



CBRE



OKLAHOMA CITY

INDUSTRIAL TEAM CAPABILITIES

Randy Lacey, SIOR & Chris Zach, CPA



MEET THE TEAM



Randy Lacey, SIOR
Senior Vice President
 T: +1 405 607 6062
 randy.lacey@cbre.com

EXPERIENCE

2014 – Present
 CBRE Industrial Services

2000 – 2014
 Newmark Robinson Park,
 Industrial Advisory Group

1994 – 2000
 First Union Bank & Trust
 (SBA Division)

1992 – 1994
 Southwestern Information
 Publishing,
 Sales Representative

1982 - 1992
 Industrial Division, CB
 Commercial
 (CB Richard Ellis), Oklahoma
 City, OK and Sacramento, CA,
 Senior Sales Associate

EDUCATION

University of Oklahoma,
 Norman, OK
 – BBA in Management

CAREER SUMMARY

At CBRE, Inc., Randy is responsible for the sales and leasing of industrial properties. Randy's responsibilities also include working closely with industrial clients who rely on timely market information to grow and expand their business.

Randy began his commercial real estate career in 1982 as an industrial specialist with CB Commercial (CBRE INC) in Oklahoma City. In that capacity, Randy was consistently a high producer. Following his time with CB Commercial, Randy opened Oklahoma City's first branch office for First Union Small Business Capital, one of the premier small business lenders in the United States in 1994. Under his leadership, First Union Small Business became the second largest provider of SBA loans in Oklahoma. Randy's understanding of the financing function in the commercial real estate process adds greatly to the assistance he offers his clients. Through his experience and production, Randy has achieved the Society of Industrial & Office Realtors designations (SIOR), making him one of the commercial real estate elite.

PROFESSIONAL AFFILIATIONS

Past Chairman Commercial/Industrial Division of
 The Oklahoma City Metropolitan Association of
 Realtors

Past Member of the Board of Directors/
 Oklahoma City Metropolitan Association of
 Realtors

Past State Director/Oklahoma Association of
 Realtors

Past President Commercial Real Estate Council

Past President of the Oklahoma chapter of the
 Society of Industrial and Office Realtors, SIOR

Past Vice President of the Oklahoma Chapter of the
 Society of Industrial and Office Realtors, SIOR

Individual Member of the Society of Industrial &
 Office Realtors®, SIOR

Board of Directors/Metro Area of Development
 Corporation

Past Member of the Board of Directors/Commercial
 Real Estate Council



Chris Zach, CPA
Vice President
 T: +1 405 607 6313
 chris.zach@cbre.com

EXPERIENCE

2020 – Present
 CBRE Industrial Services

2013 –2020
 BKD CPAs &
 Advisors, Marketing
 Manager

2012
 Chesapeake Energy
 Corporation, Accounting
 Coordinator

2010 – 2012
 Cole & Reed, PC (now RSM),
 Advanced Associate

EDUCATION

Oklahoma State University,
 Stillwater, OK
 - MS & BS in Accounting

Western Oklahoma State
 College, Altus, OK
 - AA

CAREER SUMMARY

Chris assists users, owners and developers in the sale and leasing of industrial property and has been a Top 10 Producer with CBRE's Oklahoma/Arkansas brokerage business. In addition to individual and group investors, he works with local, regional, and national organizations in a range of specialties, including the manufacturing, distribution, oilfield services, E-commerce, exploration & production, bitcoin/cryptocurrency data mining, and transportation & logistics industries. Chris spent the first decade of his career in public accounting, which helps him to strategically analyze and structure transactions. His disciplined approach to client service revolves around integrity, attentiveness and a standard of excellence. While Chris no longer actively practices, he is licensed as a CPA in the State of Oklahoma.

Chris serves the community as a member of the City Care Board of Directors. He is a graduate of SALLT, Leadership Oklahoma City's LOYAL program and Regional Food Bank of Oklahoma's (inaugural) Leadership Council.

HONORS & AWARDS

Oklahoma Business Ethics Consortium – The
 (inaugural) Dr. David B. Carmichael Leadership
 Award

Oklahoma Society of CPAs – Oklahoma City
 Chapter Distinguished C.P.A. Award

Oklahoma Society of CPAs – Trailblazer Award

Regional Food Bank of Oklahoma – Community
 Service Award

BKD CPAs & Advisors – Wow! Award

FEATURED NEWS

"OKC Industrial Market Sees Record Development,
 Low Vacancy as 2022 Begins"
 - Texas Real Estate Business

"Enough space for 58 football fields: Why industrial
 space continues to explode in Oklahoma"
 - The Oklahoman

"Land of opportunity: OKC's industrial real estate
 on the rise"
 - The Journal Record

"National Outlook: Economic Uncertainty
 Challenges All Sectors of CRE"
 - NAIOP's 2023 Commercial
 Properties

2020 – 2024 Statistics

1.5M SF

Sales Transactions

1.5M SF

Lease Transactions

825 AC

Land Transactions

195

Deals Completed

\$254M

Total Transaction Volume



Oklahoma City Industrial
 Market Share

We are experts on the market. CBRE OKC is involved in over half of OKC's large scale industrial transactions.

