

# SILVER CITY SHOPPING CENTER

INTERWEST  
REALTY



101-361 N Mustang Road, Mustang Oklahoma 73160

INTERWEST  
REALTY

7501 Broadway Extension  
Oklahoma City, OK 73116

Presented By:

**George W. Huffman**  
CEO | Managing Broker  
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## EXECUTIVE SUMMARY

The current owner purchased Silver City Shopping Center just over five years ago in spite of its then deferred maintenance, long term down units, and in general, poor management. The results of the then cumulative issues brought on below-market rents and the ripple effects of bad management. Recognizing its potential, the purchase was made, and we set out to implement a comprehensive revitalization strategy that allowed us to turn the Center around beyond our expectations. Today, we're proud to disclose the transformation evidenced by our 100% occupancy, and a well-balanced rent roll filled with a combination of national brands mixed with local businesses, which brings a true sense of community to the Center. Our team navigated this transformation through the headwinds of covid, rising inflation, and increased interest rates, focusing on tenant retention as our weathervane, using a blend of market rates with fair terms to retain existing tenants, while at the same time in filling vacancies at higher market rates. An example of the owner's commitment, shortly after purchase was overlay the asphalt half of the parking lot and massive concrete repairs to fix the parking lot up front to "as new" condition, which brought immediate appreciation from our tenants and the community given that we boast approximately 400 parking spaces, eliminates the typical pressures of tight parking at similar Centers. All vacancies were then rehabbed and leased out to complete the process updating and modernizing flooring, HVAC, and modern decorative elements. As mentioned, the Center encompasses 89,530 square feet of retail shopping at the bustling northwest corner of SH 152 & Mustang Road—a location we proudly call the "Dead Center of Mustang". Tractor Supply, Lesley's Pool, and Marco's Pizza are a few of our national clients, complemented by a great mix of local businesses, creating a sustainable, long-term investment opportunity for the next owner. We think this is just the beginning of a great future for this bustling Center.

The Mustang area, a westerly submarket of Oklahoma City, is expanding rapidly with no signs of slowing down. InterWest, the original broker five years ago, continues to manage and lease the Center through this transformation. We're confident that this is just the beginning of this Center's potential as Mustang continues to grow over the years. We're here to answer any questions and provide further insight into this remarkable investment opportunity.

See our Tenant Profile below.

Call: George Huffman @ 405-409-4400 | [george@iwpok.com](mailto:george@iwpok.com)

**FOR SALE**



## DETAILS

ASKING PRICE	\$9,700,000	PROPERTY TYPE	RETAIL
LEASE TYPE	NNN	TENANCY	COMMUNITY RETAIL
NUMBER OF TENANTS	13	SQUARE FOOTAGE	89,530
PRICE / SF	\$108.34	CAP RATE	7.56%
NOI	\$733,140	YEAR BUILT	1976
YEAR RENOVATED	2016—2024	LOT SIZE (ACRES)	9.46
PRICE / SF (LAND VALUE)	N/A	PARKING (SPACES)	398 MOL
APN	090006612	BROKER CO-OP	YES

