



OKC OUTLETS®

OKLAHOMA CITY, OK

Bath & Body Works®
OUTLET

COACH
OUTLET

★
CONVERSE

OLD NAVY
OUTLET

JARED
Vault

kate spade
NEW YORK

adidas
OUTLET STORE

Levi's®
OUTLET STORE

MICHAEL KORS
OUTLET

Nike
NikeFactoryStore

THE
NORTH
FACE
OUTLET

PUMA

POLO RALPH LAUREN
FACTORY STORE

● sunglass hut

crocs™

UNDER ARMOUR

VANS
OUTLET

VICTORIA'S
SECRET

OFFERING SUMMARY

JLL

THE OFFERING

Jones Lang LaSalle ("JLL") is pleased to exclusively offer the OKC Outlets (the "Property"), a 91% leased, 394,340 square foot, high-performing open-air regional outlet center in Oklahoma City, OK. Covering a 230+ mile trade area, the Property draws a consumer base from four bordering states and achieves over \$140mm in annual sales. With over 3.2 million visits per year, OKC Outlets ranks in the top 12% of the most trafficked shopping centers in the United States. With a 6.2%+ 5-year CAGR and an average occupancy cost of 7.9%, OKC Outlets offers investors the opportunity to push rental rates with in-place rents 29% below market and continue elevating the tenant mix with a blend of outlet and traditional retailers.

THE ASSET

ADDRESS	7624 W Reno Ave Oklahoma City, OK 73127
SQUARE FOOTAGE	394,340 SF
YEAR BUILT	2011 / 2013
SITE SIZE	46.99 Acres
PARKING	1,718 (4/1,000 SF)
OCCUPANCY	91%
WALT	2.7 Years
AVG. TENANT TENURE	9.1 Years
AVG. HEALTH RATIO	7.9%

6.2%
5-YEAR CAGR





INVESTMENT HIGHLIGHTS

PREMIER OPEN-AIR SHOPPING DESTINATION

- INTERSECTION OF TRADITIONAL AND OUTLET RETAILERS

\$140+ MILLION IN ANNUAL COMMERCE

- 11 TENANTS WITH SALES OVER \$1,000 PSF
- 7.9% AVG. HEALTH RATIO

MULTI-STATE DRAWING POWER

- 230+ MILE TRADE AREA

3.2M VISITS ANNUALLY

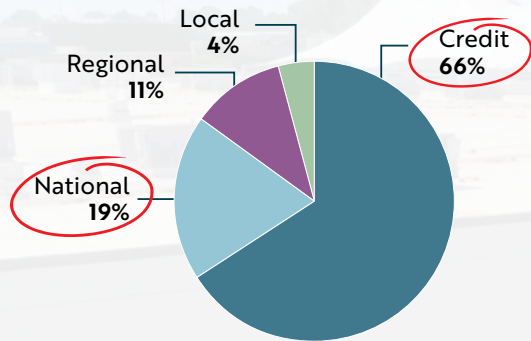
- 45% OF VISITS FROM OKC

DIVERSE & LOYAL TENANCY

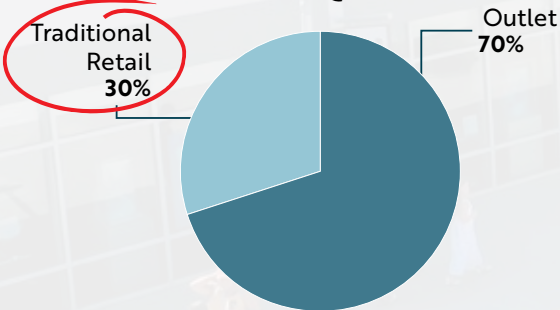
- 9.1 YEARS AVG. TENANT TENURE
- 85% OF REVENUE FROM NATIONAL AND CREDIT RETAILERS

