



2021 OKC

MIDYEAR
INDUSTRIAL
MARKET
SUMMARY



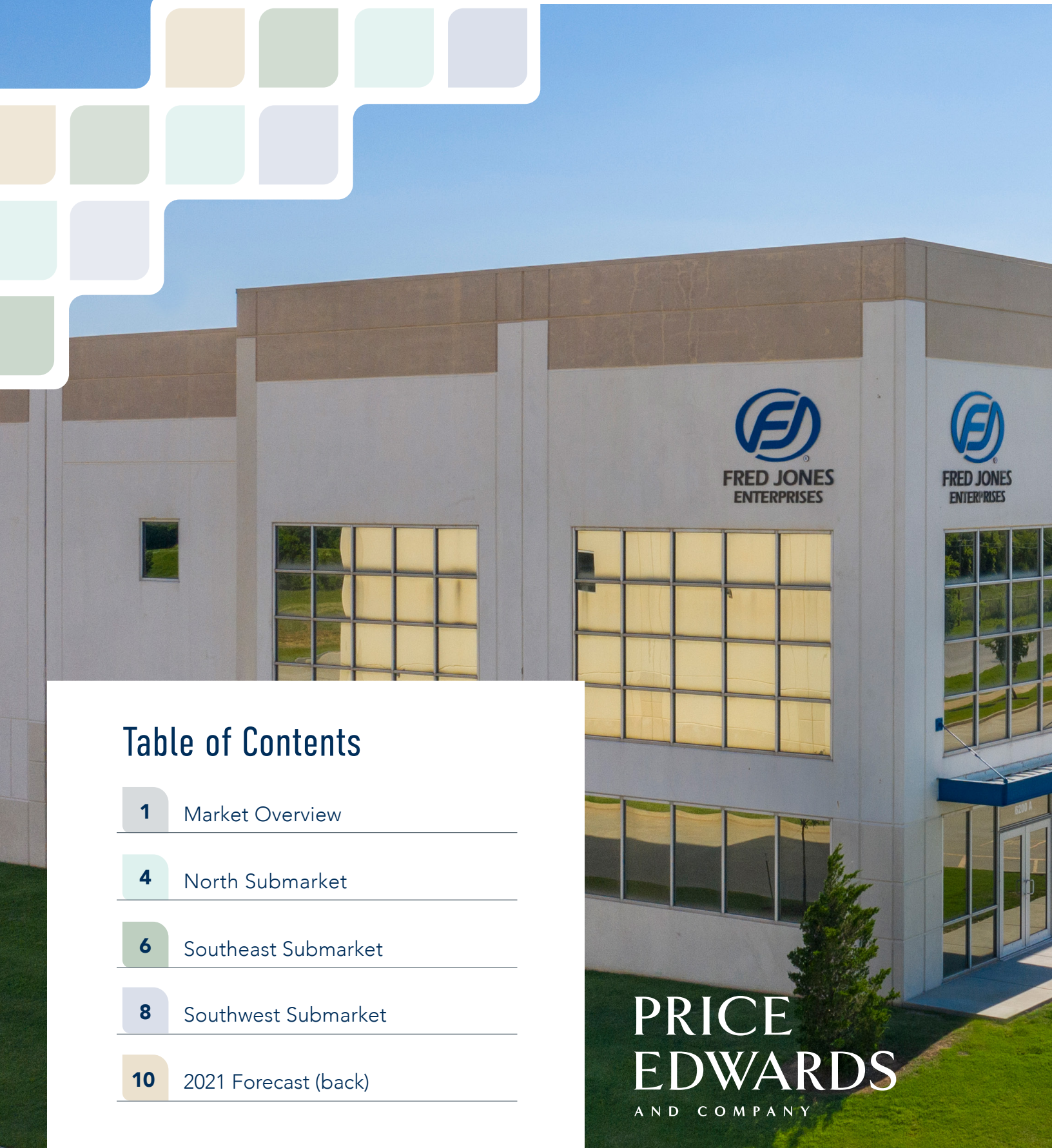


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PRICE
EDWARDS
AND COMPANY



This report covers only multi-tenant, investment grade industrial buildings. We classify buildings according to design, intended use & clear height into 3 categories:



Generally, the minimum size building tracked in any of the property types is 35,000 square ft.

