OFFICE
2013 TRENDS

Newmark Grubb
Levy Strange Beffort

Jared Andresen
Managing Director, Sr VP
jandresen@newmarklsb.com
2012 RECAP
2012 Major Leases

- Latshaw DRILLING
- Northwestern Mutual
- navico
- explorer PIPELINE
- Samson ENERGY
- WPX ENERGY
- ORS Nasco
- Airgas
### 4th Quarter 2012

<table>
<thead>
<tr>
<th></th>
<th>Inventory (SF)</th>
<th>Q4 Vacancy %</th>
<th>2012 Absorption</th>
</tr>
</thead>
<tbody>
<tr>
<td>A</td>
<td>6,732,944</td>
<td>7.7%</td>
<td>281,556</td>
</tr>
<tr>
<td>B</td>
<td>10,967,636</td>
<td>23.9%</td>
<td>265,303</td>
</tr>
<tr>
<td>C</td>
<td>5,737,187</td>
<td>24.2%</td>
<td>(127,829)</td>
</tr>
<tr>
<td>Total</td>
<td>23,437,767</td>
<td>19.3%</td>
<td>419,030</td>
</tr>
</tbody>
</table>
2012 Major Sales

**Warren Place I & II**
960,000 SF
Rosemont Realty

**16 Centre Plaza**
40,626 SF
Great River Dam Authority

**Wilbros Bldg**
113,284 SF
Mesa Real Estate Partners
2013 ACTIVITY
Vacancy Rates

Class A  Class B  Class C

30%
20%
10%
0%

2011 Q1  2011 Q3  2012 Q1  2012 Q3  2013 Q1  2013 Q3
Company Announcements

- **Verizon**: 500 jobs
- **West Corporation**: 100 jobs
- **AT&T**: 100 jobs

Total: 700 new Tulsa jobs
NEW DEVELOPMENT
UTICA PLACE EXPANSION
2014 OUTLOOK
2014 OUTLOOK

Construction

Office buildings for sale to attract

Vacancies in Class A & B
“For the sake of full disclosure, I am obligated to inform you that this property is located on a planet besieged by war, poverty, disease, political unrest and rampant stupidity.”