DIVERSE AND RESILIENT TENANT MIX

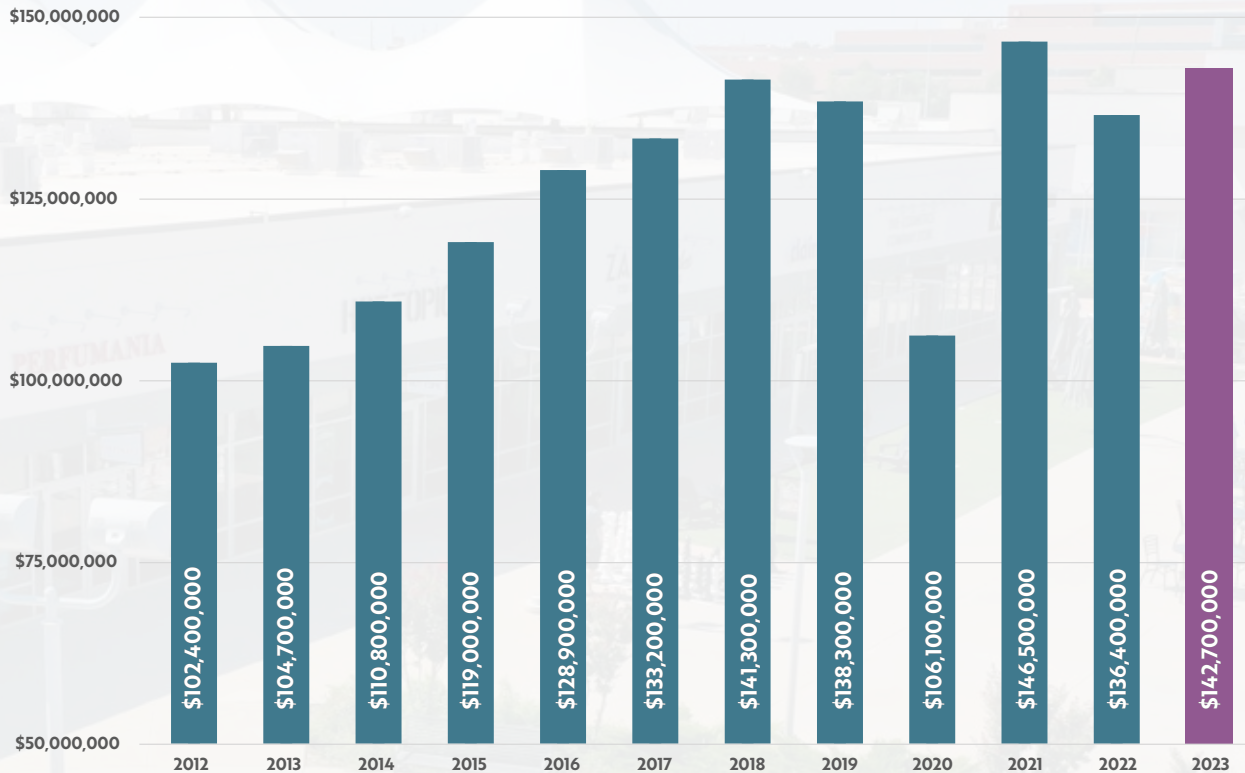
ROBUST IN-PLACE TENANCY TENANT MIX BY ANNUAL REVENUE



OUTLET VS. TRADITIONAL RETAIL TENANT MIX BY SQUARE FOOTAGE



\$ ANNUAL SALES VOLUME (2012-2023)



39%
Total Sales
Volume Growth
(Last 10 Years)



STRONG SALES & MARK-TO-MARKET OPPORTUNITIES



DOMINANT DRAWING POWER

OKC MSA

Serving as the regional shopping center for the substantial westward expansion



578,660

TOTAL
HOUSEHOLDS



1,486,341

OKC METRO
POPULATION



\$98,339

AVERAGE HOUSEHOLD
INCOME



16%

PROJECTED AVERAGE HOUSEHOLD
INCOME GROWTH (THROUGH 2029)



