shadid Charles Shadid	38,399	20,000	52.08%	\$3.00	\$4.00	Diva Beauty Supply
Sooner Market Place	1995	Charles Shadid	63,063	6,500	10.31%	\$4.00	\$7.5O	Chelino's
E Reno Ave & N Sooner Rd Sooner Rose	2016/2019	Charles Shadid Sooner Development	496,988	0	O%	\$12.00	\$25.00	Hobby Lobby, Burlington
SE 15th & Sooner Road		Brad Goodwin						Academy, Warren Theater
Sooner Town Center	2005	Sooner Investment	795,000	2,415	0.30%	\$24.00	\$O.OO	Target, J C Penney
SE 29th St & S Air Depot Blvd		Brad Goodwin						
Spencer's Center NE 23rd St & N Spencer Rd	2000	Charles Shadid Charles Shadid	40,000	10,000	25%	\$3.00	\$5.00	Conoco
Sunnylane Plaza	1979	Hayes Brokerage	84,888	40,000	47.12%	\$6.00	\$5.00	Advance America, Family Dollar
SE44th St & S Sunnylane Rd		Don Hayes						Anna's Beauty Supply
Tan & Tone America Center	2005	Ta Real Estate	25,300	0	Ο%	\$7.00	\$12.00	Uptown Thrift
1900 S Air Depot Blvd								Mid-Del Complete Dental Care
Tenth Street Plaza 9207 NE 10th St	1960	Owner Managed	33,000	0	O%	\$6.00	\$0.00	Dollar General
Town & Country Center	1966/1989	Price Edwards & Company	133,916	11,496	8.58%	\$9.50	\$16.00	Ross, Big Lots,
E Reno Ave & N Air Depot Ave		Ev Ernst/George Williams/ Jacob Simon						Ace Hardware, Aarons
Uptown Plaza	1958/2006	Price Edwards & Company	194,033	55,371	28.54%	\$0.00	\$0.00	Langston's, Family Dollar
7430 SE 15th St		Karleen Krywucki/Everest Ernst/Jacob Simon						Tuesday Morning, Locke Supply
Village Oak Plaza 1000 S Douglas Blvd	1981	Nicholas Commercial Cole Ream	27,500	0	O%	\$10.00	\$8.00	Lupe's Restaurant Papa Johns Pizza
Village Shopping Center	1973	Newmark Grubb Levy Strange Beffort	31,634	2,350	7.43%	\$7.00	\$7.00	Rent-A-Center, Village Quality Foods
4718 - 4754 SE 29th St		Michael Rapella/Danny Ojeda/ Jay Cohlmia						Akropolis Greek Restaurant
Westminster Shopping Center	1963	Owner Managed	58,000	0	O%	\$5.00	\$6.00	23rd Street Auction
2401 N Westminster								Miles Millwork, Ratti Kool Print Shop
Eastern OK County Totals			3,007,020	362,209	12.05%			

RETAIL MARKET SALES SUMMARY

Most sales activity continues to be at the top of the market or the bottom of the market. The sale of Casady Square and Decker Center in the first quarter were exceptions, stable B-class neighborhood centers. In the second quarter, we saw more institutional owners continue to exit our market. University Northpark is one of the metro areas premier newer centers and its recent sale continues a trend of power center sales. Kite Realty, who entered the market in 2014 & 2015 with the purchase of Silver Springs Crossing, Shops at Moore, University Northpark and Belle Isle Station, is in the process of exiting the market with the sale of Norman's University Northpark to Rainier out of Dallas and the expected sale of Shops at Moore. Kite is also marketing Silver Springs Crossing and ultimately they will sell Belle Isle Station. Inventrust out of Chicago sold its last Oklahoma City property, Rockwell Plaza, in June to RCG out of Atlanta; Inventrust at one time owned five large power centers here.

These institutional investors exiting the market are driven by a combination of factors, including the lifecycle of the investment necessitating a return of funds to investors but also, a desire by institutions to exit secondary markets and return to their core markets. Capitalization rates on these sales have been risen due to the lack of institutional interest and uncertainty in the retail market. The capitalization rate on most of these transactions has been between 9.0 and 10.0 percent; three years ago, the rate on similar transactions was 7.5 percent or less. Institutional investors will come back when retail stabilizes, but for now, prices have come down and opened the door for more local and regional buyers.