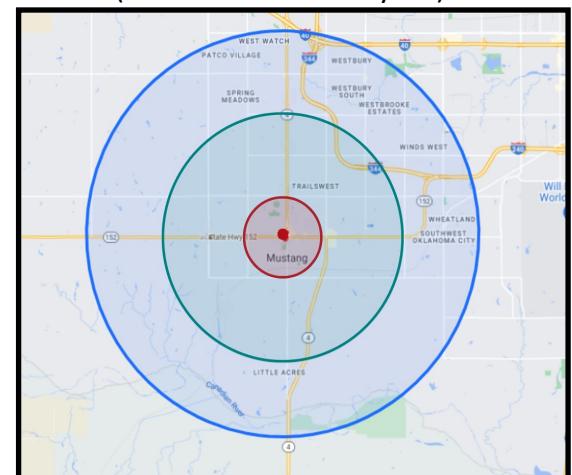
**FOR SALE**

**TENANT SUMMARY**

Tenant	Square Feet					Tenure
	Occupied	Vacant	% of Property	Commencement		
Mustang Urgent Care	2,700.0	-	3.02%	June 1, 2011	13.42	Years
Mustang Optical	2,100.0	-	2.35%	January 20, 2016	8.75	Years
Bronco Bowl	15,000.0	-	16.75%	March 1, 2012	12.67	Years
Marco's Pizza	1,200.0	-	1.34%	April 1, 2017	7.58	Years
Leslie's Poolmart	5,000.0	-	5.58%	April 1, 2019	5.58	Years
Night Hawk Toys	1,000.0	-	1.12%	January 24, 2024	0.75	Years
Arena Fitness Supplement	1,000.0	-	1.12%	October 23, 2023	1.00	Years
Michelle Ridner Photograp	1,930.0	-	2.16%	February 18, 2021	3.67	Years
Tractor Suply Co.	25,379.0	-	28.35%	January 1, 2007	17.83	Years
Four Star Fitness	14,221.0	-	15.88%	July 15, 2018	6.25	Years
Playbox Indoor Playland	15,000.0	-	16.75%	August 1, 2018	6.25	Years
The Loud Flower	3,000.0	-	3.35%	July 1, 2020	4.33	Years
Laura's Laundromat	2,000.0	-	2.23%	April 1, 2013	11.58	Years
	<b>89,530.0</b>	<b>-</b>	<b>100%</b>		<b>10.74</b>	<b>Years</b>

Radius	Population	Average HH Income
1-Mile	10,896	\$82,301
3-Mile	26,776	\$94,025
5-Mile	66,308	\$94,909

(Source: Costar Analytics)



**PROPERTY SUMMARY**

<b>ADDRESS</b>	<b>101-361 N. Mustang Road</b>
	<b>Mustang, Oklahoma 73064</b>
<b>LOCATION</b>	<b>NW Corner of US 152 &amp; N Mustang Rd.</b>
<b>YEAR BUILT</b>	<b>1976 / Renovated 2016 to 2024</b>
<b>NET RENTABLE AREA</b>	<b>89,530 sf</b>
<b>LAND AREA</b>	<b>9.46 Acres</b>
<b>PARKING</b>	<b>398 Spaces MOL</b>

**FINANCIAL SUMMARY**

<b>YEAR 1 NOI</b>	<b>\$733,140</b>
<b>CAP RATE</b>	<b>7.56%</b>
<b>WTD. AVERAGE IN-PLACE RENT</b>	<b>\$9.08 / sf</b>
<b>PERCENT BELOW MARKET</b>	<b>46%</b>
<b>WALT</b>	<b>10.74 Years</b>

**FOR SALE**

## TENANT PROFILE



### MUSTANG URGENT CARE

Established in 2011, Mustang Urgent Care was created to serve the healthcare needs of the people in the Canadian Valley and surrounding cities. Locally owned and operated, the facility is open from 8 am to 8 pm daily.



### MUSTANG OPTICAL

Mustang Optical is a locally owned and operated retail optical and eye care facility. Established in 1986, they are still providing the best in frame and lens technologies.



### Company Name

Bronco Bowl is a local bowling alley and event center.



### MARCO'S PIZZA

Marco's Pizza, operated by Marco's Franchising, LLC, is an American restaurant chain and interstate franchise based in Toledo, OH, that specializes in Italian-American cuisine. There are over 1,200 stores in 34 states.

