Ben Ganzkow

CBRE|Oklahoma

Quick Stats

MY 2013	Current	Year End 2012	Mid Year 2012
Vacancy	12.68%	↓	↓
Lease Rates	$10.32	↓	↓
Net Absorption	265.7K	↑	↑
Construction	135,000 SF	↑	↑

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Lease Rate vs. Vacancy

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Oklahoma and Texas

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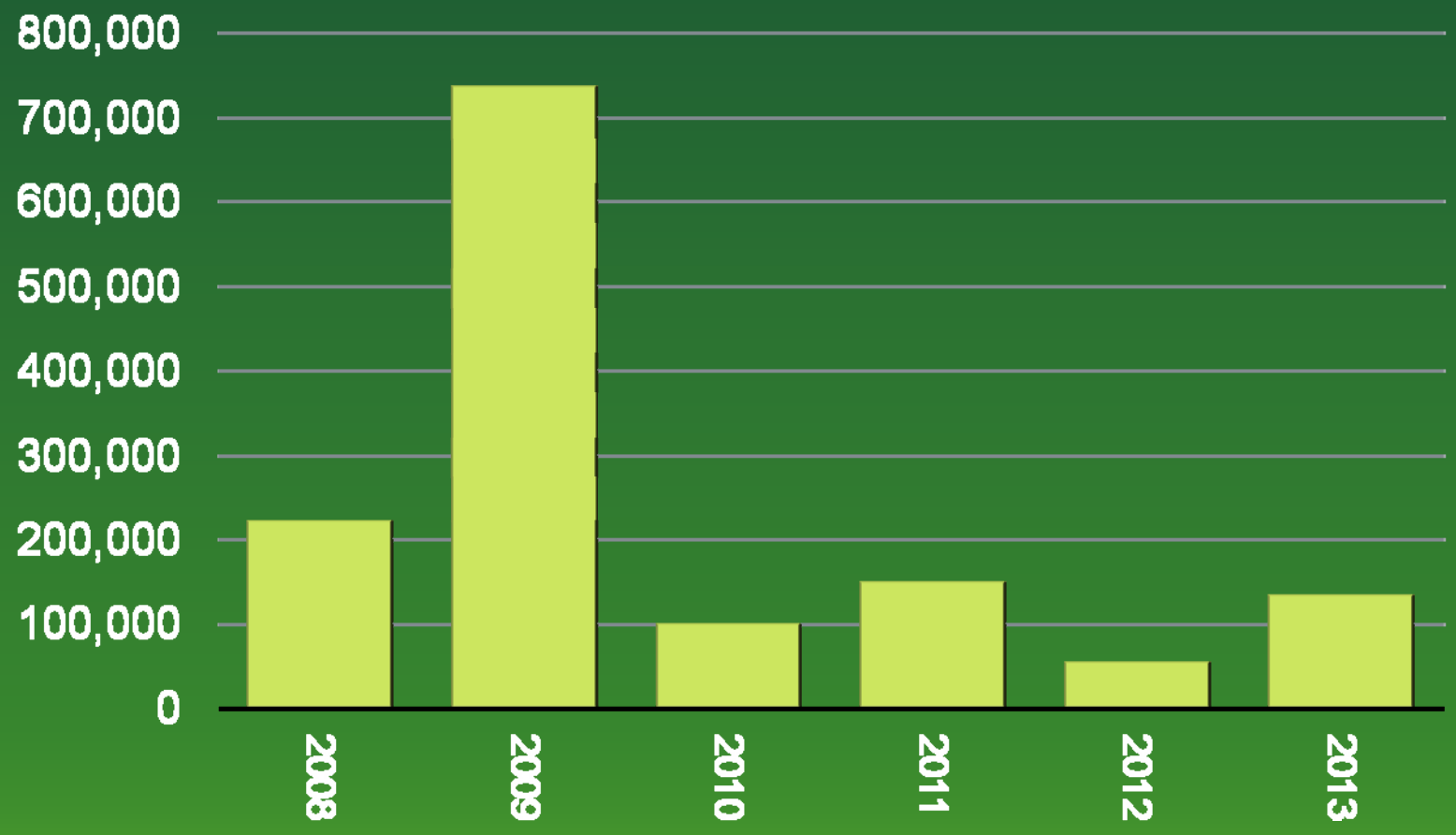
Multi Tenant Construction



