

LAND MARKET OVERVIEW

2015 NAIOP Tulsa Trends

NICK LOMBARDI

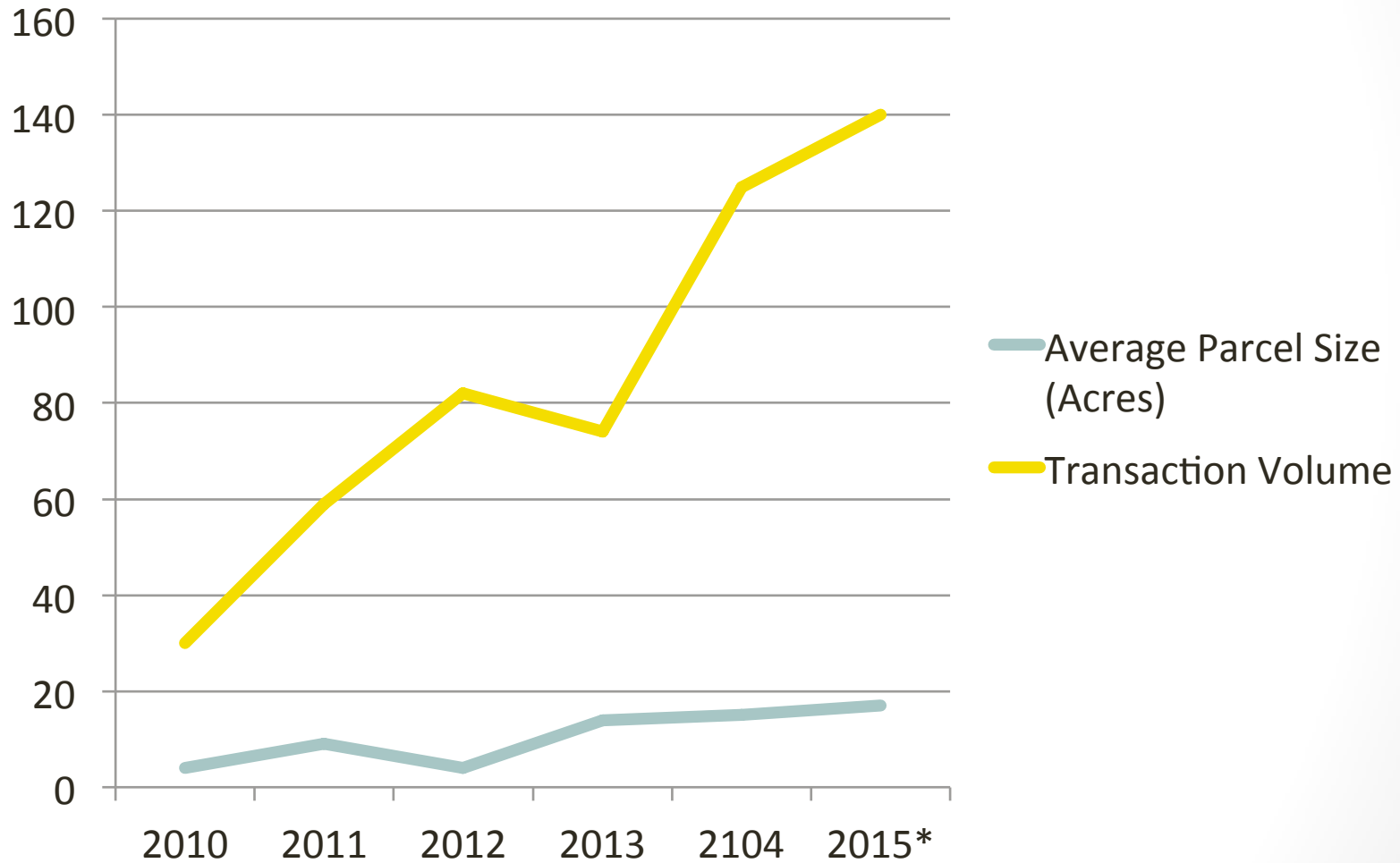
FRISBIE  LOMBARDI

2014/2015 Recap

