



# MO'BETTA'S - NET INVESTMENT LEASE

4611 N KICKAPOO AVE., SHAWNEE, OK

OFFERING MEMORANDUM

THE  
RETAIL  
GROUP



# OFFERED

## EXCLUSIVELY BY

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# THE OFFERING

Robinson Park LLC is pleased to present the opportunity to acquire a 3,160-SF Mo'Bettahs Hawaiian Style Food restaurant at 4611 N Kickapoo Ave. in Shawnee, Oklahoma. The popular eatery sits on a restaurant row with neighbors including Qdoba, Sonic, Chick-fil-A, Popeye's Louisiana Kitchen, Starbucks, and others.

Based in Utah and founded in 2008, Mo'Bettahs has more than 40 locations in six states. The Shawnee restaurant is on a solid lease extending to 2034 with two, five-year renewal options.

Shawnee is a bustling city 40 miles east of Oklahoma City and 34 miles east of Tinker Air Force Base, the largest single-site employer in Oklahoma.

The city benefits from its proximity to Interstate 40, a major east-west interstate crossing the United States.

Shawnee's retail market is benefiting from ongoing development projects, positive economic indicators, and a robust housing market, making it a dynamic and evolving sector in the city's economy.



**19,800 VPD**  
Vehicles/Day



**\$72,010**  
Avg. Household Income  
1-mi Radius



**36,358**  
Population  
5-mi Radius



**18,147**  
Daytime Population  
5-mi Radius

## NEARBY RETAILERS



# OFFERING SUMMARY



## 4611 N KICKAPOO AVE.

Price

**\$2,000,000**

Cap Rate

**6.25%**

Term

**15 YEARS**

Lease Type

**ABSOLUTE NET**

Lease Expiration

**1/31/2039**

Landlord Responsibilities

**NONE**

Rent Increases

**12% EVERY FIVE YEARS**

Building Size

**3,160 SF**

Approx. Land Area

**0.73 ACRES**



# RENT ROLL

Tenant	SF	Rent Commencement Date	Lease Expiration Date	Rent Type
Mo Bettah	3,160	1/1/2024	1/31/2039	Absolute Net

Lease Year			\$/SF	Monthly Rent	Annual Base Rent
Current-1/31/2029	2/1/2024	1/31/2029	\$39.56	\$10,416.67	\$125,000.04
2/1/2029-1/31/2034	2/1/2029	1/31/2034	\$44.30	\$11,666.67	\$140,000.04
2/1/2034-1/31/2039	2/1/2034	1/31/2039	\$49.62	\$13,066.67	\$156,800.04

Renewal Options			\$/SF	Monthly Rent	Annual Base Rent
Two (2), five (5) year options to renew	2/1/2039	1/31/2044	\$55.57	\$14,634.67	\$175,616.00
	2/1/2044	1/31/204	\$62.24	\$16,390.83	\$196,689.92

# SITE AERIAL

**SITE**



**DISCOUNT TIRE**

**BRAUM'S**

**STARBUCKS COFFEE**

**POPEYES**

**ALDI**

**Chick-fil-A**

**SONIC**

**QDOBA**

**HARBOR FREIGHT**

**Freddy's FROZEN CUSTARD STEAKBURGERS**

**McALISTER'S DELI**

**Communication FEDERAL CREDIT UNION**

**CVS pharmacy**

**First United**

**45TH ST**

**RibCrib**

**SCOOTER'S COFFEE**

**19,800 CPD**

**State Farm**

**O'Reilly**

**KICKAPOO AVE**

**Schlotzsky's**

# MARKET AERIAL



Gordon Cooper  
TECHNOLOGY CENTER

Walmart  
Save money. Live better.

Shawnee Mall

ROSS

KOHL'S

Dillard's

SHAWNEE  
Motorsports & Marine

Golden Market

TSC

INTERSTATE  
40

CASEY'S

McDonald's

IHOP

LOWE'S

Staples

SITE

BRICKTOWN  
BREWERY

TIDAL WAVE

DISCOUNT  
TIRE

POPEYES

SONIC

GOODBA

FJ-max

PET SMART

HOBBY  
LOBBY

Burlington  
out factory

five  
BEL'W

WING-STOP

Jersey  
Mikes  
SUBS

THE  
HOME  
DEPOT

ALDI

HARBOR  
FREIGHT

Freddy's  
STEAKBURGERS

CVS  
pharmacy

RibCrib

State Farm

O'Reilly

SCOOTER'S  
COFFEE

SUBWAY

First United

19,800 CPO

Schlotzsky's

45TH ST

KICKAPOO AVE



OKLAHOMA CITY MARKET REPORT

# OKLAHOMA CITY MARKET REPORT

## THE YEAR OF OPTIMISM

Optimism is growing for Oklahoma City's commercial real estate market in 2025. The past few years brought challenges. COVID-19, high interest rates, and election-year uncertainty created hurdles. Now, key trends point to recovery.