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Multi Tenant Construction

The Vineyard

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Multi Tenant Construction

Yale Village

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Compare Quick Stats: Tulsa Vs. OKC

	Tulsa	OKC
Vacancy	12.68%	**8.73%**
Lease Rates	$10.32	**$11.10**
Net Absorption	**265.7K**	141K
Construction	135K	**355K**

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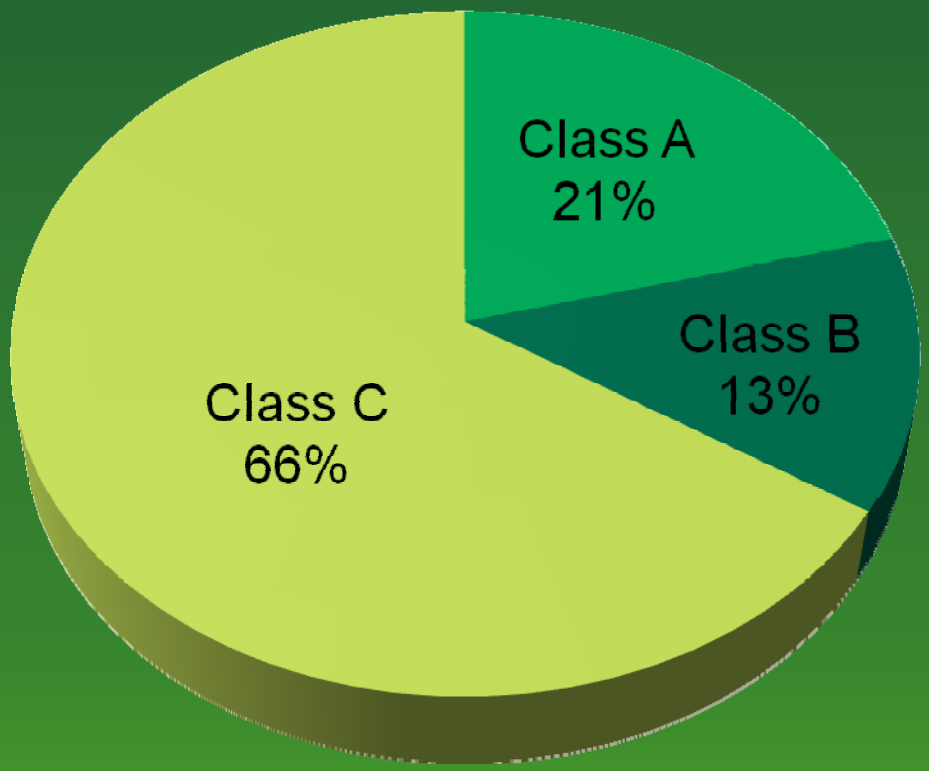
Big Box By Class A, B, C



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71st Street Box Space

Conn's Leased Former Sports Authority

Natural Grocers Leased Former Linens N Things

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71st Street Box Space

Ashley leased
Former
Circuit City

Tile Shop
leased
Former
Circuit City

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Natural Foods / Organic Grocery

Sprouts
101st & Memorial

CBRE | Oklahoma

Natural Foods / Organic Grocery

Sprouts
41st & Harvard

CBRE | Oklahoma

Natural Foods / Organic Grocery

Natural Grocers

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New Restaurant Concepts

Retailers Looking

COSTCO WHOLESALE

The Container Store®

NORDSTROM rack

Be HomeGoods Happy®

GANDER MTN. EST. 1960 WE LIVE OUTDOORS

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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)

