

Oklahoma City

H2 2025

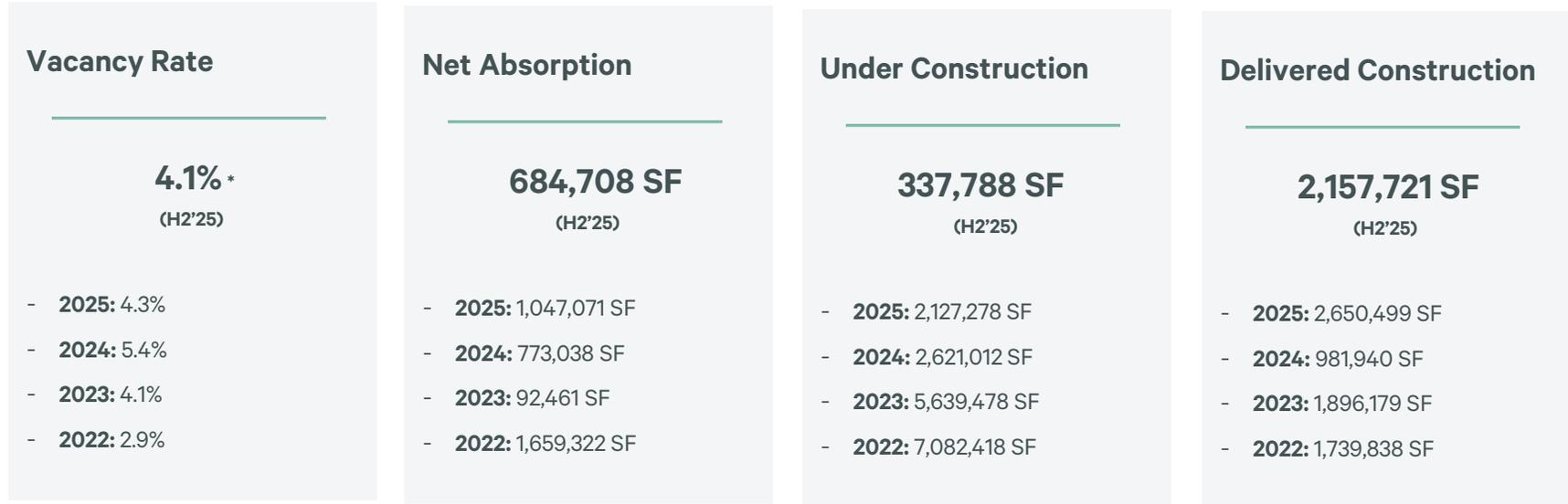
Industrial Insights



- A large volume of industrial space hit the market in the last half of 2025, with 84% of it pre-leased. The Southeast submarket absorbed 79% of the new construction, largely driven by a single owner-occupied asset spanning 1.5 million sf.
- Industrial-using employment sectors posted positive gains with the addition of 717 employees to the Trade, Transportation, and Utilities supersector alone year-over-year.
- Investment sales activity increased 28% from a year ago—Canadian County trading the highest number of transactions at 36, and the Southwest submarket earns the top spot in sales volume totaling \$100 million.

Market View

Historical Market Statistics



Notable Construction



SPEC WAREHOUSE
6940 Sante Fe Ave
Northeast Submarket
Broke Ground Nov. 2025
Delivers August 2026
20,000 SF



PRE-LEASED WAREHOUSE
KiZE Concepts
7008 Ozzy Ave
Northeast Submarket
Broke Ground Apr. 2025
Delivers Feb. 2026
37,500 SF



OWNER OCCUPIED
Standard Roofing Company
6102 Melrose Ln
Northwest Submarket
Broke Ground Sept. 2025
Delivers July 2026
40,000 SF



SPEC WAREHOUSE
OKC 577
2400 E 1-240 Srvc. Rd
Southeast Submarket
Broke Ground Jun. 2025
Delivers Feb. 2026
60,000 SF

Notable Deliveries



OWNER OCCUPIED
Locke Supply Co.
2417 SE 89th Ter
Southeast Submarket
Delivered Jul. 2025
1,535,638 SF



