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2024 COMMERCIAL PROPERTIES

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OKLAHOMA CHAPTER

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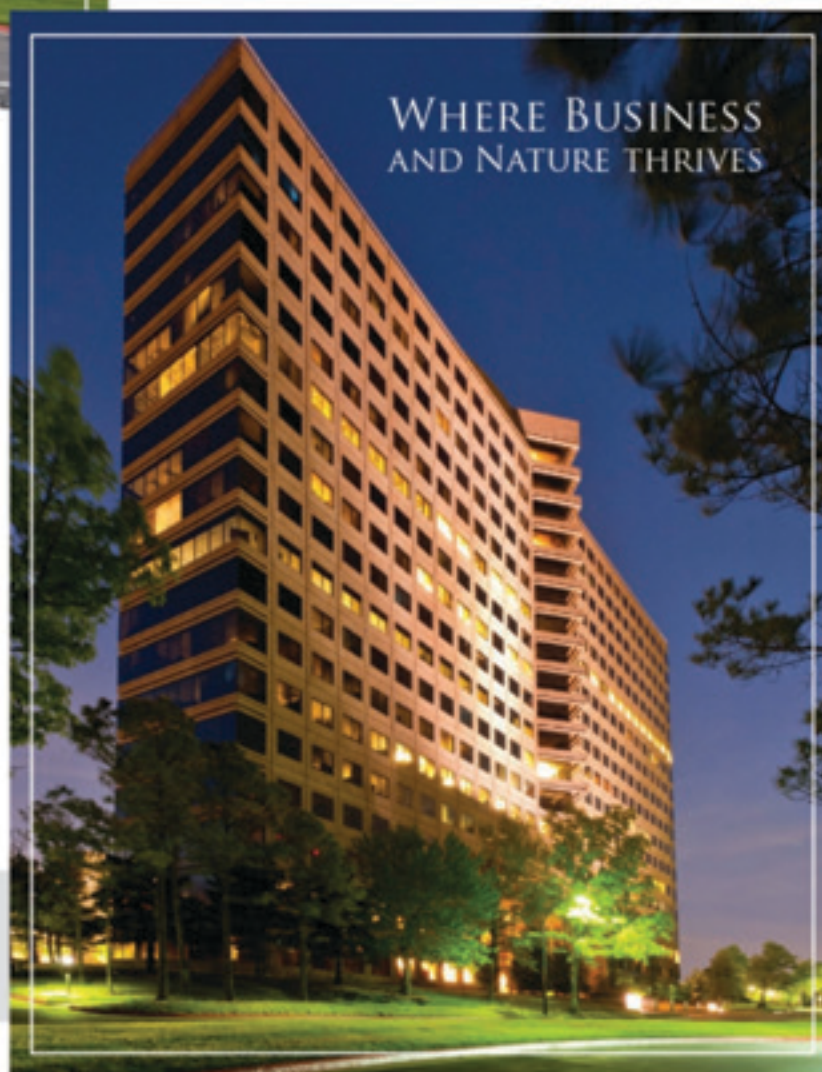
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Published for NAIOP Oklahoma Chapter by



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The national NAIOP organization was founded in Philadelphia, Pennsylvania, in 1967 by nine individuals. Today, membership tops 18,000 with chapters in 30 states, including Oklahoma.

All data current as of October 2024.

Cover photo is Santa Fe Square, the Development of the Year 2023

FROM THE PRESIDENT

Welcome to NAIOP Oklahoma’s 2024 Tulsa Trends Conference! On behalf of myself, the 2024 NAIOP Oklahoma Chapter President, and the NAIOP Oklahoma Board of Directors, we are thrilled to have you at Tulsa’s premier commercial real estate conference. We appreciate your support and utilization of our annual Tulsa Commercial Properties magazine, which we have been producing for over 30 Years! Through this magazine, we aim to provide the most current data and trends regarding the Tulsa commercial real estate market.

NAIOP offers so much to its members both locally and nationally. As its mission NAIOP elevates the commercial real estate development industry by providing advocacy, education, research and connections to foster business opportunities. We connect and serve a diverse network of leading commercial real estate professionals.

NAIOP is one of the very few commercial real estate organizations that actively advocates for effective legislation on behalf of its members. NAIOP national employees several full-time lobbyists to ensure that elected officials are aware how legislation might impact the commercial real estate industry. In 2024, NAIOP Oklahoma hired our first lobbyist to ensure government and elected officials both locally and statewide are aware of the priorities for members of our chapter and the wider local commercial real estate industry. With your support, we will continue these lobbying and advocacy efforts at a local and statewide level for our chapter for many years to come.

This year our chapter is at 138 total members. We have a diverse group of members from many different companies and organizations that span the gamut of the commercial real estate industry. If you are not yet a member of NAIOP Oklahoma, we would love to see you join and experience the many exclusive programs and benefits NAIOP has to offer. Every month we offer a breakfast program at Southern Hills Country Club where we touch on relevant topics both locally and nationally in the commercial real estate industry. We also host our annual Deal of the Year Awards Gala in the Spring and our Tulsa Trends event in the Fall. Furthermore, once becoming a member the opportunities are limitless at the national level to participate in top industry conferences such as CRE Converge, or joining a National Forum where you can network and share ideas with other industry professionals from all over North America. If you join now then you will be a member for the remainder of this year and all of 2025.

Given all the change in our industry over the last five years there has never been a better time to be a member of NAIOP. While the industry has been changing rapidly, NAIOP continues to stay one step ahead by advocating for the commercial real estate industry locally, statewide, and nationally.

Thank you for being a part of our growth and our industry! It has been a joy to serve NAIOP Oklahoma and our industry as your Chapter President for 2024.

Very Truly Yours,



STEVEN WATTS
President
NAIOP Oklahoma Chapter



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FROM THE DEVELOPING LEADERS

NAIOP's Developing Leaders is an exclusive program geared specifically towards all commercial real estate and development professionals aged 35 and under. Over the past 4 years the Developing Leaders program has seen 8% growth in membership with nearly 50 Developing Leader members. As 2025 approaches we look to continue providing monthly events, such as happy hours, and the annual cornhole & pickleball tournament. Additionally, we look to build on the success of these events with the introduction of additional events geared specifically towards Developing Leaders. If you would like to be added to the Developing Leader event invites, please, don't hesitate to reach out.

As a final note, we are always seeking to add new members to the Developing Leaders program. If you are a young professional or if you employ young professionals in the commercial real estate sector, please reach out to us to discuss joining as a Developing Leader member of NAIOP.



Eric King

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WINDS OF CHANGE

LOCAL CRE BANKING ON REVIVAL AFTER SLUGGISH YEAR

When you hear longtime CRE pros use phrases like, “not a ton of deal making” you know it has not exactly been a spectacular year in the Tulsa region. Stubborn headwinds from high interest rates and persistent lack of product inventory have definitely slowed activity.

However, more favorable economic breezes appear to be in the forecast. After years of fighting post-pandemic inflation, the Fed looks certain to make a series of rate cuts that, combined with the Tulsa region’s growing national reputation, should be just the thing to fill CRE’s sails heading into 2025.

“We have seen momentum around existing companies expanding as well as companies choosing the Tulsa region to expand their business,” says Stacy Smith, Senior Director of Economic Development for the Tulsa Regional Chamber. “The assets that make our region competitive are not going away so we anticipate word to continue to spread and further growth in the future.”

Tulsa’s competitive strengths bode well heading into next year. The region continues to grow at a healthy pace, posting a 2.2% growth rate over the last year while adding 10,700 new residents and a workforce increase from 459,000 to 476,000.



BY SCOTT WIGTON

OFFICE ‘FLIGHT TO QUALITY’ WINDING DOWN

After the madcap pandemic era that emptied offices and accelerated the rise in remote work, the Tulsa office market seems to have settled back into a predictable groove.

Recently, Tulsa firms emphasized new, fashionable spaces located in exciting areas such as the Tulsa Arts District or other nearby downtown developments, but this trend is markedly slowing.

“The last couple of years saw a tremendous flight to quality in the new office construction downtown,” says Matt Reese, First Vice President, CBRE.

Reese notes that Santa Fe Crossing is fully leased while both 222 N. Detroit and 21 N. Greenwood are within a couple of floors of being filled.

“All this is to say that we believe the majority of the flight to new construction is in the ‘wind down’ phase because most of the new space has been leased,” Reese says. “Older existing product that invests capital in building amenities and common area upgrades will continue to see leasing activity. Those that do not will continue to struggle with occupancy at or below historic averages.”

Long anchored by its historic ties to the energy industry, the Tulsa office market – influenced heavily by big employers like ONEOK and Williams — has benefited from stability as crude oil prices have settled in the \$77-\$82 range with an average of \$79 expected well into 2025 according to the EIA.

A vacancy rate of 11% ticks just above the 10-year average of 10% with demand holding steady. Consequently, rent growth has been modest at 1.2%. Moreover, Tulsa employers are still figuring out how to “right-size” their spaces in the era of remote work.

“I believe the main theme continues to be office users’ ongoing analysis of flex work schedules and

how that impacts their real estate decisions,” says Reese. “Some form of office work is here to stay, but office occupiers are still wrestling with understanding impacts on space needs as surveying of

THE LAST COUPLE OF YEARS SAW A TREMENDOUS FLIGHT TO QUALITY IN THE NEW OFFICE CONSTRUCTION DOWNTOWN.

office workers indicates a strong desire for some form of flex scheduling.”

INDUSTRIAL MARKET CONDITIONS DEMAND CREATIVE DEALS

What happens when you combine high interest rates and soaring materials costs with tight product inventory and strong demand? You get the recipe for Tulsa’s industrial CRE sector which is experiencing record low vacancy levels.

“The lack of supply due to high demand along with low new construction activity is the major storyline in the Tulsa industrial market right now,” says David Looney, Principal at Legacy Commercial Property Advisors.

Industrial has become very “landlord centric” seeing a healthy rent growth of around 3 percent over the last year as market conditions have increased the competition for available properties.

“That’s not to say that there isn’t some deal mak-

ing going on. Over the last 3-4 months, a slight increase in availability is providing a little more balance into the market. Still most owners are reluctant to adjust rental rates and sale prices considering expenses are continuing to rise and the need to meet the projected returns on investments. At the same time, tenants and buyers still expect more room when it comes to negotiations,” says Looney.

High interest rates have put a pause on construction with owners reluctant to engage in speculative developments. With demand for industrial space still strong, sales and lease activity would no doubt be higher with more inventory.

“As CRE practitioners, we need to apply creative principles and interpret the investment analysis to effectively counsel our clients so they understand the overall valuation plays and strategies,” he adds. “Overall economic metrics remain solid but interest rates have slowed down new construction. There is still good demand and if we had the new product, we would definitely see a measured uptick in deal flow.”

Matt Reese of CBRE notes that asking rents for industrial space sits around \$7/SF triple net, an increase of almost a dollar over the last year while asking rents for new bulk industrial space is hitting around \$8. Reese believes this indicates a “drag on the average rate across all building classes due to available product that may be functionally obsolescent or located in less desirable areas.”

Demand remains strong for higher, clear bulk warehouse space with ample dock-high and drive-in loading with the sector overall especially hungry for more light industrial space in the 5,000-10,000 SF range.

“We also are seeing more demand from clients needing ESFR fire suppression versus the older wet systems,” Reese says. “Product with lower clear height and poor loading has struggled

although the medical marijuana push did remove some of that space from the market over the initial years of introduction. Some of that space has now re-entered the market as businesses have been purchased or closed.”

Reese says he doesn’t expect much change heading into next year until more inventory and construction rise to meet the demand. Bottom line, if the Fed begins relaxing rates, things should shift.

“Reduced interest rates and easing of material costs could help spur development,” Reese explains, adding: “We are curious to see more interest from larger users in EV battery, renewable energy and data management.”

RETAIL CHALLENGED BY RECORD OCCUPANCY

Much like industrial, Tulsa’s retail CRE sector has steadily tightened as persistent demand continues to slam into a virtually unmoving wall of supply.

“Across the country, retail occupancy has reached the highest level in 20 years,” says Matt Mardis of Paine & Associates, LLC. “That’s a big deal and it is something we are seeing reflected here in Tulsa.”

The lack of space is foremost in the minds of brokers, tenants and owners alike with Tulsa’s vacancy rate hovering 2.9%. Nationally, the vacancy rate was 4.6% through the second quarter.

“Post-Covid, this is the major theme that is playing out in the retail sector,” Mardis adds. “It really boils down to supply and demand and retail is out of balance because there is not enough supply.”

Some retailers have taken the opportunity to downsize their footprints with some merchants shedding thousands of square feet.

“They may not be doing the same volume or growth, but they are more profitable at lower

The 1983 cult classic film *The Outsiders* — based on Hinton’s novel — was actually shot on-site in Tulsa where the story was set. The movie was directed by Francis Ford Coppola, and starred a number of young actors on their way to major fame including Tom Cruise, Patrick Swayze, Diane Lane, Matt Dillon, Rob Lowe, and Emilio Estevez.

occupancy costs,” Mardis explains. “This is a model that seems to work in smaller markets.”

Second generation spaces and even big box overhauls are finding no shortage of interest.

“All the second-generation spaces have multiple suitors,” he says. “We’re talking 7, 8, 9 tenants standing in line for these spaces.”

Once again, prevailing higher interest rates combined with high materials costs has meant little to no new retail construction, says Ben Ganzkow of Legacy CP Advisors.

“There has been a distinct lack of new construction simply because it’s been cost prohibitive. You’re dealing with the higher cost of money and construction costs. There have been no new large scale shopping center developments,” he says.

The environment is favorable to landlords who can command higher rents while tenants who may want to move have few if any choices.

“We are not seeing tenants jumping spaces from B plus to A space,” Ganzkow notes. “They are staying put and this is good for landlords.”

About the only new construction activity is seen among the fast-food operators like Whataburger, Taco Bell and Chipotle, that can afford higher costs. Retail activity is also boosted around large anchor tenants such as grocery stores that attract regular traffic and serve as risk mitigators for other retailers like nail/hair salons and cellphone outfits.

ACROSS THE COUNTRY, RETAIL OCCUPANCY HAS REACHED THE HIGHEST LEVEL IN 20 YEARS.

“An example of that is Aspen Ridge in Broken Arrow (145th E. Ave./Creek Turnpike) where a 65,000-70,000-square-foot Reasors is going. That’s a safe haven because it is daily retail,” he says.



Oklahoma has two state fairs. Not to be confused with the Oklahoma State Fair, the Tulsa State Fair takes place every September beginning on the fourth Thursday after Labor Day. In 2017, the fair and exposition at Tulsa’s Expo Square attracted about 1,150,000 visitors.

Discounters and others operating 5,000-20,000 SF spaces also have found a foothold in the current environment, he says.

Ganzkow is optimistic the Fed will begin its rate reductions starting in the autumn of 2024 and begin to pave the way for new retail inventory as developers become willing to take new spec projects.

Mardis largely agrees, seeing a “choppy” end to this year, with the retail market finally spurred by declining interest rates over the second half of 2025.

“We are probably not going to see any increase in supply until the interest rates are down so I would expect a status quo with rents up until the middle of next year,” he says. **TCP**

SECOND GENERATION SPACES AND EVEN BIG BOX OVERHAULS ARE FINDING NO SHORTAGE OF INTEREST.





NEW NORMALS MARKED BY STABILITY AND CAUTION

It's been more than a year since the World Health Organization (WHO) declared the end of the global health emergency status of COVID-19 in May 2023.

While there has been a measure of stability restored to our post-pandemic world, the economy now battles inflation that plagues consumers and threatens industry.

Commercial real estate, long-searching for stability during and now after the pandemic, is finding a new normal in this cautious and challenged market.



BY JENNIFER SHARPE



NAVIGATING OFFICE SURPLUS

For some time following the pandemic shutdown, the future of office was uncertain because the status of returning to work was unknown. Would companies stay remote? Would a hybrid model be permanent? Now, those questions seem to be answered with seemingly firm company policies that define new standards for where and how people work.

Al Brooks, head of commercial real estate for J.P. Morgan Chase, reports in its “2024 commercial real estate outlook” that the national office vacancy rate has been rising and, while offices aren’t obsolete, it’s unclear how far demand will drop and how high vacancies will rise.

ON A POSITIVE NOTE, MEDICAL OFFICE SPACE HAS BEEN RELATIVELY STEADY

As leases expire and firms downsize, measures of contracted office space are expected to continue to fall with office values, expects Kiran Raichura, Imogen Pattison and Thomas Ryan in Capital Economic’s “Q3 US Commercial Property Outlook.”

While Class A properties and their tenants try to lure employees with amenities and features, challenges remain for Class B.

“With office, the real issue right now is with Class B, older, what 10 years ago was considered Class

A and is now not Class A anymore,” said Steven Watts, CEO of Rose Rock Development Partners. “A lot of businesses that used to occupy these Class B spaces in the past, such as single CPAs, don’t even need an office space anymore. There’s not as much demand for office and people are wanting something different than a lot of what’s out there.”

Converting office to housing is a possible solution, Watts said, with some possible tax credits in the works through legislation supported by NAIOP. But not all space can be converted, he said.

On a positive note, medical office space has been relatively steady, Watts said.

SLOWER MARKET HITS MULTIFAMILY

The market for multifamily is slowing after enjoying a surge in recent years.

“The market is overall pretty good, though at this time last year the market was a little stronger,” said Watts. “There’s a little softness in demand, and leasing activity has been a little slower through summer, which is usually a hot time for multifamily leasing. It’s been harder to maintain stabilized occupancy, there’s been a little more competition.”

Capital Economic’s report said that supply will continue to outpace demand in multifamily, expected to persist through to mid-2025 before vacancy tops out. Rents will still grow, but they will only accelerate when new supply drops back from late 2025.

Lots of projects are giving away concessions, Watts said, and particularly in Tulsa, a lot of new inventory is coming online now and in coming months. However, don’t expect new construction projects for multifamily, due to high interest rates and construction costs.

“It’s really hard to get a project to work right now,” he said. “Banks are not as friendly in terms of financing, and the investor equity markets are really locked up right now.” Many investors are waiting and watching for distressed properties, though there hasn’t really been as many of those transactions as you would think, he said.

A lack of projects breaking ground now suggests that, two years from now, we’re going to have a shortage of housing, especially when it comes to rental housing, Watts said.

Another factor affecting transaction volume is what Watts likes to call a “bid-ask spread” between buyers and sellers — a difference in opinion of value where people with equity and money to put into deals are reluctant to pay what sellers are wanting to get — resulting in a lack of transactions.

STABILIZATION IN RETAIL

Retail continues to perform well in 2024, especially grocery-anchored neighborhood shopping centers in densely populated areas, reports Al Brooks, head of commercial real estate for J.P. Morgan Chase, in the company’s “2024 commercial real estate outlook.” In line with this trend, many major big-box retailers are opening smaller concept stores, the report states, and brick-and-mortar retail is thriving.

“The fundamentals with a grocery anchor project create a lot of safety for those businesses that want to be a part of a grocery operation because it’s a daily needs anchor,” said Ben Ganzkow, principal, Legacy Commercial Property Advisors. “Another bright spot from a retailer standpoint are the discounters — Dollar Tree, Ollie’s, TJ Maxx, HomeGoods. Of the retailers that have been expanding, anything discount retail has been performing stronger.”

Despite construction supply chain issues return-

ing to some level of normalcy, construction prices have remained extremely high, Ganzkow said, making new construction “cost-prohibitive” for a lot of developers. The lack of new development bodes well for existing owner landlords, he said.

“With inventory tight in terms of available space, landlords have been the beneficiaries of lack of new product coming online. They’re keeping tenants and seeing some good rent appreciation with their tenants,” said Ganzkow.

Another trend he’s seen is with rent increases. “We used to see rent increases of 10% every five years for retail tenants, but because of the inflationary trend over the last 18-24 months, we’ve seen landlords try to negotiate more yearly rental increases from up to 3%.”

INDUSTRIAL STAYS STEADY

“Despite interest rates and inflation, the industrial market in Oklahoma City and the surrounding area is still performing very well,” said Chris Zach, senior associate with CBRE Oklahoma City. “We’re still digging out from the pent-up demand brought on by the pandemic, where we saw supply chain issues and holes in inventory planning. The cost of borrowing money has gone up, but investors and developers have been able to build that into their costs, adjust their pricing and still get the return they’re shooting for. There still are plenty of users, investors with 1031 requirements, and investors with businesses putting off cash that they need to place.”

SUPPLY JUST CAN’T KEEP UP WITH DEMAND

Tulsa, located in northeastern Oklahoma on the Arkansas River, is the 47th most populous city in the United States with 403,505 residents (in 2015).

Despite a slow start for leasing activity early in 2024, activity picked up at mid-year and the momentum is expected to continue, Zach said. “We have had no problems moving functional properties that are priced appropriately, and we’ve even had a decent amount of pre-leasing on both existing and new construction.”

In terms of sales, virtually anything will sell if priced appropriately, Zach said. “Our challenge really has been finding willing sellers. Most aren’t willing to sell because there’s nothing to replace the asset with, and there’s nothing to replace the asset with because most aren’t willing to sell. It’s been a bit of a vicious cycle causing some gridlock.”

Zach expects that, like leasing, sales should remain strong for the foreseeable future. “Supply just can’t keep up with demand.”

Another shortage in the Oklahoma City metro, Zach said, is development-ready land. “Most everything has been snatched up, except for those parcels with flood, zoning and other issues. As a result, land prices continue to rise, squeezing margins a bit.”

With new construction, while it isn’t the same level as 2022, new construction up to 25,000 sq. ft. has shown incredible velocity for sales and leasing, Zach said.

Part of industrial’s success has been driven by retail. Thriving brick-and-mortar retail and e-commerce sales growing to 15.6% of retail sales have helped fuel demand for industrial properties, said Brooks in J.P. Morgan Chase’s report. “The growing trend of nearshoring along with the need to replace older, outdated industrial buildings could continue to drive construction and demand in the second half of 2024 and beyond,” the report stated.