Despite a year of pandemic-related and political uncertainty, the current OKC Multi-Tenant Industrial Market vacancy rate of 8.38 percent is down from 14.93 percent in 2020, the strongest single-year vacancy decline in the last 10 years.

The rapid growth of ecommerce fueled by the pandemic is a significant driving force. We have been told by industrial companies trying to establish operations in the Oklahoma City market that low industrial vacancy and fewer vacant buildings for sale is not just a local phenomenon. Locally there has been a hiatus in speculative warehouse construction which is now being reversed with several active projects in the metro area. This is definitely a “landlord’s market” and, excepting major events in the national economy, the market shows no signs of changing in the foreseeable future.

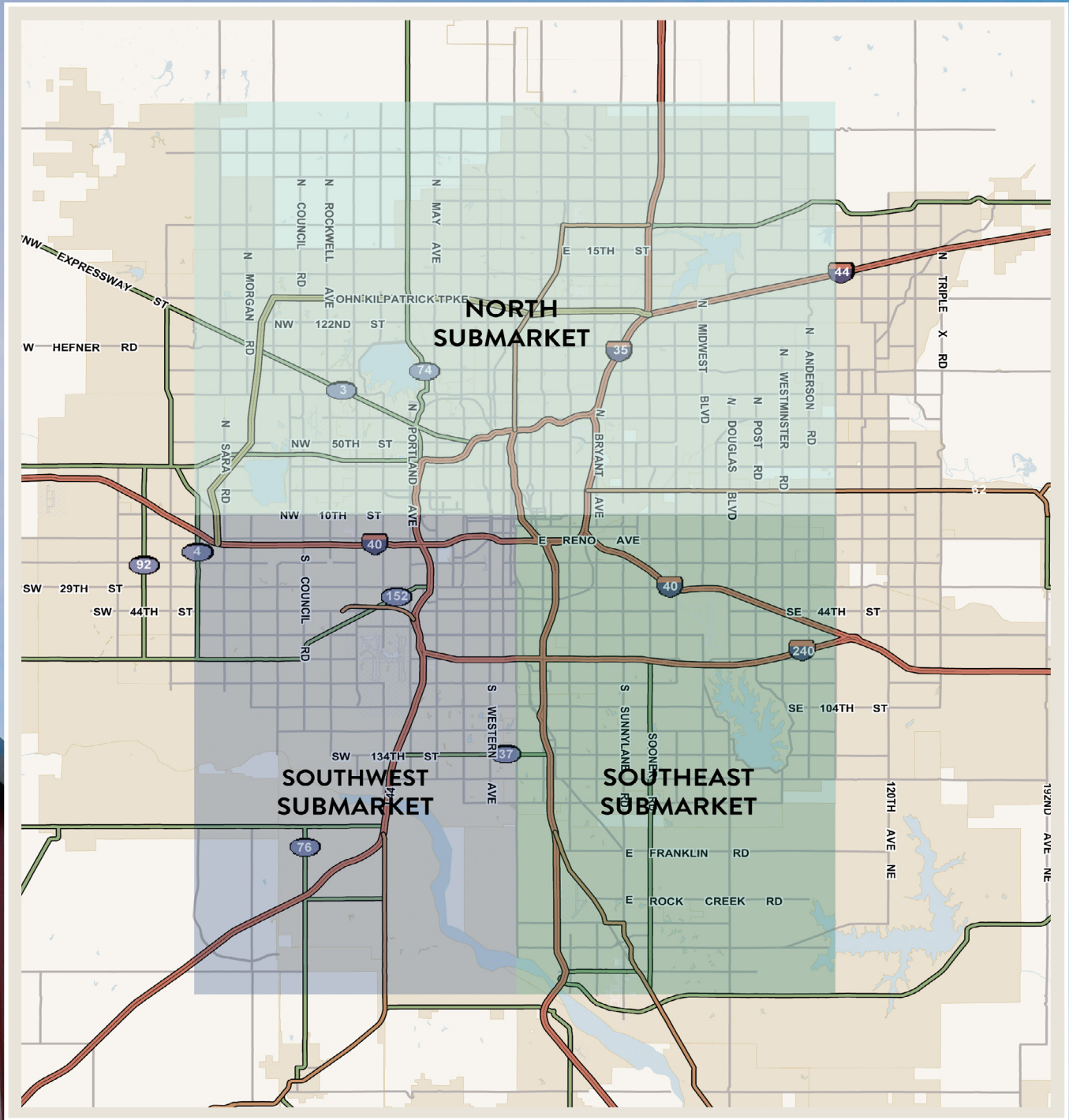
Given its role in the supply chain, it is no surprise that bulk warehouse saw a substantial vacancy decline from 15.59 percent in 2020 to 8.17 percent in 2021, the lowest since 2013’s 4.5 percent. The north and southwest submarkets, which make up almost 84 percent of inventory, performed remarkably with the north 1.77 percent vacancy down from over 25 percent year prior and the southwest 6.45 percent down from 11.47 percent. The southeast submarket saw a slight increase in vacancy from 18.05 percent to 23.08 percent but represents only 16 percent of the overall market. With many national and international tenants occupying bulk warehouses and most being considered essential businesses, the pandemic and local oil and gas appears to have had little effect.