PRE-LEASED WAREHOUSE
Nortek Air Solutions
2321 S Council Rd
Southwest Submarket
Delivered Oct. 2025
52,500 SF



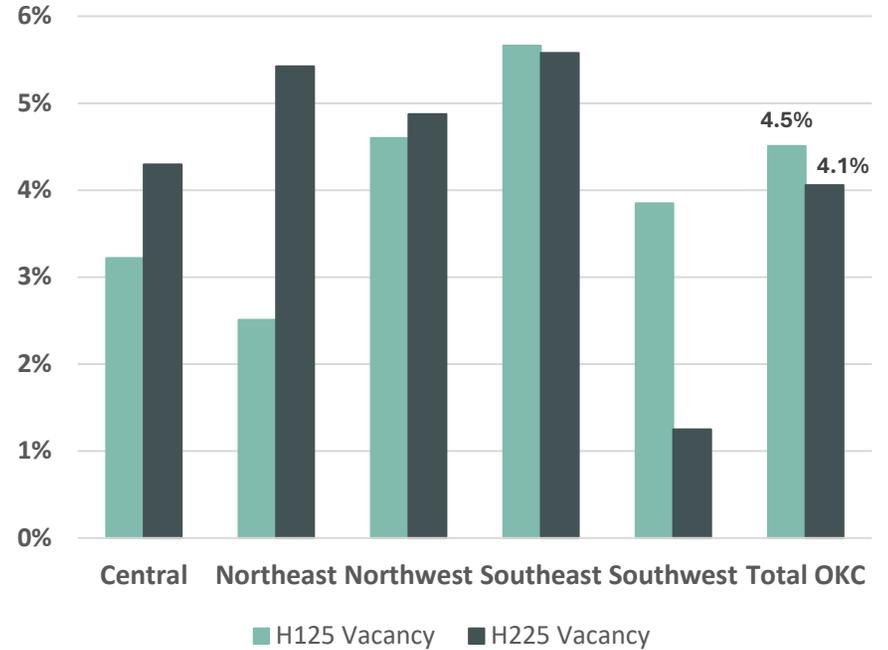
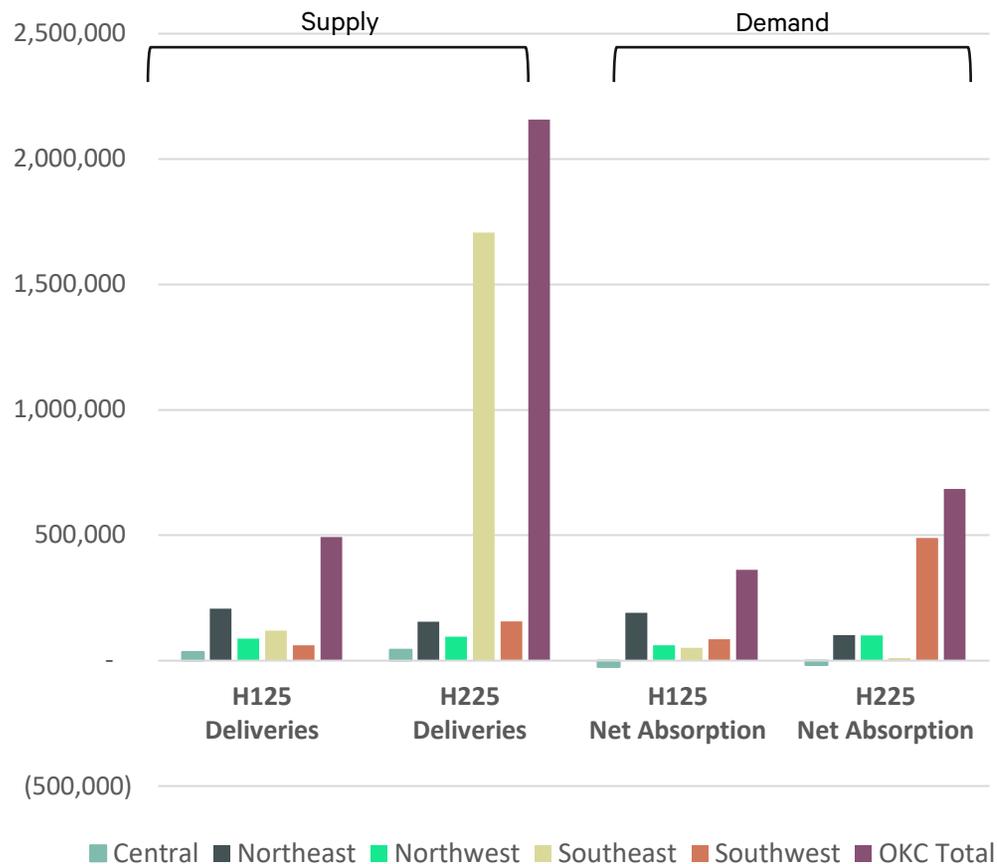
SPEC WAREHOUSE
OKC 577
2200 E 1-240 Srvc. Rd
2300 E 1-240 Srvc. Rd
Southeast Submarket
Delivered Dec. 2025
80,000 SF, each



