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EXCLUSIVE LISTING:

# Sleep Inn & Suites (Blackwell I- 35)

4530 W White Ave.  
Blackwell, OK 74631

Jigar "Jay" Desai

Senior Vice President  
AZ #SA675144000

Richard Queen  
NewGen Advisory OK, LLC  
DESIGNATED BROKER  
OK #158530



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## INVESTMENT PROFILE

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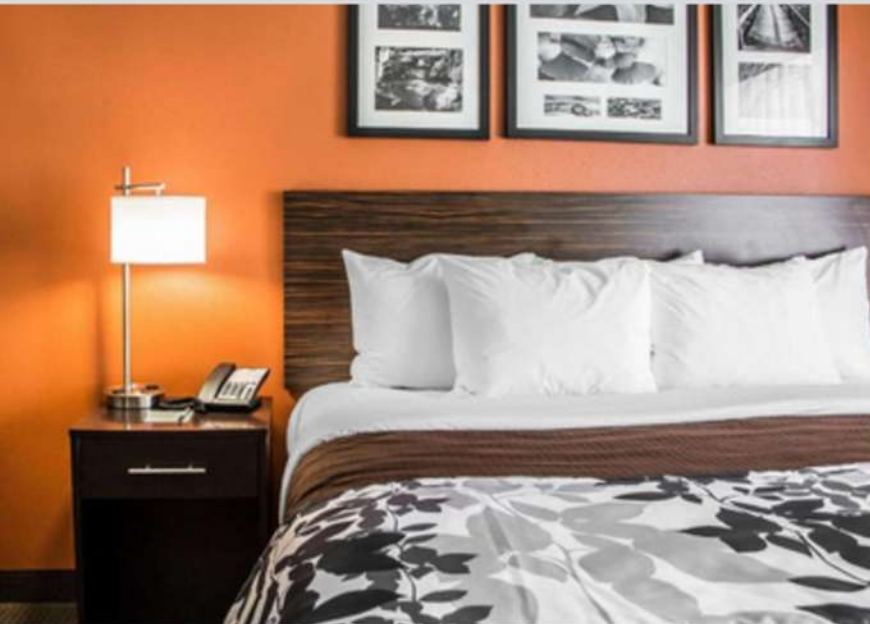
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The Sleep Inn in Blackwell, Oklahoma presents a compelling investment opportunity, featuring 68 well-appointed units across three stories with a desirable interior corridor design. Offered at an attractive price of \$39,705 per key, the property demonstrates consistent revenue generation and solid operational performance. Positioned along I-35, the hotel benefits from strong highway visibility and steady local economic activity, making it an appealing opportunity for investors seeking a stable and profitable hospitality asset.



### PROPERTY HIGHLIGHTS

- Offered under \$40K/key
- Consistent revenue generation
- Well located directly off Interstate 35
- Located 1 hour from three major cities (OKC, Tulsa & Wichita)
- Financing available for qualified buyers
- Absentee managed with upside for owner-operators

### OFFERING SUMMARY

	<b>Sale Price:</b>	<b>\$2,700,000</b>
	Building Size:	36,168 SF
	Lot Size:	1.73 ACRES
	Year Built:	2014
	Renovation Completed:	2022
	Number of Rooms:	68
	Stories:	3
	Zoning:	Commercial
	Hotel Type:	Midscale
	Meeting Space:	Yes



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# FINANCIAL ANALYSIS

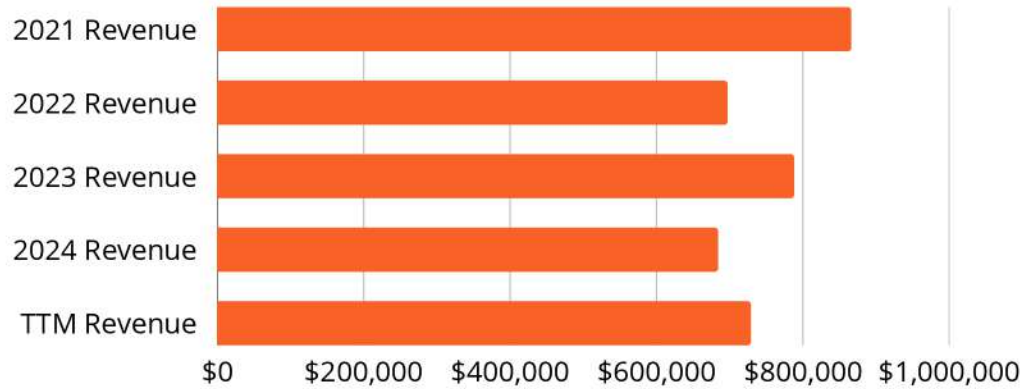
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# REVENUE SUMMARY & STATS

