

FIGURES | TULSA OFFICE | H1 2024

Tulsa’s office market experiences a slight decline in vacancy rate and delivered construction



Note: Arrows indicate change from previous half.

Key Takeaways

- This half of the year, net absorption in Tulsa increased from -31,757 sq. ft. in H2 2023 to 92,975 sq. ft. in the first half of 2024. The increase in absorption can be attributed to growth in healthcare, engineering, education and non-profit services.
- Delivered construction in Tulsa was confined to the South submarket, which delivered two Class B office buildings totaling 47,634 sq. ft.
- Tulsa has experienced another decline in vacancy from 14.3% in H2 2023 to 13.6% in H1 2024, a result of heightened occupancy. The Tulsa office vacancy rate is now just above the average U.S. office vacancy rate of 12.9%. This uptick in vacancy can be accredited to the return to office following the flight to quality trend.
- Office tenants remain more demanding of amenities to attract remote employees to return to the office. These amenities include on-site restaurants, outdoor green spaces, fitness centers, 24-hour security, and concierge services (dry cleaning, car detailing, valet parking). Many new buildings are featuring open work environments being characterized by the absence of walls or cubicles to foster a sense of community among employees.

FIGURE 1: Historical Market Statistics

	2020	2021	2022	H1 2023	H2 2023	H1 2024
Vacancy Rate	18.2%	15.5%	17.7%	16.1%	14.3%	13.6%
Net Absorption (SF)	(916,676)	(106,797)	(184,599)	439,050	(31,757)	92,975
Delivered Construction (SF)	136,050	58,746	335,650	166,200	173,200	47,634
Under Construction (SF)	367,920	464,505	151,200	80,000	6,540	18,800

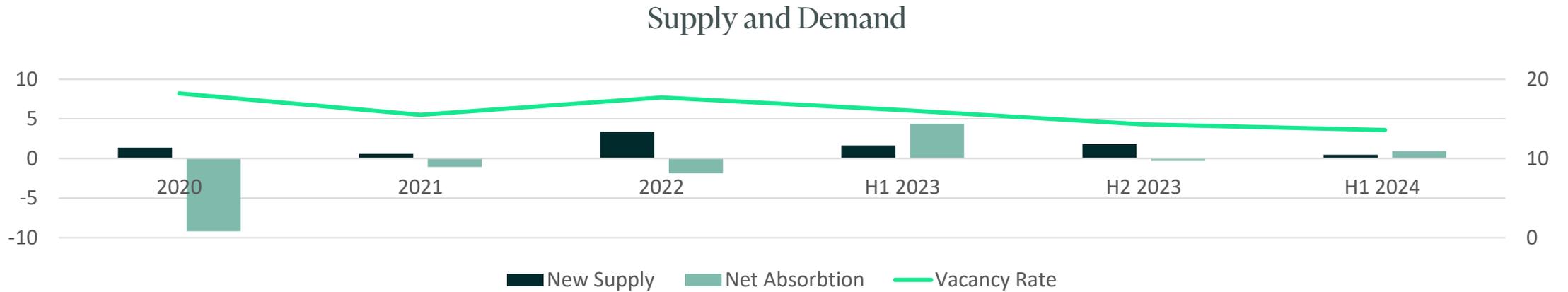
Source: CBRE Research, H1 2024.

