That darn building permit moratorium

And I’d have gotten away with it too, if it hadn’t been for ___________
RETAIL SNAPSHOT

Vacancy Rate (%)

<table>
<thead>
<tr>
<th>MARKET</th>
<th>REGIONAL</th>
<th>NATIONAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class A Retail</td>
<td>3.5%</td>
<td>7%</td>
</tr>
<tr>
<td>Community Retail</td>
<td>6%</td>
<td>9%</td>
</tr>
<tr>
<td>Neighborhood Retail</td>
<td>16%</td>
<td>11%</td>
</tr>
<tr>
<td></td>
<td>7%</td>
<td>8%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>10%</td>
</tr>
</tbody>
</table>

Sources: Integra Realty Resources & CBRE
RENTAL RATES

Market Rent ($/SF)

New Construction  Regional Retail  Community Retail  Neighborhood Retail

Source: Integra Realty Resources 2015 Annual Viewpoint
## QUICK STATS

<table>
<thead>
<tr>
<th></th>
<th>Class A</th>
<th>Community Retail</th>
<th>Neighborhood Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacancy Rates</td>
<td>3.5%</td>
<td>6.3%</td>
<td>16%</td>
</tr>
<tr>
<td>Market Rents</td>
<td>$25</td>
<td>$13</td>
<td>$10</td>
</tr>
<tr>
<td>Cap Rates</td>
<td>6.5%</td>
<td>8.5%</td>
<td>9%</td>
</tr>
<tr>
<td>Absorption SF</td>
<td></td>
<td></td>
<td>Total Mid Year: 336,950sf</td>
</tr>
</tbody>
</table>
I’m not going to lie. I despise ______________. There, I said it.

“Good Friends” who “forget” they owe you commission
I’m not going to lie. I despise ____________.
There, I said it.

When Steve Walman won’t answer his phone
I’m not going to lie. I despise ____________. There, I said it.

The ever-shrinking retail footprint
• Online sales accounted for 7.2% of Retail Sales in Q2 2015 – Up from 2.8% in 2012
• Negative impact on sub-performing malls
• Expansions will continue – Business plans will be modified
• Retailers opting for smaller footprints, targeted locations, and stronger demographics
• Retailers experimenting with mobile & online platforms: Omni-Channel Marketing
• Will restrain retailers who cannot fund both brick & mortar and e-commerce expansions
• Retailers adding online warehouse and shipping spaces
Daddy... Why is Mommy crying?

Because ____________________, son.

Costco can’t sell wine
Daddy...Why is Mommy crying?

Because ____________________, son.

Bob Reppe’s band refused to play an encore.
Daddy...Why is Mommy crying?

Because

_____________, son.

Miss Jackson’s closed
<table>
<thead>
<tr>
<th>Expanding Retailers</th>
<th>Shrink Retailers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dollar Tree</td>
<td>Radio Shack</td>
</tr>
<tr>
<td>Mattress Firm</td>
<td>Panera</td>
</tr>
<tr>
<td>Domino’s</td>
<td>Mattress King</td>
</tr>
<tr>
<td>Dairy Queen</td>
<td>K Mart</td>
</tr>
<tr>
<td>Starbuck’s</td>
<td>Petco</td>
</tr>
<tr>
<td>Raising Cane’s</td>
<td>Luby’s</td>
</tr>
<tr>
<td>Noodles &amp; Co</td>
<td>Miss Jackson’s</td>
</tr>
<tr>
<td>WalMart NM</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>-3</td>
</tr>
<tr>
<td>4</td>
<td>-1</td>
</tr>
<tr>
<td>4</td>
<td>-1</td>
</tr>
<tr>
<td>3</td>
<td>-1</td>
</tr>
<tr>
<td>3</td>
<td>-1</td>
</tr>
<tr>
<td>3</td>
<td>-1</td>
</tr>
<tr>
<td>2</td>
<td>-1</td>
</tr>
<tr>
<td>2</td>
<td></td>
</tr>
</tbody>
</table>
With enough time and pressure, __________ can turn into __________.
With enough time and pressure, it can turn into...
A 30,000sf retail box that has been dark for over five years

Furniture Factory Outlet
<table>
<thead>
<tr>
<th>USER</th>
<th>SQUARE FEET</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metro Shoe Warehouse</td>
<td>15,000</td>
<td>PetCo Woodland Hills Plaza</td>
</tr>
<tr>
<td>FFO</td>
<td>30,000</td>
<td>&quot;The Market&quot; Owasso</td>
</tr>
<tr>
<td>Bob Mills Furniture</td>
<td>50,000</td>
<td>Reasor’s 71st &amp; Garnett</td>
</tr>
<tr>
<td>Reasor’s</td>
<td>50,000</td>
<td>Food Pyramid 41st &amp; Peoria</td>
</tr>
</tbody>
</table>
It was all fun and games at the strip club until The Board of Adjustments showed up.
It was all fun and games at the strip club until ______________ showed up.