OPTIMISTIC ABOUT INVESTMENT

Despite the challenges of economic uncertainty and relatively higher interest rates, there are opportunities for real estate investors and leaders, according to PwC’s “Real estate: US Deals 2024 midyear outlook.” The report predicts that “financial markets are poised to support a recovery in deal volumes,” and “there is a significant potential for market participants who are patient and creative, and who take a long-term perspective across the investment landscape.”

Ganzkow is optimistically anticipating interest rate cuts that will lead to better economic conditions through the end of 2024 and into 2025. He also encourages maintaining perspective: “Real estate is very localized, and what happens on one project isn’t an indicator for the rest of the market.” [TCP](#)



On January 18, 1898, Tulsa was officially incorporated. Edward Calkins was elected as the town’s first mayor. Population is reported as 1,100.

From Lunches to Leadership: How Women in Commercial Real Estate Transformed Tulsa’s Networking Scene



In 2017, a handful of women recognized a gap in Tulsa’s commercial real estate industry. They sought to establish networking opportunities specifically designed for women, offering a break from the male-dominated landscape that overshadowed their professional interactions.

This group of ladies initially comprised just a few members, gathering monthly for casual lunch. The goal was to collaborate, network, and provide mutual support in an industry where female representation was sparse. The initiative resonated, and the group’s size grew rapidly. Lunches transitioned from simple gatherings to catered events at office venues, signifying the escalating interest and momentum.

In 2023, the founders’ efforts were rewarded with a grant award through NAIOP National. This endorsement not only fortified their mission but also provided avenues for growth and expansion. Fast forward to summer of 2024, their meetings continue to be held every other month at the upscale Summit Club. Highlighted by remarkable monthly speakers and enriching networking sessions where each attendee has the opportunity to introduce their self, their company, share a success story or ask for a referral.

What began as a small effort by a few dedicated women has now blossomed into a thriving networking community. The group now boasts over 70 regular attendees, each a testament to the necessity and success of such an empowering initiative for women in commercial real estate.

NAIOP
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2024 NAIOP EVENTS



Deals of the Year Awards – A memorable evening celebrating excellence in commercial real estate.



Highlights from the 2024 Tulsa Trends Conference.



Networking happy hour before our Deal of the Year Awards.



Posing in front of the Supreme Court building during our annual legislative retreat in D.C. (left to right): Jason Ting, Steven Watts, Megan Chinowth, Jennifer Sanford, and Daniel Regan.



Annual Legislative Retreat in D.C. (Left to right): Jason Ting, Megan Chinowth, Steven Watts, Oklahoma Congressman Kevin Hern, Jennifer Sanford, and Daniel Regan.



Women in Commercial Real Estate Luncheon: 2024 Chapter Merit Award- (Left to right): Caitie-Beth Robertson, Jennifer Sanford, Debra Wimpee, and Kimberly Lewis at our annual legislative retreat with NAIOP.



Platinum Sponsor, Commercial Title, showcasing their swag at the Tulsa Trends Conference vendor table. (Left to right): Emily, Howard, Sally Wells, Donna Little, Sierra Scott.



2024 Annual Pickleball/Cornhole Tournament participants: Caitie-Beth Robertson and Lauren Stobaugh

TULSA OFFICE MARKET TRENDS: A RESILIENT RECOVERY

A MARKET IN TRANSITION

What a crazy time it has been! From the pandemic, to exploding interest rates, global conflicts, and political turmoil, the past few years have been nothing short of tumultuous. Amidst all this, commercial real estate has faced its share of challenges. Yet, as we navigate through 2024, the Tulsa office market reveals an intriguing story of resilience and adaptation.



BY RICK GUILD, SIOR

A MARKET IN TRANSITION

Tulsa’s office market began 2024 showing the scars of the COVID-19 pandemic. The chaos of early 2020—when oil prices plunged to -\$37.63 per barrel—had a profound impact on real estate, with many companies reeling and real estate needs in flux. However, as the year progressed, signs of recovery emerged. Economic conditions have steadily improved, and with prospective tenants re-entering the market, previously dormant offices have reopened, breathing new life into Tulsa’s commercial corridors.

While major markets like New York and Chicago are grappling with 50% to 60% office occupancy rates, Tulsa’s occupancy has proved more resilient, hovering around 70% to 75%. This is partly due to Tulsa’s notably short commute times compared to larger cities. With commutes often taking three hours or more in big cities, Tulsans benefit

from significantly reduced travel times, making the office environment more attractive and feasible.

THE RETURN TO OFFICE:
A QUALITY-CENTRIC APPROACH

Employers are increasingly recognizing that remote work can erode company culture, hinder mentoring, and stifle creativity. As a result, there is a noticeable shift towards creating high-quality office environments. Companies are now seeking less dense layouts and are exploring single-story or low-rise suburban offices to complement their central business district (CBD) headquarters. This trend is evidenced by the strategic moves of major Tulsa law firms.

For instance, once McAfee & Taft executed a 10-year lease for newly remodeled office space downtown, it prompted other firms like Gable Gotswals, Conner Winters, Hall Estill, Crowe Dunlevy,

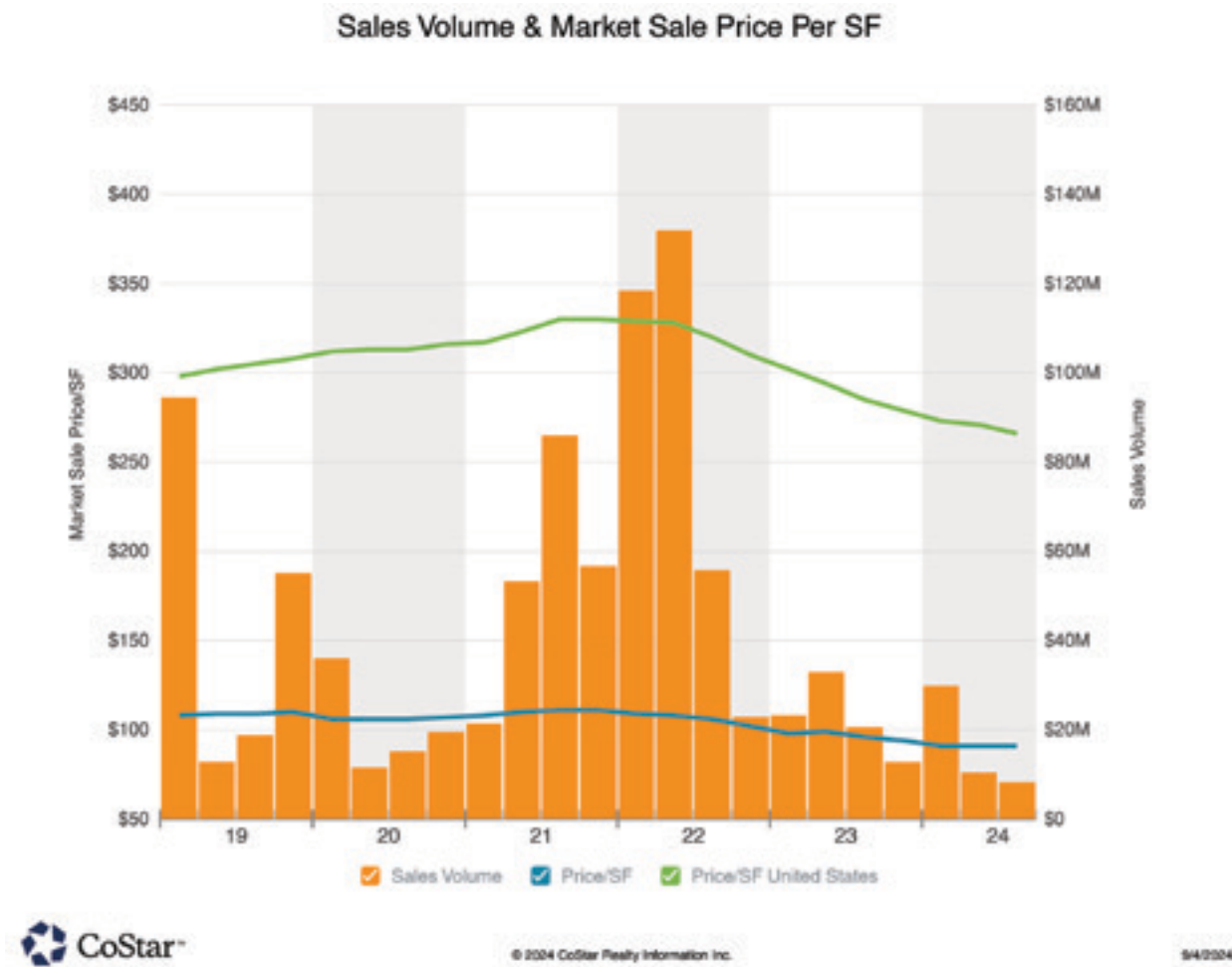
and Pray Walker to follow suit. These firms have relocated to high-quality spaces, often reducing their square footage but enhancing their office environments. Such relocations underscore the flight-to-quality phenomenon that’s sweeping across the office market nationally and locally.

THE EMERGENCE OF A HIGH-END
OFFICE SPACE ARMS RACE

The concept of a “flight-to-quality” in office spaces has never been more apparent. Premium Class A offices, characterized by high-end finishes, extensive amenities, and top-notch property management, are now in high demand. Buildings equipped with fitness centers, conference spaces, and even golf simulators are becoming the new standard. The office building is increasingly seen as a hospitality experience, with lobbies resembling upscale hotel lobbies.

DOWNTOWN
TULSA REMAINS
THE HEARTBEAT
OF THE CITY’S
OFFICE MARKET.

This trend is reflected in record-setting rents. The Vast Bank Building and Santa Fe Square in downtown Tulsa are both 100% leased and have set new benchmarks, pushing rents into the \$30 and \$40 ranges, respectively. This premium segment of the market is thriving, driven by



Oklahoma ranks fourth in the nation in wheat production.
The state is fourth in cattle and calf production. It's fifth in pecans.

Office-to-Apartment Conversions

Property Name	Property Address	Building Status	Units	Year Built	Year Renovated	Avg Unit SF	Avg Asking/Unit	Avg Asking/SF
The Meridia	522 S Boston Ave	Existing	93	1956	2017	865	\$ 1,474	\$ 1.70
The Reunion Building	9 E 4th St	Existing	80	1917	2020	713	\$ 1,406	\$ 1.98
111 Lofts	111 W 5th St	Existing	69	1927	2020	1,039	\$ 1,611	\$ 1.55
Mayo 420 Building	420 S Main St	Existing	67	1910	2010	1,471	\$ 2,131	\$ 1.46
Sinclair Building	6 E 5th St	Under Renovation	66	1917	2024	775		
The Adams Building (ADM)	403 S Cheyenne Ave	Existing	65	1928	2019	717	\$ 1,293	\$ 1.80
Palace Building Apartments	324 S Main St	Existing	61	1917	2016	637	\$ 1,344	\$ 2.11
Vandever Lofts	16 E 5th St	Existing	45	1920	2015	753	\$ 1,319	\$ 1.75
Art Deco Lofts & Apartments	2 W 6th St	Existing	37	1928		1,012	\$ 1,390	\$ 1.42

businesses’ desire to offer superior work environments and attract top talent.

A THRIVING DOWNTOWN AND DIVERSIFIED ECONOMY

Downtown Tulsa remains the heartbeat of the city’s office market. The area’s dynamic blend of residential, commercial, and recreational spaces contributes to its vibrancy. Recent conversions of office buildings into high-end apartments have further enriched the downtown area, although this also reduces available office inventory.

Tulsa’s economy has diversified significantly over the past decades, reducing its dependency on oil and gas. The city now boasts strong sectors in aviation, healthcare, technology, and entrepreneurship. This diversification has made Tulsa an attractive location for new businesses, which in turn drives demand for office space.

Public-private partnerships, such as those fostered by Vision Tulsa and the Tulsa Chamber of Commerce, continue to attract new businesses, reinforcing the need for quality office spaces. The influx of entrepreneurs and educational institutions further fuels the demand for modern office environments.

CHALLENGES AND OPPORTUNITIES

Despite the positive trends, challenges persist. Rents have seen only a modest rise of about 1% on average, while tenant improvement requests and concessions from landlords are pressing on profitability. Central Business District vacancies are rising, driven by increased demand for parking and flexibility in hybrid work models.

Nevertheless, the overall market shows signs of modernization rather than decline. With a cost of living 14.9% below the national average, Tulsa

remains an economically viable option for businesses seeking to balance cost and quality.

TULSA’S FUTURE

Tulsa’s office market is proving to be more resilient and adaptable than many anticipated. As we look ahead, the emphasis on high-quality office spaces, coupled with a diversified economy and vibrant downtown, positions Tulsa as a strong player in the commercial real estate sector. While challenges remain, the market’s ability to evolve and meet the changing needs of businesses and employees is a testament to its enduring strength.

As always, navigating this evolving landscape requires expertise and up-to-date information. Whether you’re a tenant or landlord, partnering with a knowledgeable broker will be crucial in

TULSA’S ECONOMY HAS DIVERSIFIED SIGNIFICANTLY OVER THE PAST DECADES.

making informed decisions and capitalizing on emerging opportunities.

I’ll close with a light-hearted prediction: Tulsans are unlikely to be swayed by the promise of a 150-story downtown skyscraper anytime soon. TCP



Tulsa Industry Diversity

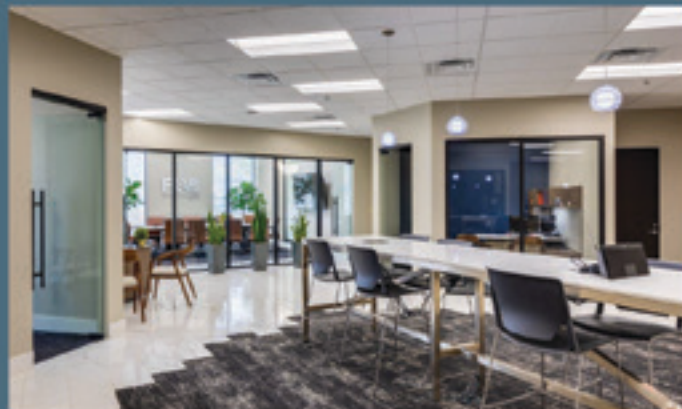
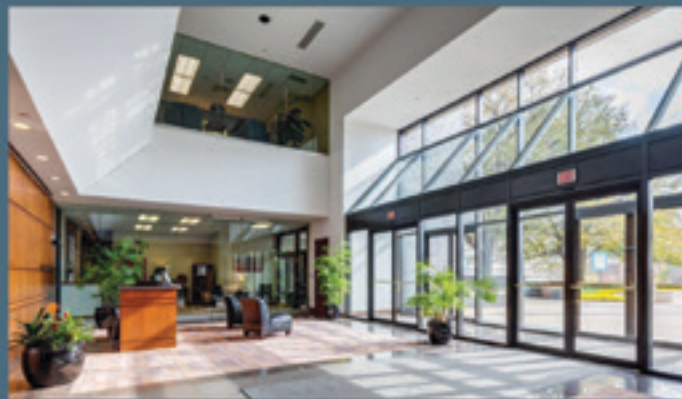
- Trade, Transp. and Utilities
- Education and Health Svcs.
- Prof. and Business Svcs.
- Government
- Manufacturing
- Leisure and Hospitality
- Mining and Logging (Energy)
- Construction
- Financial Activities
- Other Svcs.



Oklahoma has 11,611 miles of shoreline, more than the combined non-tidal coasts of the Atlantic and the Gulf of Mexico.

MAPCO PLAZA

Impressive Midtown Professional Office Space



Experience the Benefits at 17th & Boulder

+LOCATION

- Perfectly positioned near Brookside, Utica Square, Cherry Street, Downtown, and Gathering Place
- Convenient access to Highway 75, I-244, BA Expressway, and Riverside Drive

+PARKING

- Abundant free on-site parking with select executive covered garage spaces
- Easily accessible front door parking for visitors

+AMENITIES

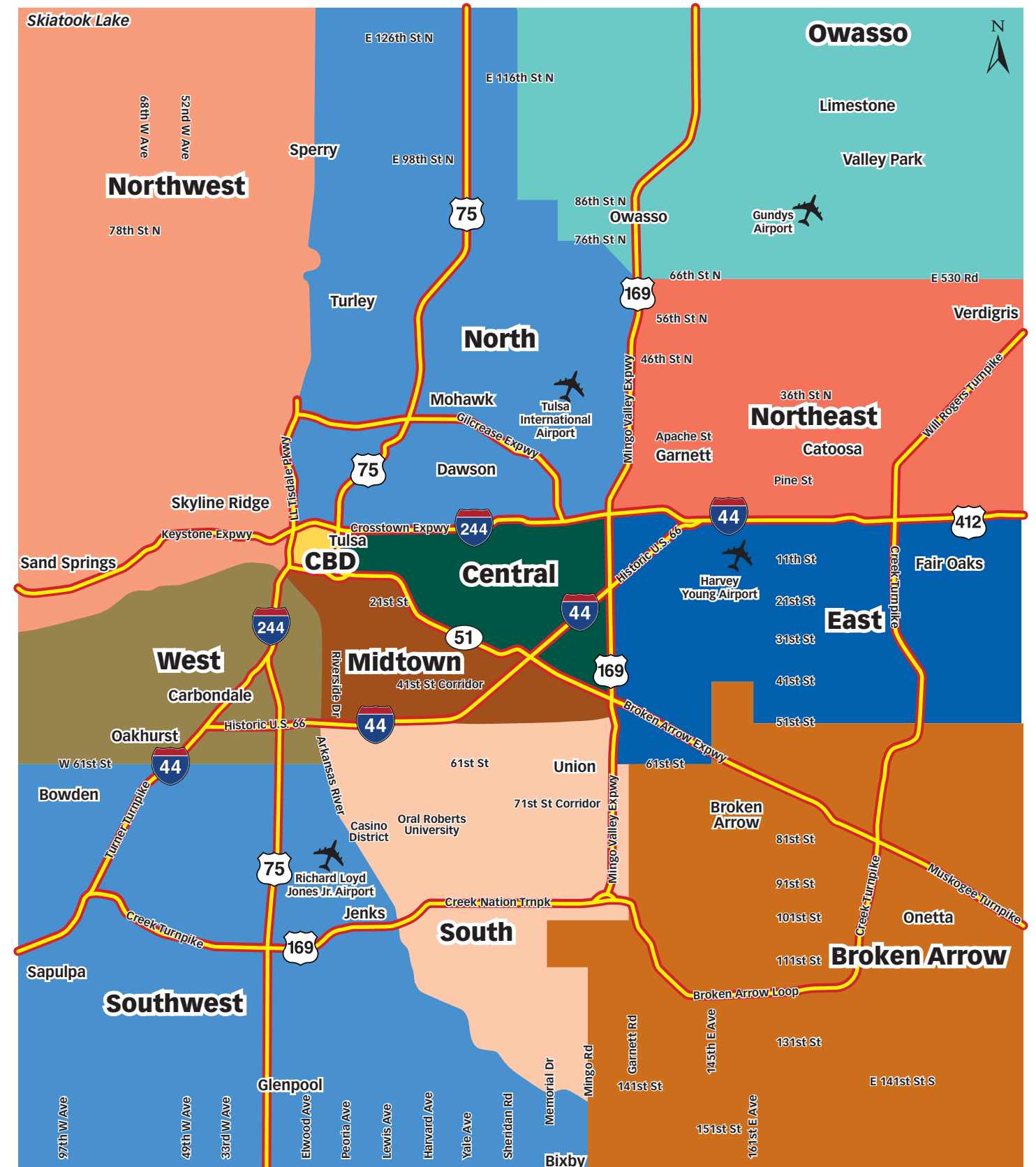
- Fitness center with locker rooms and showers
- Fully equipped common conference room
- 24-hour protected backup power
- On-site owner-managed

John Neas, Principal
(918) 231-4454
JohnNeas@tulsacoxmail.com
www.MAPCOPLAZA.com



ZONES

North Tulsa	Owasso	Central	SW Tulsa
Northeast Tulsa	West Tulsa	Midtown	South Tulsa
Northwest Tulsa	CBD	East Tulsa	Broken Arrow



	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT/PHONE ADDRESS CITY / STATE / ZIP	SIZE(RSF) FLOORS YEAR BUILT	CONTIGUOUS SPACE TOTAL AVAILABLE SUBLEASE SPACE	GROSS RENTAL RATE % LEASED
BROKEN ARROW					
BA	BERKSHIRE PLAZA 1615 & 1621 S. EUCALYPTUS AVE. BROKEN ARROW, OK 74012	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	36,231 2 2000, 2002	0 0 0.00	\$21.00 100.0%
BA	PHOENIX CENTER 2341 W ALBANY BROKEN ARROW, OK 74012	AMERICAN SOUTHWEST PROP / JACK WRIGHT / 918-251-0707 2341 W. ALBANY, SUITE A BROKEN ARROW, OK 74012	28,600 1 2002	4,500 4,500 0.00	\$8.50 84.3%
BA	TIMBERCREST PARK 1700 W ALBANY ST BROKEN ARROW, OK 74012	AMERICAN SOUTHWEST PROP / JACK WRIGHT / 918-251-0707 2341 W. ALBANY, SUITE A BROKEN ARROW, OK 74012	32,000 2 1987	4,000 4,000 0.00	\$9.00 87.5%