## TENANT PROFILE

<b>Square Feet</b>	2,700
<b>% of Property</b>	3 %
<b>Tenant Since</b>	June 2011
<b>Website</b>	N/A

## TENANT PROFILE

<b>Square Feet</b>	2,100
<b>% of Property</b>	2 %
<b>Tenant Since</b>	January 2016
<b>Website</b>	<a href="http://www.mustangoptical.com">www.mustangoptical.com</a>

## TENANT PROFILE

<b>Square Feet</b>	15,000
<b>% of Property</b>	17 %
<b>Tenant Since</b>	March 2012
<b>Website</b>	<a href="http://www.broncobowl.biz">www.broncobowl.biz</a>

## TENANT PROFILE

<b>Square Feet</b>	1,200
<b>% of Property</b>	1 %
<b>Tenant Since</b>	April 2017
<b>Website</b>	<a href="http://www.marcos.com">www.marcos.com</a>

**FOR SALE**



### LESLIE'S POOLMART

Founded in 1963, Leslie's is the largest direct-to-consumer brand in the U.S. pool and spa care industry. Leslie's has over 975 locations.

### TENANT PROFILE

<b>Square Feet</b>	5,000
<b>% of Property</b>	6 %
<b>Tenant Since</b>	April 2019
<b>Website</b>	<a href="http://www.lesliespool.com">www.lesliespool.com</a>



### TRACTOR SUPPLY COMPANY

For more than 85 years, Tractor Supply serves the needs of recreational farmers, ranchers, homeowners, gardeners, pet enthusiasts and all those who enjoy living Life Out Here. Tractor Supply is the largest rural lifestyle retailer in the U.S., ranking 293 on the Fortune 500.

### TENANT PROFILE

<b>Square Feet</b>	25,379
<b>% of Property</b>	29 %
<b>Tenant Since</b>	January 2007
<b>Website</b>	<a href="http://www.tractorsupply.com">www.tractorsupply.com</a>



### FOUR STAR FITNESS

Four Star is a locally owned and operated fitness gym that delivers a national chain experience with a local community feel that provides 24/7 access to members.

### TENANT PROFILE

<b>Square Feet</b>	14,221
<b>% of Property</b>	16 %
<b>Tenant Since</b>	July 2018
<b>Website</b>	<a href="http://www.fourstarfitnessokc.com">www.fourstarfitnessokc.com</a>



### PLAYBOX INDOOR PLAYLAND

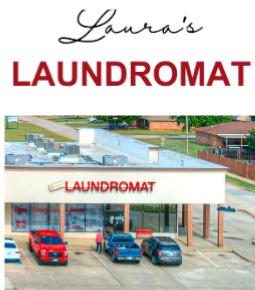
Playbox Indoor Playland is an indoor playground located in Mustang, Oklahoma which provides a clean, safe and fun environment for kids and parents 7 days a week.

### TENANT PROFILE

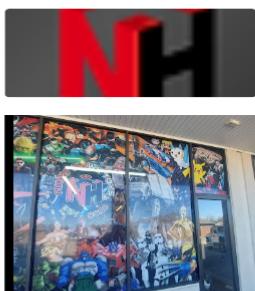
<b>Square Feet</b>	15,000
<b>% of Property</b>	17 %
<b>Tenant Since</b>	August 2018
<b>Website</b>	<a href="http://www.playboxindoorplayland.com">www.playboxindoorplayland.com</a>

**TENANT PROFILE****THE LOUD FLOWER**

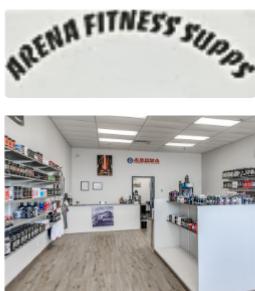
The Loud Flower is a cannabis dispensary operating as White Ash.

*Laura's*  
**LAUNDROMAT****LAURA'S LAUNDROMAT**

Laura's Laundromat is open from 9 am to 8 pm seven days a week. In addition to being a local laundromat, they provide wash and fold services.

**NIGHT HAWK TOYS**

Night Hawk Toys provides a wide range of toys that cater to every child's interest and age.