PRE-LEASED WAREHOUSE
Tenant Undisclosed
2341 S Council Rd
Southwest Submarket
Delivered Nov. 2025
41,600 SF

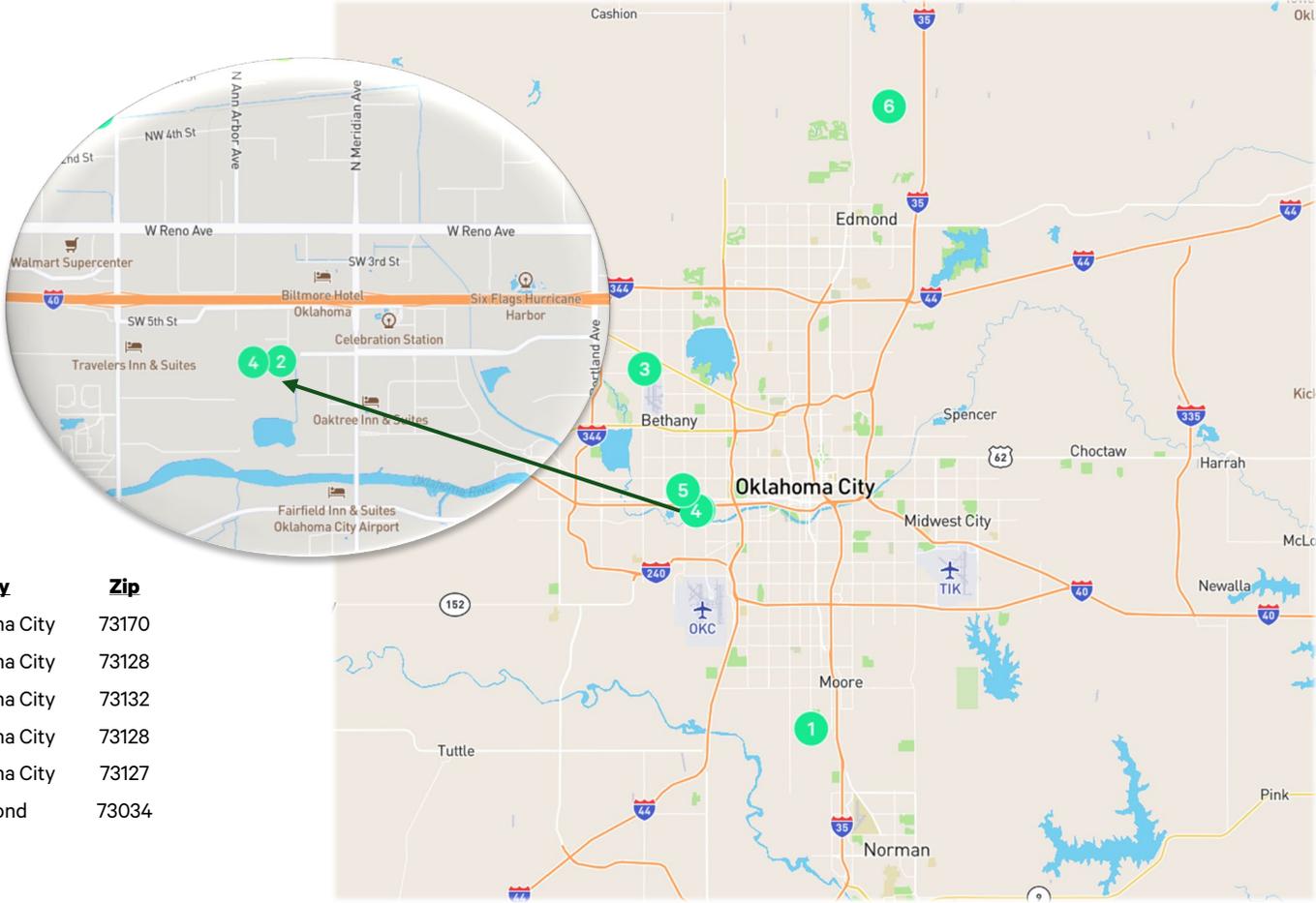
Intra-year Fundamentals by Submarket

The vacancy rate has trended upward in recent years, rising 1.2% from three years ago. However, the total market vacancy rate decelerated in H1'25 and further declined in H2'25 by an additional 0.5%. The Southwest submarket has had the sharpest rate contraction of 2.6% intra-year. As for supply and demand, the largest delivery of the year came from Locke Supply Co., adding 1.5 million sf to the Southeast submarket in Q3'25. The asset represents 71% of the delivered pipeline in the second half of the year.



The market is experiencing higher availability with the availability rate currently at 4.7%, having crested above the sub-3% average last year. Net absorption is tracking with delivered construction, for the most part, allowing vacancy to subside in 2025. Additionally, the construction pipeline has eased in the last couple of years, making way for stabilization in market demand versus the oversupply created by the large and steady infusions from 2022 and 2023—a wave of supply not seen in the market since 2015. These multiple factors placed downward pressure on market rent from the previous half of the year with a current asking rate of \$7.78 psf—a decrease of 1.5%.

