Office Market Occupancy – 3rd Quarter 2015

Class A: 95%
Class B: 76%
Class C: 74%
CBD: 81%
Suburban: 81%

Source: NAIOP Commercial Properties Magazine; Xceligent, Inc. The figures represented herein have been rounded/averaged.
25 Year Occupancy Trend – Total Market

Source: NAIOP Commercial Properties Magazine; Xceligent, Inc. The figures represented herein have been rounded/averaged.
20 Year Occupancy Trend – Total Market

Source: NAIOP Commercial Properties Magazine; Xceligent, Inc. The figures represented herein have been rounded/averaged.
Suburban-CBD Occupancy Trend

Source: NAIOP Commercial Properties Magazine; Xceligent, Inc. The figures represented herein have been rounded/averaged.
Unemployment Trend - Tulsa

Source: NAIOP Commercial Properties Magazine, Tulsa Metropolitan Chamber of Commerce
Unemployment Trend to Office Market Occupancy

Source: NAIOP Commercial Properties Magazine, Tulsa Metropolitan Chamber of Commerce
Office Market 15-Year Trend
Quoted Rent Rates

Source: NAIOP Commercial Properties Magazine; Xceligent, Inc.
## Supply Drivers - CBD – Then and Now

<table>
<thead>
<tr>
<th>Building</th>
<th>2010 Contiguous SF*</th>
<th>2015 Contiguous SF*</th>
</tr>
</thead>
<tbody>
<tr>
<td>One Technology Center</td>
<td>48,156</td>
<td>48,869</td>
</tr>
<tr>
<td>First Place Tower</td>
<td>91,000</td>
<td>150,000</td>
</tr>
<tr>
<td>Bank of Oklahoma Tower</td>
<td>48,184</td>
<td>0</td>
</tr>
<tr>
<td>110 West Seventh</td>
<td>67,644</td>
<td>9,511</td>
</tr>
<tr>
<td>Sun Building</td>
<td>90,000</td>
<td>14,800</td>
</tr>
<tr>
<td>Philcade South</td>
<td>49,975</td>
<td>170,000</td>
</tr>
<tr>
<td>Hartford Building</td>
<td>N/A</td>
<td>74,772</td>
</tr>
</tbody>
</table>

* The total square footage available may be larger.

The information contained herein was obtained from third-party sources including Xceligent, CoreLogic, NAIOP Commercial Properties Magazine, LoopNet, and county records, as well as personal interviews, and is deemed to be reliable. However, all information should be independently verified.
# Supply Drivers – Suburban – Then and Now

<table>
<thead>
<tr>
<th>Building</th>
<th>2010 Contiguous SF</th>
<th>2015 Contiguous SF</th>
</tr>
</thead>
<tbody>
<tr>
<td>4848 Office Center (HSBC)</td>
<td>101,100</td>
<td>0</td>
</tr>
<tr>
<td>Corporate Woods</td>
<td>110,000</td>
<td>22,543</td>
</tr>
<tr>
<td>Eastgate Metroplex</td>
<td>361,349</td>
<td>94,000</td>
</tr>
<tr>
<td>Verizon Cherokee Campus</td>
<td>82,000</td>
<td>134,000</td>
</tr>
<tr>
<td>CityPlex Towers</td>
<td>106,260</td>
<td>120,000</td>
</tr>
<tr>
<td>One Warren Place</td>
<td>11,362</td>
<td>120,000</td>
</tr>
<tr>
<td>Dollar Thrifty East – FOR SALE</td>
<td>N/A</td>
<td>116,854</td>
</tr>
<tr>
<td>Dollar Thrifty West – FOR SALE</td>
<td>N/A</td>
<td>122,289</td>
</tr>
<tr>
<td>TechRidge / Woodward</td>
<td>6,174</td>
<td>52,661</td>
</tr>
<tr>
<td>Kensington</td>
<td>12,000</td>
<td>90,000 (2016)</td>
</tr>
</tbody>
</table>

* The total square footage available may be larger.

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2015 Occupancy – New Construction

8:10 Building (fka Avanti)
810 South Cincinnati
80,000 SF

Geophysical Resource Center II
8811 South Yale
78,992 SF
2016 Occupancy – New Construction

Unit Corporation
West 81st Street & Highway 75
200,000 SF

Gateway Office Plaza
West 96th Street & Highway 75
85,000 SF
2017 Occupancy – New Construction

Santa Fe Square
Second Street & S. Elgin Ave.
Construction Est.: March 2015
Construction End: September, 2017
157,850 SF Total Office
157,850 SF Available

Tulsa Tornado Tower
SF – TBD
Location - TBD
CBD – Office Building Renovation

The Palace Building – The Tulsa World
In Tulsa’s CBD, Elevated green space above the existing train track – Main Street to Elgin Ave.
New spaces would include retail, restaurants and office.
In Tulsa’s CBD, Elevated green space above the existing train track – Main Street to Elgin Ave.
New spaces would include retail, restaurants and office.
Sale Transactions

110 West 7th
491,336 SF
Buyer: 110 W 7th, LLC
Seller: WZ Associates Property Tulsa, LLC
$35,600,000 ($72.46/SF)

3000 Center
57,860 SF
Buyer: Richard C. Gardner Real Estate, LLC
Seller: Pecan Properties, Inc.
$2,375,000 ($41.05)

Union Pines
134,298 SF
Buyer: USCC Services, LLC
Seller: Tulsa UP Garnett, LLC
$12,450,000 ($92.70/SF)

Southern Oaks
31,728 SF
Buyer: GCM SO, LLC
Seller: Southern Oaks Office Bldg.
$1,850,000 ($58.31/SF)

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Sale Transactions

**Tulsa Club Building**  
92,896 SF  
Buyer: TCB Landlord, LLC  
Seller: 115 E 5th, LLC  
$1,500,000 ($16.15/SF)  
VACANT

**Enterprise Building**  
140,000 SF  
Buyer: River City Development  
Seller: North Main LLC & Sharp Boston Enterprises  
$850,000 ($6.07/sf)  
VACANT

**2800 Center**  
35,846 SF  
Buyer: TPG 2800, LLC  
Seller: NBC Oklahoma  
$1,225,000 ($34.17/SF)  
VACATED & DEMO’D

**Hartford Building**  
74,772 SF  
Buyer: Blue Dome Anchor, LLC  
Seller: Tulsa Development Authority  
$2,400,000 ($32.10/sf)  
VACANT

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Oil Prices Go Up?  Down?

Williams Companies?

Samson?

Tornado Building Construction?

Interest Rates Up?

Office Market Occupancy Increases?

Spec Multi-Tenant Construction?

Sublease Increase?

See You Here Next Year?

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MY SOURCES SAY NO

BETTER NOT TELL YOU NOW

ASK AGAIN LATER

CANNOT PREDICT NOW

REPLY HAZY TRY AGAIN

IT IS DECIDEDLY SO

YOU MAY RELY ON IT

AS I SEE IT YES

BETTER NOT TELL YOU NOW

YOU MAY RELY ON IT

AS I SEE IT YES