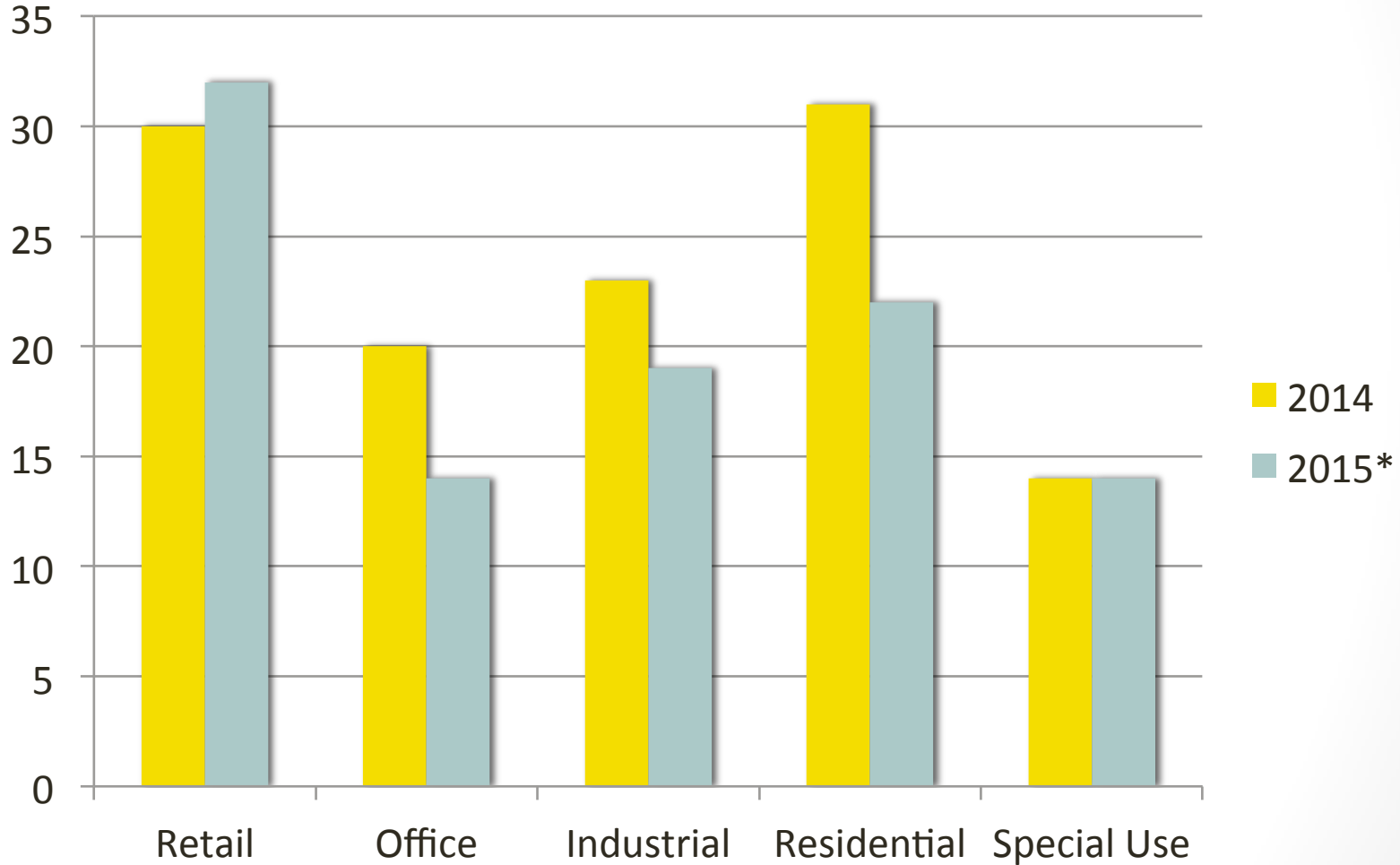
- The Gathering Place
- Outlets! Outlets! Outlets!
- Strong Infill
- New Development Expansion
- Residential Rebound
- Secondary Market?