Construction - Groundbreakings in H2 2025



#	Property Address	City	Zip
1	6940 Santa Fe Ave	Oklahoma City	73170
2	4901 Bishop Dr	Oklahoma City	73128
3	7720 NW 81st St	Oklahoma City	73132
4	5001 Bishop Dr	Oklahoma City	73128
5	6102 Melrose Ln	Oklahoma City	73127
6	Waterloo Wood Rd	Edmond	73034

- Groundbreakings in H2'25 account for 26% of the current construction pipeline at almost 90,000 sf. Comprising nearly half of that total is owner-user Standard Roofing, set to absorb 40,000 sf. Demand is prevalent in the market, as 69% of the projects that commenced the latter half of the year are pre-leased or have deals inked, leaving just over 27,000 sf available. The Northeast submarket holds 41% of the construction activity.
- The Class A industrial inventory in Oklahoma City outshines that of its neighboring market in Tulsa by possessing double the stock. The current development slate will deliver over 1.8 million square feet of Class A properties in the coming year.
- Gross absorption—defined as move-ins in existing properties without consideration of vacated space—reached a high in Q3 as users enter or expand in the market by way of speculative construction, pre-leasing space, or leasing additional space at renewal. Locke Supply Co. largely contributed to that high. Other all-time peaks came in Q1'24 and Q1'16, when construction was heaviest in the years preceding.