Flex spaces, which generally consist of tenants with less than 12,000 square feet, recorded a modest decline from 9.59 percent in 2020 to 6.47 percent in 2021. This is the fourth consecutive year of decline for



OKLAHOMA CITY

INDUSTRIAL SUBMARKET MAP



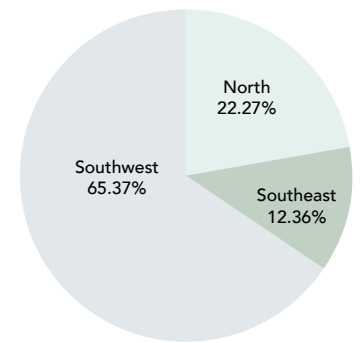
this type of space, down from a high mark of 15.63 percent in 2018. The modest decline is a reflection of the type of tenants flex spaces typically house with many smaller and service-related businesses who were more susceptible to the pandemic and subsequent shutdowns.

Service warehouses, which include older spaces and those with moderate clear heights, also saw a significant reduction in availability with vacancy reaching a 7 year low of 9.96 percent. The southwest submarket led the way with a decrease from 21.92 percent percent vacancy to 11.79 percent. Because of the inclusion of older, larger facilities, this sector is always the most volatile since a few larger vacancies can skew the vacancy numbers. Sales of “investment grade” multi-tenant facilities in the last 12 months included three properties (below) totaling 313,953 square feet, for a total of \$19.6M with an average price per square foot of \$62.42.

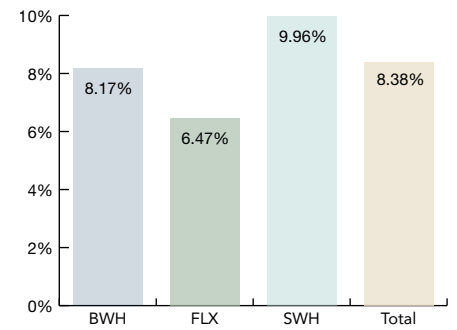
2021 OKC INDUSTRIAL SALES

PROPERTY	SIZE (SF)	SALE DATE	SALE PRICE	PRICE/SF
6200 SW 29th St	60,800	March 2021	\$6,152,446	\$101.19
6220 SW 29th St	60,800	March 2021	\$5,647,554	\$92.89
615 W Wilshire	192,353	Nov. 2020	\$7,800,000	\$40.55
TOTAL	313,953		\$19,600,000	\$234.63