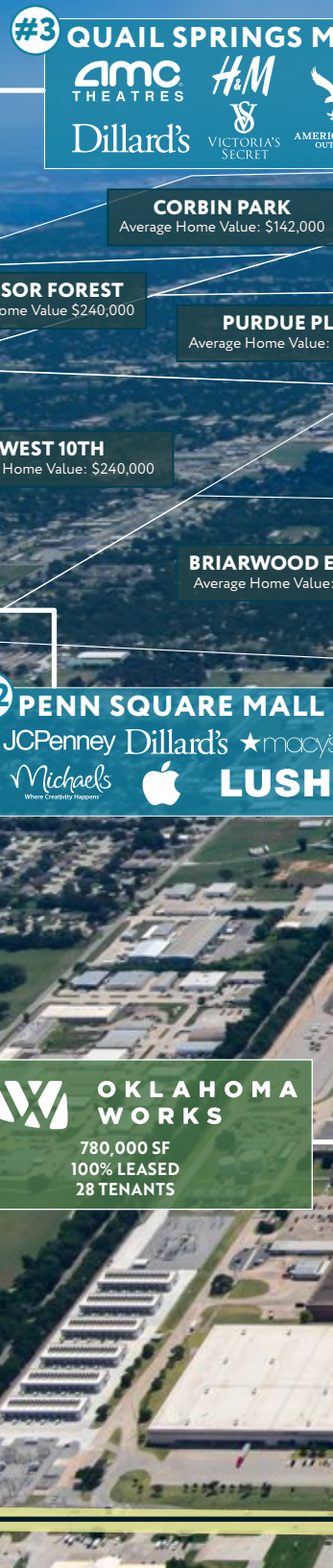
\$56.9B

CONSUMER BUYING
POWER



135,000+

COMBINED VPD
(I-40 AND RENO AVE)





PENN SQUARE MALL
\$1,400,000

HILLDALE
Average Home Value: \$580,000

WAL-MART
\$1,400,000

OKLAHOMA STATE
\$330,000

OKC Fairgrounds
435 Acres
200 Annual Events
2 Million+ Annual Visits
\$104 Million in Revenue Generated in 2023

DOWNTOWN OKC
9.4 MILES
14 MINUTE DRIVE

PAYCOM CENTER
Home of the OKC Thunder
18,203 Seats
Over 1 Million Annual Visits
\$45 Million in Revenue Generated in 2023

OSU
OKLAHOMA STATE UNIVERSITY
OKLAHOMA CITY
5,000 STUDENTS
8 MINUTE DRIVE

SixFlags HURRICANE HARBOR
OKLAHOMA CITY
8 Minute Drive

CAPITOL HILL
Average Home Value: \$490,000

OU
28,264 STUDENTS
NORMAN, OK
31 MILES | 32 MINUTE DRIVE

#1 WESTGATE MARKETPLACE
WAL-MART
BEST BUY
CAVENDER'S
PETSMART
THE TACKLE SHOP
HOBBY LOBBY

FLOOR & DECOR
TILE • WOOD • STONE

sam's club

OKLAHOMA STOCK YARDS
12 Minute Drive
OKLAHOMA NATIONAL STOCKYARDS

WILL ROGERS WORLD AIRPORT
7.7 MILES
14 MINUTE DRIVE

INTEGRIS HEALTH
Community Hospital

20,000 VPD

125,000 VPD

OKC OUTLETS®

LOCAL COMPETITIVE SET

- #1 WESTGATE MARKETPLACE**
1.6 Miles | 4 Minute Drive
776,521 SF | 86% Occupancy
- #2 PENN SQUARE MALL**
10 Miles | 18 Minute Drive
1,083,361 SF | 100% Occupancy
- #3 QUAIL SPRINGS MALL**
21 Miles | 22 Minute Drive
1,102,695 SF | 100% Occupancy

QUICK N CLEAN
STARBUCKS
MATHIS SLEEP
Ted's Cafe & Eatery
PHILLIPS 66
BRAUM'S
WHATABurger
GARAGE
JIMMY'S
RESTAURANT BREWHOUSE

25,000 VPD

Council Rd

OKC OUTLETS

WESTWARD EXPANSION

OKC Outlets has benefitted from tremendous densification in rapidly growing West OKC areas, capturing increased visitation organically as these zipcodes continue expanding.

City	Population	Drive Time from OKC Outlets	2023 Annual Visits	% Visitation Increase Since 2021
Yukon	27,253	13 Minutes	309,058	5.1%
Bethany	20,831	5 Minutes	144,908	33.3%
Mustang	24,318	16 Minutes	97,658	10.7%
El Reno	19,910	20 Minutes	53,007	4.8%

West OKC sits in Canadian county, which recorded the highest net migration in the state between 2020 and 2023.