CENTRAL BUSINESS DISTRICT

CBD	110 WEST 7TH 110 West 7th 	 - Indoor and outdoor loungers, 24/7 security and key card access column - Ample parking with attached 586 space parking garage + surface - Large, efficient floorplans with incredible views - Dual fiber optic feeds - On-site snack shop, style shop, credit union - Four separate substation feeders and available generator capacity to ensure continuous service - State-of-the-art building automation systems Contact: Rick Guild / (918) 645-3677 / Rguild@NewmarkRP.com			
CBD	110 WEST 7TH ★ 110 W 7TH ST TULSA, OK 74103	NEWMARK ROBINSON PARK / RICK GUILD / 918-645-3677 110 W. 7TH ST., STE 2600 TULSA, OK 74119	521,854 28 1972	9,265 78,692 2,400.00	\$18.00 84.9%
CBD	1215 BUILDING 1215 S BOULDER AVE TULSA, OK 74119	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	131,184 12 1954	10,500 21,000	\$14.50 84.0%
CBD	317 MAIN MALL BUILDING 317 S MAIN ST TULSA, OK 74103	BAM PROPERTIES / TERRY ARGUE / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	26,097 4 1907	26,097 26,097	\$13.00 0.0%
CBD	320 SOUTH BOSTON BUILDING 320 S BOSTON AVE TULSA, OK 74103	BAM PROPERTIES / TERRY ARGUE / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	413,104 24 1917	102,562 237,183 0.00	\$16.50 42.6%
CBD	616 S BOSTON AVE 616 S BOSTON AVE TULSA, OK 74119	HARRELL RESIDENTIAL / BRUCE HARRELL / 254-772-9639 4315 LAKE SHORE DR., STE. M WACO, TX 76710	87,500 7 1925/1970	9,000 12,000 0.00	\$12.00 86.3%
CBD	8:10 BUILDING 810 SOUTH CINCINNATI TULSA, OK 74119	MCGRAW COMMERCIAL PROPERTIES / NEIL DAILEY / 918-388-9588 / 4105 S. ROCKFORD AVE TULSA, OK 74105	80,000 6 1924/2015	0 0 0.00	\$16.50 100.0%
CBD	BANK OF OKLAHOMA TOWER 101 E 2ND ST TULSA, OK 74103-8100	MCCOY PROPERTY COMPANY / KELLY MCCOY / 918-403-9160 1224 E. 26TH STREET TULSA, OK 74114	1,140,684 52 1978	93,202 137,854 0.00	\$21.00 87.9%
CBD	BEACON BUILDING 406 S BOULDER TULSA, OK 74103	FOX + ALLEN REALTY / PATRICK FOX / 918-576-7300 1345 E. 15TH ST. TULSA, OK 74119	115,237 9 1928	12,849 52,268 0.00	\$12.75 54.6%
CBD	CATHEDRAL DISTRICT BUSINESS CENTER 823 S. DETROIT AVE. TULSA, OK 74120	CBRE, INC. / DYLAN SEIBERT / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	55,850 4 1959/2018	53,217 53,217	\$15.00 4.7%
CBD	CRAFTON TULL 220 EAST 8TH STREET TULSA, OK 74120	CBRE, INC. / DYLAN SEIBERT / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	21,920 1 1933/2005	7,099 7,099	\$22.00 67.6%
CBD	KENNEDY BUILDING 321 S BOSTON AVE TULSA, OK 74103	BAM PROPERTIES / TERRY ARGUE / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	183,267 10 1918	110,304 129,658 8,775.00	\$17.50 29.3%
CBD	MID-CONTINENT TOWER 401 S BOSTON AVE TULSA, OK 74103	BAM PROPERTIES / TERRY ARGUE / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	334,840 36 1917/1984	23,910 93,764 0.00	\$18.50 72.0%
CBD	ONE PLACE TOWER 202 S Cheyenne Ave 	 24 hour access in security presents 328,546 ft.² available 435 fully secured large parking spaces - Newly develops in 2013 for Cimarax energy - Fully furnished - Financially, strong ownership spaces Contact: Rick Guild / (918) 645-3677 / Rguild@NewmarkRP.com			
CBD	★ ONE PLACE TOWER 202 S. CHEYENNE AVE TULSA, OK 74105	NEWMARK ROBINSON PARK / RICK GUILD / 918-645-3677 110 W. 7TH ST., STE 2600 TULSA, OK 74119	328,543 17 2013	6,501 16,139 0.00	\$25.00 0%

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT/PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) FLOORS YEAR BUILT	CONTIGUOUS SPACE TOTAL AVAILABLE SUBLEASE SPACE	GROSS RENTAL RATE % LEASED
CBD	ONE PLACE BUILDING 201 S. DENVER AVENUE TULSA, OK 74103	ONE PROPERTY MANAGEMENT / DAVID ATKINSON / 918-574-8776 / 201 S. DENVER AVE, BOX 1 TULSA, OK 74103	49,704 5 2012	4,562 3,011 4,562.00	\$20.00 93.9%
CBD	ONE TECHNOLOGY CENER 100 S. CINCINNATI AVE. TULSA, OK 74119	LEGACY CP ADVISORS / LISA BRANDES / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	626,802 15 2002	48,156 48,156 0.00	\$20.00 92.3%
CBD	PEARL RIDGE OFFICE PARK 827 S. PEORIA AVE. TULSA, OK 74120	FOX + ALLEN REALTY / PATRICK FOX / 918-576-7300 1345 E. 15TH ST. TULSA, OK 74119	30,000 3 2021	15,000 15,000	\$24.50 50.0%
CBD	REUNION CENTER 9 E 4TH ST TULSA, OK 74103	CORPORATE REALTY ADVISORS / NICK PROBST / 918-392-1950 3150 E. 41ST ST., SUITE 102 TULSA, OK 74105	94,560 10 1919	6,000 6,000 0.00	\$18.50 93.7%
CBD	SANTA FE SQUARE NE OF 2ND ST. S. AND S. ELGIN AVE. TULSA, OK 74120	CUSHMAN & WAKEFIELD / COMMERCIAL OKLAHOMA INC. / JARED ANDRESEN / 918-340-6970 111 S. ELGIN AVE., STE. 100 / TULSA, OK 74135	173,200 8	4,969 4,969	\$24.00 97.1%
CBD	THE SUN BUILDING 907 S DETROIT AVE TULSA, OK 74120	OKLAHOMA PROPERTY INVESTORS / JAKE HODGES / 405-843-4778 / 11212 N. MAY AVE OKLAHOMA CITY, OK 73120	250,707 12 1954	302 48,695 1,350.00	\$13.00 80.6%
CBD	THOMPSON BUILDING 20 E 5TH ST TULSA, OK 74103	SVN / OAK REALTY ADVISORS / SUSAN DAVIS / 918-201-2005 4812 EAST 81ST STREET, STE 301 TULSA, OK 74137	133,959 15 1928	8,434 59,891 0.00	\$13.50 55.3%

CBD	VAST BANK BUILDING 110 N. Elgin Ave. 	 - Superb Location directly across from Oneok Field - Garage Parking - Rooftop “In the Raw” restaurant - Private balconies on each floor - Exterior signage available - Large common area conference room Contact: Rick Guild / (918) 645-3677 / Rguild@NewmarkRP.com			
CBD	★ VAST BANK BUILDING 110 W. ELGIN AVE. TULSA, OK 74120	NEWMARK ROBINSON PARK / RICK GUILD / 918-645-3677 110 W. 7TH ST., STE 2600 TULSA, OK 74119	101,061 6 2018	2,000 2,000 0.00	\$32.00 98.0%
CBD	WILLIAMS CENTER TOWER I ONE W 3RD ST TULSA, OK 74103	CUSHMAN & WAKEFIELD / SCOTT SCHLOTFELT / 918-359-3521 111 S. ELGIN AVE., SUITE 100 TULSA, OK 74120	314,589 17 1982	0 0 0.00	\$19.50 100.0%
CBD	WILLIAMS CENTER TOWER II TWO W. 2ND ST. TULSA, OK 74103	CUSHMAN & WAKEFIELD / SCOTT SCHLOTFELT / 918-359-3521 111 S. ELGIN AVE., SUITE 100 TULSA, OK 74120	446,937 23 1983	67,855 120,339 0	\$17.50 73%

CENTRAL

CENTRAL	GUARANTY BUILDING 10159 E 11TH ST TULSA, OK 74128	CORPORATE REALTY ADVISORS / HANNAH ALTOM / 918-392-1950 / 3150 E. 41ST ST., SUITE 102 TULSA, OK 74105	98,316 6 1983	15,767 34,848 0.00	\$14.50 64.6%
CENTRAL	TECHRIDGE OFFICE PARK / BLAINE 9820 E 41ST ST TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74146	58,870 4 1980	14,386 34,274 0.00	\$14.00 41.8%
CENTRAL	TECHRIDGE OFFICE PARK / CHEROKEE 4150 S 100TH E AVE TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	58,280 4 1980	9,596 30,006 0.00	\$14.00 48.5%
CENTRAL	TECHRIDGE OFFICE PARK / COMANCHE 4115 S 100TH E AVE TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	56,551 2 1979	0 0 0.00	\$14.00 100.0%
CENTRAL	TECHRIDGE OFFICE PARK / GRANT 4110 S 100TH E AVE TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	45,976 2 1978	2,387 12,479 0.00	\$14.00 72.9%
CENTRAL	TECHRIDGE OFFICE PARK / GREER 9920 E 42ND ST TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	38,716 2 1978	7,352 14,134 0.00	\$14.00 63.5%
CENTRAL	TECHRIDGE OFFICE PARK / LOGAN 3840 S 103RD E AVE TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	56,745 2 1981	3,152 16,583 0.00	\$14.00 70.8%
CENTRAL	TECHRIDGE OFFICE PARK / MILES 4135 S 100TH E AVE TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	33,788 2 1979	9,426 17,236 0.00	\$14.00 49.0%
CENTRAL	TECHRIDGE OFFICE PARK / OSAGE 9726 E 42ND ST TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	35,000 2 1974	3,295 5,947 0.00	\$14.00 83.0%
CENTRAL	TECHRIDGE OFFICE PARK / PAWNEE 9910 E 42ND ST TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	38,844 2 1979	10,466 14,324 0.00	\$14.00 63.1%

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT/PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) FLOORS YEAR BUILT	CONTIGUOUS SPACE TOTAL AVAILABLE SUBLEASE SPACE	GROSS RENTAL RATE % LEASED
CENTRAL	TECHRIDGE OFFICE PARK / ROGERS 9717 E 42ND ST TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	48,599 2 1975	5,967 9,818 0.00	\$14.00 79.8%
CENTRAL	TECHRIDGE OFFICE PARK / SEMINOLE 9810 E 42ND ST TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	49,656 2 1977	5,313 17,743 0.00	\$14.00 64.3%
CENTRAL	TECHRIDGE OFFICE PARK / WOODWARD 3810 S 103RD E AVE TULSA, OK 74146	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	58,835 2 1982	0 0 0.00	\$14.00 100.0%

EAST

EAST	4848 OFFICE CENTER 4848 S 129TH E AVE TULSA, OK 74134	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	101,100 3 2000	0 0 0.00	\$16.50 100.0%
EAST	CORPORATE WOODS 4500 S 129 E AVE TULSA, OK 74134	MMARTIN COMMERCIAL PROPERTIES / MARY MARTIN / 918-637-4769	553,000 3 1980	24,703 57,080 0.00	\$17.50 89.7%

EAST

EASTGATE METROPLEX
14002 EAST 21st STREET



EASTGATE
METROPLEX
A SHELBOURNE PROPERTY



- Large contiguous floor plates with dedicated tenant entrances
- Join Capital One Bank, Enterprise Rent A Car and others at this one of a kind property
- Abundant parking

- 40,000 sf of fully furnished space available
- Retail opportunities available
- Secure light industrial space available
- Come take a tour today!

Contact info: Neil Dailey / ndailey@mcgrawcp.com 918-853-7337

EAST	★ EASTGATE METROPLEX 14002 E 21ST ST TULSA, OK 74134	SHELBOURNE CO. / MOSHE WEISSMAN / 718-215-3851 2362 NOSTRAND AVE., STE 7 BROOKLYN, NY 11210	1,032,100 3 1985/2007	77,400 241,400 0.00	\$9.50 76.6%
EAST	EXCHANGE CENTER 4606-08 S GARNETT TULSA, OK 74146	DILLON ARGO / NEWMARK ROBINSON PARK / 918-645-3677 110 WEST 7TH ST, STE 2600 TULSA, OK 74119	140,006 12 1979	11,715 32,374 0.00	\$15.00 76.9%
EAST	EXCHANGE TOWER 4500 S GARNETT RD TULSA, OK 74146	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	158,397 10 1982	17,668 102,706 0.00	\$15.00 35.2%
EAST	SOUTHPARK 4343 S 118TH E AVE TULSA, OK 74146	AMERICAN SOUTHWEST PROP / JACK WRIGHT / 918-251-0707 2341 W. ALBANY, SUITE A BROKEN ARROW, OK 74012	105,000 2 1972	35,000 35,000 0.00	\$10.50 66.7%
EAST	TOWNE CENTER - BUILDING A 10810 E 45TH ST TULSA, OK 74146	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	84,450 4 1980	7,848 10,327 0.00	\$14.00 87.8%
EAST	TOWNE CENTER - BUILDING B 10820 E 45TH ST TULSA, OK 74146	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	52,500 3 1980	9,160 36,444 0.00	\$14.00 30.6%
EAST	TOWNE CENTER - BUILDING C 10830 E 45TH ST TULSA, OK 74146	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	52,500 3 1980	6,693 16,467 0.00	\$14.00 68.6%

MIDTOWN

MIDTOWN	1515 UTICA AVE 1515 S. UTICA AVE TULSA, OK 74104	BAM PROPERTIES / CHRIS BUMGARNER / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	20,516 3 1009	5,300 5,300 0.00	\$24.50 74.2%
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MIDTOWN

2021 LEWIS CENTER
2021 S. Lewis Ave.



NEWMARK
ROBINSON PARK



- Walking distance to Utica Square
- Free covered parking with covered walkway to building
- Ample Basement storage for tenant use

- On site banking and on-site engineer
- Across from infamous readers, full service, gas station, convenient store, and automotive repair.

Contact: Rick Guild / (918) 645-3677 / Rguild@NewmarkRP.com

MIDTOWN	★ 2021 LEWIS CENTER 2021 S LEWIS AVE TULSA, OK 74104	NEWMARK ROBINSON PARK / RICK GUILD / 918-619-6999 110 W. 7TH ST., STE 2600 TULSA, OK 74119	85,078 7 1985/2018	7,356 35,222 0.00	\$20.00 58.6%
MIDTOWN	21 LEWIS PLAZA 2424 EAST. 21ST STREET TULSA, OK 74114	LEGACY CP ADVISORS / LISA BRANDES / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	58,846 5 1970/2020	4,162 4,162 6,751.00	\$20.00 92.9%

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) FLOORS YEAR BUILT	CONTIGUOUS SPACE TOTAL AVAILABLE SUBLEASE SPACE	GROSS RENTAL RATE % LEASED
MIDTOWN	2705 SKELLY 2705 - 2745 E. SKELLY DR TULSA, OK 74135	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	46,000 3 1976	46,000 46,000	\$18.00 0.0%
MIDTOWN	3000 CENTER 3015 E SKELLY DR TULSA, OK 74105	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	57,258 2 1972	6,100 30,000 0.00	\$10.00 47.6%
MIDTOWN	3100 CENTER 3105 E SKELLY DR TULSA, OK 74105	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	52,016 6 1972	10,100 40,799 0.00	\$10.00 21.6%
MIDTOWN	BOSTON PLACE 1516 S BOSTON AVE TULSA, OK 74119	MAIN SQUARE TOWERS, INC. / RACHEL COX / 918-398-2745 / 1601 S. MAIN TULSA, OK 74159	44,611 4 1983	3,300 3,300 0.00	\$14.00 92.6%
MIDTOWN	BOULDER TOWERS 1437 S BOULDER AVE TULSA, OK 74119	CUSHMAN & WAKEFIELD / BRETT BEARER / SCOTT SCHLOTFELT / 918-359-3520 111 S. ELGIN AVE., STE. 100 / TULSA, OK 74120	521,802 15 1960/1980	32,101 105,208	\$17.00 79.8%
MIDTOWN	COMMERCE TOWER 5801 E 41ST ST TULSA, OK 74135	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	93,735 10 1981	6,298 38,204 0.00	\$14.50 59.2%
MIDTOWN	CORPORATE PLACE 5800 E SKELLY DR TULSA, OK 74135	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	117,384 13 1973/1980	8,509 64,145 0.00	\$14.50 45.4%
MIDTOWN	FULTON 46 BUILDING 5350 E 46TH ST TULSA, OK 74135	BAUER & ASSOCIATES / SHEILA COOPER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	23,347 2 1978	1,112 5,117 0.00	\$11.00 78.1%
MIDTOWN	HARVARD 41 4130-4154 S HARVARD TULSA, OK 74135	PERRY R. DUNHAM COMMERCIAL R.E. / PERRY DUNHAM / 918-627-4230 / 6355 E. 41ST ST. TULSA, OK 74145	40,000 2	728 7,254 0.00	\$15.50 81.9%
MIDTOWN	HARVARD TOWER 4815 S HARVARD AVE TULSA, OK 74135	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	66,500 6 1969	3,169 15,518 0.00	\$14.00 76.7%
MIDTOWN	INTERNATIONAL PLAZA 1350 S BOULDER AVE TULSA, OK 74119	INTERNATIONAL PLAZA / BARRY BOETHIN / 918-585-6488 1350 S. BOULDER STE. 100 TULSA, OK 74119	115,000 12 1957	5,517 5,700 0.00	\$16.50 95.0%

MIDTOWN

MAPCO PLAZA
1717 S Boulder Ave W





- Perfectly positioned near the area's best restaurants, neighborhoods, and parks
- Conveniently located near Highway 75, I-244, and BA Expressway
- 24-hour protected backup power
- Abundant free on-site parking with

- select executive garage spaces
- Fully equipped common conference room
- Fitness center with locker rooms and showers
- Access to three fiber providers
- On-site management and ownership

Contact: John Neas / Mapco Plaza / 918-231-4454

MIDTOWN	★ MAPCO PLAZA 1717 S BOULDER AVE TULSA, OK 74119	MAPCO PLAZA / JOHN NEAS / 918-231-4454 1717 S. BOULDER AVE., STE. 101 TULSA, OK 74119	140,825 10 1983	13,655 22,446 0.00	\$17.00 84.1%
MIDTOWN	MERIDIAN TOWER 5100 E SKELLY DR TULSA, OK 74135	WIGGIN PROPERTIES, LLC / VICKI PATTERSON, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	205,891 10 1981	35,451 113,225 0.00	\$21.50 45.0%
MIDTOWN	MIDWAY OFFICE BUILDING 2727 E 21ST ST TULSA, OK 74114	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	46,769 6 1974	2,245 7,398 0.00	\$15.50 84.2%
MIDTOWN	PARKLAND PLAZA 2121 S COLUMBIA AVE TULSA, OK 74114	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	52,415 7 1969	929 929 0.00	\$15.50 98.2%
MIDTOWN	PEACHTREE SQUARE 4157 S. HARVARD TULSA, OK 74135	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	25,000 0 1980	0 0 0.00	\$14.00 100.0%
MIDTOWN	SOUTHLAND TOWER 4111 S DARLINGTON AVE TULSA, OK 74135	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	115,376 12 1995	20,474 58,865 0.00	\$14.00 49.0%
MIDTOWN	ST. JOHN BUILDING CORP 1924 S UTICA AVE TULSA, OK 74104	ADWON PROPERTIES, INC. / JORDAN HELMERICH / 918-749-9555 / PO BOX 52808 TULSA, OK 74152	123,480 14 1975	8,343 26,307 0.00	\$17.50 78.7%
MIDTOWN	UTICA CENTER WEST 1560 E 21ST ST TULSA, OK 74114	BAM PROPERTIES / CHRIS BUMGARNER / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	23,396 3 1966	4,659 9,137	\$21.00 60.9%
MIDTOWN	UTICA EAST 2005 S UTICA TULSA, OK 74114	BAM PROPERTIES / TERRY ARGUE / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	22,923 5 2020	5,508 5,508 0.00	\$36.00 76.0%
MIDTOWN	UTICA PLACE 2200 S UTICA PL TULSA, OK 74110	BAM PROPERTIES / CHRIS BUMGARNER / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	110,000 10 2008	4,427 4,427 0.00	\$27.00 96.0%
MIDTOWN	UTICA PLAZA 2100 S UTICA TULSA, OK 74114	BAM PROPERTIES / CHRIS BUMGARNER / 918-584-1414 320 S. BOSTON, SUITE 700 TULSA, OK 74103-4721	53,000 5 1996	6,418 6,418 0.00	\$25.00 87.9%