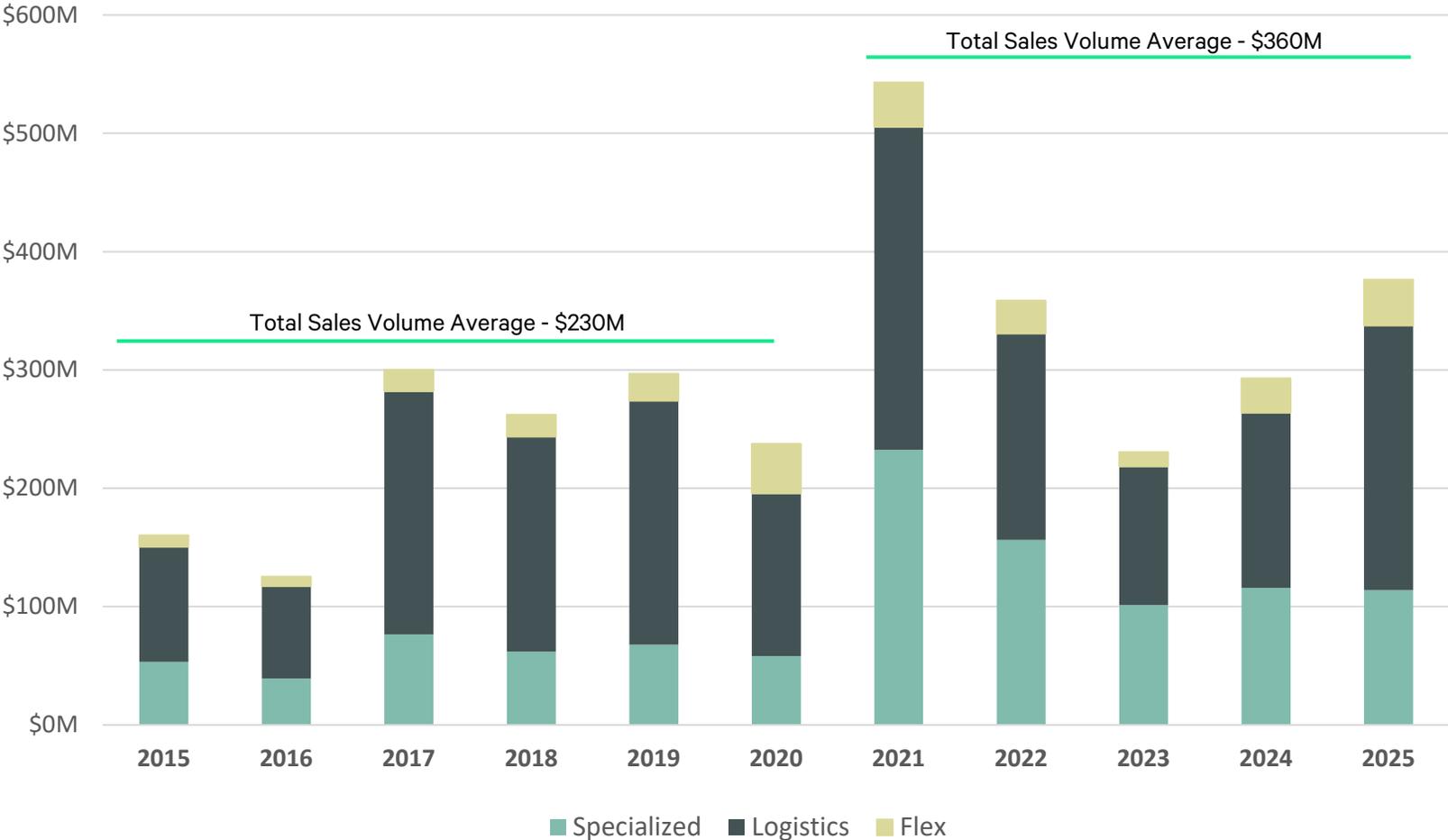
Company Announcements : Expansions and Relocations

- The Oklahoma Department of Commerce released new or expanding company announcements for Q3'25, set to bring 1,186 jobs to date. Tinker Airforce Base is noted for creating 1,000 of the announced new jobs. Manufacturing is a growing industry in the market as evidenced by the below release. Incentive package offerings—such as the Quality Jobs Program, Five-Year Ad Valorem Exemption, Investment/New Jobs Tax Credit Package, or the Business Expansion Incentive Program—have all proven successful in attracting new companies, subsequently diversifying the pool of industry sectors in the market into manufacturing and aerospace & defense.
- A major announcement was made on behalf of a nationally recognized arts and crafts retail chain. Reports indicate a new intermodal facility planned for southwest Oklahoma City, intended to increase goods distribution from the Ports of Los Angeles and Long Beach. The chain—founded in OKC—also announced plans for multiple new retail stores in the Oklahoma City MSA. Kearney-National Inc., operating as Hapco Pole Products, plans to build a production plant at the OKC 577 industrial park, to the tune of \$50 million.