**ARENA FITNESS SUPPLEMENTS**

Arena Fitness is a locally owned and operated supplement retail store.

**TENANT PROFILE**

<b>Square Feet</b>	3,000
<b>% of Property</b>	3 %
<b>Tenant Since</b>	July 2020
<b>Website</b>	N/A

**TENANT PROFILE**

<b>Square Feet</b>	2,000
<b>% of Property</b>	2 %
<b>Tenant Since</b>	April 2013
<b>Website</b>	<a href="http://www.lauraslaundromat.com">www.lauraslaundromat.com</a>

**TENANT PROFILE**

<b>Square Feet</b>	1,000
<b>% of Property</b>	1 %
<b>Tenant Since</b>	January 2024
<b>Website</b>	<a href="http://www.nighthawktos.com">www.nighthawktos.com</a>

**TENANT PROFILE**

<b>Square Feet</b>	1,000
<b>% of Property</b>	1 %
<b>Tenant Since</b>	October 2023
<b>Website</b>	<a href="http://www.arenafitnesssupps.com">www.arenafitnesssupps.com</a>

**FOR SALE**

**TENANT PROFILE**



**MICHELLE RIDNER PHOTOGRAPHY**

Michelle Ridner is a local photographer specializing in family photography.

**TENANT PROFILE**

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<b>Square Feet</b>	1,930
<b>% of Property</b>	2 %
<b>Tenant Since</b>	February 2021
<b>Website</b>	N/A