The office sector saw positive absorption in 2024, with a strong start and end to the year, though activity remained uneven. Interest among buyers and sellers grew after the Federal Reserve cut rates in September. State and federal mandates and those from the private sector requiring employees to return to the office full-time are driving demand.

The industrial sector stayed active in leasing. Sales slowed due to high interest rates, which eased in the fourth quarter. A U.S. manufacturing resurgence and investment in onshoring should boost demand this year. Slower construction in 2024 will help absorb Class A vacancies.

The retail sector expanded with projects like The Oak, which added a boutique hotel, luxury apartments, and new dining and retail options, including new-to-market brands. However, uncertainty remains about the impact of national chain restaurants and big-box store closures on the local market.

The multifamily sector saw total sales of \$121 million in 2024, down from 2023. The fourth quarter brought a strong surge, with \$37 million in deals. Buyers and sellers are adjusting to higher interest rates as they navigate changing conditions, although rental and occupancy numbers remain strong across all property classes.

Overall, 2025 looks promising as rate cuts, government mandates, and new developments drive momentum.

**20<sup>TH</sup> LARGEST**

CITY IN THE UNITED STATES AND 42<sup>ND</sup>  
LARGEST MSA

**82.3%**

COST OF LIVING 17.7% BELOW THE  
UNITED STATES STANDARD

**#1**

FASTEST GROWING MEGALOPOLIS IN  
THE COUNTRY (1-35)

**5,800+**

JOBS CREATED IN 2024 RESULTING IN  
\$350M IN NEW PAYROLL

**\$664M+**

NEW CAPITAL INVESTMENTS ACROSS  
THE METRO

**3**

FORTUNE 500 COMPANIES  
DEVON ENERGY | CONTINENTAL  
RESOURCES | EXPAND ENERGY

**2**

S&P 500 COMPANIES  
DEVON ENERGY | PAYCOM



TRAVEL & TOURISM

**\$4.5B**

TOTAL ECONOMIC IMPACT FROM OKC TOURISM

ECONOMIC IMPACT

Visit OKC reported for FY24 the city collected \$606M in direct tax receipts from visitors, welcomed 24.1M visitors, and employed nearly 35,000 in the hospitality sector. The total economic impact from tourism was \$4.5B.

**66.4%**

APPROVAL RATE OF THE PROPOSED HOTEL TAX

HOTEL TAX: PASSED

In August, OKC voters approved a 3.75% hotel tax increase by 66%. It brought the city's hotel tax total to 17.875% to promote tourism and provide improvements to facilities. The room tax increase brought OKC in line with peer cities.

**4.6%**

INCREASE OF AIRPORT TRAFFIC SINCE 2023

OKC WILL ROGERS INTL AIRPORT

The OKC Airport Trust released bid documents in February for construction of a Federal Inspection Station. It is the first step toward offering international flights. In 2024, the airport set a passenger traffic record with more than 4.6 million passing through the airport, a 4.6% increase from 2023.

SPORTS & ENTERTAINMENT

**\$20M**

ESTIMATED ECONOMIC IMPACT

2028 OLYMPICS

OKC is set to host the canoe slalom and women's softball events as part of the 2028 Los Angeles Olympics and Paralympics. Existing facilities in OKC made it a desirable city for both competitions.

**\$600M**

ESTIMATED ECONOMIC IMPACT SINCE 2008

OKC THUNDER

The OKC Thunder has made 11 Playoff appearances, the Western Conference Finals four times, and the NBA Finals once. The team supports about 3,000 jobs.

**\$531M**

ESTIMATED ECONOMIC IMPACT SINCE 2021

FILM INDUSTRY

Two movies made in Oklahoma and released in 2024 were "Twisters," which grossed \$371M at the box office and "Reagan," which grossed \$30.1M.

MAPS REMAINS A MAJOR OKLAHOMA CITY DRIVER



INNOVATION HALL



DIVERSION HUB



CLARA LUPER CIVIL RIGHTS CENTER

\$350M

1993 MAPS

\$10M

1998 MAPS EXTENSION

\$700M

2001 MAPS FOR KIDS

\$777M

2009 MAPS 3

\$978M

2019 MAPS 4

TODAY, VARIOUS MAPS PROGRAMS HAVE FUNDED \$3.2 BILLION WORTH OF IMPROVEMENTS TO OKLAHOMA CITY, WITH AN ESTIMATED **\$7B+ ECONOMIC IMPACT.**

# VIBRANCY OF OKLAHOMA CITY



## ENTERTAINMENT DISTRICT | \$1B

The former Producers Co-op site south of Bricktown will be home to the MAPS 4 multipurpose stadium to house the Energy FC and other events. A mixed-use development around the stadium will create a new downtown district led by Echo and Robinson Park who have partnered with NBA star Russell Westbrook.