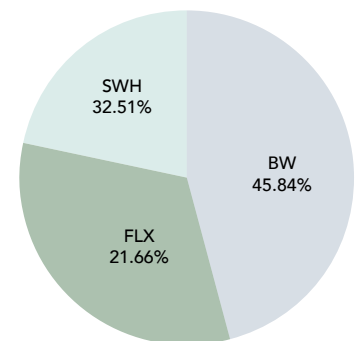
Submarket % of Total Market



Vacancy by Product Type



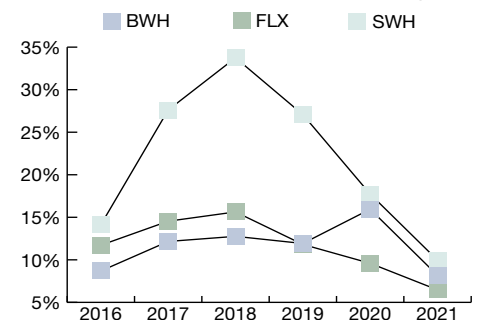
Existing Space by Product Type



5500 SW 29th St



Historical Vacancy by Product Type



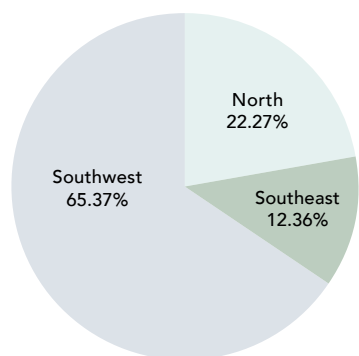
CURRENT NORTH MARKET

Average Vacancy is 3.98%

Aggregate available rental rates:

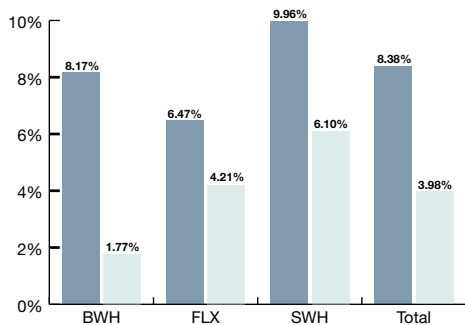
BULK WAREHOUSE	\$3.50-\$7.50
FLEX SPACE	\$8.50 - \$11.70
SERVICE WAREHOUSE	\$4.50 - \$10.20

North Submarket % of Total Market



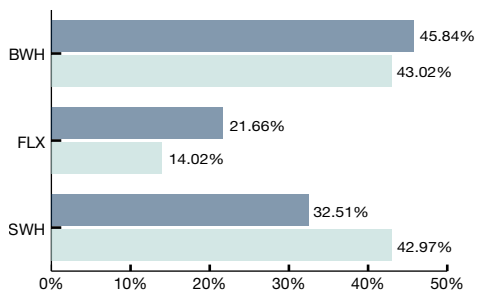
North Vacancy by Product Type

Total Market vs. North Submarket



North Submarket by Product Type

Total Market vs. North Submarket (% of total market)



11400 N I-35 Service Rd

Location	Type	GLA	Vacant	% Vacant	Rate
11300 Partnership Dr	BWH	145,600	0	0%	\$5.85
11301 Partnership Dr	BWH	137,860	0	0%	\$5.00
11400 N I-35 Service Rd	BWH	125,000	0	0%	\$5.50
311 NW 122nd St	BWH	181,648	0	0%	\$4.75
420 NE 48th St	BWH	78,450	0	0%	\$3.50
4401 E Hefner Rd	BWH	100,000	0	0%	\$5.00
615 W Wilshire Blvd	BWH	192,353	18,464	9.6%	\$8.50
6910 N Bryant	BWH	80,000	0	0%	\$6.75

N - BWH Total **1,040,911** **18,464** **1.77%** **\$5.61**

14300 N Lincoln Blvd	SWH	110,640	0	0%	\$10.20
14400 N Lincoln Blvd	SWH	53,212	0	0%	\$8.50
1825 N Walnut Ave	SWH	159,019	46,250	29.08%	\$5.00
217 NE 30th St	SWH	55,000	0	0%	\$0.00
3501 N Santa Fe Ave	SWH	208,000	0	0%	\$0.00
3815 N Santa Fe Ave	SWH	216,000	17,224	7.97%	\$12.25
3905 - 3909 NW 36th St	SWH	77,099	0	0%	\$4.50
4224 N Santa Fe Ave	SWH	110,312	0	0%	\$10.50
7501 Broadway Ext	SWH	50,427	0	0%	\$10.50

N - SWH Total **1,039,709** **63,474** **6.1%** **\$6.83**

100 - 200 W Wilshire Ave	FLX	217,834	8,084	3.71%	\$8.50
430 W Wilshire Blvd	FLX	16,458	3,558	21.62%	\$11.80
7504 Broadway Ext	FLX	66,038	0	0%	\$0.00
8100 N Classen Blvd	FLX	38,850	2,625	6.76%	\$14.00

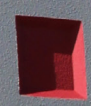
N - FLX Total **339,180** **14,267** **4.21%** **\$8.58**