**FOR SALE**

INTERWEST  
REALTY

101-361 N MUSTANG ROAD



SUITE 137 | 5,000 sf

**TSC** TRACTOR  
SUPPLY CO<sup>®</sup>

SUITE 201 | 25,379 sf



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101-361 N MUSTANG ROAD

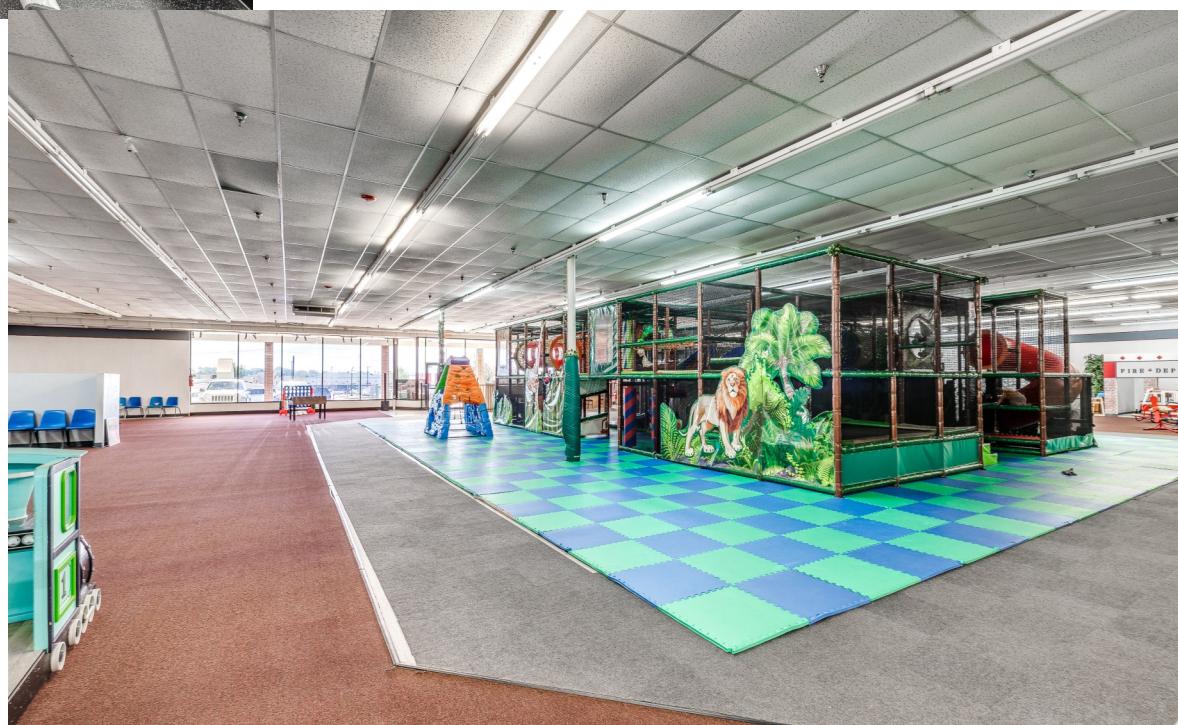


FOUR STAR  
FITNESS

SUITE 209 | 14,221 sf

PLAYBOX  
INDOOR PLAYLAND

SUITE 301 | 15,000 sf



FOR SALE

INTERWEST  
REALTY

101-361 N MUSTANG ROAD



SUITE 170 | 1,000 sf

*Laura's*  
**LAUNDROMAT**

SUITE 361 | 2,000 sf



**FOR SALE**

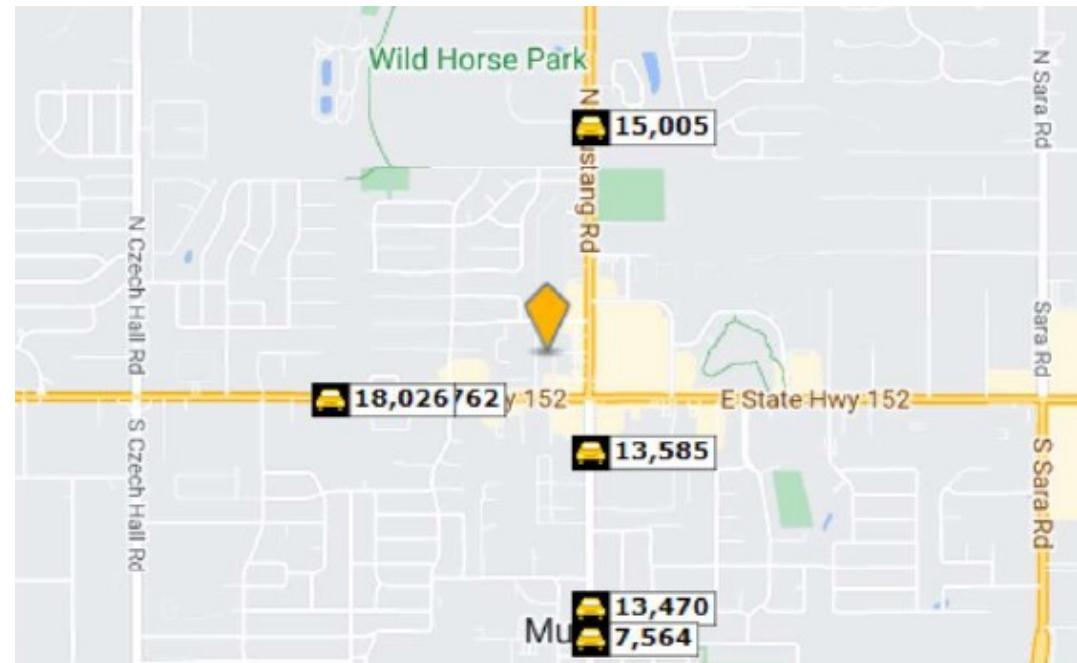


FOR SALE

### Highlights:

- Silver City Shopping Center
- Mustang's Downtown Community Shopping Center
- Year Built: 1976, Renovated 2016
- Huge parking lot on 9.46 acres
- 100 % Occupancy
- High Traffic Count @ SH 152 & Mustang Road
- Easy Ingress and Egress
- Mustang continues to expand offering years of stability ahead!

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