FIGURE 2: Historical Market Statistics by Submarket

		2020	2021	2022	H1 2023	H2 2023	H1 2024
CBD	Net Absorption (SF)	(383,484)	(1,135)	88,607	119,908	115,495	179,353
	Delivered Construction (SF)	105,573	-	299,753	151,200	173,200	-
	Vacancy Rate (%)	15.6	13.9	14.6	12.4	12.0	13.1
EAST	Net Absorption (SF)	(127,521)	58,178	(108,168)	(37,461)	(104,054)	61,899
	Delivered Construction (SF)	-	-	-	-	-	-
	Vacancy Rate (%)	22.4	13.7	20.9	21.8	23.9	21.9
MIDTOWN	Net Absorption (SF)	(35,857)	(135,764)	44,170	144,246	(175,380)	(7,997)
	Delivered Construction (SF)	30,477	-	-	-	-	-
	Vacancy Rate (%)	9.8	15.5	15.7	10.6	10.8	10.1
NORTH	Net Absorption (SF)	218	-	(8,360)	60,004	50,472	34,402
	Delivered Construction (SF)	-	-	24,505	-	-	-
	Vacancy Rate (%)	32.6	32.6	33.2	29.8	18.8	19.2
SOUTH	Net Absorption (SF)	(261,652)	(18,501)	(220,717)	267,790	(45,682)	(17,840)
	Delivered Construction (SF)	-	33,846	37,231	15,000	10,000	47,634
	Vacancy Rate (%)	21.0	18.0	20.8	18.6	12.4	11.7
SOUTHWEST	Net Absorption (SF)	(97,783)	26,472	(1,500)	1,628	2,275	-
	Delivered Construction (SF)	-	24,900	-	-	-	-
	Vacancy Rate (%)	30.3	0.3	0.6	0.0	1.4	0.0
UPTOWN	Net Absorption (SF)	(12,597)	(38,317)	21,369	(117,065)	(149,721)	(156,842)
	Delivered Construction (SF)	-	-	-	-	-	-
	Vacancy Rate (%)	7.4	9.3	9.2	17.5	20.8	19.4
TULSA TOTAL	Net Absorption (SF)	(918,676)	(106,797)	(184,599)	439,050	(31,757)	92,975
	Delivered Construction (SF)	136,050	56,746	335,650	166,200	173,200	47,634
	Vacancy Rate (%)	18.2	15.6	17.7	16.1	14.3	13.6

Source: CBRE Research, H1 2024.

FIGURE 3: Supply and Demand



Source: CBRE Research. H1 2024

FIGURE 4: Development Pipeline

Development Pipeline

Deliveries

Development	Class	Building Size	Completed	Submarket
12231 S 74 th E	B	26,000	2024	South
7643 126 th	B	7,450	2024	South

Construction

Development	Class	Building Size	Estimated Completion	Submarket
900 Meriweather	B	12,800	Q3 2024	Okmulgee
6610 E 121 st	B	6,000	Q4 2024	South

FIGURE 5: Notable Lease Transactions

Notable Transactions

1437 S Boulder



Tenant	Nadel & Gussman
SF Leased	18,000 SF
Sign Date	February 2024
Lease Term	Undisclosed
Effective Rent	Undisclosed
Details	
Nadel & Gussman, an oil and natural gas company, leased 18,000 sq. ft. at Boulder Towers, a 4 star office building in the Midtown submarket of Tulsa.	

CBRE

6100 Yale



Tenant	Bank of America
SF Leased	30,793 SF
Sign Date	May 2024
Lease Term	Undisclosed
Effective Rent	Undisclosed
Details	
Bank of America leased over 30,000 sq. ft. of Class A office space in the South Central submarket.	

Newmark Robinson Park

Source: CBRE Research, H1 2024

2 W 2nd Street



Tenant	Cherokee Nation Property Management
SF Leased	38,010 SF
Sign Date	February 2024
Lease Term	Undisclosed
Effective Rent	Undisclosed
Details	
Cherokee Nation Property Management leased nearly 40,000 sq. ft. of Class A office space in the CBD submarket.	

CBRE

2431 E 61st



Tenant	The Orthopedic Center
SF Leased	27,116 SF
Sign Date	May 2024
Lease Term	Undisclosed
Effective Rent	Undisclosed
Details	
The Orthopedic Center leased over 27,000 sq. ft. in this Class A office space located in the South Central submarket.	

CBRE

FIGURE 6: Notable Sale Transactions

Notable Transactions

2029 S Sheridan



CBRE

Buyer	Family & Children's Services
Seller	Sponholz Tulsa LLC
Sale Price	\$5.9M
Total GLA	93,450 SF
Sale Date	May 2024
Details	Family & Children's Services purchased this fully vacant office building in the North Central submarket for \$63.14 per sq. ft.

1323 E 71st



Triad

Buyer	Counseling & Recovery Services of Oklahoma
Seller	Group RMC
Sale Price	\$3.1M
Total GLA	66,448 SF
Sale Date	February 2024
Details	Group RMC sold this 66,448-sq.-ft. building to a non-profit owner/user in the South Central submarket for \$46.65 per sq. ft.