Employer	Location/ New Address	City	New or Expanding	Key Industry Sector	Project Type	Location Type
<u>Elite Trailer Manufacturing, L.L.C.</u>	7700 SW 29th Street	Oklahoma City	Expanding	Transportation & Distribution	Manufacturing	Headquarters
<u>Tinker Air Force Base</u>	SE 59th Street/Douglas Boulevard	Oklahoma City	Expanding	Aerospace & Defense	Manufacturing	Branch
<u>Bosch Home Comfort North America</u>	5005 York Drive	Norman	New	Manufacturing	Manufacturing	Branch
<u>Kearney-National Inc.</u>	OKC 577 Industrial Park	Oklahoma City	New	Manufacturing	Manufacturing	Branch
<u>Hitachi Vantara Manufacturing, Inc.</u>	1800 E Imhoff Road	Norman	Expanding	Manufacturing	Manufacturing	Branch
<u>Applied Industrial Machining, Inc.</u>	1930 S.E. 29th Street	Oklahoma City	Expanding	Manufacturing	Manufacturing	Headquarters
<u>BNSF Railway Company</u> Arts and Crafts Retail Chain	Near HQ (7707 SW 44 th St)	Oklahoma City	New	Transportation & Logistics	Distribution Warehouse	Branch
<u>Knighttek, LLC</u>	Chickasha Airport Industrial Park	Oklahoma City	New	Manufacturing	Manufacturing	Branch

Industrial Investment Sales

Investment sales for logistics continue to be the favored property type, ending the year with the greatest number of transactions—219 in total—and a sales volume of \$224 million. These levels have not been seen since 2021, when the market experienced all-time highs for this asset type, including the highest industrial sales volume to date at \$543 million. Investment sales grew 28% year-over-year, with private buyers and private sellers being the most active participants, accounting for 69% of activity over the last 12 months. Logistics and specialized asset types both traded at \$81 psf, while flex spaces sold at \$99 psf in 2025. Assets located in urban areas settle at higher market cap rates, averaging 11.7%, while assets in the CBD exchange at a 10% market cap rate. The Southwest submarket leads the pack in terms of sales volume, with almost \$100 million over 31 transactions for the year.