Sales Volume



Activity By Market Sector



Downtown Tulsa

- Downtown Living
- New Hotels
- Mixed Use



Tulsa

- Riverside
- Costco
- Brookside
- Cherry Street
- Horizon / Woodmont
- Catoosa Hills



Bixby / Glenpool / Jenks



- Memorial / Mingo Corridor
- Warren Medical
- Highway 75

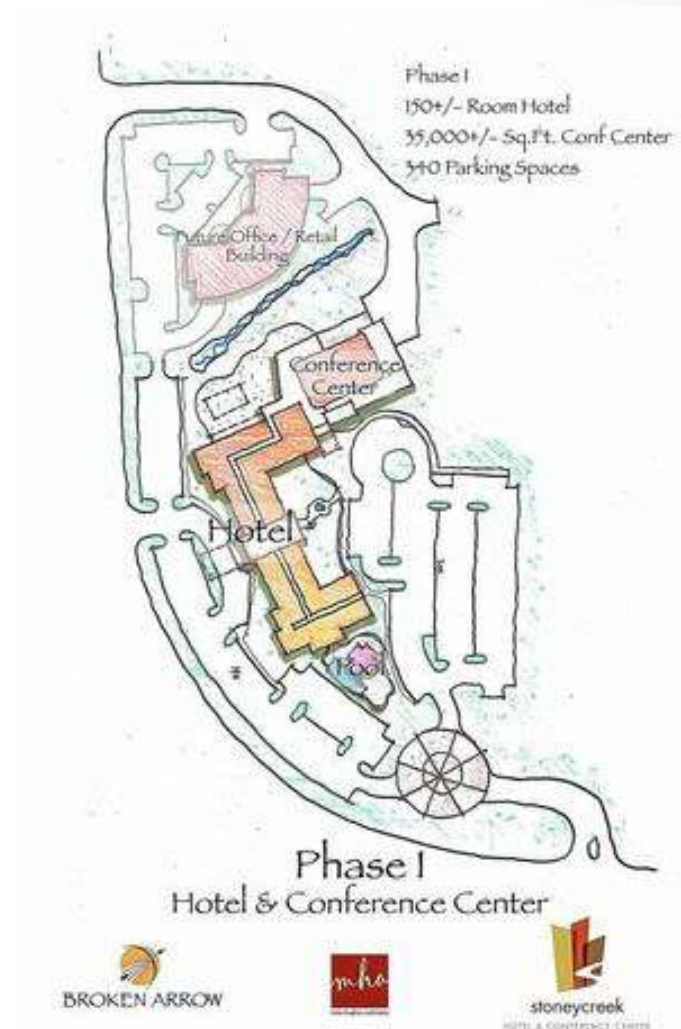


- Simon Premium Outlet
- Riverwalk



Broken Arrow

- Warren Theatre
- Broken Arrow Expressway
- Convention Center



West Tulsa



- Tulsa Hills Expansion
- Highway 75 Corridor
- River City Park



Owasso / Collinsville

- Macy's Fulfillment Center