POPULATION GROWTH (2020-2023)

16.2%
EL RENO

14.5%
YUKON

20.8%
MUSTANG

Mustang, OK

20.8% Population Growth
Since 2020

John Kilpatrick Turnpike
(40,000 VPD)

LENNAR AT BELLFLOWER

Planned Single
Family Community

WESTBROOKE ESTATES

Average Home Value: \$400,000

**MUSTANG
CANYON RIDGE
INTERMEDIATE SCHOOL**
749 STUDENTS

TIMBER CREEK ESTATES

Average Home Value: \$370,000

WESTGATE

Average Home Value: \$370,000

El Reno, OK

16.2% Population Growth
Since 2020

Yukon, OK

14.5% Population Growth
Since 2020

SPRING MEADOW

Average Home Value: \$390,000

PATCO VILLAGE

Average Home Value: \$240,000

WEST WATCH

Average Home Value: \$310,000

STONE MILL

Average Home Value: \$480,000

WESTBURY SOUTH

Average Home Value: \$312,000

**THE PARK
ON WESTPOINTE**
520 UNITS

YUKON HIGH SCHOOL
2,833 STUDENTS

LAKEVIEW ESTATES

Average Home Value: \$300,000

LINKS AT MUSTANG CREEK
492 UNITS

**MUSTANG NORTH
MIDDLE SCHOOL**
792 STUDENTS

SUN VALLEY ACRES

Average Home Value: \$300,000

**OVERHOLSER
VILLAGE AND PARK**



125,000 VPD

Council Rd (25,000 VPD)

Reno Ave (20,000 VPD)



230+ MILE TRADE AREA

HEAT MAP REPRESENTATIVE CONSUMER BASE

OKC OUTLETS®

DRAWN FROM 4 STATES

6 Kansas City, MO

5 Branson, MO

1 Tulsa, OK

3

2

4 Dallas-Fort Worth, TX

Distances from Oklahoma City:

- 175 MILES to Kansas City, MO
- 360 MILES to Tulsa, OK
- 315 MILES to Branson, MO
- 115 MILES to Tulsa, OK
- 350 MILES to Little Rock, AR
- 200 MILES to Dallas-Fort Worth, TX
- 340 MILES to Amarillo, TX
- 175 MILES to Amarillo, TX

COMPARABLE SET



1

TULSA PREMIUM OUTLETS

Opened August 2024
115 Miles from OKC Outlets
340,000 SF
100% Preleased



2

GRAPEVINE MILLS

3,600,000 Annual Visitors
200 Miles from OKC Outlets
1,800,000 SF
100% Occupied



3

ALLEN PREMIUM OUTLETS

1,700,000 Annual Visitors
215 Miles from OKC Outlets
166,302 SF
100% Occupied



4

GRAND PRAIRIE PREMIUM OUTLETS

1,300,000 Annual Visitors
220 Miles from OKC Outlets
424,064 SF
83% Occupied



5

TANGER OUTLETS BRANSON

2,000,000 Annual Visitors
315 Miles from OKC Outlets
317,826 SF
100% Occupied

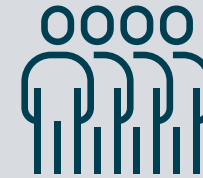


6

LEGENDS OUTLETS KANSAS CITY

2,200,000 Annual Visitors
350 Miles from OKC Outlets
854,000 SF
100% Occupied

OKC
OUTLETS®



1.3M

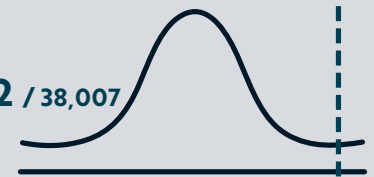
ANNUAL VISITORS
(PAST 12 MONTHS)

NATIONWIDE



4,212 / 38,007

88%

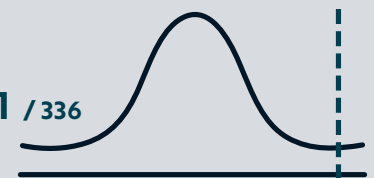


OKLAHOMA



31 / 336

91%



TOP 12%
OF CENTERS IN
THE U.S.

WHY OKLAHOMA CITY

Oklahoma City is both the capital and largest city in the state of Oklahoma covering over 600 square miles across four counties. The Oklahoma City area consistently ranks as one of the top regions in the southwest in the aviation, aerospace, biotech, energy and logistics industries. OKC offers a dynamic combination of an accessible and educated workforce, a cost of living well below the national average and a diversified employment sector that is positioned for growth. Over the course of the last two decades, Oklahoma City has already experienced over a \$5 billion influx of public and private capital in quality-of-life projects and improvements.