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) FLOORS YEAR BUILT	CONTIGUOUS SPACE TOTAL AVAILABLE SUBLEASE SPACE	GROSS RENTAL RATE % LEASED
NORTH					
NORTH	AIRPORT OFFICE WAREHOUSE 2133 N SHERIDAN TULSA, OK 74115	WOLF GROUP PROPERTIES, LLC / HOWARD WOLF / 918-584-1425 / 320 S. BOSTON AVE., STE. 202 TULSA, OK 74103	29,680 1 2002	4,000 6,000 0.00	\$5.40 79.8%
NORTH	VERIZON CHEROKEE CAMPUS 6929 N LAKEWOOD AVE TULSA, OK 74117	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	860,000 4 1985	145,994 366,345 0.00	\$14.00 57.4%
OWASSO					
OWASSO	FIRST BANK CENTER 8601 N GARNETT ROAD OWASSO, OK 74055	TRINITY CORPORATE REAL ESTATE ADVISORS, LLC / CARL VINCENT / 918-493-8888 / 2448 EAST 81ST, STE. 188 TULSA, OK 74137	65,000 2 2009	12,000 23,900	\$19.00 63.2%
OWASSO	VILLAGE OFFICE 8551 N. 125TH E. AVE. OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	19,700 2 2004	0 0 0.00	\$18.00 100.0%
SOUTH					
SOUTH	51 YALE BUILDING 5110 S YALE AVE TULSA, OK 74135	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	69,960 5 1982	12,619 31,005 0.00	\$15.00 55.7%
SOUTH	ADS BUILDING 8301 E. 51ST ST. TULSA, OK 74145	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	25,126 2	14,292 19,549 0.00	\$10.00 22.2%
SOUTH	AMERICAN PLAZA 6011 S URBANA AVE TULSA, OK 74135	PAINE & ASSOCIATES / MATT MARDIS / 918-481-5380 8801 S. YALE AVE, STE. 550 TULSA, OK 74137	81,000 8 2013	0 0	\$23.00 100.0%
SOUTH	ATLANTA SOUTH OFFICE PARK 2502-2532 E 71ST TULSA, OK 74136	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	81,450 1 1980	6,678 13,629 0.00	\$14.00 83.3%
SOUTH	BOK PLACE AT SOUTHERN HILLS 5727 S. LEWIS AVE TULSA, OK 74105	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	118,879 8 1984	15,575 49,457 0.00	\$18.00 58.4%
SOUTH	BRADEN PARK 7170 S BRADEN AVE TULSA, OK 74136	CBRE, INC. / TERRY PAYNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	29,274 2 1990	9,962 0.00	\$14.50 66.0%
SOUTH	BRADFORD PLACE 9175 S YALE TULSA, OK 74137	JKJ REALTY CO. / JORDAN K. JAMES, CCIM / 918-495-1550 7910 S 101ST EAST AVE TULSA, OK 74133	30,000 3 2002	2,848 2,848 0.00	\$18.50 90.5%
SOUTH	BRANIFF MART 5401 S SHERIDAN RD TULSA, OK 74145	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	32,000 0 1978	0 0 0.00	\$11.00 100.0%
SOUTH	BRIDGEPORT III 6450 S LEWIS AVE TULSA, OK 74136	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	46,810 3 1986	6,897 7,870 0.00	\$14.50 83.2%
SOUTH	CITYPLEX TOWERS 2408-2488 E 81ST TULSA, OK 74137	TRINITY CORPORATE REAL ESTATE ADVISORS, LLC / CARL VINCENT / 918-493-8888 / 2448 EAST 81ST, STE. 188 TULSA, OK 74137	1,549,172 60 1981	147,913 580,873 17,710.00	\$15.00 62.5%
SOUTH	CORPORATE OAKS 5555 E 71ST TULSA, OK 74136	OIL CAPITAL COMMERCIAL / MIKE SCHNAKE / 918-622-6066 5555 E. 71ST STREET, SUITE 8300 TULSA, OK 74136	52,257 3 1984	2,856 12,335 0.00	\$14.50 76.4%
SOUTH	ETON OFFICE CENTRE 8321 E. 61ST ST. TULSA, OK 74133	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	65,629 2 1985	9,713 11,671	\$13.00 82.2%
SOUTH	FOUNTAINS 4815-4867 S SHERIDAN TULSA, OK 74145	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	87,700 1 1970	2,586 19,383 0.00	\$15.65 77.9%
SOUTH	FOX PLAZA 5416 S YALE AVE TULSA, OK 74135	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	80,930 6 1970	13,968 38,977 0.00	\$14.00 51.8%

PROJECT NAME ADDRESS CITY / STATE / ZIP		MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) FLOORS YEAR BUILT	CONTIGUOUS SPACE TOTAL AVAILABLE SUBLEASE SPACE	GROSS RENTAL RATE % LEASED
SOUTH GEOPHYSICAL RESOURCE CAMPUS 8801 S. Yale Ave. 			• Class “A” Office Space • Park like campus • 12 picturesque acres • 3 story structured parking • Excellent walkability to upscale restaurants and services • Walking trails		• Shared conference room for tenants • Secure underground storage • Professional management on-site • Convenient access to Creek Turnpike
			Contact: Matt Mardis, 918-481-5380, ext. 13		
SOUTH ★	GEOPHYSICAL RESOURCE CAMPUS 8801 S YALE TULSA, OK 74137		PAINE & ASSOCIATES / MATT MARDIS / 918-481-5380 8801 S. YALE AVE, STE. 550 TULSA, OK 74137	101,264 5 1984	3,876 0.00
SOUTH	IBC TOWER 2250 E 73RD ST TULSA, OK 74136	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	62,998 6 1982	1,929 2,621 0.00	\$16.00 95.8%
SOUTH	INTERNATIONAL TOWER 5200 S. YALE AVE. TULSA, OK 74135	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	32,836 7	2,519 10,181 0.00	\$14.00 69.0%
SOUTH	KENSINGTON BUSINESS CENTER 7140 S LEWIS AVE TULSA, OK 74136	CORPORATE REALTY ADVISORS / HANNAH ALTOM / 918-392-1950 / 3150 E. 41ST ST., SUITE 102 TULSA, OK 74105	235,973 2 1983	24,512 53,389 0.00	\$15.50 77.4%
SOUTH	KENSINGTON TOWER I 7130 S LEWIS AVE TULSA, OK 74136	CORPORATE REALTY ADVISORS / HANNAH ALTOM / 918-392-1950 / 3150 E. 41ST ST., SUITE 102 TULSA, OK 74105	164,592 10 1984	46,039 80,490 0.00	\$16.50 51.1%
SOUTH	LEWIS PARK 5319 S LEWIS TULSA, OK 74105	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	17,805 2 1985	2,939 2,939 0.00	\$14.25 83.5%
SOUTH	LEWIS SQUARE OFFICE PARK 6202 S LEWIS AVE TULSA, OK 74136	PARAMOUNT COMMERCIAL PROP. / ALAN HARJU / 918-743-8000 / 6666 S. SHERIDAN RD., SUITE 106 TULSA, OK 74133	28,344 1 1981	1,960 1,960 0.00	\$14.50 93.1%
SOUTH	MARKET PLACE WEST 9410 E 51ST ST TULSA, OK 74145	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	27,600 1984	7,601 7,601 0.00	\$11.50 72.5%
SOUTH	OAK CLIFF TERRACE I & II 6711 & 6717 S YALE TULSA, OK 74136	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	36,005 2 1976	4,508 16,633 0.00	\$14.00 53.8%
SOUTH	ONE MEMORIAL PLACE 7633 E 63RD PL TULSA, OK 74133	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	88,796 5 1981	5,880 20,931 0.00	\$16.00 76.4%
SOUTH OXFORD PLACE 6600 & 6666 S Sheridan 			• Superb South Tulsa Location • Covered Parking • Richly Appointed Entries and Common Areas		• Flexible floor plans • Abundant Landscaping • See More of this property at www.Paramounttulsa.com
			Contact: Alan Harju, Paramount Commercial Properties, LLC, 918-743-8000 or 918-645-2355		
SOUTH ★	OXFORD PLACE 6600-6666 S SHERIDAN ROAD TULSA, OK 74133		PARAMOUNT COMMERCIAL PROP. / ALAN HARJU / 918-743-8000 / 6666 S. SHERIDAN RD., SUITE 106 TULSA, OK 74133	82,611 4 1986/2013	6,316 14,699 0.00
SOUTH PARK TOWERS 5314 S Yale Ave 			• On-site banking w/Drive-Thru • Convenient location in Tulsa's geographic center along the Yale Office corridor overlooking Lafortune Park • Recently renovated building lobby • Local ownership ensures prompt and professional attention to Tenant's needs		• Distinctive architecture makes Park Towers one of the most identifiable buildings in the city • Abundant surface parking lot with recent asphalt overlay and re-striping • Efficient floor plates with small & large blocks
			Contact: Jason M. Kennon, Case & Associates Properties, Inc., 918-492-1983		
SOUTH ★	PARK TOWERS 5314 S YALE AVE TULSA, OK 74135		CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	107,075 11 1981	5,000 5,000 0.00
SOUTH	PRISM OFFICE BUILDING 8282 S MEMORIAL DR TULSA, OK 74133	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	80,450 4 1982	8,356 12,071 0.00	\$16.00 85.0%
SOUTH	PROSPERITY CENTER 6846 S CANTON TULSA, OK 74136	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	117,590 7 1982	13,205 52,051 0.00	\$16.00 55.7%
SOUTH	RICH & CARTMILL BUILDING 2738 E 51ST TULSA, OK 74105	COATES COMMERCIAL PROPERTIES, LLC / PATRICK COATES, CCIM / 4111 S. DARLINGTON, STE 640 TULSA, OK 74135	45,683 4 1985	1,200 1,200 0.00	\$17.50 97.4%

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SOUTH	RICHMOND PLAZA 4200 E Skelly Dr 	 • Attractive granite and glass exterior • Stunning views of the city • Immediate access to the city's expressway system • On-Site banking facilities with ATM Contact: Jason M. Kennon, Case & Associates Properties, Inc., 918-492-1983			
SOUTH ★	RICHMOND PLAZA 4200 E SKELLY DR TULSA, OK 74135	CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	166,332 10 1983	5,000 10,000 0.00	\$22.50 94.0%
SOUTH	RIVERBRIDGE OFFICE PARK 1323 E 71ST ST TULSA, OK 74136	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	63,839 4 1984	46,346 0.00	27.4%
SOUTH	SHADOW MOUNTAIN OFFICE CENTER 5840 S MEMORIAL DR TULSA, OK 74145	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	66,500 3 1980	7,764 37,320 0.00	\$12.00 43.9%
SOUTH	SOUTHERN HILLS TOWER 2431 East 61st Street 	 • Magnificent view of Southern Hills Country Club and Golf Course • Executive Covered Parking • High Quality, Class A Office Building • Nearby restaurants, retail centers, hotel, convention facilities and Contact: Jason M. Kennon, Case & Associates Properties, Inc., 918-492-1983		- exclusive residential neighborhoods • Easy access to I-44, Hwy 75, Riverside Drive and the Creek Nation Turnpike • On-site banking facilities with drive-thru and ATM	
SOUTH ★	SOUTHERN HILLS TOWER 2431 E 61ST TULSA, OK 74136	CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	151,879 8 1981	2,000 4,000 0.00	\$22.50 97.4%
SOUTH	THREE MEMORIAL PLACE 7615 E 63RD PL TULSA, OK 74133	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	44,870 2 1982	8,795 25,263 0.00	\$15.00 43.7%
SOUTH	TRIAD CENTER I 7666 E. 61ST S TULSA, OK 74133	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	63,839 6 1982	19,426 80,152	\$16.50 -25.6%
SOUTH	TRIAD II 7645 E 63RD ST TULSA, OK 74133	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	151,023 6 1986	87,000 98,859 0.00	\$16.50 34.5%
SOUTH	TWO MEMORIAL PLACE 8023 E 63RD PL TULSA, OK 74133	CBRE, INC. / CARRIE CLAIBORNE / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	134,183 8 1983	19,680 3,310 0.00	\$16.50 97.5%
SOUTH	WARREN PLACE 6100 South Yale Avenue 	 • Nearly one million square feet of office space in two award-winning towers • Central South Tulsa location - 61st and Yale Contact: Rick Guild / (918) 645-3677 / Rguild@NewmarkRP.com		• 52-acre landscaped office campus • Located with the elegant Doubletree Hotel	
SOUTH ★	WARREN PLACE ONE 6100 S YALE AVE TULSA, OK 74136	NEWMARK ROBINSON PARK / RICK GUILD / 918-645-3677 110 W. 7TH ST., STE 2600 TULSA, OK 74119	470,025 20 1983	94,377 165,173 9,918.00	\$27.00 64.9%
SOUTH	WARREN PLACE TWO 6120 S YALE AVE TULSA, OK 74136	NEWMARK ROBINSON PARK / RICK GUILD / 918-645-3677 110 W. 7TH ST., STE 2600 TULSA, OK 74119	489,870 19 1986	26,716 100,875 5,912.00	\$27.00 79.4%
WEST	SULZER OFFICE BUILDING 1 Sulzer Way 	 • 34,000 sq. ft. of High-End Office in West Tulsa • Prominent Building Exposure on Interstate • East Access to/from I-44 • 100 Parking Spaces Available Contact: Bill Beichler, Legacy Commercial Property Advisors, LLC / 918-438-9999		• 2-Story Design with Glass Atrium Entrance • Combination of Hard-Walled Office and Open Bullpens • Large Training Room, Conference Room, and Breakroom	
WEST ★	SULZER OFFICE BUILDING 1 SULZER WAY TULSA, OK 74131	LEGACY CP ADVISORS / BILL BEICHLER / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	34,000 3 2009	34,000 34,000 34,000.00	\$11.00 0.0%

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 DILON ARGO Newmark Robinson Park	 BRIAN BEAM Owasso Land Trust	 CHRIS J. BUMGARNER BAM LLC	 STEPHANIE CLIFF HUB International	 LUCAS DAFFERN Kleinco Construction
 AARON ARMSTRONG BancFirst Tulsa	 WILLIAM P. BEICHLER Legacy Commercial Property Advisors	 NYCHOLAS BURNS Ascend Commercial Builders	 DAVID COBB Terracon Consultants Inc.	 STEVE EASLEY Cowen Construction
 PATTY ATHERTON ETS Commercial Title Services	 DAVID BENDEL Siegfried Companies Inc.	 ZACH BURROW Miller-Tippens Construction Company	 KATHERINE COFER KKT Architects Inc.	 ASH K. ETWARDO Arvest Bank
 DAVID E. ATKINSON One Property Management	 BRYAN BEYER CoStar Group - Tulsa.	 GREG BUSHYHEAD HMKT Properties	 ANDREW K. COFFEY Arvest Bank	 SAM FIRTH First National Bank & Trust
 ALLYSON E. BALDWIN CJC Architects	 JOHN BIRKEY Norris Design	 JARED L. CABLE First National Bank & Trust	 JENNIFER CONWAY BA Economic Development Corp.	 TANDA FRANCIS Price Edwards & Co.
 MICHELLE BARNETT PartnerTulsa	 ROSS BISHOP Grand Bank	 CHRISTOPHER CARTER Hall Estill	 JONATHAN COWAN Legacy Commercial Property Advisors	 ROBERT FRANDEN Wiggin Properties
 BLAKE BARRETT Arvest Bank	 TIM BOECKMAN CJC Architects	 JOSH CHESNEY Cynergy AEC	 JOHN COWEN Cowen Construction	 STEVE GANZKOW American Residential
 PRESTON BARTLEY Westwood Professional Services	 BRENT BRASSFIELD City of Broken Arrow	 MEGAN CHINOWTH GH2 Architects	 LINK COWEN Cowen Construction	 NATHAN GARRETT Tulsa Property Group, LLC

 BRENT GATHRIGHT Cowen Construction	 ARTHUR JACKSON Tulsa Regional Chamber	 NICHOLAS LOMBARDI Frisbie Lombardi Commercial	 ALICIA NOLEN Precision Equity, LLC	 NICHOLAS PROBST STOUT Construction
 WC GERANDT III Direct 2 Completion	 NIA JAMES PartnerTulsa	 SEAN MANNON Patrons Bank	 CRAIG O'CONNOR HUB International	 BRANDON RAINBOLT OneGas
 KARL GRAHAM Luminus Capital	 JACOB JEFFRIES BOK Financial	 MATTHEW MARDIS Paine & Associates, LLC	 AUBRY OEHLBERG Firststar Bank	 ERIC RALSTON Crossfirst Bank
 BRADI GROSS Property Company of America	 CHRIS JONES Truco Development Company LLC	 KATLIN MATHIS Empire Roofing	 CHRIS O'HARE CBRE	 DEVIN RANDALL Kimley-Horn
 MARK GROSSMAN Northmarq	 JASON KENNON Case & Associates	 CHRIS MCKENZIE RECO Enterprises	 MICHAEL OONK American Bank and Trust Company	 REBECCA RANDOLPH Brinkmann Constructors
 RICK GUILD Guild Company LLC	 ERIC KING GH2 Architects	 COLLIN MEADORS Northmarq	 BOB PARKER Owasso Land Trust	 DANIEL REGAN Tulsa Airport Improvement Trust
 ZACHARY HARRIS TruCore Investments	 MATT KING King Architectural Solutions, PLLC	 BILL MILLER BancFirst Tulsa	 GRANT PHILLIPS Wallace Engineering	 ANTHONY REISS Direct 2 Completion
 RYAN HERRON Grand Bank	 DAVE KOLLMAN Flintco, LLC	 SAM MITCHELL Legacy Commercial Property Advisors	 ROSS PHIPPEN Cowen Construction	 WILL RENNER Hines
 KATHRYN HOLLOWAY CInventure	 ALEX LEIKAM BOK Financial	 SCOTT MOEHLNBROCK Rose Rock Development Partners	 BOB PIELSTICKER CBRE	 JOE ROBSON The Robson Companies, Inc.
 DEREN HUANG Henry Hinds Realty	 KIMBERLY LEWIS Apex Title & Closing Services, LLC	 AMY MOYER Northmarq	 PATTY POTTEIGER RCB Bank	 JOSHUA ROBY Grand Bank
 JUAN HUBBARD PartnerTulsa	 CARIE LICHTENWALTER Cowen Construction	 JOE NEAL Price Family Properties	 ALEXANDER POWELL CBRE	 HUNT ROSE TruCore Investments



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City of Broken Arrow



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STACY SCHAUVLIEGE
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BancFirst Tulsa



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City of Broken Arrow



TULSA Trends '24

KEEPING PACE
WITH
TOMORROW'S
MARKETS.



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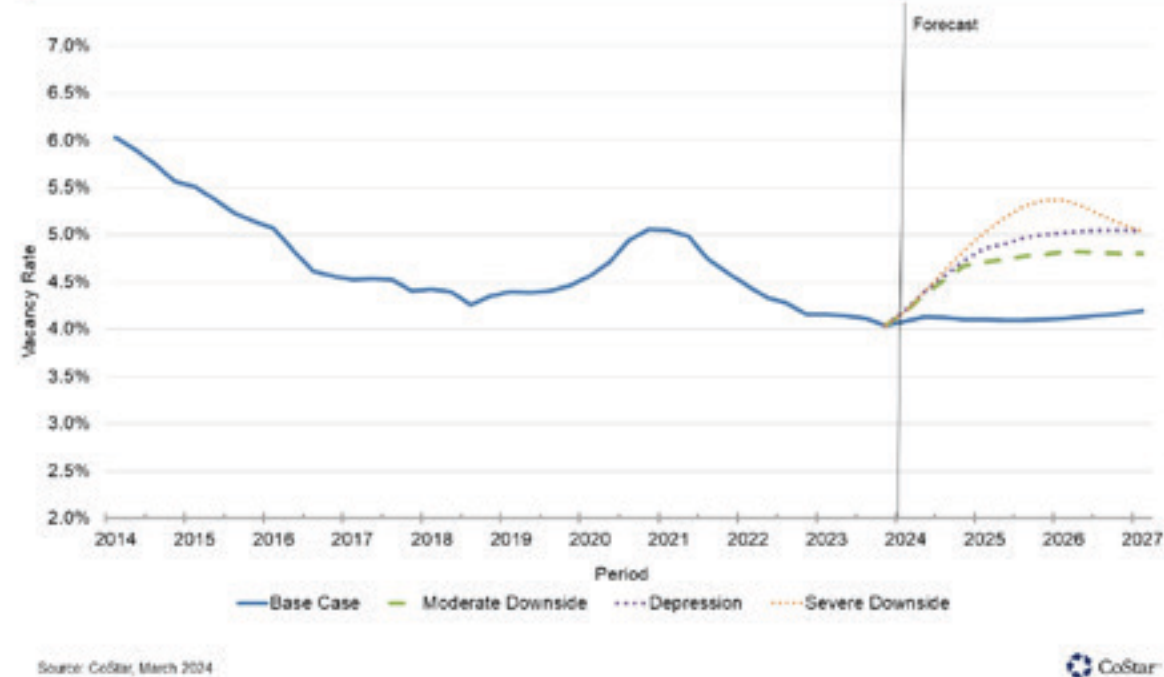
As of the second quarter of 2024, the national retail vacancy rate has reached an impressive 5.3%, marking the lowest level in two decades. This decline is accompanied by a net absorption of 1.4 million square feet of retail space, with the Tulsa metropolitan area contributing 186,000 square feet and boasting a remarkably low vacancy rate of 2.9%.



BY MATT MARDIS



Low Construction Levels Continue To Constrain Retail Vacancy



FACTORS DRIVING A TIGHT MARKET

Several factors have converged to create a constrained retail market:

- **Evolving Business Models:** Retailers and restaurants are adapting their physical layouts and business strategies to meet changing consumer demands. This evolution has led to a trend of “right-sizing” their spaces, allowing landlords to fill previously vacant big-box locations and command higher rents for newly constructed properties designed for modern needs.
- **Lack of New Supply:** Retail construction remains muted, exacerbating the space crunch. Retail new construction deliveries in 2023 set a new low of 0.2% of existing inventory compared to 0.6% to 0.9% between 2015-2019. With only 11.3 million square feet of retail space of retail under construction, supply constraints are expected to persist.

CHALLENGES IN NEW RETAIL DEVELOPMENT

Despite the positive absorption rates, new retail developments face significant hurdles:

- **Cost of Capital:** The Federal Reserve’s eleven consecutive interest rate hikes from March 2022 to July 2023 have exerted considerable pressure on commercial real estate fundamentals, including retail. As construction costs remain elevated compared to pre-COVID levels, many developers are pausing new projects.
- **Incentives for Development:** Notable ground-up projects with major retail components, such as Sante Fe Square in Tulsa, Aspen Ridge in Broken Arrow, Simon Premium Outlets in Jenks, and Adams Creek Town Center in Broken Arrow, have all required incentives like Tax Increment Financing or public-private partnerships to move forward. Retailers that self-develop, such as and Costco and Reasor’s (Brookshires) have been better positioned to absorb these higher costs.