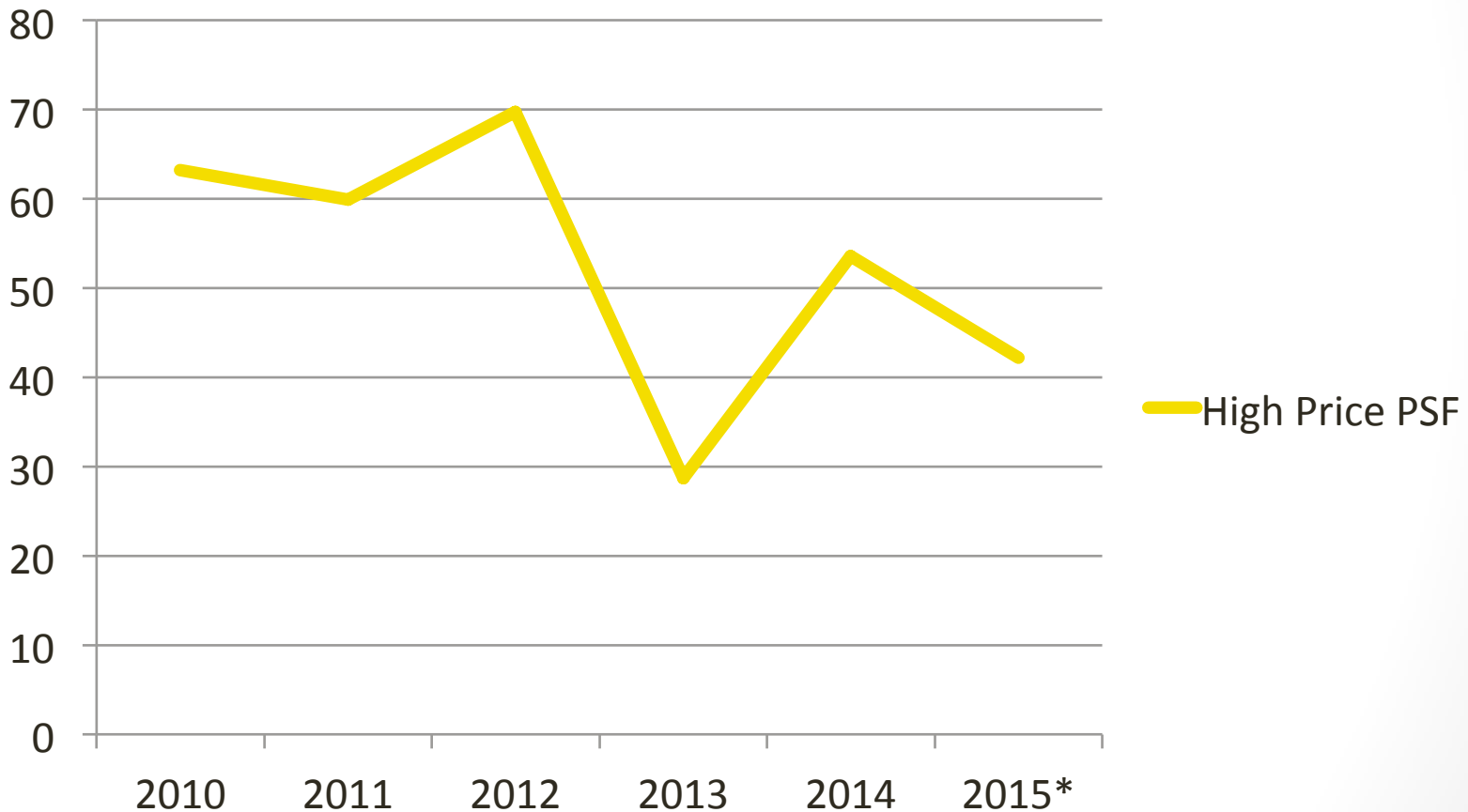
- The Sevens

- 96th Street North



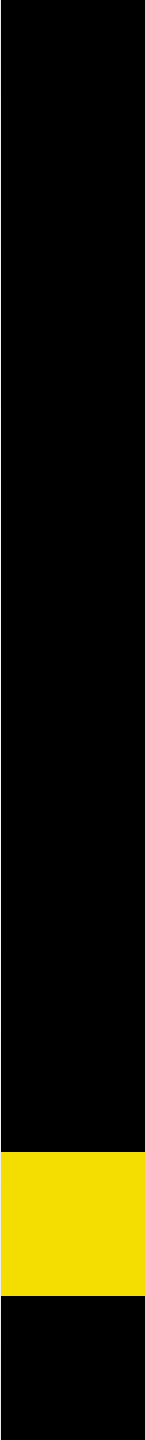
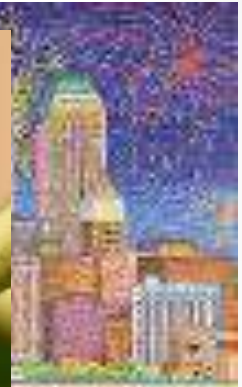
Deals By The Square Foot

High Price PSF



Zoning Code Update

- More
- Less
- Coop
- Tuls
- Ame



2016

- Land Value Stabilization
- Demand vs. Development
 - Interest Rates?
 - Water in the River?
- Changing Demographics
 - Multifamily Bubble?

Moving Forward

- Streamlining Development
- Can Tulsa Support Density?
- What Does River Development Look Like?
 - Where Are The Opportunities?
 - Absorption vs. Capacity