NORTH TOTALS **2,419,800** **96,205** **3.98%** **\$6.70**



11400

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1300 SE 89th St

Location	Type	GLA	Vacant	% Vacant	Rate
1300 SE 89th St	BWH	60,000	60,000	100%	\$6.50
1320 SE 89th St	BWH	60,000	0	0%	\$6.75
6501 S I-35 Service Rd	BWH	102,020	0	0%	\$2.75
6601 S Air Depot Blvd	BWH	144,000	47,593	33.05%	\$6.00
9401 S Pole Rd	BWH	60,000	0	0%	\$5.50
8001 Mid America Blvd	BWH	130,000	79,042	60.8%	\$5.75
8121 Mid America Blvd	BWH	121,000	0	0%	\$4.25
8120 Mid America Blvd	BWH	131,507	0	0%	\$4.00
2020 S Eastern Ave	SWH	48,450	0	0%	\$6.50
SE - BWH Total		808,527	186,635	23.08%	\$5.19
2020 S Eastern Ave	SWH	48,450	0	0%	\$6.50
SE - SWH Total		48,450	0	0%	\$6.50
1125 SE Grand Blvd	FLX	72,000	0	0%	\$6.00
1533 SE 66th St	FLX	41,276	12,000	29.07%	\$7.00
2300-2700 N Moore Ave	FLX	155,735	4,646	2.98%	\$6.00
9201 Polaris Dr	FLX	60,000	60,000	100%	\$7.50
3634 E I-240 Service Rd	FLX	44,172	1,983	4.49%	\$12.00
3940 E I-240 Service Rd	FLX	72,000	0	0%	\$5.70
5701 SE 74th St	FLX	40,605	0	0%	\$8.50
SE - FLX Total		485,788	78,629	16.19%	\$7.53
SE TOTALS		1,342,765	265,264	19.76%	





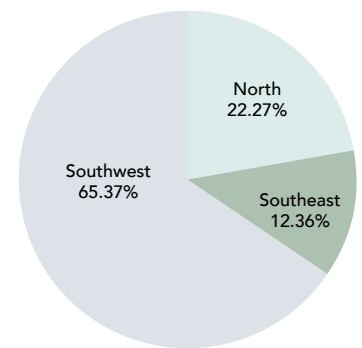
CURRENT SOUTHEAST MARKET

Average Vacancy is 19.76%

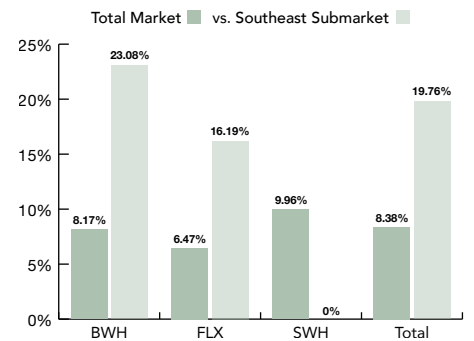
Aggregate available rental rates:

BULK WAREHOUSE	\$2.75 - \$10.00
FLEX SPACE	\$5.70 - \$10.80
SERVICE WAREHOUSE	\$5.50-7.00

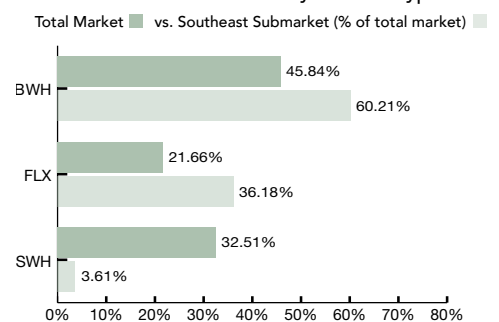
Southeast Submarket % of Total Market



Southeast Vacancy by Product Type



Southeast Submarket by Product Type



CURRENT SOUTHWEST MARKET

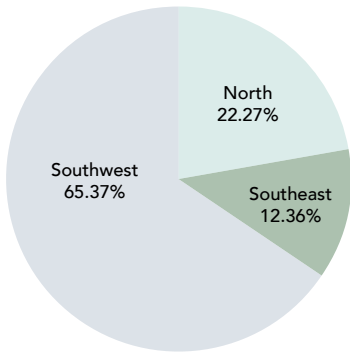
Average Vacancy is 7.74%

Aggregate available rental rates:

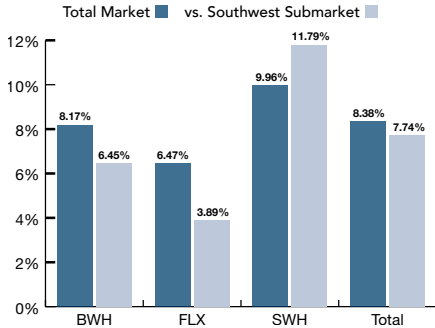
- BULK WAREHOUSE** \$3.50 - \$6.50
- FLEX SPACE** \$4.25 - \$10.50
- SERVICE WAREHOUSE** \$3.50 - 13.00



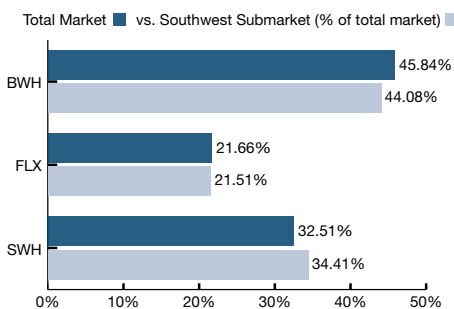
Southwest Submarket % of Total Market



Southwest Vacancy by Product Type



Southwest Submarket by Product Type



6220 SW 29th St

Location	Type	GLA	Vacant	% Vac	Rate
1330-1398 Metropolitan Ave	BWH	69,167	0	0%	\$4.25
2000 S Council Rd	BWH	256,500	0	0%	\$5.50
201 N Harvard Avenue	BWH	39,580	0	0%	\$4.63
3500 S MacArthur Blvd	BWH	171,000	0	0%	\$0.00
3501 Melcat Dr	BWH	106,000	0	0%	\$5.25
3601 S Thomas Rd	BWH	239,023	0	0%	\$5.50
3701 S Thomas Rd	BWH	94,373	0	0%	\$5.35
3800-3860 S Harmon Ave	BWH	114,804	0	0%	\$4.50
397 N Harvard Ave	BWH	56,250	0	0%	\$0.00
400 N Ann Arbor Ave	BWH	119,700	0	0%	\$4.50
4001 NW 3rd St	BWH	95,000	0	0%	\$4.25
4001 Will Rogers Parkway	BWH	101,540	0	0%	\$4.50
4400-4412 SW 25th St	BWH	54,000	27,000	50%	\$9.00
4680 NW 3rd St	BWH	151,200	0	0%	\$4.50
5001 SW 36th St	BWH	125,000	0	0%	\$3.75
5024 SW 36th St	BWH	102,836	0	0%	\$4.50
5200 SW 36th St	BWH	210,600	99,600	47.29%	\$5.50
5201 W Reno Ave	BWH	40,200	0	0%	\$3.50
524 N Sara	BWH	307,360	0	0%	\$5.50
5500 SW 36th St	BWH	76,677	0	0%	\$3.50
5555 Morton Ave	BWH	99,360	35,000	35.23%	\$4.25
5600 SW 36th St	BWH	87,200	40,249	46.16%	\$4.50
600 N Sara Rd	BWH	120,000	0	0%	\$4.75
6100 NW 2nd St	BWH	110,080	0	0%	\$4.25
6120 SW 29th St	BWH	61,000	0	0%	\$6.50
6200 SW 29th St	BWH	60,800	0	0%	\$6.00
6220 SW 29th St	BWH	60,800	0	0%	\$6.00
SW - BWH TOTAL		3,130,050	201,849	6.45%	\$4.60