TULSA PREMIUM OUTLET



Photo courtesy of Damon Platt

MARKET IMPLICATIONS

The current landscape presents both challenges and opportunities:

- **Limited Supply:** The scarcity of available retail space is contributing to the tight market conditions, which may hinder future absorption rates.
- **Rising Rents:** Average asking rents for general retail centers, have climbed to \$24.37 per square foot in Q2 2024, reflecting a 3.8% increase from the previous year.

BRICK-AND-MORTAR REMAINS KEY TO OVER-ALL SUCCESS

Brick-and-mortar stores remain vital to the success of retailers’ business models and growth strategies. According to a study by the International Council of Shopping Centers (ICSC), part of The Halo Effect III report, in-store purchases have a significantly lower return rate compared to online purchases (5% vs. 15.2%). Additionally, 82% of consumers indicated that return policies influence their decision to purchase online. In 2023, total retail sales

SANTE FE SQUARE



Today about 80 percent of Tulsa’s businesses employ fewer than 10 people, and 90 percent of local employment is in smaller companies, according to the Tulsa Regional Chamber.

TULSA PREMIUM OUTLET



Photo courtesy of Damon Platt | © Damon's Droneography

reached \$30.3 trillion, with e-commerce accounting for \$265 billion in the U.S. The study highlights the importance of physical stores in boosting online sales and overall retailer performance. Opening a new store can increase a retailer's online sales by 6.9%, while closing one can reduce them by 11.5%. Physical stores also enhance brand health and awareness, offering consumers the opportunity to experience products in person, which is a significant driver for in-store shopping.

CONCLUSION

The retail real estate market is navigating a complex environment characterized by historically low vacancy rates and a constrained development pipeline. As retailers adapt to new consumer behaviors and economic conditions evolve, property owners and retailers will need to strategize effectively to thrive in this dynamic landscape while working with municipalities to foster growth in their local market. **TCP**

SANTE FE SQUARE



After she visited Hathaway's cottage near Stratford-upon-Avon, England, Tulsa resident Jewell Huffman designed the plot in 1939. Styled like a formal English garden, it includes medicinal and culinary herbs like rosemary and catmint.



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\$4.6 billion in contributions
to the state economy (GDP).

\$1.8 billion in wages and
salaries generated.

34,086 jobs created and
supported.

Source: Economic Impacts of Commercial
Real Estate, 2024 U.S. Edition.

View the full report

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	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (GLA) % LEASED YEAR BUILT	SMALLEST AVAILABLE LARGEST AVAILABLE TOTAL AVAILABLE	RENTAL (SMALL SPACE) RENTAL (LARGE SPACE) CAM CHARGE
BROKEN ARROW					
BA	ADAMS CREEK TOWN CENTER E. E. HILLSIDE DRIVE @ N 23 ST, BROKEN ARROW, OK 74133	PAINE & ASSOCIATES / MATT MARDIS / 918-481-5380 8801 S. YALE AVE, STE. 550 TULSA, OK 74137	967,032 99.2% Q4 2025	3,360 4,524 7,884	\$40.00 \$43.00
BA	ASPEN CREEK 2000 W HOUSTON ST BROKEN ARROW, OK 74012	REPPE PROPERTY GROUP / BOB REPPE / 918-301-0736 427 S. BOSTON AVE, STE 507 TULSA, OK 74103	36,794 84.3% 1984	1,389 2,884 5,773	\$10.00 \$6.00 \$2.95
BA	BIG LOT CENTER / SOUTHERN AGRICULTURE 91ST & ELM NW/C BROKEN ARROW, OK 74012	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	42,000 100.0% 1992	0 0 0	\$8.00 \$8.00 \$1.32
BA	BROKEN ARROW PLAZA RETAIL CENTER 6405-6450 S ELM PL BROKEN ARROW, OK 74012	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	38,506 91.2% 2008	1,200 3,400 3,400	\$18.00 \$18.00 \$0.00
BA	BROKEN ARROW TOWNE CENTRE 101ST & ELM BROKEN ARROW, OK 74012	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	92,453 61.7% 1985	1,050 9,693 35,376	\$11.00 \$8.00 \$2.21
BA	COUNTY LINE SHOPPING CENTER 1005-1205 E KENOSHA BROKEN ARROW, OK 74012	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	64,828 96.8% 1979	2,081 2,081 2,081	\$10.00 \$10.00 \$1.35
BA	KENOSHA COMMERCIAL CENTER 4601 W KENOSHA ST BROKEN ARROW, OK 74012	PRICE EDWARDS & COMPANY / TANDA FRANCIS / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	25,831 84.0% 2006	1,200 1,500 4,126	\$16.00 \$16.00 \$4.99
BA	KENOSHA CROSSING 1208 E. KENOSHA BROKEN ARROW, OK 74012	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	20,000 100.0% 1998	0 0 0	\$15.00 \$1.54
BA	LAURENWOOD SQUARE 1091 S ASPEN AVE BROKEN ARROW, OK 74012	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	46,893 100.0% 1985	100 100 200	\$9.00 \$8.00 \$1.52
BA	MANCHESTER SQUARE PROFESSIONAL BLDG 1757 N. ASPEN BROKEN ARROW, OK 74012	SAMSON COMMERCIAL REAL ESTATE SERVICES / MIKE LESTER / 918-284-0700 / 1645 S. 101ST. E. AVE., STE. 101 TULSA, OK 74128	20,419 100.0% 2008	0 0 0	\$20.00 \$20.00
BA	OAKWOOD PLAZA 81ST & 145TH E AVE, S/E C BROKEN ARROW, OK 74012	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	108,076 83.5% 1976/2000	850 17,000 17,850	\$7.00 \$7.00 \$2.32
BA	PLAZA DEL SOL 9999 S Mingo Rd	  • Tulsa's Premier “Entertainment/ Experience” Neighborhood Center • Superior and convenient access 1 mile east of Memorial Drive • Casual offerings in an upscale setting Contact: Jason M. Kennon, Case & Associates Properties, Inc. / 918-492-1983			
BA	★ PLAZA DEL SOL 9999 S MINGO RD TULSA, OK 74133	CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	46,500 87.1% 2008	1,500 2,000 6,000	\$21.00 \$18.00 \$5.50
BA	QUAIL RUN SHOPPING CENTER 81ST & 145TH E AVE, NW CORNER BROKEN ARROW, OK 74012	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	49,734 100.0% 1981	3,200 3,200 3,350	\$12.00 \$9.00 \$1.00
BA	SHOPS AT LYNN LANE 1700 N 9TH ST BROKEN ARROW, OK 74012	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	24,630 90.3% 2008	2,400 2,400 2,400	\$20.00 \$20.00 \$1.50
BA	THE SHOPPES AT STONE RIDGE E ALBANY (61ST) & 161ST E AVE BROKEN ARROW, OK 74012	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	48,300 0.0% 2010	1,400 10,000 48,300	\$14.00 \$24.00 \$3.00
BA	TIGER PLAZA 2055-2500 E KENOSHA ST BROKEN ARROW, OK 74014	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	48,827 62.1% 2007	1,500 10,000 18,500	\$16.00 \$12.00 \$2.50
BA	TOWNE CENTER PHASE I* 101ST & ELM PL BROKEN ARROW, OK 74011	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	28,450 85.1% 1984	702 2,562 4,239	\$8.50 \$8.50 \$3.84
BA	TURTLE CREEK 81ST & 145TH E AVE BROKEN ARROW, OK 74012	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	35,720 75.8% 1985	8,640 8,640 8,640	\$5.50 \$5.50 \$1.88
BA	VANDEVER EAST II SHOPPING CENTER 3321 S ELM PL BROKEN ARROW, OK 74012	CBRE, INC. / JIM BROWN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	38,521 91.4% 1978/1992	1,500 1,748 3,298	
BA	VILLAGE AT ASPEN CREEK 2016 W HOUSTON BROKEN ARROW, OK 74012	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	36,794 85.9% 1985	2,090 3,100 5,190	\$9.00 \$9.50 \$3.19

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (GLA) % LEASED YEAR BUILT	SMALLEST AVAILABLE LARGEST AVAILABLE TOTAL AVAILABLE	RENTAL (SMALL SPACE) RENTAL (LARGE SPACE) CAM CHARGE
CENTRAL					
CENTRAL	1700 YALE MALL 1649 SOUTH YALE AVE TULSA, OK 74112	W/S COMMERCIAL / LINDSEY WARREN / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	77,254 87.5% 1972/2014	1,486 3,145 9,624	\$25.00 \$20.00 \$3.50
CENTRAL	401 SOUTH UTICA 401 S UTICA TULSA, OK 74104	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	24,730 66.0% 1975	8,400 8,400 8,400	\$6.00 \$6.00 \$1.20
CENTRAL	CENTENNIAL PLAZA 1901 S. YALE AVE. TULSA, OK 74112	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	180,000 0.0% 1999	90,000 180,000 180,000	
CENTRAL	LEISURE SQUARE 2140-D S MEMORIAL TULSA, OK 74129	BUCK MEYERS INV. / BUCK MEYERS / 918-663-2224 2140-D S. MEMORIAL TULSA, OK 74129	72,200 90.3% 1974/86	7,000 7,000 7,000	\$6.00 \$6.00 \$0.25
CENTRAL	MAYO MEADOW SHOPPING CENTER PAD SITES 21ST & YALE SWC TULSA, OK 74112	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	80,737 36.7% 1985	51,089 51,089 51,089	\$15.00 \$15.00
CENTRAL	SHERIDAN ROYAL CENTER 6380 & 6390 E 31ST TULSA, OK 74135	PROPERTY SPECIALISTS, INC. / CHARLIE NORTHCOTT / 918-665-0803 / 6305 E. 32ND ST. TULSA, OK 74135	28,125 94.7% 1969	720 800 1,500	\$6.50 \$8.00 \$0.00
CENTRAL	TRI CENTER SHOPPING CENTER 2717-2757 S MEMORIAL TULSA, OK 74129	AMERICAN SOUTHWEST PROP / JACK WRIGHT / 918-251-0707 2341 W. ALBANY, SUITE A BROKEN ARROW, OK 74012	101,000 100.0% 1974/86	12,000 12,000 0	\$6.00 \$8.00 \$0.00
CENTRAL	VILLAGE SQUARE 21ST & MEMORIAL TULSA, OK 74129	JKJ REALTY CO / JORDAN JAMES / 918-495-1500 7910 S 101ST E AVE TULSA, OK 74133	27,666 94.6% 1985	1,500 1,500 1,500	\$8.00 \$12.00
EAST					
EAST	BRIARGLEN SQUARE SHOPPING CENTER 31ST & 129TH, S/E C TULSA, OK 74134	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	32,361 92.2% 1984	2,523 2,523 2,523	\$7.00 \$7.00 \$3.10
EAST	CROSSBOW CENTER REDEVELOPMENT 41ST & GARNETT, NW C TULSA, OK 74146	VENTURE PROPERTIES / LINDA SCHAFER / 918-747-8700 1517 E. 41ST PL, SUITE 200 TULSA, OK 74105	82,612 91.3% 1976	7,200 7,200 7,200	\$10.00 \$8.00 \$2.00
EAST	EASTERN VILLAGE 21ST & 125TH E AVE TULSA, OK 74129	WATERMARK COMMERCIAL PROPERTIES / DUSTIN HANSEN / 918-994-4407 / 4527 E 91ST ST TULSA, OK 74137	32,502 55.7% 1980	6,000 8,400 14,400	\$7.00 \$7.00 \$0.65
EAST	GARNETT CROSSING 11101-11215 E 31ST TULSA, OK 74146	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	57,755 55.3% 1975/2006	1,113 12,000 25,791	
EAST	GARNETT PLAZA 11309-11613 E 31ST ST. TULSA, OK 74146	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	131,021 86.2% 1974	1,200 15,000 18,073	\$12.00 \$2.00
EAST	GARNETT PLAZA 11333 E 21ST ST TULSA, OK 74129	WATERMARK COMMERCIAL PROPERTIES / DUSTIN HANSEN / 918-994-4407 / 4527 E 91ST ST TULSA, OK 74137	29,710 84.3% 1983	1,200 2,205 4,678	\$12.00 \$12.00
EAST	INTERNATIONAL PLAZA 21ST AND GARNETT NW C TULSA, OK 74129	TULSA COMM. PROP. SERV. / MAUREEN PAYNE & SAM STEEL / 918-742-2417 / 3314 E. 51ST ST, SUITE 207K TULSA, OK 74135	69,618 100.0% -	0 0 0	\$0.00 \$0.00 \$0.65
EAST	MARINA SHOPPING CENTER 9902 E 21ST ST TULSA, OK 74129	WOLF GROUP PROPERTIES, LLC / HOWARD WOLF / 918-584-1425 / 320 S. BOSTON AVE., STE. 202 TULSA, OK 74103	39,723 97.5% 1995	1,000 1,000 1,000	\$9.50
EAST	SCISSORTAIL SQUARE 12737 E 41ST ST TULSA, OK 74146	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	46,077 36.3% 1983	1,147 8,138 29,341	
EAST	THE SHOPS AT HARVARD PARKE 1517 E. 41ST PL, SUITE 200 TULSA, OK 74137	VENTURE PROPERTIES / LINDA SCHAFER / 918-747-8700 TULSA, OK 74105	61,954 85.2% 1998	2,160 3,512 9,144	\$15.00 \$15.00 \$3.20
EAST	TOWNEAST ADMIRAL & 193RD E AVE, S/E C CATOOSA, OK 74133	BUCK MEYERS INV. / BUCK MEYERS / 918-663-2224 2140-D S. MEMORIAL TULSA, OK 74129	57,605 100.0% 1985	0 0 0	\$9.00 \$4.50 \$0.40

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MIDTOWN					
MIDTOWN	48TH STREET 8136 E. 48TH ST. TULSA, OK 74145	AMERICAN SOUTHWEST PROP / JACK WRIGHT / 918-251-0707 2341 W. ALBANY, SUITE A BROKEN ARROW, OK 74012	32,000 50.0%	16,000 16,000 16,000	\$6.00 \$8.00
MIDTOWN	BROOKE PLAZA 2601 - 2625 S. MEMORIAL TULSA, OK 74145	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	39,000 94.9% 1964	2,000 2,000 2,000	\$7.00 \$7.00 \$0.50
MIDTOWN	BROOKLAND SHOPPING CENTER 3726 S. PEORIA TULSA, OK 74105	VENTURE PROPERTIES / LINDA SCHAFER / 918-747-8700 1517 E. 41ST PL, SUITE 200 TULSA, OK 74145	25,047 85.6% 1950	3,600 3,600 3,600	\$20.00 \$20.00 \$3.65
MIDTOWN	CROSSROADS SERVICE CENTER 41ST & SHERIDAN TULSA, OK 74135	PERRY R. DUNHAM COMMERCIAL R.E. / PERRY DUNHAM / 918-627-4230 / 6355 E. 41ST ST. TULSA, OK 74145	38,572 80.3%	2,600 5,000 7,600	\$8.00
MIDTOWN	HARVARD SHOPS 3215 S. HARVARD AVE. TULSA, OK 74135	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	20,587 90.3% 1955	731 1,269 2,000	\$10.00 \$10.00 \$0.27
MIDTOWN	HARVARD VILLAGE 2600 S HARVARD TULSA, OK 74114	ADWON REALTY INC. / JOE ADWON / 918-749-7966 P.O. BOX 701116 TULSA, OK 74170	45,444 100.0% 1955	0 0 0	\$12.00 \$2.85
MIDTOWN	HIGHLAND PLAZA 5505-5667 E 41ST ST TULSA, OK 74135	W/S COMMERCIAL. / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	100,623 68.3% 1963/2007/2019	1,000 4,160 31,900	\$10.00 \$10.00 \$1.69
MIDTOWN	LINCOLN PLAZA ON CHERRY STREET 1304 E 15TH ST TULSA, OK 74120	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	40,108 100.0% 1910/93	0 0 0	\$18.00 \$18.00 \$6.23
MIDTOWN	MAXIM BUSINESS PARK 4305 S MINGO RD TULSA, OK 74146	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	107,387 89.1% 1984	1,599 5,265 11,745	\$11.00 \$9.75
MIDTOWN	MAXIM BUSINESS PARK 4305 S MINGO RD TULSA, OK 74146	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	107,387 89.1% 1984	1,599 5,265 11,745	\$9.50 \$9.75
MIDTOWN	OLD VILLAGE SHOPPING CENTER EAST OF 41ST & S. PEORIA	VENTURE PROPERTIES / LINDA SCHAFER / 918-747-8700 1517 E. 41ST PL, SUITE 200 TULSA, OK 74105	63,433 96.7% 1970	704 1,410 2,114	\$18.00 \$18.00 \$3.30
MIDTOWN	SOUTHROADS 4909-5231 E 41ST ST TULSA, OK 74135	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	305,373 66.8% 1967/97	2,452 33,897 101,339	
MIDTOWN	THE SHOPS AT GREENWAY VILLAGE 4002-4016 S YALE TULSA, OK 74135	W/S COMMERCIAL. / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	31,900 96.9% 1975	1,000 1,000	\$12.00 \$12.00 \$2.50
NORTH					
NORTH	NORTH POINTE BUSINESS CENTER 205 E. PINE TULSA, OK 74106	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	36,794 66.3% 1995	1,300 5,263 12,396	\$10.00 \$10.00 \$5.85
NORTH	SPRINGDALE SHOPPING CENTER PINE & LEWIS TULSA, OK 74110	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	93,792 100.0% 1972	7,995 7,995 7,995	\$10.25 \$7.00 \$1.39
NORTHEAST					
NE	CHEROKEE SPRINGS PLAZA 3377 CHEROKEE SPRINGS RD TAHLEQUAH, OK 74464	CHEROKEE NATION BUSINESSES / BRIAN HUNT / 918-439-6546 777 W. CHEROKEE ST CATOOSA, OK 74015	21,600 100.0% 2019	0 0 0	\$18.00 \$2.50
NORTHWEST					
NW	GILCREASE HILLS CENTER 2301-2323 W EDISON TULSA, OK 74127	W/S COMMERCIAL. / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	46,129 69.9% 1980	1,040 3,300 13,897	\$2.83
NW	PAGE PLAZA 1124 E. CHARLES PAGE BLVD SAND SPRINGS, OK 74063	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	34,900 24.1% 1974	26,500 26,500 26,500	\$5.00 \$10.00 \$1.57
NW	THE SHOPPES AT ADAMS ROAD 2ND & ADAMS ROAD SAND SPINGS, OK 74063	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	102,413 86.2% 1957/1986	1,200 3,000 14,163	\$12.00 \$8.00 \$1.98

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OWASSO					
OWASSO	ATOR CENTER 9100 N. GARNETT OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	34,850 100.0% 1991	1,000 1,000 1,000	\$15.00 \$15.00 \$0.00
OWASSO	FAIRWAY MARKET I/II 9540 N. GARNETT OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	30,535 100.0% 2006/2015	0 0 0	\$20.00 \$20.00 \$4.00
OWASSO	GARRETT CREEK 11560 N 135TH E AVE OWASSO, OK 74055	WIGGIN PROPERTIES, LLC / GRANT STEWART / 918-935-2010 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	104,216 96.1% 2007	1,675 2,435 4,110	\$10.00 \$16.00
OWASSO	MINGO VALLEY CENTER 8787 OWASSO EXPRESSWAY OWASSO, OK 74055	TWENTY-FIRST PROPERTIES / PAUL WILSON /918-743-4300 2121 S COLUMBIA, SUITE 650 TULSA, OK 74114	107,187 96.6% 1988/2004	1,620 2,000 3,620	\$11.50 \$8.00 \$1.69
OWASSO	MINGO VALLEY SHOPPING CENTER 8751 N 117TH E AVE OWASSO, OK 74055	TWENTY-FIRST PROPERTIES / PAUL WILSON /918-743-4300 2121 S COLUMBIA, SUITE 650 TULSA, OK 74114	31,025 76.0% 1999	1,300 4,523 7,448	\$11.50 \$8.00 \$2.55
OWASSO	OWASSO LAND BUILDING I/II 12140 / 12150 E. 96TH ST. N. OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	44,396 100.0% 2002	0 0 0	\$0.00 \$20.00 \$4.00
OWASSO	OWASSO MARKETPLACE 12105-12401 E. 96TH OWASSO, OK 74055	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	560,140 99.2% 2002	2,000 2,500 4,500	
OWASSO	OWASSO TOWN CENTER 12912 E 86 ST N OWASSO, OK 74055	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	30,000 92.0% 1980	2,400 2,400 2,400	\$17.00 \$17.00 \$1.50
OWASSO	OWASSO TOWN CENTER 8500 N. 129TH ST. OWASSO, OK 74055	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	22,894 89.5% 1999	2,400 2,400 2,400	\$15.00 \$15.00 \$1.52
OWASSO	SMITH FARM MARKETPLACE 9002 N 121ST AVE OWASSO, OK 74055	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE. SUITE 500 TULSA, OK 74105		356,677 94.1% 2005	1,311 7,000 20,981
OWASSO	THE MARKET SHOPPING CENTER 12932 E 86TH ST N OWASSO, OK 74055	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	30,000 92.0% 2005	2,400 2,400 2,400	\$10.00 \$10.00 \$3.00
OWASSO	WATERFORD PLAZA 9500 / 9530 N. 129TH E. AVE. OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	49,506 97.0% 2004	1,503 1,503 1,503	\$20.00 \$20.00 \$4.30
SOUTH					
SOUTH	126 CENTER 12600-12604 S MEMORIAL DR BIXBY, OK 74008	JKJ REALTY CO. / JORDAN K. JAMES, CCIM / 918-495-1550 7910 S 101ST EAST AVE TULSA, OK 74133	21,783 79.0% 1985	1,100 2,200 4,565	\$9.50 \$10.50
SOUTH	5130 S HARVARD AVE 5130 S HARVARD AVE TULSA, OK 74135	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	51,150 1.5% 1985	25,000 50,400 50,400	\$8.00 \$8.00 \$2.50
SOUTH	5400 MINGO CENTER 5400 S MINGO TULSA, OK 74146	PROPERTY SPECIALISTS, INC. / CHARLIE NORTHCOTT / 918-665-0803 / 6305 E. 32ND ST. TULSA, OK 74135	49,000 96.6% 1979	1,250 1,400 1,650	\$6.50 \$8.00 \$0.00
SOUTH	8922 S. MEMORIAL 8922 S. MEMORIAL DRIVE TULSA, OK 74133	NAI RUPE HELMER, LLC / DAVID HARTNACK / 918-745-1133 6846 S. CANTON AVE., SUITE 250 TULSA, OK 74136	51,000 85.4% 1972	7,431 7,431 7,431	\$11.00 \$11.00 \$4.13
SOUTH	CENTRE 71 71ST & MEMORIAL SE/C TULSA, OK 74133	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	50,160 80.7% 1993	600 3,960 9,660	\$10.00 \$10.00 \$3.73
SOUTH	CHIMNEY POINTE 91ST & SHERIDAN TULSA, OK 74133	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	43,930 87.6% 1984	1,264 2,753 5,446	\$11.00 \$9.00 \$1.96
SOUTH	COPPER MOUNTAIN 6002-6028 S MEMORIAL TULSA, OK 74145	PARAMOUNT COMMERCIAL PROP. / ALAN HARJU / 918-743-8000 / 6666 S. SHERIDAN RD., SUITE 106 TULSA, OK 74133	25,443 85.3% 1980/2007	964 3,731	\$11.00 \$11.00 \$2.62
SOUTH	COUNTRY CLUB PLAZA 51ST & S HARVARD TULSA, OK 74135	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	203,057 71.7% 1965/84	1,792 14,000 57,423	\$18.00 \$10.00 \$2.50
SOUTH	CROSSING OAKS 7110 S MEMORIAL DRIVE TULSA, OK 74133	PAINE & ASSOCIATES / MATT MARDIS / 918-481-5380 8801 S. YALE AVE, STE. 550 TULSA, OK 74137	266,682 96.8% 1979/2018	2,500 3,198 8,498	\$25.00 \$33.00
SOUTH	EAST POINTE CENTER 71ST & MINGO, S/E C TULSA, OK 74133	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	47,872 93.3% 1985	1,553 3,209 3,209	\$4.54