#1 Lowest Cost of Living Among Large Cities

February 2024
Cost of Living Index

#1 Overall Housing Affordability

May 2023
Cost of Living Index

14th

Fastest Growing City in
the US (2024)

1,486,341

OKC Metro Population

49%

State's total growth
accounted for since 2010



#2 Lowest Business Costs

April 2024
Cost of Living Index

#3 Best Places to Live

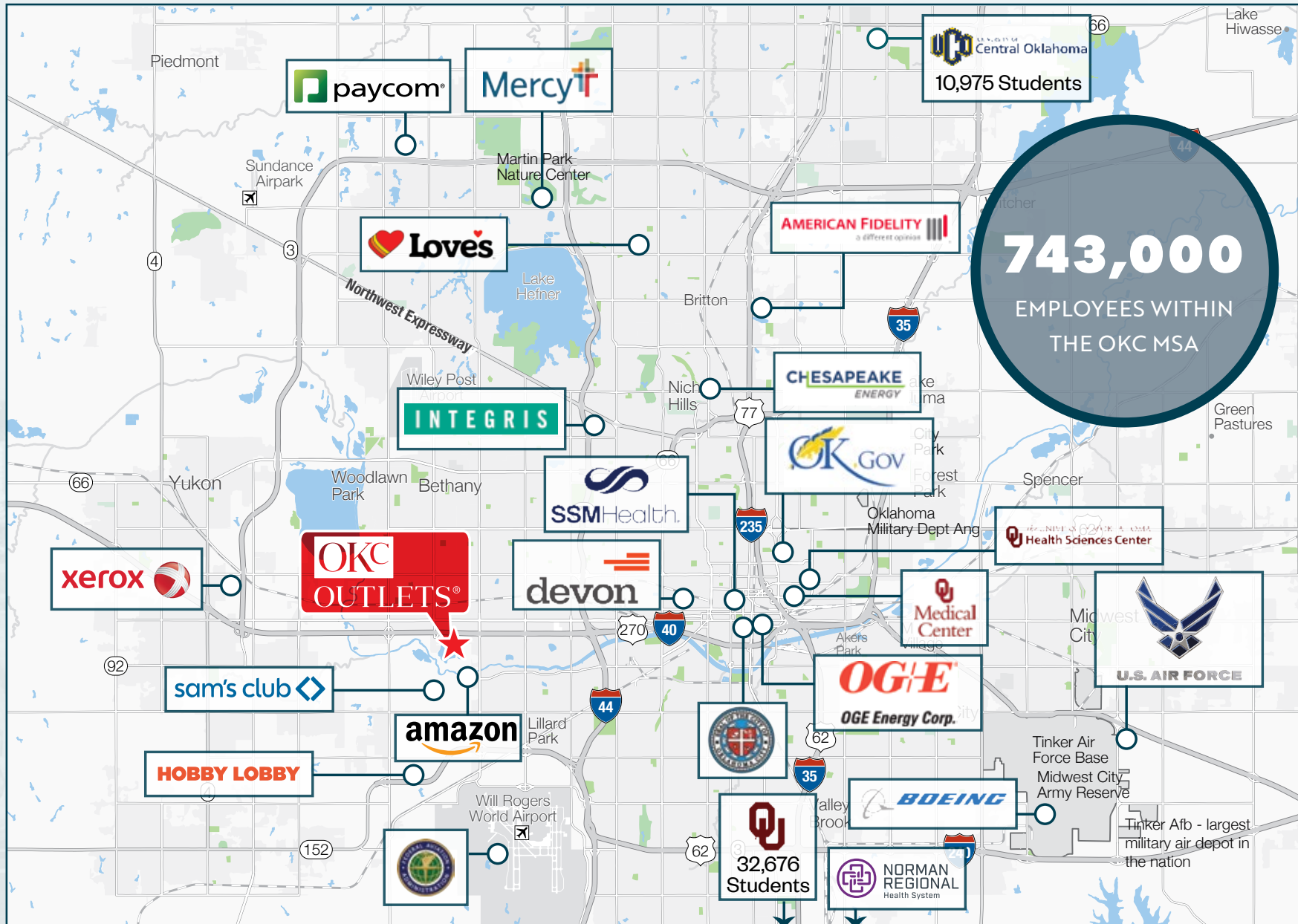
April 2024
Money.com

#3 Best Cities to Move to in 2024

April 2024
Forbes

OKC TOP EMPLOYERS

All top employers are within a 15-minute drive of OKC Outlets





OUTLETS®

Transaction Leads

BARRY BROWN

National Retail Group Leader
Senior Managing Director
469-232-1968
Barry.Brown@jll.com

ADAM HOWELLS

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