**Sleep Inn & Suites (Blackwell I-35)**  
Blackwell, OK



TTM Revenue through May 28, 2025

	Occupancy	ADR	RevPar
2021	57.2%	\$63.50	\$36.33
2022	47.1%	\$61.95	\$29.15
2023	53.9%	\$58.91	\$31.75
2024	44.8%	\$61.31	\$27.49
2025	43.3%	\$67.01	\$28.98



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## PROPERTY IMPRESSIONS

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### MANUFACTURING

Manufacturing is a primary economic driver, employing the largest number of people in Blackwell. Companies like CMC (Commercial Metals Company), which recently underwent a \$17 million expansion, and LABW (Los Angeles Boiler Works, Inc.) are significant employers, producing goods for various industries including construction, petroleum, chemical, and energy. The Blackwell Industrial Park, a large rail-served facility, actively supports and attracts manufacturing businesses.



### RETAIL TRADE

Retail Trade plays a crucial role in Blackwell's economy, being the second most common employment sector. This encompasses a variety of businesses that sell goods directly to consumers, from local shops to convenience stores, contributing to local employment and revenue. The presence of companies like Shepherd Oil Company, which operates convenience stores, highlights this sector's importance.



### HEALTHCARE

Healthcare and Social Assistance form the third major economic driver. This sector provides essential services to the community and employs a significant portion of Blackwell's workforce. Facilities and organizations within this sector contribute to the overall well-being of residents and provide stable employment opportunities. Stillwater Medical Blackwell offers comprehensive services close to home for Blackwell and the surrounding communities. In addition to the main hospital, the Blackwell VA Clinic provides outpatient services primarily for veterans.