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (GLA) % LEASED YEAR BUILT	SMALLEST AVAILABLE LARGEST AVAILABLE TOTAL AVAILABLE	RENTAL (SMALL SPACE) RENTAL (LARGE SPACE) CAM CHARGE
SOUTH	EASTSIDE MARKET 11011 E. 71ST ST TULSA, OK 74133	MARK INMAN / 405-503-7727 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	187,928 86.7% 2000	1,932 17,432 24,935	
SOUTH	ECHELON CENTER 8112 S MEMORIAL DR TULSA, OK 74133	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	55,469 89.1% 1984	1,122 4,900 6,022	\$15.50 \$11.00 \$3.18
SOUTH	ETON SQUARE 8221-8421 E 61ST ST TULSA, OK 74133	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	111,397 90.9% 1984	10,151 10,151 10,151	\$14.00 \$8.00 \$2.37
SOUTH	ETON SQUARE 8221 E 61ST ST TULSA, OK 74133	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	97,099 85.7% 1985	13,886 13,886 13,886	\$14.00 \$8.00 \$2.37
SOUTH	FOREST TRAILS SOUTH 10032 S SHERIDAN TULSA, OK 74133	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	32,611 96.1% 1983	1,261 1,261	\$10.00 \$9.00 \$1.57
SOUTH	GARNETT PLAZA 71ST & GARNETT, SW/C TULSA, OK 74133	MID AMERICA REALTY, INC / GEORGE O'CONNOR / 918-299-0100 / 10125 C. S. SHERIDAN TULSA, OK 74133	100,786 100.0% 1996	0 0 0	\$16.00 \$16.00 \$5.14
SOUTH	HEATHERRIDGE 6518-6556 E 91ST ST TULSA, OK 74133	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	34,193 91.8% 1981	1,400 1,400 2,800	\$16.00 \$2.43
SOUTH	KENSINGTON ANNEX 71ST & LEWIS TULSA, OK 74136	CORPORATE REALTY ADVISORS / HANNAH ALTOM / 918-392-1950 / 3150 E. 41ST ST., SUITE 102 TULSA, OK 74105	51,068 83.6% 1979	1,800 8,373 8,373	\$10.00 \$1.50
SOUTH	KINGS LANDING 99TH & S RIVERSIDE PKWY TULSA, OK 74137	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	43,746 68.9% 2005	1,920 9,371 13,611	\$22.00 \$24.00 \$2.30
SOUTH	KINGS POINTE VILLAGE 5952 S YALE TULSA, OK 74135	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	117,000 78.4% 2003	1,080 20,256 25,218	\$20.00 \$20.00 \$1.48
SOUTH	LEWIS CROSSING 6921-6981 S LEWIS AVE TULSA, OK 74136	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	49,324 44.6% 1977/98	1,354 4,865 27,308	\$8.00 \$12.00 \$2.57
SOUTH	LIGHTHOUSE SHOPPING CENTER 7143 S YALE TULSA, OK 74136	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	38,045 85.9% 1988/2008	1,904 3,458 5,362	\$16.00 \$22.00 \$2.88
SOUTH	MANCHESTER SQUARE 8338 E 61ST ST TULSA, OK 74133	DIXON R.E. CO., INC. / SONDRA HIGHFILL / 918-748-0308 4870 S. LEWIS, SUITE 100 TULSA, OK 74105	141,601 88.9% 1995	140 5,383 15,765	\$10.00 \$11.00 \$2.66
SOUTH	MEMORIAL PARK SHOPPING CENTER 51ST & MEMORIAL, N/E C TULSA, OK 74145	PEYDAY REALTY, LLC / JONATHAN PEYRAVY / 918-850-8050 4855 S. MEMORIAL DR TULSA, OK 74145	38,964 58.6% 1971	1,800 5,000 16,140	\$10.00 \$7.00 \$2.76
SOUTH	MINGO CENTER 5151 S MINGO RD TULSA, OK 74146	TWENTY-FIRST PROPERTIES / PAUL WILSON / 918-743-4300 2121 S COLUMBIA SUITE 650 TULSA, OK 74114	17,200 66.0% 2007	3,000 5,846 5,846	\$6.75 \$2.58
SOUTH	MINGO MARKETPLACE 10123-10303 E 71ST ST TULSA, OK 74133	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	219,277 100.0% 1992	0 0 0	
SOUTH	PALAZZO 8222 E. 103RD ST. S. TULSA, OK 74133	SVN / OAK REALTY ADVISORS / SUSAN DAVIS / 918-201-2005 4812 EAST 81ST STREET, STE 301 TULSA, OK 74137	59,100 87.3% 2006	1,500 4,500 7,500	\$17.00 \$19.00 \$4.00
SOUTH	PARK LANE SHOPPING CENTER 51ST & SHERIDAN, N/W C TULSA, OK 74145	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	148,951 100.0% 1967	0 0 0	\$9.00 \$9.00 \$0.00
SOUTH	PARK PLAZA SHOPPING CENTER 6010 S SHERIDAN RD TULSA, OK 74135	REPPE PROPERTY GROUP / BOB REPPE / 918-301-0736 427 S. BOSTON AVE, STE 507 TULSA, OK 74103	122,514 72.1% 1971	1,018 23,979 34,227	\$8.00 \$12.00 \$2.05
SOUTH	POST ROCK PLAZA 10438 S. 82ND E. AVE TULSA, OK 74133	PAINE & ASSOCIATES / MATT MARDIS / 918-481-5380 8801 S. YALE AVE, STE. 550 TULSA, OK 74137	117,595 86.3% 2008	1,000 6,629 16,129	\$16.24 \$18.00
SOUTH	RENAISSANCE ON MEMORIAL 8281 S MEMORIAL DR TULSA, OK 74133	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	26,120 85.9% 2003	1,610 1,940 3,690	\$22.00 \$3.50
SOUTH	RIVERSIDE MARKET 9521-9675 RIVERSIDE PKWY TULSA, OK 74137	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	164,177 94.0% 2004	1,200 3,400 9,784	
SOUTH	SHERIDAN COMMERCIAL CENTER 4307-4319 S SHERIDAN RD TULSA, OK 74145	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	21,990 100.0% 1973	0 0 0	\$12.00 \$12.00
SOUTH	SOUTH LEWIS PLAZA 7030 S LEWIS TULSA, OK 74136	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	37,500 87.6% 1984	830 2,395 4,664	\$9.00 \$9.00 \$2.40
SOUTH	SOUTH MEMORIAL PLAZA 10846-10848 S. MEMORIAL DR. TULSA, OK 74133	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	48,288 85.8% 2006	2,000 2,840 6,840	\$12.00 \$16.00 \$1.20

	PROJECT NAME ADDRESS CITY / STATE / ZIP	MANAGING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (GLA) % LEASED YEAR BUILT	SMALLEST AVAILABLE LARGEST AVAILABLE TOTAL AVAILABLE	RENTAL (SMALL SPACE) RENTAL (LARGE SPACE) CAM CHARGE
SOUTH	SOUTH TOWN MARKET 10000 S. MEMORIAL TULSA, OK 74133	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	248,116 88.4% 2009	9,100 10,000 28,900	\$40.00
SOUTH	SQUARE ONE-OFFICE CENTER 6705 E 81ST ST TULSA, OK 74133	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	28,908 96.9% 1985	889 889 889	\$13.00 \$13.00 \$0.00
SOUTH	THE MILL SHOPPING CENTER 4785 E 71ST ST TULSA, OK 74133	P&H PROPERTIES LLC / BRANDON MOLL / 918-523-4000 4785 E. 91ST, SUITE 200 TULSA, OK 74137	30,870 89.3% 1980	1,516 1,794 3,310	\$10.00 \$12.00 \$2.20
SOUTH	THE PLAZA SHOPPING CENTER 8102-8272 S LEWIS AVE TULSA, OK 74137	SVN / OAK REALTY ADVISORS / SUSAN DAVIS / 918-201-2005 4812 EAST 81ST STREET, STE 301 TULSA, OK 74137	127,106 57.6% 1986	1,200 8,105 53,928	\$15.00 \$17.00 \$4.00
SOUTH	THE SHOPS & OFFICES AT BRIDGEPOINTE 1660 E 71ST ST TULSA, OK 74136	CORPORATE REALTY ADVISORS / HANNAH ALTOM / 918-392-1950 / 3150 E. 41ST ST., SUITE 102 TULSA, OK 74105	55,000 83.1% 1992	800 5,212 9,315	\$9.00 \$12.00 \$1.85
SOUTH	THE VILLAGE AT WOODLAND HILLS 6612-6808 S MEMORIAL TULSA, OK 74133	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	224,487 72.8% 1987	1,144 25,016 61,158	\$12.00
SOUTH	TOWN & COUNTRY CENTER 121ST & S MEMORIAL BIXBY, OK 74008	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	91,610 100.0% 1974	2,572 7,050 9,622	\$12.00 \$7.00 \$0.74
SOUTH	TRI CENTER 2601-2625 S MEMORIAL TULSA, OK 74145	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	39,000 94.9% 1964	2,000 5,400 2,000	\$9.00 \$9.00 \$0.50
SOUTH	TULSA RETAIL CENTER 9121-9219 E 71ST ST TULSA, OK 74133	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	92,848 74.0% 	24,178 24,178 	
SOUTH	TUSCANA ON YALE 8931 S YALE AVE TULSA, OK 74136	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	32,000 80.2% 2013	2,000 4,000 6,347	\$20.00 \$20.00 \$1.75
SOUTH	UNION PLAZA 9717-10021 E. 71ST ST TULSA, OK 74133	CBRE, INC. / BEN GANZKOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	196,752 82.2% 1994	35,000 35,000 35,000	
SOUTH	UNION SQUARE 6105 S MINGO RD TULSA, OK 74133	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	30,220 48.3% 1985	906 4,828 15,632	\$10.00 \$11.00 \$1.60
SOUTH	UTICA 71 CENTER 7018 S. UTICA TULSA, OK 74136	WALMAN COMMERCIAL / STEVE WALMAN / 918-481-8888 7060 S. YALE, SUITE 900 TULSA, OK 74136	25,309 82.2% 1995	1,500 3,000 4,500	\$8.00 \$12.00
SOUTH	VILLAGE SOUTH 10100 S SHERIDAN RD TULSA, OK 74133	PRECISION EQUITY / ALICIA NOLEN 5100 E. SKELLY SR, STE. 960 TULSA, OK 74135	104,000 97.7% 1983	2,437 2,437 2,437	\$14.00 \$14.00 \$3.49
SOUTHWEST					
SW	MAIN PLACE 6TH & SO MAIN SAPULPA, OK 74066	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	42,000 100.0% 1976	2,520 7,290 9,810	\$8.00 \$7.00 \$0.81
SW	RIVERWALK CROSSING 300 RIVERWALK TERRACE JENKS, OK 74037	PAINE & ASSOCIATES / MATT MARDIS / 918-481-5380 8801 S. YALE AVE, STE. 550 TULSA, OK 74037	27,805 100.0% 2004	1,401 10,589 11,105	\$16.00
SW	SPARTAN FAMILY CENTER* 151ST & MEMORIAL RD, N/W C BIXBY, OK 74008	SANDMAN PROP SERVICES / BRAD SANDITEN / 918-742-3315 3314 E. 51ST ST, SUITE 200A TULSA, OK 74135	62,410 100.0% 1985	7,270 7,270 7,270	\$9.50 \$7.00 \$1.09
SW	TULSA HILLS SHOPPING CENTER 7336 S OLYMPIA AVE TULSA, OK 74132	W/S COMMERCIAL / CAITLIN SHORES / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	1,200,000 98.9% 2007	1,200 8,962 13,162	\$30.00 \$30.00
SW	VILLAGE ON MAIN 117 S 7TH ST JENKS, OK 74037	W/S COMMERCIAL / LINDSEY WARREN / 918-688-4040 3509 S. PEORIA AVE., STE 500 TULSA, OK 74105	44,193 34.8% 2012	2,074 3,916 28,824	\$9.00 \$12.00
WEST					
WEST	CRYSTAL CITY SHOPPING CENTER 4207-4289 SOUTHWEST BLVD TULSA, OK 74131	COLDWELL BANKER SELECT / DAVID ROBERTS 8522 E. 61ST ST. TULSA, OK 74133	110,000 52.0% 1954	1,250 35,586 52,746	\$5.75 \$9.00 \$0.69
WEST	TOWN WEST SHOPPING CENTER 5600 W SKELLY DR TULSA, OK 74107	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	162,726 76.7% 1979	495 29,294 37,849	\$10.00 \$4.75 \$0.50

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NAIOP is the voice of commercial real estate



TULSA Trends '24

KEEPING PACE WITH TOMORROW'S MARKETS.



COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION
OKLAHOMA CHAPTER

2023 DEALS OF THE YEAR

OFFICE LEASE OF THE YEAR

NGL Energy Partners
Rick Guild,
Newmark Robinson Park
Bob Pielsticker, *CBRE*
Matt Reese, *CBRE*
Dylan Seibert, *CBRE*

OFFICE SALE OF THE YEAR

VGT Building
Rick Guild,
Newmark Robinson Park
Barbara Mefford,
Chinowth & Cohen

INDUSTRIAL LEASE OF THE YEAR

Helmerich & Payne
Ryan Shaffer, *CBRE*
Dwayne Flynn, *CBRE*
Bob Pielsticker, *CBRE*
Matt Reese, *CBRE*
Dylan Seibert, *CBRE*

INDUSTRIAL SALE OF THE YEAR

St. Francis Hospital Industrial
Bob Pielsticker, *CBRE*
Matt Reese, *CBRE*
Dylan Seibert, *CBRE*

RURAL LAND SALE OF THE YEAR

Beggs Land Sale
JP Hewitt, *G7 Ranches*
Greg Ganzkow, *G7 Ranches*

RETAIL LEASE OF THE YEAR

Planet Fitness
Matt Mardis, *Paine & Assoc.*
Brian Paine, *Paine & Assoc.*
Garrett Mahaney, *Paine & Assoc.*

RETAIL SALE OF THE YEAR

Shoppes at Nickel Creek
Nick Wood, *Eagle Rock Realty*
Bob Martin, *Parks Dev. Group*
Gary Parks, *Parks Dev. Group*

LAND LEASE OF THE YEAR

Greenhill Industrial Park
Bob Parker, *OLT Realty*
Brian Beam, *OLT Realty*
Neil Dailey, *McGraw CP*

LAND SALE OF THE YEAR

Nickel Creek
Heidi Jackson, *CARR*
Matt Mardis, *Paine & Assoc.*
Garrett Mahaney, *Paine & Assoc.*
Brian Paine, *Paine & Assoc.*

MULTIFAMILY SALE OF THE YEAR

The Place at Quail Hollow
Brandon Lamb, *Newmark*
Tim McKay, *Newmark*
Justin Wilson, *Newmark*

ENTERTAINMENT/ MULTI-PURPOSE SALE OF THE YEAR

Titan Sports & Performance Center
Matt Klimisch, *CBRE*
David sGlasgow, *CBRE*
Alex Powell, *CBRE*
Kurt Giller, *CBRE*

LIFETIME ACHIEVEMENT AWARD

Debra Wimpee, NAIOP

DEVELOPMENT OF THE YEAR

Santa Fe Crossings Office, LLC
Matt Klimisch, *CBRE*
Tom O'Brien, *CBRE*

MEDICAL OFFICE SALE OF THE YEAR

South Point Medical Center
Leslie Kirpatrick, *CBRE*
Carrie Claiborne, *CBRE*

SCOTT A. SANDITEN MEMBER OF THE YEAR

Zach Harris,
Trucore Investments

IMPACT DEVELOPMENT OF THE YEAR

Tulasi
VanTrust Real Estate

Mark your calendars for May 1, 2025.
The Oklahoma Chapter of NAIOP will name its 2024 Deals of the Year with a celebration at the Mayo Hotel.



THE INDUSTRIAL REAL ESTATE MARKET IN TULSA, OK:

A YEAR IN REVIEW & OUTLOOK

Over the past year, Tulsa, Oklahoma's industrial real estate market has faced shifting dynamics. Low vacancy rates, limited new construction, high interest rates and rising rental rates made for an interesting year. Tulsa's vacancy rates have remained near their lowest level at 3% in the first half of 2024. Historically, the Tulsa industrial vacancy rate has trended below the U.S. average, and this year is no exception.



BY NEIL DAILEY

Market Overview: Transactions and Rates

- **Total Market:** 121,964,375 sqft
- **Vacancy Rate:** 3.1%
- **Net Absorption:** 51,323 sqft
- **SF Construction:** 460,000 sqft
- **SF Completed:** 11,500 sqft

We have had lukewarm activity in leasing and sales for the first half of 2024, primarily driven by demand for warehousing and distribution space, with a slight increase in interest toward manufacturing. Competition for space and overall inflation, has led to a rise in average lease rates.

Per CoStar, current Tulsa industrial rental rates average \$7.03 per square foot, lower than the U.S. average of \$12.02 per square foot but 5-7% higher than last year. Despite positive rent the delta between existing and new industrial space rents is approximately \$3.00 to \$5.00 per square foot. This discrepancy, driven by high development costs, makes new space less attractive to local tenants accustomed to historically low rates. Consequently, the market continues to tighten, with some tenants preferring to stay in existing spaces rather than facing the premium costs of new construction.

LARGE KEY VACANCIES

Notable vacancies have impacted the market dynamics.

- The vacancy of the 333,000-square-foot Laufen Plant in the Cherokee Industrial Park saw a 30% vacancy in Q2 2024, with around 34,000 square feet still available despite a quick leasing of part of the space.
- Tulasi Commerce Park reports an available 453,486 sqft of new construction industrial distribution and warehouse space.
- Whirlpool has 137,775 sqft available at their Distribution Center.
- Additionally, per Cody Gibbs at CoStar, the small bay industrial segment (<50,000 sqft)

TULSA'S VACANCY RATES HAVE REMAINED NEAR THEIR LOWEST LEVEL AT 3% IN THE FIRST HALF OF 2024.

has also seen increased vacancies, rising by about 75 basis points since Q1 2024. This trend is most pronounced in areas north of the airport and along major highways like Broken Arrow Expressway and US 64.

- 3515 Dawson Road holds the largest existing manufacturing facility with 121,875 sqft available.

SIGNIFICANT PROJECTS

Several significant projects announced recently underscore Tulsa's commitment to economic growth and technological advancement:

1. Tulsa International Airport: The airport is undergoing extensive upgrades, including a new 243-foot-tall air traffic control tower, a 45,000-square-foot Federal Customs facility, expanded parking, and enhanced terminal amenities. The new customs facility, slated to open in Fall 2025, will enable direct international commercial flights to and from Tulsa for the first time.

2. American Airlines Investment: American Airlines is investing \$550 million in its base maintenance facility in Tulsa. This includes a



new 193,000-square-foot wide-body hangar and significant infrastructure improvements. This investment, the largest ever at an American Airlines maintenance location, will support approximately 5,500 employees and reflects a long-term commitment to Tulsa.

3. Tech Hub Expansion: Tulsa will receive approximately \$51 million from the US Department of Commerce's Economic Development Administration for tech innovations over the next decade. The funds will support the Tulsa Hub for Equitable & Trustworthy Autonomy, led by Tulsa Innovation Labs. This initiative aims to boost Tulsa's technology sector, creating up to 56,000 new jobs.

4. Solar Energy Investments: Partner Tulsa is finalizing a \$500 million deal with Norwegian solar company NorSun for a new manufacturing facility, creating around 300 jobs. Additionally, Enel North America's \$1 billion investment in a solar cell

and manufacturing plant at the Port of Inola reflects significant growth in the renewable energy sector.