WHO WE REPRESENT

HALLIBURTON

Continental
BATTERIES

A1 GARAGE™
DOOR SERVICE



BOB MOORE®



Scotts **Miracle-Gro**



KIMRAY
INC.®

HOBBY LOBBY



LENNOX



NOTABLE TRANSACTIONS



3021 NE 50th

Size 17,694 SF | 5.6 AC
Client Village Travel
Value \$3,250,000



10200 N I-35 Service Rd (Lease)

Size 29,516 SF | 14.77 AC
Client Midwest Wrecking
Value \$3,601,831



8901 S Portland (Lease)

Size 101 AC
Client OKC Airport Trust (Lariat Landing)
Value \$62,000,000



4408 N Sewell

Size 25,000 SF | 2.1 AC
Client Kimray
Value \$2,300,000



2951 S Council (Lease)

Size 33,400 SF | 5.8 AC
Client NOV
Value \$2,469,016



1803 E Britton Rd

Size ±53.5 AC
Client Kimray
Value \$9,331,668



3715 Radio Road, El Reno

Size 76,000 SF | 6.1 AC
Client Hobby Lobby
Value \$8,000,000



7201 S Sunnyslane (Lease)

Size 124,932 SF | 7.97 AC
Client Hobby Lobby
Value \$2,261,009



301 S Western Ave

Size 54,390± SF | 2.9 AC
Client K & D Blumenthal, LLC
Value \$4,300,000.00

MARKETING EXPERTISE

Our strategy is formulated after a careful review of each asset, the status of the improvements, if any, and local market dynamics.

Successful execution of the sale or leasing of the site demands a targeted, thorough approach, making it easy for buyers and investors, as well as tenants, to have a complete understanding of the subject real estate and make an informed decision quickly.

Property
Marketing



Campaign Logic

CampaignLogic is an email marketing platform providing easy-to-use, CBRE branded layouts for property marketing, client communications, invitations, surveys and more, as well as robust occupier contact management, analytics and reporting tools.

Deal Flow

Deal Flow is CBRE's global listing and digital marketing platform for all property and portfolio sales. The entire transaction process is streamlined by providing property marketing capabilities, tracking, a secure virtual deal room and reporting of how prospective buyers interact with each listing.

CoStar

CoStar Group, Inc./ Loopnet.com is a leading provider of information, marketing and analytic services to CRE professionals in the United States. CoStar's suite of services offers their customers online access to the most comprehensive database of commercial real estate information.

Global Listings

Global Listings is CBRE's premier property listing platform. With over 3+ million active property listings in over 100+ countries, Global Listings has the scale to reach buyers across any market segment.

Crexi

Crexi is a leading commercial real estate platform that simplifies listing, analyzing and trading properties. This platform connects buyers to opportunities by enhancing visibility and providing a robust database of available listings.

Location Intelligence

CBRE has an analyst focused on regional warehouse-industrial occupier information. The Location Intelligence Group is proud to deliver a new way to showcase location data and analytics.

WHY CBRE

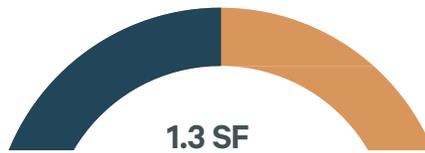
Americas Industrial Services

Business Activity 2024

CBRE's capabilities extend broader and deeper than any other real estate services provider, offering unparalleled tools and resources, leverage, credibility, market coverage and local expertise.

TRANSACTION VALUE

MANAGEMENT PORTFOLIO



Property Sales

Property Leasing

Property Management

Facilities Management

\$30.1B Total Value
1,925 Transactions

\$34.2B Total Value
10,500 Transactions

0.7B

0.6B

Loan Originations

\$11.1B

Loan Servicing

\$38.3B

Valuation & Advisory Assignments

19,350



Business Case Accuracy

Dependable data, better decision making, less surprises



Speed/Scale

Dedicated and experienced team backed by leverage of various resources



Fully Integrated Approach

Real estate strategy supports the business strategy, no silos

GLOBAL RECOGNITION

#138

On the Fortune 500 list in 2023; ranked since 2008

Fortune



Voted the industry's top real estate brand by Lipsey for 24 consecutive years

Lipsey



The largest commercial real estate firm in the world

Forbes

JOIN OUR INDUSTRIAL MAILING LIST

A weekly email blast rotation on new industrial property listings, done deals and market insights from both a local and national perspective.





CBRE



THANK YOU

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