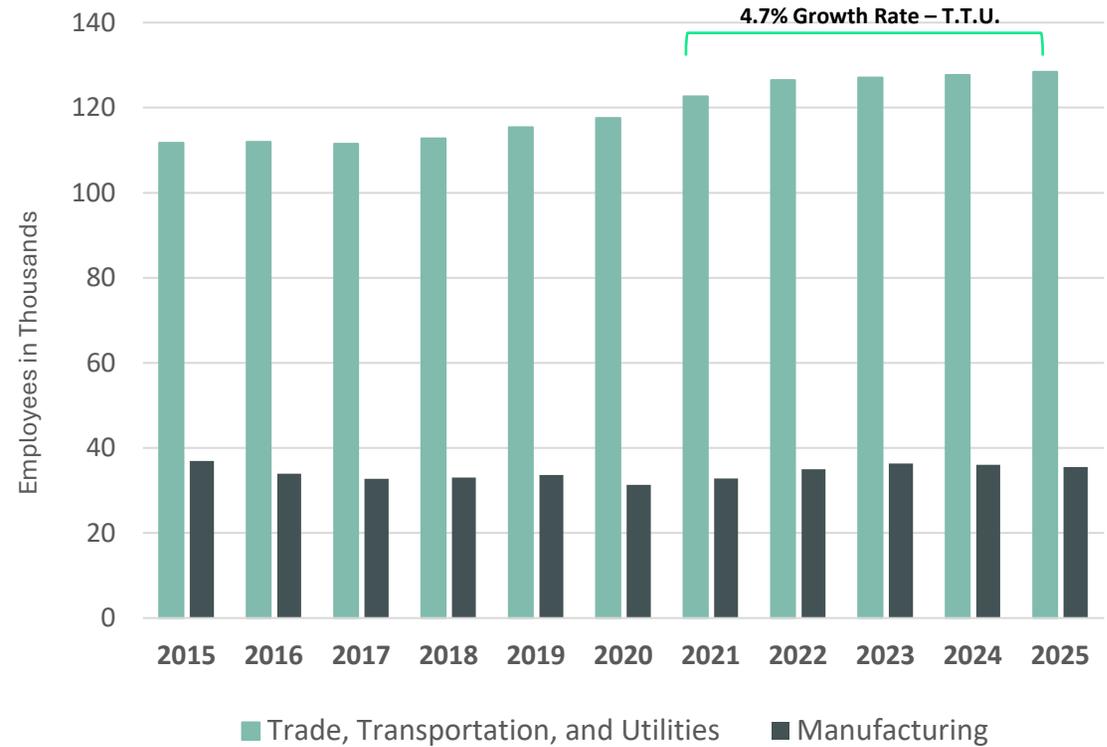
Source: CBRE Research, Costar, MSCI

Economic View

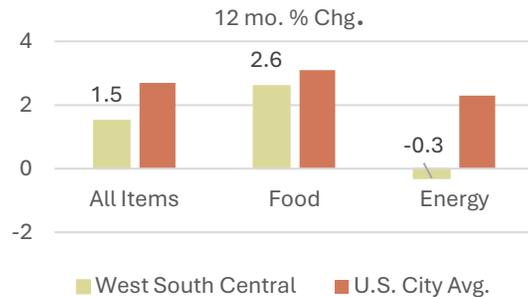
Employment in the trade, transportation, and utilities supersector— which includes Oklahoma City’s key sector, logistics, and accounts for 30% of employment within the supersector—has experienced tremendous growth, with a 15% increase in labor force over the last 10 years. The supersector currently represents 16.3% of the total labor force in Oklahoma City across all industry sectors. The market is host to numerous Fortune 500 and 1000 companies in distribution and logistics and is home to over 3,500 business establishments within the same sector.

In contrast, employment in the manufacturing industry has decreased 1.6% year-over-year and 4% in the last decade; however, growth is recorded at a rate of 3.6% intra-year, supporting the growing company pipeline in this industry.

Industrial Labor Force



CPI



GDP



\$73,735,485*



1.7%
year-over-year



Notable Sale Transactions

2400 S Council Rd - Building 1



Seller	Flint Development
Buyer	La Costa Capital Partners
Sale Date	December 2025
Sale Price	\$59,700,000 (\$101.02 PSF)
SF	590,950 SF
Submarket	Southwest

5700 S Portland Ave



Seller	Setzer Properties OKC LLC
Buyer	RealTerm US, Inc.
Sale Date	August 2025
Sale Price	\$9,950,000 (\$106.49 PSF)
SF	93,438 SF
Submarket	Southwest

4401 E Hefner Rd



Seller	American Metal Supply Co.
Buyer	Metro Emergency Upfitters
Sale Date	July 2025
Sale Price	\$10,750,000 (\$107.50 PSF)
SF	100,000 SF
Submarket	Northeast

4624 SW 20th St



Seller	RJR Investments, LLC
Buyer	DRG Logistics, LLC
Sale Date	December 2025
Sale Price	\$1,750,000 (\$148.14 PSF)
SF	11,813 SF
Submarket	Southwest



Notable Lease Transactions

2400 S Council Rd - Building 1



Tenant	Brady Industries
Sign Date	August 2025
Asking Rate	\$ Undisclosed
SF	140,278 SF
Submarket	Southwest

5419 SW 27th St



Tenant	Innovation Manufacturing
Sign Date	July 2025
Asking Rate	\$6.49
SF	22,765 SF
Submarket	Southwest

7201 S Sunnyslane Rd & I-240



Tenant	Propak Logistics
Sign Date	November 2025
Asking Rate	\$7.50
SF	124,932 SF
Submarket	Southeast

4713 Dougherty Pl



Tenant	Sunbelt Rentals
Sign Date	July 2025
Asking Rate	\$12.00
SF	8,400 SF
Submarket	Southwest



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