Ben Ganzkow
CBRE|Oklahoma
## Quick Stats

<table>
<thead>
<tr>
<th>MY 2013</th>
<th>Current</th>
<th>Year End 2012</th>
<th>Mid Year 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacancy</td>
<td>12.68%</td>
<td>↓</td>
<td>↓</td>
</tr>
<tr>
<td>Lease Rates</td>
<td>$10.32</td>
<td>↓</td>
<td>↓</td>
</tr>
<tr>
<td>Net Absorption</td>
<td>265.7K</td>
<td>↑</td>
<td>↑</td>
</tr>
<tr>
<td>Construction</td>
<td>135,000 SF</td>
<td>↑</td>
<td>↑</td>
</tr>
</tbody>
</table>
Multi Tenant Construction

2008
2009
2010
2011
2012
2013

0
100,000
200,000
300,000
400,000
500,000
600,000
700,000
800,000

CBRE Oklahoma
Multi Tenant Construction

The Vineyard
Multi Tenant Construction

Yale Village
## Compare Quick Stats: Tulsa Vs. OKC

<table>
<thead>
<tr>
<th></th>
<th>Tulsa</th>
<th>OKC</th>
</tr>
</thead>
<tbody>
<tr>
<td>Vacancy</td>
<td>12.68%</td>
<td>8.73%</td>
</tr>
<tr>
<td>Lease Rates</td>
<td>$10.32</td>
<td>$11.10</td>
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<tr>
<td>Net Absorption</td>
<td>265.7K</td>
<td>141K</td>
</tr>
<tr>
<td>Construction</td>
<td>135K</td>
<td>355K</td>
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</tbody>
</table>
Big Box By Class A, B, C

- Class C: 66%
- Class A: 21%
- Class B: 13%
71st Street Box Space

Conn’s Leased
Former Sports Authority

Natural Grocers
Leased Former
Linens N Things
71st Street Box Space

Ashley leased
Former
Circuit City

Tile Shop
leased
Former
Circuit City
Natural Foods / Organic Grocery

Sprouts
101st & Memorial
Natural Foods / Organic Grocery

Sprouts
41st & Harvard
Natural Foods / Organic Grocery

Natural Grocers
New Restaurant Concepts

- Einstein Bros. Bagels
- Raising Cane's
- Jersey Mike's Subs
- Zoe's Kitchen
- My Fit Foods
Retailers Looking

Costco Wholesale

The Container Store®

Nordstrom Rack

HomeGoods Happy®

Gander Mountain

We Live Outdoors

CBRE Oklahoma
Multi Tenant Investment Sales

- 9 Reported Multi-Tenant Sales (Through Oct.)
- Total Volume $84 M

Top 3 Sales
- Smith Farm Marketplace $49 M (Owasso)
- Tulsa Promenade $12.3 M (Distressed)
- Gold’s Gym Center $10.2 M (66th & Memorial)
Tulsa Multi-Tenant Sales

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume (Millions)</th>
<th>No. of Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>$5.0</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>$50.0</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>$5.0</td>
<td></td>
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<tr>
<td>2012</td>
<td>$90.0</td>
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<tr>
<td>2013 (Thru Oct.)</td>
<td>$100.0</td>
<td></td>
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</tbody>
</table>

(Chart depicting sales volumes and transaction numbers from 2009 to 2013.)
Retail Property Values

- Post “Great Recession” – gradual increase
- Make up for lost ground
- City of Tulsa – Retailer incentives
Going Forward

- Outside “Four-wall” Sale Performance
- Mobile + Online + In Store
- E-Commerce retail sales, growing annually 17%
- “Right Sizing”