1130 E Lansing



CBRE

Buyer	Three Roaring Fork, LLC
Seller	JT Hamilton Properties
Sale Price	\$2.35M
Total GLA	10,394 SF
Sale Date	January 2024
Details	Investment sale to Three Roaring Fork LLC of over 10,000-sq.-ft. for \$226.09 per sq. ft. in the South Central submarket.

233 S Detroit

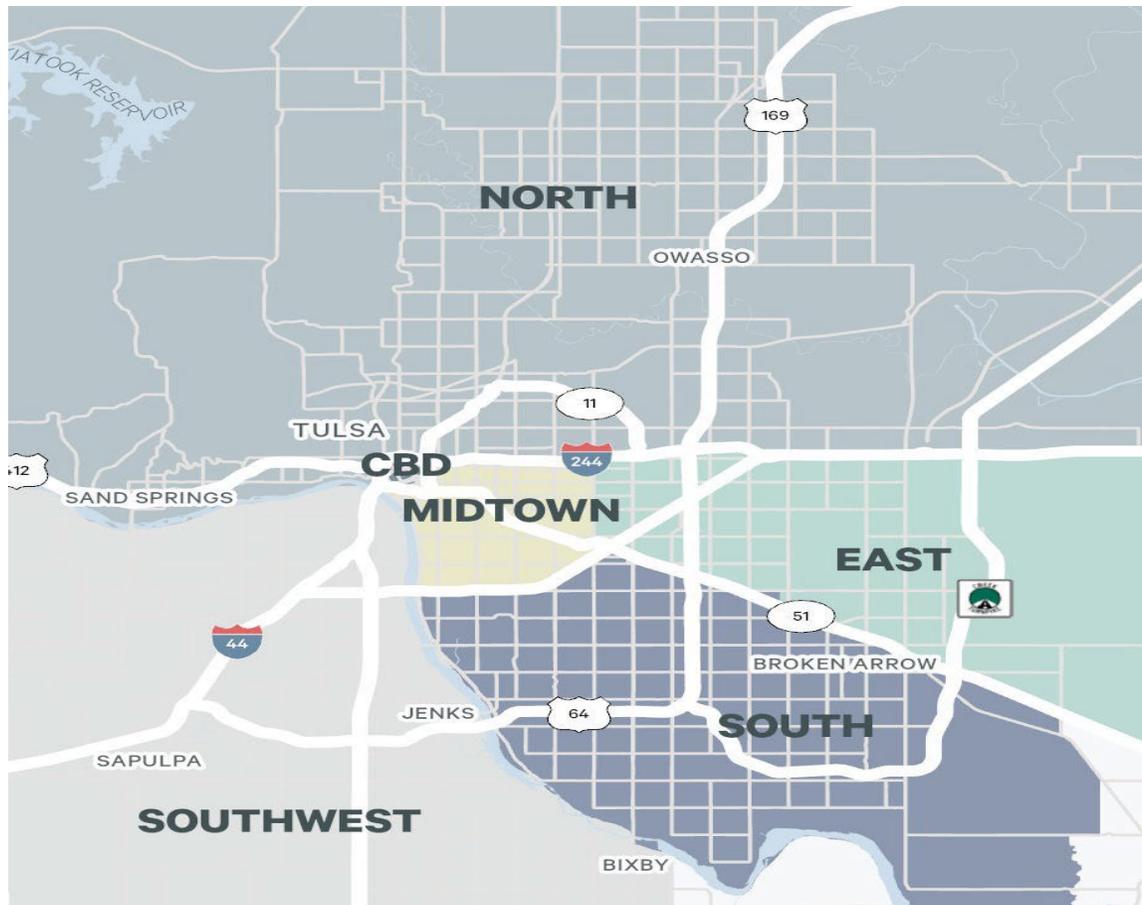


CBRE

Buyer	Benjamin Brown and Jacob Charney
Seller	PB-2012
Sale Price	\$1.95M
Total GLA	16,392 SF
Sale Date	February 2024
Details	Owner/user sale to Benjamin Brown and Jacob Charney. The law firm bought a 16,392-sq.-ft. building for \$118.96 per sq. ft. in the CBD submarket.

Source: CBRE Research, H1 2024

Market Area Overview



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