Tulio Remington
It was all fun and games at the strip club until ______________ showed up.

Starbucks & Mattress Firm
<table>
<thead>
<tr>
<th>USER</th>
<th>LOCATION</th>
<th>FORMER USER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chick-Fil-A</td>
<td>Southroads 41&lt;sup&gt;st&lt;/sup&gt; &amp; Yale</td>
<td>Just For Feet</td>
</tr>
<tr>
<td>Starbucks &amp; Mattress Firm</td>
<td>1881 Yale</td>
<td>“The Ritz” Gentleman’s Club</td>
</tr>
<tr>
<td>Trader Joe’s</td>
<td>Brookside 37&lt;sup&gt;th&lt;/sup&gt; &amp; Peoria</td>
<td>Multitenant Strip Center</td>
</tr>
<tr>
<td>Urban Outfitters</td>
<td>Brookside 34&lt;sup&gt;th&lt;/sup&gt; &amp; Peoria</td>
<td>Bar/Nightclub Venue</td>
</tr>
<tr>
<td>Mixed Use Retail/Office</td>
<td>Cherry Street 15&lt;sup&gt;th&lt;/sup&gt; &amp; Utica</td>
<td>Car Wash</td>
</tr>
</tbody>
</table>
Money can’t buy you love, but it can buy you _______________.

Enough glasses of Kendall Jackson Chardonnay for Jerry Reed to strike a deal with you on a cocktail napkin.
Money can’t buy you love, but it can buy you _______________.

A round of Spin the Bottle with Bob Parker
Money can't buy you love, but it can buy you ___________________.

REI at 71st & Riverside
Who’s-Who of New Retail in Tulsa
DEVELOPMENT SPOTLIGHT

The Boxyard
Dwelling Spaces
Masa

Santa Fe Square
600,000sf Mixed Use

Cherry Street
Noodle’s & Company Roosevelt’s

Brookside
Trader Joe’s Urban Outfitters Reasor’s Arvest (Relo)

Riverside Parkway
REI The Rustic

Riverwalk Crossing
The Flying Tee Trader Leaf Tea L’Amour Day Spa

The Walk
Gander Mountain Aidi Chuy’s Sleep Center Carmike Theater Freddie’s

Nickel Creek
Main Event Entertainment Spring Hill Suites

Hillside Crossing
Mattress Firm Starbucks’ Noodles & Co. Quick Trip BOK

Catoosa Hills
Ross Petco Mattress Firm Hibbett’s GNC Great Clips Panda Express
Betcha can’t have just one!

Free Pens at ICSC
Betcha can’t have just one!

Free drinks at ICSC
Betcha can’t have just one!

Outlet Malls
• Horizon Group
Outlet Shoppes at Tulsa
353,000 square feet
Admiral & 135th East Avenue
Opening 2016

• Woodmont Outlets & CNB
Cherokee Outlets
350,000 square feet
Hard Rock Casino – Catoosa
Opening Late 2016

• Simon Group
Simon Premium Outlets
325,000 square feet
Creek Turnpike & Elm – Jenks
Opening Spring 2017
Outlet Shoppes at Tulsa

East Tulsa – Admiral & 135th East Avenue
353,000 square feet featuring 90 designer and name-brand outlets
Opening 2016
Anchor Tenants To Be Determined
Cherokee Outlets
• Located at I-44 at 193rd East Avenue
• 350,000sf Opening Late 2016
• Shopping destination for Northeast Oklahoma & neighboring states
• Open-air center will feature approximately 90 top retail outlets
• A variety of dining options, a casino, live entertainment, & hotel and meeting accommodations.
Tulsa Premium Outlets®

- Jenks, Oklahoma
- 325,000 square feet featuring 90 designer and name-brand outlets
- Opening Spring 2017 to serve a population of almost one million
- Located in Jenks, Oklahoma on Creek Turnpike
We got 99 problems... but

________________
ain’t one.

Doin’ deals
TULSA TRENDS 2015

Kate Thorp
Retail Specialist