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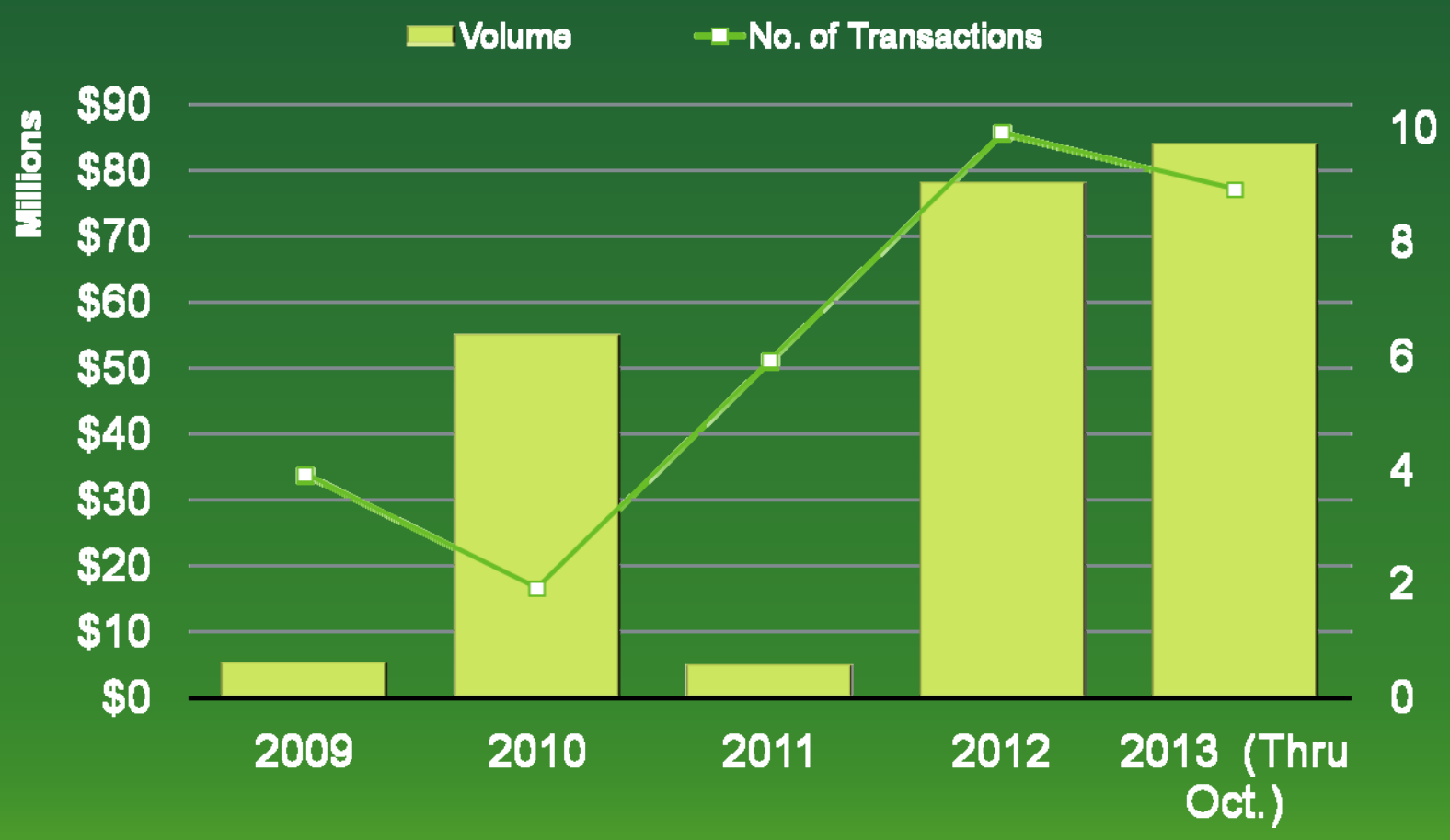
Tulsa Multi-Tenant Sales



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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”