### PAVING THE WAY

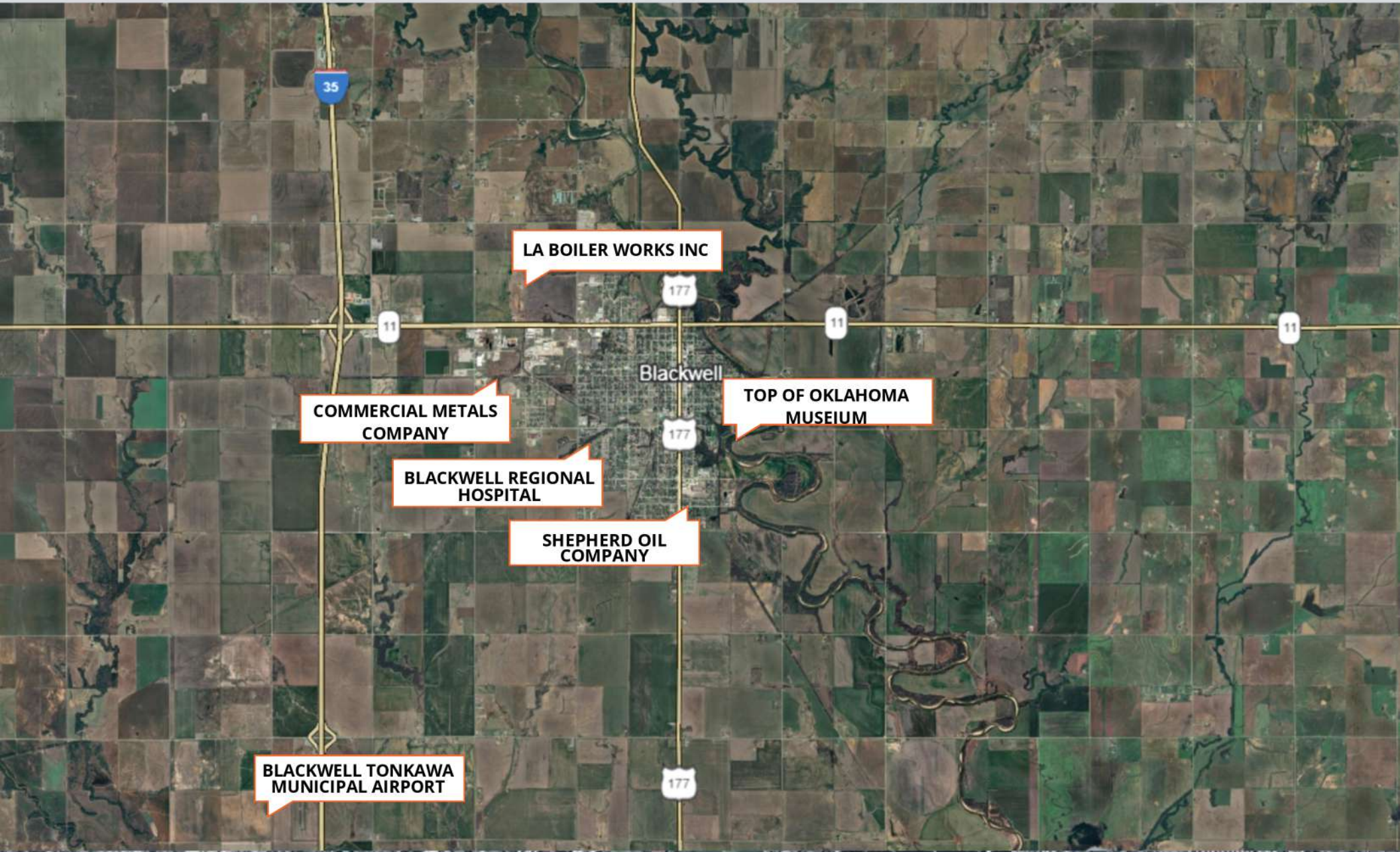
Blackwell, Oklahoma is currently experiencing a period of significant economic uplift, driven by a series of multimillion-dollar projects and expansions across various sectors. At the forefront of this growth is Commercial Metals Company (CMC), a global leader in steel and metal products.

The most notable investment at **CMC's Blackwell facility** is a **\$17 million expansion project**. This substantial capital infusion is strategically focused on **railway improvements**, a critical upgrade designed to significantly reduce shipping costs for CMC's operations. The enhanced rail infrastructure will not only streamline logistics but also pave the way for the broader \$17 million expansion, which is projected to create 20 new jobs at the facility. This is a direct benefit for the local workforce, offering stable employment opportunities.

### STATE SUPPORT

The **Governor's Quick Action Closing Fund** played a pivotal role in facilitating this CMC expansion, providing a \$1 million grant. This state-level incentive underscores the importance of CMC's presence and expansion to Oklahoma's overall economic development, particularly in rural areas. The combined investment from CMC and the state is expected to generate substantial economic impact for Oklahoma, signaling a strong partnership between industry and government to foster job creation and stimulate local economies.







# SALES COMPARABLES

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Sleep Inn & Suites (Blackwell I-35)  
4530 W White Ave. | Blackwell, OK

Price:	\$2,700,000
Lot Size (AC):	1.73
Building Size (SF):	36,168
Price\Unit:	\$39,705.00
No. Units:	68



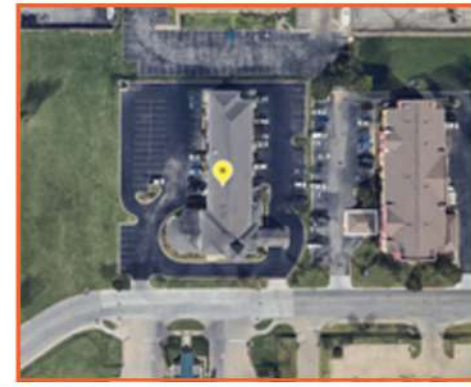
Sleep Inn & Suites (West Medical Center)  
6915 W Interstate 40 | Amarillo, TX

Sold Price:	\$2,678,000
Lot Size (AC):	1.26
Building Size (SF):	37,498
Price\Unit:	\$42,508.00
No. Units:	63