Location	Type	GLA	Vacant	% Vac	Rate
1001 Enterprise Dr	SWH	80,262	20,064	25%	\$4.50
1101 Enterprise Dr	SWH	63,840	0	0%	\$6.50
1101 Metropolitan Ave	SWH	33,038	0	0%	\$3.50
1131 Enterprise Dr	SWH	80,256	0	0%	\$5.88
301-397 N Harvard Ave	SWH	39,580	0	0%	\$0.00
3600 S MacArthur Blvd	SWH	44,750	0	0%	\$13.00
4116 Will Rogers Parkway	SWH	65,520	10,162	15.51%	\$5.00
417 Hudiburg Circle	SWH	30,000	0	0%	\$10.50
4210 Will Rogers Parkway	SWH	60,000	0	0%	\$0.00
4220-4232 Charter Ave	SWH	56,275	0	0%	\$4.75
4220-4301 Will Rogers / 1401 Cornell Parkway	SWH	33,647	3,509	10.43%	\$8.25
4243 Will Rogers Parkway	SWH	50,208	0	0%	\$4.50
4301 Will Rogers Parkway	SWH	22,551	3,509	15.56%	\$8.25
4601-4627 NW 3rd St	SWH	68,408	23,485	34.33%	\$4.50
4700-4728 NW 1st St	SWH	52,340	0	0%	\$4.95
4917 - 4925 SW 7th St	SWH	86,876	4,157	4.78%	\$4.35
5324 W Reno Ave	SWH	72,300	0	0%	\$3.75
900 Metropolitan Ave	SWH	61,600	0	0%	\$3.50
900-1080 Metropolitan	SWH	61,600	0	0%	\$3.50
901 Enterprise Dr	SWH	80,428	6,508	8.09%	\$5.35
7501 SW 29th St	SWH	1,300,000	216,762	16.67%	\$5.50
SW - SWH TOTAL		2,443,479	288,156	11.79%	\$5.24
1000 Cornell Parkway	FLX	27,018	0	0%	\$5.50
1101-1121 Cornell Parkway	FLX	41,720	0	0%	\$6.50
1233 Sovereign Row	FLX	39,805	0	0%	\$7.00
1301 Cornell Parkway	FLX	33,370	0	0%	\$5.50
2236 NW 10th St	FLX	81,600	1,800	2.21%	\$12.50
235 N MacArthur Blvd	FLX	31,017	9,803	31.61%	\$8.50
304-306 N Meridian Ave	FLX	92,000	18,677	20.3%	\$4.50
340-350 S Vermont Ave	FLX	118,565	9,375	7.91%	\$7.50
3800 S MacArthur Blvd	FLX	60,000	0	0%	\$7.50
400 S Vermont Ave	FLX	143,750	3,750	2.61%	\$7.50
401 N Meridian Ave	FLX	41,190	0	0%	\$5.20
4020 Will Rogers Parkway	FLX	64,298	10,839	16.86%	\$5.75
4100 Will Rogers Parkway	FLX	69,027	0	0%	\$5.50
4130 Will Rogers Parkway	FLX	65,520	0	0%	\$4.25
4141 Highline Blvd	FLX	74,310	0	0%	\$10.00
416 Hudiburg Cr	FLX	30,000	0	0%	\$9.50
4309-4325 SW 21st St	FLX	64,568	0	0%	\$6.50
4703 Enterprise Dr	FLX	34,000	0	0%	\$0.00
4901 W Reno Ave	FLX	48,048	0	0%	\$9.00
6000 NW 2nd St	FLX	79,071	3,907	4.94%	\$6.25
7114 Melrose Ln	FLX	124,200	1,200	0.97%	\$5.00
7624 Melrose Ln	FLX	164,500	0	0%	\$5.00
SW - FLX Total		1,527,577	59,351	3.89%	\$6.57
SW TOTALS		7,101,106	549,356	7.74%	

OKC INDUSTRIAL TOTALS**10,863,671****910,825 8.38%**

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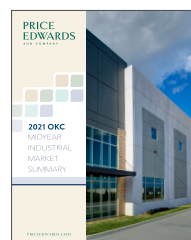
MARKET RESEARCH

Price Edwards & Company has been the leader in the Oklahoma City commercial real estate market for over 25 years, not only in terms of completed transactions, but in market research as well.

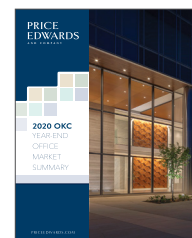
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Industrial Summary



Office Summary



Multifamily Summary



Retail Summary

OKC'S 2021 MID-YEAR INDUSTRIAL MARKET FORECAST

What's coming in the second half of 2021?



VACANCY: Sustained recovery of the national economy will lead to continued low vacancy as e-commerce continues to grow.



RENTAL RATES: Lack of available spaces could lead to rising rental rates with little or no rent concessions.



NEW CONSTRUCTION: Renewed new construction of bulk warehouse product driven by low vacancy, although increased construction costs may slightly hinder some development.



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