5. Skyway 36: The Osage Nation is developing Skyway 36, a 19,000-square-foot droneport and technology innovation center. Scheduled for completion in Q4 2024, this facility will be part of the Tulsa Regional Advanced Mobility Cluster, supported by \$38.2 million in federal funding.

6. Greenhill Logistics Center: New industrial development by Blue Road Investments located next to Amazon a 46th Street N and Hwy 169, set to deliver 393,000 square feet by the end of 2024.

ON THE HORIZON

Despite recent challenges, Tulsa's industrial real estate market is poised for future growth. Our market continues to statistically outperform other local commercial real estate asset classes.

OUR MARKET CONTINUES TO STATISTICALLY OUTPERFORM OTHER LOCAL COMMERCIAL REAL ESTATE ASSET CLASSES.

Factors such as population increase, the City's work to recruit great companies to the Tulsa region, continuous investment in strong sectors of our economy and e-commerce penetration are keys to our success.

In summary, Tulsa's industrial real estate market has long demonstrated resilience and growth. The city's strategic investments and infrastructure developments, coupled with over 500,000 sqft of proposed developments, suggest a positive outlook and interest by outside investors to do business in Tulsa. **TCP**



While Tulsa remains an important center for the energy industry in the 21st Century, the city now has a diversified economy with aerospace, chemicals, computer parts, industrial machinery, and a plethora of small businesses.



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	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL. SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAILS SERVICE
BROKEN ARROW					
BA	2101 N. BEECH 2101 N BEECH BROKEN ARROW, OK 74012	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	41,250 80.0% \$7.50	8,266 8,266 YES	14' DRIVE IN DOORS 16' NO
BA	2600 WEST ALBANY 2600 W ALBANY BROKEN ARROW , OK 74012	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	46,492 66.8% \$8.75	15,448 15,448 YES	DOCK 22' NO
BA	6100 CENTER 2205 N WILLOW BROKEN ARROW , OK 74012	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	32,096 100.0% \$7.50	0 0 NO	DRIVE IN & DOCK DOOR 18' NO
BA	7801 S. HWY 51 7801 S. HWY 51 BROKEN ARROW , OK 74014	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	29,967 0.0% \$5.50	29,967 29,967 YES	2 UP TO 22' NO
BA	CENTERGATE BUSINESS PARK 13445 E. 59TH ST. TULSA, OK 74134	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	380,000 100.0% \$4.50	0 0	DOCK HIGH / DRIVE IN 22' NO
BA	COMMERCE CROSSING 3825 W ALBANY BROKEN ARROW, OK 74012	CBRE, INC. / MATT KLIMISCH / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	45,000 100.0% 	0 0 YES	DOCK HIGH/DRIVE IN 24' NO
BA	GREENWAY TACOMA BUILDING 1913 W TACOMA ST BROKEN ARROW, OK 74012	WATERMARK COMMERCIAL PROPERTIES / DUSTIN HANSEN / 918-994-4407 / 4527 E 91ST ST TULSA, OK 74137	46,150 93.7% \$7.00	2,900 2,900	DOCK / DRIVE IN 9-12'
BA	HAMILTON PLACE 5053 S. 129 E. AVE TULSA, OK 74134	WORKSHOPS 18, LLC / DAVID RUNNELS / 918-812-9988 5666 S 122 E AVE., STE A2 TULSA, OK 74146	48,000 62.5% \$8.50	18,000 18,000	GRADE LEVEL & DOCK HIGH 16' NO
BA	IOLA TRADE CENTER 1904 W. IOLA ST BROKEN ARROW , OK 74012	ADAMS & ASSOCIATES / DAN ADAMS / 918-495-3661 P. O. BOX 2407 BROKEN ARROW, OK 74013	20,000 93.8% \$8.59	1,250 1,250 NO	NO
BA	METRO PARK EAST I 13700 E 61ST ST TULSA, OK 74146	EQUITAS REALTY ADVISORS / MARCO PLACENCIA / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	60,000 100.0% \$6.50	0 0 YES	GRADE A DOCK 24' NO
BA	METRO PARK EAST II 13655 E 61ST ST TULSA, OK 74146	EQUITAS REALTY ADVISORS / MARCO PLACENCIA / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	60,000 100.0% \$6.50	0 0 YES	GRADE & DOCK 24' NO
BA	METRO PARK IV 12122 E 55TH TULSA, OK 74146	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	57,450 100.0% \$6.25	0 0 ESFR	DOCK HIGH & DRIVE IN DOORS 30' NO
CENTRAL BUSINESS DISTRICT					
CBD	5524 E. 12TH STREET 5524 E. 12TH STREET TULSA, OK 74112	OKRE COMMERCIAL DUSTIN ELLER / 405-445-7528	103,428 70.0% \$3.50	31,000 31,000 YES	2 DOCK DOORS; 2 RAMP DOORS 16.5'
CBD	6201 E. 43RD ST 6201 E. 43RD ST TULSA, OK 74135	CBRE, INC. / JAMES HILL, JR. / 918-655-3830 1437 S BOULDER AVE, SUITE 1070 TULSA, OK 74119	108,230 0.0% \$4.25	108,230 108,230	1 DRIVE IN DOOR, 2 DOCK DOORS; 1 RAMP DOOR 10-13'
EAST					
EAST	12535 E. 52ND STREET WAREHOUSE 12535 E 52ND ST TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	82,290 100.0% \$0.00	0 0 YES	9 24' NO
EAST	51ST STREET TULSA BUSINESS PARK 11626 E 51ST ST TULSA, OK 74146	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	40,000 90.6% \$7.50	2,500 3,750 YES	14' DRIVE IN DOORS 16' NO
EAST	5402 S. 129TH E. AVE 5402 S. 129TH E. AVE TULSA, OK 74134	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	200,000 100.0% \$4.50	0 0 YES	28' NO
EAST	5800 GARNETT 5727 & 5807 S GARNETT RD TULSA, OK 74146	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	62,000 55.1% \$9.50	16,014 27,856 NO	GRADE LEVEL & DOCK HIGH 14' NO

	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL. SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAIL SERVICE
EAST BUSINESS COMMONS TECH CENTER 12206 East 51st Street  					
			- Located in Metro Park, one of Tulsa's nicest industrial parks E. 51st Street footage near the Broken Arrow Expressway - Attractive Design - Convenient drive-in loading - Flex/R&D space located in the heart of the medical services corridor Contact: Bob Meyer or Jason M. Kennon Case & Associates Properties, Inc. 918-492-1983		
EAST★	BUSINESS COMMONS TECH CENTER 12206 E 51ST ST TULSA, OK 74146	CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	37,041 96.0% \$8.00	1,500 1,500 NO	GRADE LEVEL OVERHEAD 12' - 13' NO
EAST	CENTERGATE BUSINESS PARK 5935 S. 129TH E. AVE TULSA, OK 74134	CBRE, INC. / MATT KLIMISCH / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	61,000 36.4% \$7.75	38,804 38,804	DOCK HIGH / DRIVE IN 30'
EAST	CENTERGATE BUSINESS PARK 5616 S. 129TH E. AVE. TULSA, OK 74134	CBRE, INC. / MATT KLIMISCH / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	556,000 100.0% \$5.50	0 0 YES	DOCK HIGH / DRIVE IN 30' NO
EAST	CENTERGATE BUSINESS PARK 5825 S. 129TH E. AVE. TULSA, OK 74134	CBRE, INC. / MATT KLIMISCH / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	37,938 50.6% \$12.00	18,750 18,750 YES	DOCK HIGH / DRIVE IN 24' NO
EAST	CENTERGATE BUSINESS PARK 13033 E. 59TH ST. TULSA, OK 74134	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	113,120 100.0%	0 0 YES	DOCK HIGH & DRIVE IN 30' NO
EAST	CENTERGATE BUSINESS PARK 13404 E. 59TH ST. TULSA, OK 74134	MCGRAW COMMERCIAL PROPERTIES / NEIL DAILEY / 918-388-9588 / 4105 S. ROCKFORD AVE TULSA, OK 74105	61,120 100.0%	0 0 YES	DOCK HIGH & DRIVE IN 30' NO
EAST	CENTERGATE BUSINESS PARK 13120 E. 59TH ST. TULSA, OK 74134	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	106,000 100.0%	0 0 YES	DOCK HIGH & DRIVE IN 30' NO
EAST	CENTERGATE BUSINESS PARK 13510 E. 59TH ST. TULSA, OK 74134	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	60,594 100.0%	0 0 YES	DOCK HIGH & DRIVE IN 30' NO
EAST	CENTERGATE BUSINESS PARK 5665 S. 129TH E. AVE TULSA, OK 74134	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	88,000 100.0% \$7.95	0 0 YES	DOCK HIGH / DRIVE IN 30'
EAST	CENTERPOINTE BUSINESS PARK 5802-5884 S 129TH E AVE TULSA, OK 74134	ADAMS & ASSOCIATES / DAN ADAMS / 918-495-3661 P. O. BOX 2407 BROKEN ARROW, OK 74013	74,000 97.3% \$6.00	2,000 2,000 NO	YES 12' NO
EAST FREEPORT TRADE CENTER 3148-58-68 South 108th East Avenue  					
			- Excellent Highway Access nearby and visibility to Hwy 169 - Attractive Design - Modern Clear Heights - Ample Loading Areas - Dock High, Van/Truck High, Drive-in ramp Access - Large Concrete Truck Court Contact: Bob Meyer or Jason M. Kennon Case & Associates Properties, Inc. 918-492-1983		
EAST★	FREEPORT TRADE CENTER 3148-58-68 S 108TH E AVE TULSA, OK 74146	CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	185,732 89.2% \$8.00	6,000 20,000 YES	DOCK HIGH, VAN HIGH, GRADE LEVEL 18', 15.5', 14.5' NO
EAST	GARNETT BUSINESS PARK 5460-5550 S GARNETT RD TULSA, OK 74146	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	182,000 100.0% \$5.25	25,436 0 YES	3 25' NO
EAST	GRAEBEL WAREHOUSE 12535 E 52ND ST TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	82,781 100.0%	0 0 YES	(4)10'X10' DH W/ LEVELERS, (2)8'X10' DH, (2)12'X14'DI, (1)14'X14'DI, 24' NO
EAST	HEARTLAND TRADE CENTER 12330 E 60TH ST TULSA, OK 74146	ADAMS & ASSOCIATES / DAN ADAMS / 918-495-3661 P. O. BOX 2407 BROKEN ARROW, OK 74013	39,520 100.0% \$6.50	0 0 NO	YES 10' NO
EAST	MARK I BUSINESS CENTER 12616 - 12626 E 60TH ST TULSA, OK 74146	CBRE, INC. / MATT KLIMISCH / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	50,230 100.0%	0 0 YES	DRIVE IN 19' NO
EAST	METRO PARK 5915 S 118TH E AVE TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	40,000 100.0%	0 0 YES	DOCK & GRADE 25' NO
EAST	METRO PARK I 5233 S 122ND E AVE TULSA, OK 74146	EQUITAS REALTY ADVISORS / MARCO PLACENCIA / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	48,000 100.0% \$7.00	0 0 YES	DOCK & GRADE 24' NO
EAST	METRO WAREHOUSE 5616-5634 S 122ND E AVE TULSA, OK 74146	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	73,475 95.9% \$6.50	1,500 3,000 PARTIAL	DRIVE IN 16'
EAST	NEWBURY PARK 122 5666 S 122ND E AVE TULSA, OK 74146	WORKSHOPS 18, LLC / DAVID RUNNELS / 918-812-9988 5666 S 122 E AVE., STE A2 TULSA, OK 74146	134,000 98.1% \$7.00	2,500 2,500 YES	12'X14' OHD 20' & 24' NO

	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL. SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAIL SERVICE
EAST	SOUTHEAST TECH CENTER 5411 South 125th East Avenue 		- Located in Metro Park, one of Tulsa's nicest industrial parks - Attractive Design with convenient drive-in loading - Easy access with E. 55th St. frontage, one block west of S. 129th E. Ave. - Ample loading areas Contact: Bob Meyer or Jason M. Kennon Case & Associates Properties, Inc. 918-492-1983		
EAST	 SOUTHEAST TECH CENTER 5411 S 125TH E AVE TULSA, OK 74146	CASE & ASSOCIATES / JASON KENNON / 918-492-1983 4200 E. SKELLY DRIVE, SUITE 800 TULSA, OK 74135	31,506 94.3% \$8.00	1,800 1,800 NO	GRADE LEVEL 14' NO
EAST	SOUTHPLACE TRADE CENTER 8700 E 41ST TULSA, OK 74145	DAVE RICH COMPANY REALTORS / BILL RICH / 918-744-5474 6506 S. LEWIS AVE, STE. 108 TULSA, OK 74136	25,000 71.2% \$6.00	3,600 7,200 NO	NONE 10' NO
EAST	SPACE CENTER EAST 11915-12027 E 51ST ST TULSA, OK 74146	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	202,500 100.0% \$5.25	0 0 YES	GRADE LEVEL & DOCK HIGH 18' NO
EAST	TANDEM BUSINESS PARK 12101-12221 E 51ST TULSA, OK 74146	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	88,084 84.2% \$7.50	4,633 13,953 YES	GRADE LEVEL 14' NO
EAST	TRIANGLE INDUSTRIAL PARK 5829-5899 S GARNETT RD TULSA, OK 74146	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	160,890 100.0% \$5.00	0 0 NO	MULTIPLE 16' - 22' NO
EAST	WILSHIRE SQUARE 11002-11022 E. 51ST ST. TULSA, OK 74146	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	33,070 78.1% \$10.95	4,554 7,254 YES	DRIVE-IN DOORS 14' NO
MIDTOWN					
MIDTOWN	3818 S. 79TH E. AVE 3818 S. 79TH E. AVE TULSA, OK 74145	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	25,871 0.0% \$6.50	25,871 25,871 YES	1 12'-16' NO
MIDTOWN	4352 S. 91ST E. AVE. 4352 S. 91ST E. AVE. TULSA, OK 74145	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	44,100 50.0% \$4.50	22,050 22,050	4 DOCK DOORS; 1 RAMP DOOR 17'
MIDTOWN	55TH PLACE BUSINESS PARK 10404 E 55TH PL TULSA, OK 74146	ADAMS & ASSOCIATES / DAN ADAMS / 918-495-3661 P. O. BOX 2407 BROKEN ARROW, OK 74013	41,160 100.0% \$8.00	2,460 0 NO	16.5' NO
MIDTOWN	56TH STREET WAREHOUSES 11105-11119 E 56TH ST TULSA, OK 74146	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	43,200 89.6% \$8.00	3,000 4,500 YES	DRIVE IN 14' NO
MIDTOWN	70TH WAREHOUSE 4118 S 70TH E AVE TULSA, OK 74145	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	37,104 100.0%	0 0 YES	DOCK HIGH / DRIVE IN 8' NO
MIDTOWN	7601 E. 46TH ST 7601 E. 46TH ST TULSA, OK 74145	CBRE, INC. / JIM BROWN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	56,260 25.3% \$5.25	42,000 42,000 YES	7 DOCK HIGH DOORS
MIDTOWN	7704 E. 38TH ST. 7704 E. 38TH ST. TULSA, OK 74145	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	40,000 0.0% \$6.50	40,000 40,000 YES	2 13'-24' NO
MIDTOWN	7727 E. 41ST STREET 7727 E. 41ST STREET TULSA, OK 74145	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	35,200 0.0% \$4.50	35,200 35,200	1 LOADING DOOR 12'
MIDTOWN	8200 TRADE CENTER 8204 - 8292 E. 41ST TULSA, OK 74145	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	93,150 100.0% \$8.50	0 0	10X10 16' NO
MIDTOWN	ALLTEC CENTER 9300-B BROKEN ARROW EXPRESSWAY TULSA, OK 74145	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	43,049 100.0% \$10.50	0 0 YES	GRADE LEVEL NO
MIDTOWN	ALSUMA DESIGN CENTER 9901-9915 E. 51ST ST TULSA, OK 74146	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	28,700 100.0% \$11.00	0 0 PARTIAL	1 16-20' NO
MIDTOWN	BETA BUSINESS PARK 4450 S 70 E. AVE. TULSA, OK 74145	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	95,000 73.2% \$7.00	25,500 25,500 YES	OH & DRIVE-IN DOORS 20' NO
MIDTOWN	BRANIFF MART 5401 S SHERIDAN RD TULSA, OK 74145	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	33,600 100.0% \$11.00	0 0 NO	12' X 10' OVERHEAD 13' NO
MIDTOWN	EXPRESSWAY DISTRIBUTION CENTER 3621-3751 S. 73RD E. AVE. TULSA, OK 74145	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	248,163 96.6% \$5.50	8,338 8,338 YES	(9) 8'X10' DH DOORS; (5) DRIVE IN DOORS, 18' NO

	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL. SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAIL SERVICE
MIDTOWN	EXPRESSWAY TRADE CENTER 4304-4328 S MINGO RD TULSA, OK 74146	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	27,500 100.0% \$7.50	0 0 NO	10'X12' 15' NO
MIDTOWN	MAXIM BUSINESS PARK 43RD ST & MINGO RD TULSA, OK 74146	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	110,056 89.3% \$9.50	5,265 11,745 NO	YES 12' NO
MIDTOWN	MAXIM CENTER 4717-4733 S MEMORIAL TULSA, OK 74145	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	40,800 61.5% \$8.25	7,721 15,688 YES	DOCK HIGH & GRADE LEVEL 14' NO
MIDTOWN	MAXIM PLACE 6701-6715 E 41ST ST TULSA, OK 74145	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	33,750 41.0% \$9.75	19,924 19,924 YES	GRADE LEVEL 14' NO
MIDTOWN	MINGO VALLEY TRADE CENTER 10203-10207 E. 61ST ST. TULSA, OK 74146	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	61,208 100.0% \$10.00	0 0 YES	1 14" NO
MIDTOWN	NEWBURY PARK 46 6549 E 46TH ST TULSA, OK 74145	WORKSHOPS 18, LLC / DAVID RUNNELS / 918-812-9988 5666 S 122 E AVE., STE A2 TULSA, OK 74146	37,500 100.0% \$7.00	0 0 YES	12X14" OHD 20' NO
MIDTOWN	NEWBURY PARK 70 4444 S 70TH E AVE TULSA, OK 74145	WORKSHOPS 18, LLC / DAVID RUNNELS / 918-812-9988 5666 S 122 E AVE., STE A2 TULSA, OK 74146	95,905 67.7% \$7.00	26,000 31,000 YES	GRADE LEVEL DOCK HIGH 24' NO
MIDTOWN	OXFORD SQUARE 10011-10015 E 51ST ST TULSA, OK 74146	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	21,410 31.2% \$9.78	14,725 14,735 YES	OH & DRIVE-IN DOORS 18' NO
MIDTOWN	REGENCY CENTER 5024 S MINGO RD TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	28,800 100.0% \$0.00	0 0 YES	5 24' NO
MIDTOWN	SHANNON SQUARE 9433, 9515, 9525 E 51ST TULSA, OK 74145	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	99,192 100.0% \$9.95	0 0 NO	YES 12' NO
MIDTOWN	SPACE CENTER 7001-7287 E 38TH ST TULSA, OK 74145	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	495,000 85.6% \$5.00	37,500 71,250 YES	GRADE LEVEL & DOCK HIGH 18'-20' YES
MIDTOWN	SUNBELT PLAZA 4343 S MEMORIAL TULSA, OK 74133	MCCOY PROPERTY COMPANY / JIM MCCOY / 918-834-1514 1241 S HARVARD AVE TULSA, OK 74112	62,550 76.0% \$9.50	9,595 14,995	
MIDTOWN	THE TRADE CENTER 7739-43 E 38TH ST TULSA, OK 74145	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	32,800 93.9% \$6.25	1,000 2,000 NO	DRIVE-IN DOORS NO
MIDTOWN	TULSA BUSINESS PARK 7202-7378 E 38TH ST TULSA, OK 74145	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL., STE. 400 TULSA, OK 74133	206,400 84.3% \$6.00	8,860 32,420 NO	GRADE LEVEL & DOCK HIGH 18' NO
MIDTOWN	TULSA DISTRIBUTION CENTER 4477 S 70TH E AVE TULSA, OK 74145	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	426,044 100.0% \$3.75	YES	DOCK HIGH / DRIVE IN VARIES YES
NORTH					
NORTH	1240 N HARVARD 1240 N HARVARD TULSA, OK 74115	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	157,385 0.0% \$4.00	157,385 157,385	11 DRIVE-IN DOORS
NORTH	1525 N 105TH E AVE 1525 N 105TH E AVE TULSA, OK 74116	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	21,078 0.0% \$6.50	21,078 21,078	16'
NORTH	3515 DAWSON ROAD 3515 DAWSON ROAD TULSA, OK 74115	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	134,475 9.4% \$5.50	121,875 121,875 NO	15 DRIVE-IN DOORS, 31 OVERHEAD DOORS, NO
NORTH	5199 N MINGO RD 5199 N MINGO RD TULSA, OK 74117	SEE COSTAR/LOOPNET FOR BROKER INFORMATION	202,486 42.8% \$3.50	115,918 115,918 NO	DRIVE IN 20'-32' NO
NORTH	550-556 N. MEMORIAL 550-556 N. MEMORIAL TULSA, OK 74115	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	62,036 77.7% \$7.50	13,855 13,855 NO	10'X12' 14' NO
NORTH	AIR FORCE PLANT NO.3 BUILDING 6 TULSA, OK 74115	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	56,266 0.0% \$2.75	56,266 56,266 YES	NO 12'-14' NO
NORTH	AIRPORT OFFICE/WHSE PROPERTY 2231 N SHERIDAN RD TULSA, OK 74115	WOLF GROUP PROPERTIES, LLC / HOWARD WOLF / 918-584-1425 / 320 S. BOSTON AVE., STE. 202 TULSA, OK 74103	29,680 100.0% \$5.50		DRIVE IN / 14' ROLL UP DOOR 16'
NORTH	BRANIFF PARK WEST 10502 - 10626 E PINE ST TULSA, OK 74116	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	261,692 93.3% \$6.50	17,641 17,641 YES	DOCK DOORS & DI 21' NO