## DOWNTOWN ARENA | \$1B

OKC residents voted in favor of a one-penny sales tax extension to fund \$900M toward a new downtown arena for the NBA's OKC Thunder. It will be at least 750,000 SF and be built on the site of the former Cox Convention Center/Prairie Surf Studio.

## THE OAK | \$200M+

The mixed-use development in NW OKC includes new-to-market brands like RH (Restoration Hardware), Arhaus, Capital Grille, and others, along with a 132-room boutique hotel and 320 apartments. The project won the Urban Land Institute Oklahoma's Distinguished Merit Award.

## HARLOW | \$70M

Developed by Gardner Tanenbaum Holdings, The Harlow apartments will bring 265 units to the core of downtown in two former office buildings. One of the buildings will be home to the first Starbucks in the Central Business District.



## OKC 577 | \$1B

A 577 acre± Master Planned park currently under construction in the heart of Oklahoma City featuring industrial, office and retail space. Contiguous sites available up to 235 acres and buildings ranging from 20,000 SF - 2M SF.

## ROCK CREEK ENTERTAINMENT DISTRICT | \$1.2B

The Norman City Council approved the development known as the Rock Creek Entertainment District. It will replace the Lloyd Noble Center with a new arena for the University of Oklahoma's basketball and gymnastics teams. The arena will also host concerts, shows, and other performances.

## THE HALF | \$200M

The development in NW OKC continues to add tenants and amenities. It is home to the headquarters of Dolese Bros., Chicken N Pickle, Flix Brewhouse, 325-unit BroadVue apartments. A 140-room Skyline Hotel, Andretti Indoor Karting & Games, OnCue, Pop Stroke, and Belle Isle Enterprise High School will be included as well.

## THE ROBINSON | \$60M

Developer Gardner Tanenbaum Holdings bought the Robinson Renaissance office building at auction for \$10M with plans to convert it to apartments, while keeping a law firm tenant and retail on the lower level and first two floors.



## CONVERGENCE | \$146M

Mixed-use development, positioned as the heart of Oklahoma City's Innovation District, secured on a 5.5 acre site near NE 8th Street and I-235. The development includes an Innovation & Research Tower, a two-level, below-grade parking garage, Stiles Park and Oklahoma City's MAPS 4 Innovation Hall.

## OKANA | \$400M

The Horizon District just east of I-35 and south of I-40 along the Oklahoma River is home to the First Americans Museum and the OKANA water park and 404-room resort. 13 restaurant and retail stores and its first-class spa and wellness facility leave nothing to be desired. The 10-year projected economic impact is more than \$1B.

## ALLEY NORTH | \$115M

Developed by Rose Rock Development Partners, the project at NW 13th Street and Broadway Avenue will house architectural, engineering and planning firm Guernsey's new headquarters for its 150 employees with plans for 214-unit multifamily project and retail.

## BOOMBOX BEACH CLUB | \$45M

Indoor and outdoor volleyball facility in the Adventure District. Includes 10 hard-surface courts, five outdoor sand courts, and eight indoor sand courts. Also includes 16 indoor and four outdoor pickleball courts. Additional phases will bring retail, restaurants, and a hotel.



STATE CAPITAL

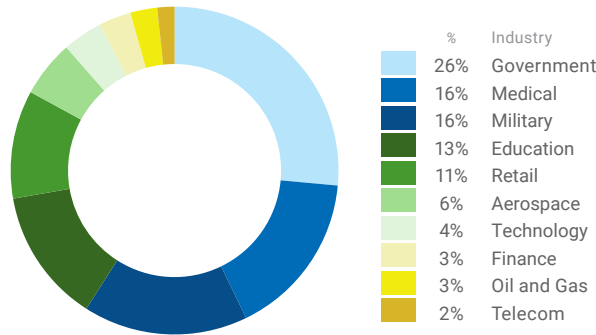
624 SQ MI OKC AREA SIZE

2.8% UNEMPLOYMENT RATE Dec 2024

1.49M METRO POPULATION 2024

AAA BOND RATING 2024 Moody's, S&P

### OKC EMPLOYERS OF 1,000+ EMPLOYEES BY INDUSTRY



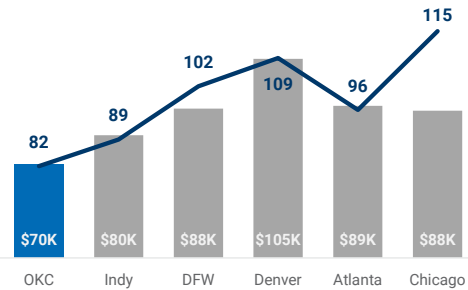
The OKC metro has a diverse group of employers including many government, educational, and medical jobs, in addition to homegrown companies like Hobby Lobby, Love's, and Paycom.