Sleep Inn & Suites (Central Tulsa I-44)  
8021 E 33rd St | Tulsa, OK

Sold Price:	\$3,000,000
Lot Size (AC):	1.27
Building Size (SF):	32,797
Price\Unit:	\$45,455.00
No. Units:	66





Days Inn by Wyndham (Tulsa Central)  
3215 S 79th Ave E | Tulsa, OK

Price:	\$2,550,000
Lot Size (AC):	1.11
Building Size (SF):	31,186
Price\Unit:	\$41,129.00
No. Units:	62



Quality Inn (Joplin I-44)  
3325 Arizona Ave | Joplin, MO

Sold Price:	\$3,218,600
Lot Size (AC):	1.47
Building Size (SF):	25,530
Price\Unit:	\$48,767.00
No. Units:	66



SureStay Plus by Best Western  
2700 E 2nd St | Edmond, OK

Sold Price:	\$2,750,000
Lot Size (AC):	1.84
Building Size (SF):	35,920
Price\Unit:	\$45,833.00
No. Units:	60





Best Western  
1800 Holiday Dr | Hope, AR

Price:	\$3,300,000
Lot Size (AC):	3.24
Building Size (SF):	26,936
Price\Unit:	\$46,479.00
No. Units:	71



Baymont by Wyndham  
9020 E 71st St | Tulsa, OK

Sold Price:	\$3,160,000
Lot Size (AC):	1.40
Building Size (SF):	31,055
Price\Unit:	\$49,375.00
No. Units:	64



# SALES COMPS SUMMARY

## Sleep Inn & Suites (Blackwell I-35) Blackwell, OK

	Property Name	Last Sale Price	No. Rooms	Year Built	Price/Unit
1	Sleep Inn & Suites (Blackwell I-35) 4530 W White Ave.   Blackwell, OK	\$2,700,000	68	2014	\$39,705
2	Sleep Inn & Suites (West Medical Center) 6915 W Interstate 40   Amarillo, TX	\$2,678,000	63	2009	\$42,508
3	Sleep Inn & Suites (Central Tulsa I-44) 8021 E 33rd St   Tulsa, OK	\$3,000,000	66	1998	\$45,455
4	Days Inn by Wyndham (Tulsa Central) 3215 S 79th Ave E   Tulsa, OK	\$2,550,000	62	1999	\$41,129
5	Quality Inn (Joplin I-44) 3325 Arizona Ave   Joplin, MO	\$3,218,600	66	2005	\$48,767
6	SureStay Plus by Best Western 2700 E 2nd St   Edmond, OK	\$2,750,000	60	2000	\$45,833
7	Best Western 1800 Holiday Dr   Hope, AR	\$3,300,000	71	1984	\$46,479
8	Baymont by Wyndham 9020 E 71st St   Tulsa, OK	\$3,160,000	64	1996	\$49,375
<b>Averages</b>		<b>\$2,919,575</b>	<b>65</b>		<b>\$44,906</b>





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## ADVISOR BIOS

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### **PROFESSIONAL BACKGROUND**

Jigar "Jay" Desai joined the NewGen Advisory team of Arizona in 2017. He is focused throughout the Southwestern regions of Texas to California assisting our clients with all their hotel and lodging transactional needs. Jay has a unique ability to connect prospective buyers with sellers while focusing on and balancing the critical financial needs of both making him a true asset to any team and every client. Jay's extensive background in the hotel industry has given him the insight to better understand the critical needs of his clients. Having grown up in the hotel industry, Jay's ability to relate and understand the rigorous demands of hotel operations has provided the insight which has led to facilitate successful transactions. Furthermore, prior to joining the NewGen team, Jay was immersed into the financing and lending world with a large national bank which gave him the unique view into the lending world and provided the connections which allow his clients to seek out financing for even the most challenging assets.

### **EDUCATION**

Jigar graduated from the U of A in 2011 attaining a dual degree from Eller College of Management in Finance and Real Estate.

### **MEMBERSHIPS**

Jigar is a member and ambassador for the Asian American Hotel Owners Association (AAHOA) and holds certifications for Choice Hotels and Best Western.

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