	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAIL SERVICE
NORTH	CROSSWIND BUSINESS CENTER 2702 N. SHERIDAN TULSA , OK 74115	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 100 E. SKELLY DR, STE 230 TULSA, OK 74135	29,300 15.4% \$7.20	13,300 24,800 NO	10X12' 16' NO
NORTH	E. ADMIRAL INDUSTRIAL 21055 E. ADMIRAL PL. TULSA , OK 74015	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	20,000 0.0% \$5.50	20,000 20,000	YES 24' NO
NORTH	LAUFEN PLANT / CHEROKEE INDUS. PARK 4940-4952 E 66TH ST. N TULSA, OK 74117	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	330,000 89.7% \$5.25	34,000 34,000 NO	DRIVE-IN DOORS 19' NO
NORTH	MIDTOWN INDUSTRIAL CENTER 1024 N LANSING AVE TULSA, OK 74106	TRABAND REALTY / ROBERT TRABAND / 918-629-1988 P. O. BOX 869 TULSA, OK 74101	33,000 100.0% \$5.25	0 0 NO	BOTH DOCK & DRIVE IN 16' NO
NORTH	MINGO AERO PARK I 1630 N. MINGO RD TULSA , OK 74115	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	30,000 100.0% \$7.50	0 0 NO	DRIVE IN DOCK 20' NO
NORTH	MINGO AREA PARK II 1660 N. MINGO RD TULSA, OK 74115	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	45,000 100.0% \$7.50	0 0 YES	DRIVE IN/ DOCK 20' NO
NORTH	PINE STREET INDUSTRIAL PARK 1408 N 105TH E AVE TULSA , OK 74116	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	150,330 100.0%	NO	OH & DOCK DOORS 16' NO
NORTH	TFP AIRPORT DISTRIBUTION CENTER 8831 E PINE TULSA, OK 74115	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	120,000 100.0% \$5.50	0 0 YES	8 25' NO
NORTHEAST					
NE	1110 W TENKILLER 1110 W TENKILLER CATOOSA, OK 74015	SEE COSTAR/LOOPNET FOR BROKER INFORMATION	238,310 100.0% \$6.40	0 0 YES	(8) DOCK HIGH DOORS; (8) DRIVE-IN DOORS, 40' YES
NE	11610 E 27TH ST 11610 E 27TH ST TULSA, OK 74116	SEE COSTAR/LOOPNET FOR BROKER INFORMATION	80,580 48.8% \$6.50	41,250 41,250 YES	DRIVE IN & DOCK HIGH 30 NO
NE	124 N. GARNETT 124 N. GARNETT TULSA, OK 74116	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	26,650 0.0% \$8.00	26,650 26,650	14' X 14' 18'
NE	126 N. GARNETT 126 N. GARNETT TULSA, OK 74116	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	25,000 36.0% \$7.50	10,000 16,000	14' X 14' 18'
NE	2121 N 161ST E AVENUE 2121 N 161ST E AVENUE TULSA, OK 74116	SEE COSTAR/LOOPNET FOR BROKER INFORMATION	228,000 0.0% \$5.50	228,000 228,000 NO	DRIVE IN 37 YES
NE	AIRPORT INDUSTRIAL PARK I 11501 - 11541 E PINE ST TULSA, OK 74146	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	155,000 77.4% \$5.75	35,000 35,000 YES	DOCK HIGH & DRIVE IN 25' NO
NE	BP EXCHANGE 10828 E NEWTON ST TULSA, OK 74116	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	173,400 97.1% \$6.25	2,550 5,100 NO	GRADE LEVEL 12' - 14' NO
NE	BP EXCHANGE II 1102 N. GARNETT TULSA, OK 74116	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	40,000 100.0% \$6.25	2,550 YES	4 26' NO
NE	BP EXCHANGE INDUSTRIAL PARK 10837 E. MARSHALL TULSA, OK 74116	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	163,200 98.4% \$5.75	2,550 2,550	GRADE LEVEL 12'-14' NO
NE	BRANIFF PARK EAST 1339-1381 N 108TH E AVE TULSA, OK 74116	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	67,660 91.0% \$6.25	6,100 6,100 NO	GRADE LEVEL/DOCK HIGH 12' - 14' NO
NE	CROSSTOWN BUSINESS CENTER 9797-10161 E ADMIRAL PL TULSA, OK 74116	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	380,000 97.1% \$3.75	11,086 11,086 YES	DOCK HIGH / DRIVE IN 18' NO
NE	GREEN VALLEY CENTER 11333 E PINE ST TULSA, OK 74116	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	392,229 100.0% \$4.95	0 0 YES	OHD & DOCK DOORS 34' NO
NE	INTERCHANGE BUSINESS PARK 10835 E INDEPENDENCE TULSA, OK 74116	CBRE, INC. / MATT KLIMISCH / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	106,387 100.0% \$5.50	0 0 YES	DOCK HIGH & DRIVE IN 18' NO
NE	NEWBURY PARK ADMIRAL 16615 E. ADMIRAL PL. TULSA, OK 74116	WORKSHOPS 18, LLC / DAVID RUNNELS / 918-812-9988 5666 S 122 E AVE., STE A2 TULSA, OK 74146	35,000 100.0% \$7.00	0 0 YES	12' X 14' 24' NO

	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAIL SERVICE
NORTHWEST					
NW	307 MORROW RD 307 MORROW RD SAND SPRINGS, OK 74063	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 1437 S BOULDER AVE, SUITE 1070 TULSA, OK 74119	34,548 0.0% \$4.50	34,548 34,548	5 OH DOORS 3 DOCK DOORS 12-16'
OWASSO					
OWASSO	CIMMARON SQUARE 403 W 2ND AVE OWASSO, OK 74055	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	23,530 83.0% \$7.50	2,000 4,000 NO	10'X12' 16.5 NO
OWASSO	OWASSO INDUSTRIAL PARK II 530-550 S. CEDAR OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	46,200 100.0% \$9.00	0 0 NO	DRIVE IN 16' NO
OWASSO	OWASSO INDUSTRIAL PARK 202-310 E. 5TH AVE. OWASSO, OK 74055	OWASSO LAND TRUST / BOB PARKER / 918-605-5865 12150 E. 96TH ST. N., STE 200 OWASSO, OK 74055	96,410 100.0% \$9.00	NO	DRIVE IN 16' NO
SOUTH					
SOUTH	10405 E 55TH PL 10405 E 55TH PL TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	236,689 100.0%	0 0 YES	NO
SOUTH	12727 E 61ST ST 12727 E 61ST ST TULSA, OK 74146	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	32,600 100.0% \$12.00	0 0 YES	DRIVE IN & DOCK HIGH 24' NO
SOUTH	5171 SO. MINGO ROAD 5171 S MINGO RD TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	31,450 100.0%	0 0 YES	LOADING DOCK / DOORS 28' CLEAR NO
SOUTH	52ND STREET WAREHOUSE 10000-10050 E 52ND ST TULSA, OK 74146	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	96,480 100.0% \$4.85	0 0 YES	DOCK HIGH 20' NO
SOUTH	6201 E 43RD ST. 6201 E. 43RD ST. TULSA, OK 74135	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	108,230 0.0% \$4.25	108,230 108,230	I DRIVE IN DOOR, 2 DOCK DOORS, 1 RAMP DOOR 10-13'
SOUTH	7181 MINGO CENTER 7181 S MINGO RD TULSA, OK 74133	EQUITAS REALTY ADVISORS / MARCO PLACENCIA / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	37,400 100.0% \$8.00	0 0 YES	GRADE 14' NO
SOUTH	7700 E. 38TH ST 7700 E. 38TH ST TULSA , OK 74145	PRICE EDWARDS & COMPANY / JOSH LOVE / 918-394-1000 7633 E. 63RD PL. , STE. 400 TULSA, OK 74133	38,896 0.0% \$6.00	38,896 38,896 YES	GRADE-LEVEL 13' NO
SOUTH	FORD PARTS DISTRIBUTION CENTER 10007 E 61ST TULSA, OK 74146	TWENTY-FIRST PROPERTIES, INC. / PAUL WILSON / 918-743-4300 / 2121 S. COLUMBIA, SUITE 650 TULSA, OK 74114	80,000 100.0% \$0.00	0 0 YES	YES 24' NO
SOUTH	IPC BUSINESS PARK TULSA, OK 74146	ADAMS & ASSOCIATES / DAN ADAMS / 918-495-3661 P. O. BOX 2407 BROKEN ARROW, OK 74013	68,660 96.3% \$6.00	2,520 2,520 NO	YES 16.5' NO
SOUTH	MARKET PLACE AT POINTE SOUTH 8303-8311 E 111TH ST BIXBY, OK 74008	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	106,900 100.0% \$7.25	0 0	DRIVE IN 16-18' NO
SOUTH	MARKET PLACE EAST 9436 E 51ST ST TULSA, OK 74145	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	26,048 86.9% \$12.00	3,418 3,418 NO	YES 12' NO
SOUTH	MARKET PLACE WEST I 9410 E 51ST ST TULSA, OK 74146	EQUITAS REALTY ADVISORS / MONTY BERRY, CCIM / 918-280-9900 / 5100 E. SKELLY DRIVE, SUITE 1030 TULSA, OK 74135	27,600 72.5% \$11.30	7,601 7,601 NO	GRADE LEVEL 14' NO
SOUTH	MARKET POINTE SOUTH 111TH ST & MEMORIAL BIXBY, OK 74008	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	106,900 100.0% \$6.50	0 0 NO	DRIVE IN OVERHEAD DOORS 17'-21' NO
SOUTH	MEMORIAL TRADE CENTER 7709 E 42ND PL TULSA, OK 74145	MCGRAW COMMERCIAL PROPERTIES / NEIL DAILEY / 918-388-9588 / 4105 S. ROCKFORD AVE TULSA , OK 74105	64,362 100.0% \$7.00	1,020	DRIVE IN 16'
SOUTH	METRO PARK EAST II 13555 E 61ST ST TULSA, OK 74012	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	100,000 100.0% \$4.25	0 0 YES	DOCK HIGH & DRIVE IN 30' NO
SOUTH	METRO PARK EAST III 13505-13555 E 61ST ST BROKEN ARROW, OK 74012	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	100,000 100.0%	0 0 YES	DOCK HIGH/DRIVE IN 30' NO

	PROJECT NAME ADDRESS CITY / STATE / ZIP	LEASING CO. / AGENT / PHONE ADDRESS CITY / STATE / ZIP	SIZE (RSF) OCCUPANCY RENT RATE	CONT. SPACE TOTAL AVAIL. SPRINKLERED	LOADING DOORS CLEAR HEIGHT RAIL SERVICE
SOUTH	METRO PARK EAST IV 13105 E 61ST ST TULSA, OK 74012	CBRE, INC. / DAVID GLASGOW / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	57,450 100.0% \$6.75	0 0 YES	DOCK HIGH & DRIVE IN 24' NO
SOUTH	SKYLAND SOUTH 5130-5161 S 94TH E AVE TULSA, OK 74145	BAUER & ASSOCIATES / DOUG BAUER / 918-665-1210 6846 S. CANTON AVE., SUITE 100 TULSA, OK 74136	65,095 100.0% \$6.50	0 0 NO	YES 16' NO
SOUTHWEST					
SW	8300 NEW SAPULPA RD 8300 NEW SAPULPA RD/ 8201 HWY 66 TULSA, OK 74146	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	21,200 0.0% \$6.50	21,200 21,200	9 DI DOORS 14'
WEST					
WEST	11842 S. 33RD W AVE 11842 S. 33RD W AVE SAPULPA, OK 74066	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	25,000 60.0% \$5.25	10,000 10,000 10'X12'	NO 21' NO
WEST	4141 S. JACKSON AVE. 4141 S. JACKSON AVE. TULSA, OK 74107	SEE COSTAR/LOOPNET FOR BROKER INFORMATION	60,848 0.0% \$5.50	60,848 60,848	3 DRIVE-IN DOORS
WEST	6020 W. 55TH ST. 6020 W. 55TH ST TULSA, OK 74107	CBRE, INC. / DWAYNE FLYNN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	41,608 25.0% \$10.00	10,402 31,206 NO	OH & DRIVE-IN DOORS 18' NO
WEST	640 W 41ST ST 640 W 41ST ST TULSA, OK 74107	SEE COSTAR/LOOPNET FOR BROKER INFORMATION	42,123 100.0% \$6.50	37,350 41850	8 DRIVE-IN DOORS
WEST	710 S. ADAMS RD 710 S. ADAMS RD SAPULPA, OK 74066	WIGGIN PROPERTIES, LLC / SHAWNA HALE, CCIM / 918-935-2010 / 5100 E. SKELLY DR, STE 230 TULSA, OK 74135	25,740 0.0% \$5.50	25,740 25,740 NO	10'X12' 19' NO
WEST	DELTA DEVELOPMENT 4901 W. 66TH ST S TULSA, OK 74131	LEGACY CP ADVISORS / DAVID LOONEY / 918-438-9999 1717 S. BOULDER AVE., STE. 106 TULSA, OK 74119	72,471 100.0% \$6.00	0 0 YES	8 20' YES
WEST	JENKS TRADE CENTER 8446-8448 S. PEORIA TULSA, OK 74132	CBRE, INC. / JIM BROWN / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	20,000 87.5% \$8.00	2,500 2,500	8 DRIVE IN DOORS 15'-16' NO
WEST	WESTSIDE DISTRIBUTION 4433 W. 49TH ST TULSA, OK 74107	CBRE, INC. / JAMES HILL, JR. / 918-665-3830 521 EAST 2ND STREET, SUITE 701 TULSA, OK 74120	491,584 79.9% \$4.50	99,000 99,000	MULTIPLE DOCK DOORS 21'-28' NO



Bank of Oklahoma
918-499-8470
7060 S. Yale Ave., Ste. 301
Tulsa, OK 74136
bok.com
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918-492-1983
4200 E. Skelly Dr., Ste. 800
Tulsa, OK 74135
caseusa.com
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918-556-6336
4739 E. 91st Street, Ste. 200
Tulsa, OK 74137
commercialtitleok.com
Back Cover



Cyntergy
918-877-6000
320 S. Boston Ave.
Tulsa, OK 74103
cyntergyaec.com
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Frisbie Lombardi
Commercial Real Estate
918-747-7600
P.O. Box 52126
Tulsa, OK 74152-0126
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International Plaza
918-585-6488
1350 S. Boulder Ave. W.
Tulsa, OK 74119
ipl-llc.com
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KKT Architects Inc.
918-744-7849
2200 S. Utica Place, Ste. 200
Tulsa, OK 74114
kktarchitects.com
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Legacy CP Advisors
918-438-9999
1717 S. Boulder Ave., Ste. 106
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legacyadvisors.com
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Mapco Plaza
918-749-7741
1717 S. Boulder Ave. W., #900
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mapcoplaza.com
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Newmark/Goldenrod
918-492-3400
6100 S. Yale Ave., Ste. 390
Tulsa, OK 74136
newmarklsb.com
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OK CCIM
918-850-3654
P.O. Box 14343
Tulsa, OK 74159
okccim.com
Page 2



One Property Management, LLC
918-388-0754
201 S. Denver Ave.
Tulsa, OK 74103
1propertymgmt.com
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Paine & Associates
918-481-5380
8801 S. Yale Ave.
Tulsa, OK 74137
paine-associates.com
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Paramount Commercial Property
918-743-8000
6202 S. Lewis Ave., #E
Tulsa, OK 74136
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Price Edwards & Co.
918-394-1000
7633 E. 63rd Pl., Ste. 400
Tulsa, OK 74133
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Page 5



Eastgate Metroplex
918-392-5077
14002 E. 21st Street
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Page 30



Soldier's Wish
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dwimpee@soldierswish.org
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STRONG DEMAND

Tulsa's multifamily market is a standout among its peers, continuing to enjoy strong demand in the face of sector headwinds thanks to a strong MSA economy, high quality of life, public-private partnerships, and philanthropic initiatives.

BY BRANDON LAMB, TIM MCKAY
& JULIE ANEWALT



BRANDON LAMB



TIM MCKAY



JULIE ANEWALT



ECONOMY

Driven by aerospace, transportation and logistics, and manufacturing, the Tulsa metro added 14,000 new jobs while sustaining average household income growth of 7% year-over-year. As of June 2024, Tulsa's unemployment rate stood at 3.7%, 40 basis points below the same-month national average. Tulsa continues to attract new residents, companies, and investment due to low unemployment, a cost of living 15% below the national

TULSA CONTINUES TO ATTRACT NEW RESIDENTS, COMPANIES, AND INVESTMENT DUE TO LOW UNEMPLOYMENT.

average, and a cost of doing business 13% below the national average. Recent corporate announcements by NorSun, Enel North America, Stardust Power, and American Airlines will combine to bolster billions of dollars into the local economy and create thousands of jobs over the next few years. More major corporate announcements and development projects will continue attracting more national and institutional investors.

STRONG FUNDAMENTALS

Multifamily investment activity was muted during 1H 2024 but is expected to increase in 2H 2024 through 2025 on the heels of expected interest rate cuts. Acquisition financing has also declined year-over-year and as compared with the pre-pandemic era due to high interest rates, which have

also motivated buyers to explore creative financing strategies including rate buydowns. Most year-to-date investment activity has centered on 1970s- and 1980s-vintage properties located in desirable neighborhoods: Major recent sales include Eastgate, Regency Point, Waterford, Arden Overlook, Hickory Grove, and The Place at Quail Hollow.

Fueled by high demand and a strong local economy, Tulsa multifamily rental rates have increased by 38% since 2020 with occupancy rates averaging 95%. In 2H 2024, Yardi reported that Tulsa posted an annual rent growth of 4%, pushing market rents to over \$1,017 a month, more than triple the national average. Yardi forecasts that Tulsa will sustain an annual rent growth of 3.5% or greater with high occupancies through 2025.

High rent growth has been sustained in part by Tulsa's exceptional domestic in-migration numbers; nearly all of Tulsa's 2020-2023 net population gains were from out-of-state relocations including California and Texas. The spread between renting and owning is at its highest point since 2010. Driven by an increase in home prices and high interest rates, the average monthly rent payment in Tulsa is more than 40% less than the median mortgage payment. Freddie Mac ranks the Tulsa metro second (behind Oklahoma City) in the nation for gross multifamily income growth.

Repeated spikes in interest rates have made homeownership too costly for many, particularly low-income households, and demand for affordable housing will remain high for the next several years. The River West multifamily project in Tulsa is the largest investment in affordable housing in the city's history, totaling more than \$180 million. 350 units at River West have been completed with 80 additional units scheduled to be delivered by the end of 2024.

Despite escalated pressures on financing and interest costs, more than 4,000 market-rate units are

DEMAND WILL REMAIN HIGH AS MORTGAGE RATES CONTINUE TO DETER HOME BUYERS.

planned or are under construction in the Tulsa metro, with many located in South Tulsa and Broken Arrow submarkets. Developments scheduled to be completed by the end of 2024 include Santa Fe Square, North of Market,

Crown at Seven Oaks, The Trails at Aspen Creek, and The Greens at Broken Arrow.

OUTLOOK

Tulsa's multifamily market outlook remains positive for the balance of 2024 and throughout 2025, with strong investor interest buoyed by the metro's sustained economic growth and quality of life. Demand will remain high as mortgage rates continue to deter home buyers.

Much of Tulsa's investment activity for the remainder of 2024 will be driven by upcoming loan maturities and the expectation of rate cuts. Stabilized asset transaction activity will pick up with interest rate cuts. Major corporate announcements will continue to attract major regional and national institutional investors and developers. **TCP**



During the late 1950s, the first transistorized sportfishing sonar device was invented by Carl Lowrance and his sons in Tulsa. Today, the local Lowrance Electronics Co. specializes in marine electronics and Global Positioning System devices.



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Commercial real estate development provides valuable contributions to the U.S. economy.

New commercial real estate construction created and supported more than 6 million American jobs in 2023.

National Snapshot

New office, industrial, warehouse and retail space in 2023 generated:

\$1.2 TRILLION

in contributions to the U.S. economy (GDP).

\$416.5 BILLION

in personal earnings (wages and salaries).

6.2 MILLION

American jobs (created and supported).

904 MILLION

square feet of new space to accommodate 1.9 million jobs.

A Look at Oklahoma



Commercial real estate development in Oklahoma is a powerful economic engine, creating jobs and generating significant fiscal contributions to local, state and national economies in 2023:

\$4.6 BILLION

Contributions to the state economy (GDP).

\$1.8 BILLION

Wages and salaries generated.

34,086

Jobs created and supported.

Quick Facts

136 NAIOP MEMBERS

91 NAIOP COMPANIES

NAIOP Oklahoma:
naiopoklahoma.com

Combined, commercial, residential, institutional and infrastructure development and operations of existing commercial buildings contributed **\$6.9 trillion** to the U.S. economy and supported **35.9 million** jobs in 2023.

For the full report, visit naiop.org/contributions2024.

NAIOP, the Commercial Real Estate Development Association, is the leading organization for developers, owners, investors and related professionals in office, industrial, retail and mixed-use real estate. NAIOP provides unparalleled industry networking and education, and advocates for legislation on behalf of our 21,000 members. NAIOP advances responsible, sustainable development that creates jobs and benefits the communities in which our members work and live.

Source: *Economic Impacts of Commercial Real Estate, 2024 Edition*, published by the NAIOP Research Foundation.



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