### TOP EMPLOYERS LIST

Employer	No. of Employees	Industry
State of Oklahoma	37,600	Government
Tinker Air Force Base	26,000	Military
University of Oklahoma-Norman	11,530	Education
INTEGRIS Health*	11,000	Medical
Amazon	8,000	Retail
Hobby Lobby Stores Inc.*	6,500	Retail
Mercy Hospital*	6,500	Medical
SSM Health Care of Oklahoma Inc.*	5,600	Medical
FAA Monroney Aeronautical Center	5,150	Aerospace
OU Health Sciences Center-OKC	5,000	Education
City of Oklahoma City	4,500	Government
Paycom*	4,200	Technology
The Boeing Co.	3,740	Aerospace
MidFirst Bank*	3,100	Finance
Norman Regional Hospital*	2,740	Medical
AT&T	2,700	Telecom
Love's Travel Stops & Country Stores*	2,500	Retail
Dell	2,100	Technology
Oklahoma City Community College	2,100	Education

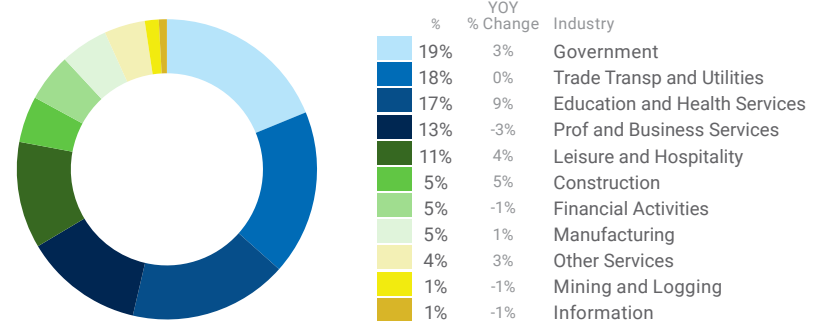
\*denotes headquartered in Oklahoma

### COST OF LIVING INDEX Medium HH Income



OKC's cost of living is 17.7% below the U.S. standard. The median household income is \$70,264. For the same standard of living in Denver one would have to make \$90,044 and \$93,851 in Chicago.

### INDUSTRY DIVERSITY

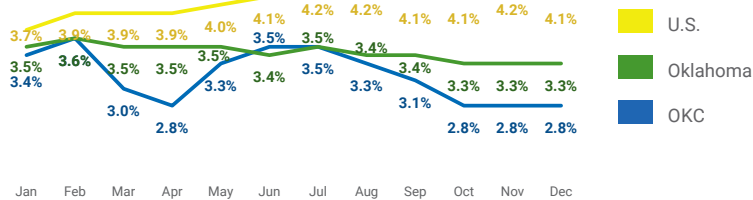


Local, state, and federal government jobs make up the largest share of employment, highlighting the importance of public sector work. While the energy sector is the largest industry in the state, oil and gas jobs account for only about 1% of employment. However, these jobs contribute significantly to the economy, making up 16.2% of total statewide household income.

### HIGHER EDUCATION ENROLLMENT

Higher Education	Fall '24	Type
OU, OU Health Sciences Center, Law	34,556	Research
OSU, OSU-OKC, Veterinary	31,205	Research
University of Central Oklahoma	12,554	Regional
Oklahoma City Community College	11,476	Community
Rose State College	7,000	Community
Oklahoma City University	1,982	Private
Oklahoma Christian University	2,537	Private

### UNEMPLOYMENT RATE 2024



For December 2024, OKC maintained November's unemployment rate of 2.8%, the second lowest unemployment rate in the country for MSA's of 1 million or more. It was the 41st straight month the metro's unemployment was under 4%. That compares to 3.3% for Oklahoma in December and 4.1% nationally.

Report Sources: C2ER, City of Oklahoma City, CoStar, Federal Reserve, Fortune, Gardner Tanenbaum, Greater OKC Chamber, LA 2028, Moody's, OKC Thunder, Oklahoma Film and Music Office, Oklahoma Regents for Higher Education, Robinson Park, S&P, The Oklahoman, U.S. BLS, U.S. Census Bureau, Visit OKC, OKC Will Rogers International Airport



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Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions

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## NATIONAL REACH, LOCAL EXPERTISE

We are an affiliate of Newmark National, and as such have access to national data, trends and other resources. This includes up-to-the-minute response to COVID-19 and how it affects our clients.

**18,000 PROFESSIONALS**  
**480 OFFICES WORLDWIDE**  
**SIX CONTINENTS**

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