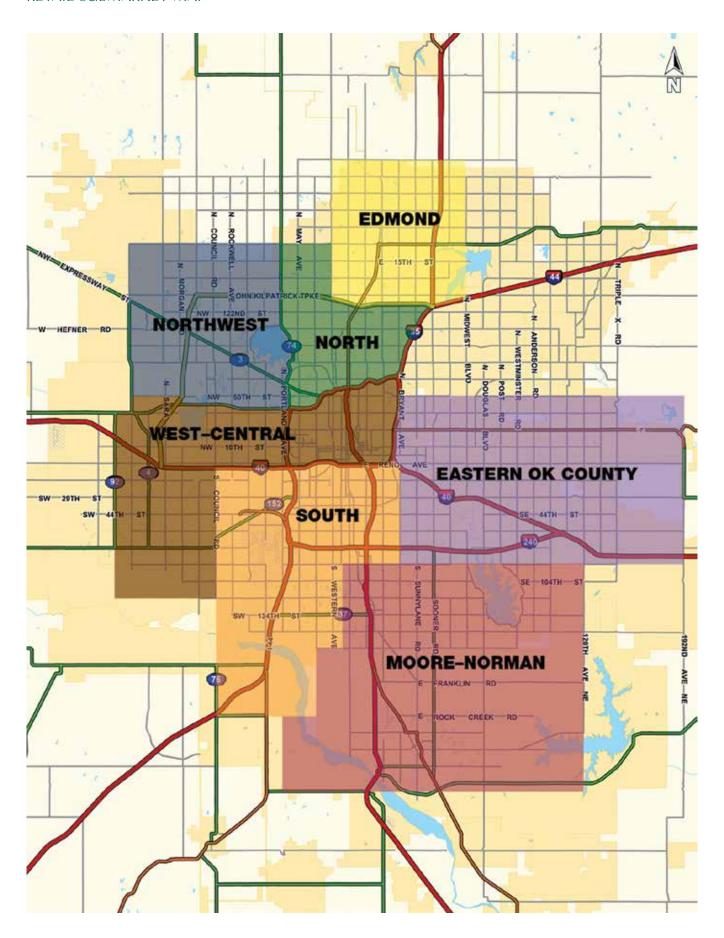
Distressed sales highlighted third quarter retail sales activity. Berkshire Plaza in Edmond and Norman's first power center, Parkway Plaza, both sold after going through foreclosure. Each has a unique story of how it got into trouble, so don't read too much into the sales. Berkshire was significantly over-leveraged and ownership could not re-finance upon loan maturity. Parkway Plaza, on the other hand, was owned by a TIC with no cash reserves and limited ability to raise funds, which hindered its ability to retenant. In addition to these sales, two older neighborhood centers sold, Silver City in Mustang and Normandy Creek in Norman.

You can see, especially with no sales in the fourth quarter, that it was a mixed-year in investment sales. Expect the same in 2020 with a softer local economy and the continuation of change in the retail landscape.

LIREAN ROW

Oklahoma City Metro Shopping Center Sales

Property	Address	Submarket	Building SF	Sales Price	Price PSF	Sale Date	
Casady Square SC	9201 N Pennsylvania	North OKC	136,772	\$9,600,000.00	\$70.19	1/4/19	
Decker Center	1200 S Air Depot	MWC	36,365	\$3,550,000.00	\$97.62	2/28/19	
Boulevard Market Place	101 N Douglas	MWC	36,000	\$6,150,000.00	\$170.83	3/7/19	
Heritage Plaza	351 N Air Depot	MWC	75,071	\$2,300,000.00	\$30.64	5/31/19	
University Town Center	1500 24th Avenue NW	Norman	417,515	\$63,000,000.00	\$150.89	6/25/19	
Rockwell Plaza	7104 NW Expressway	Northwest	255,213	\$20,500,000.00	\$80.33	6/19/19	
Normandy Creek	2224-2280 W Main St.	Norman	67,854	\$5,800,000.00	\$85.48	7/22/19	
Berkshire Plaza	1427 S Broadway	Edmond	35,312	\$4,095,000.00	\$115.97	8/23/19	
Silver City Town Center	101-361 N Mustang Rd	Mustang	89,600	\$5,500,000.00	\$61.38	8/30/19	
Parkway Plaza	520-690 Ed Nobel Pkwy	Norman	255,218	\$17,500,000.00	\$68.57	9/18/19	





5.1 MILLION

square feet of office and industrial space

3.9 MILLION

square feet of retail space

3,000

multifamily units

\$5 BILLION

in closed transactions



AND COMPANY

OKLAHOMA'S LEADING COMMERCIAL REAL ESTATE FIRM