



PROPERTY SALES & LEASING

CBRE

Oklahoma City Industrial Capabilities

2026

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, SIOR, CPA
FIRST 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

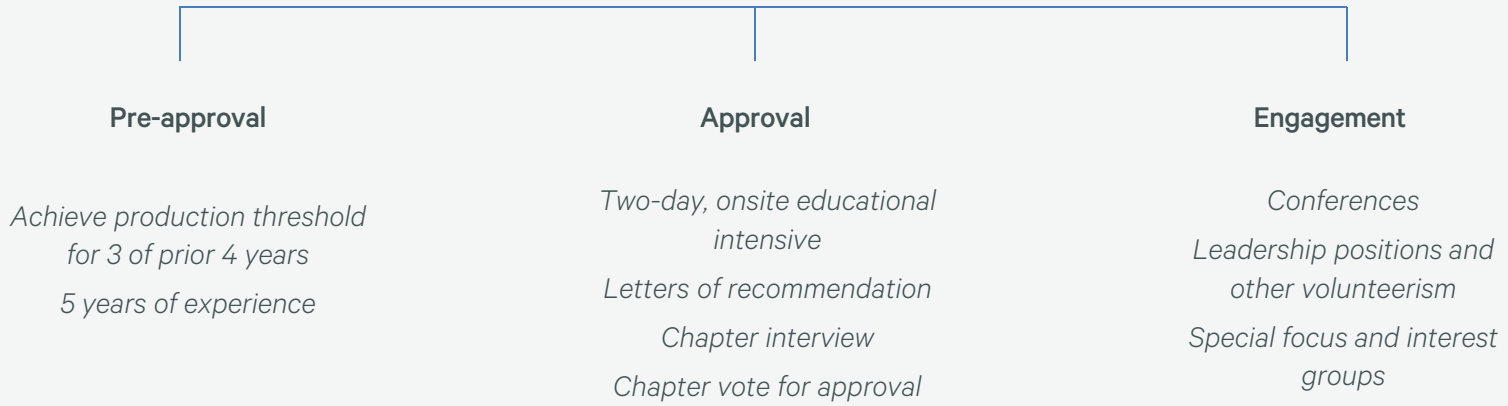
"Land of opportunity: OKC’s industrial real estate on the rise" – The Journal Record

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

The SIOR Difference

Randy and Chris are part of a select group, being two of the 17 Society of Industrial and Office Realtors® (SIOR) designees in the local commercial real estate market. This affiliation connects them with a globally recognized professional association that has served the industrial and office real estate sector for over 80 years. With a membership of 4,000 professionals across more than 50 countries, SIOR highlights a significant level of knowledge, experience, ethics, and success in commercial real estate brokerage. Their SIOR designation reflects their dedication to upholding high industry standards.

THE PROCESS



TWO OF SEVENTEEN SIORs
in the Oklahoma City market



Experience + Knowledge of the Market

119

LEASE TRANSACTIONS

116

SALES TRANSACTIONS

1.79M+ SF 1.81M+ SF

LEASE COVERAGE

SALE COVERAGE

\$124M+

LEASE CONSIDERATION

\$188M+

SALE CONSIDERATION

1,159 AC

LAND TRANSACTIONS - ACRES

2020 - 2025

Proven Performance

HALLIBURTON

Continental
BATTERIES

1 GARAGE
DOOR SERVICE



BOB MOORE®



Scotts Miracle-Gro



WASTE CONNECTIONS, INC.



KIMRAY
INC.

HOBBY
LOBBY

VILLAGE
TRAVEL

LENNOX



PT Solutions
BI ISI

PRIDE
Group
LOGISTICS



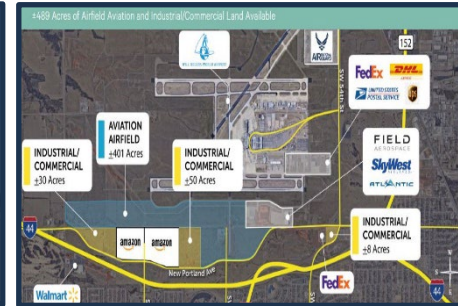
We've Done This Before



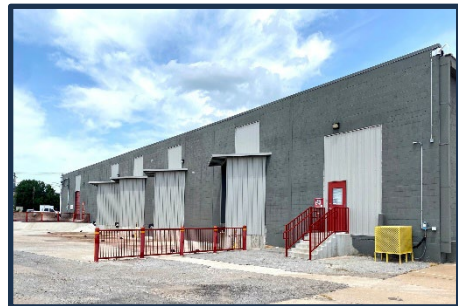
3021 NE 50th
17,694 SF | 5.6 AC
Client: Village Travel
Value: \$3,250,000



10200 N I-35 Service Rd (Lease)
29,516 SF | 14.77 AC
Client: Midwest Wrecking
Value: \$3,601,831



8901 S Portland (Lease)
101 AC
Client: OKC Airport Trust (Lariat Landing)
Value: \$62,000,000



4408 N Sewell
25,000 SF | 2.1 AC
Client: Kimray
Value: \$2,300,000



2951 S Council (Lease)
33,400 SF | 5.8 AC
Client: NOV
Value: \$2,469,016



1803 E Britton Rd
53.5 AC
Client: Kimray
Value: \$9,331,668



3715 Radio Rd, El Reno
76,000 SF | 61 AC
Client: Hobby Lobby
Value: \$8,000,000



7201 S Sunnyslane (Lease)
124,932 SF | 7.97 AC
Client: Hobby Lobby
Value: \$2,261,009



301 S Western Ave
54,390 SF | 2.9 AC
Client: K&D Blumenthal, LLC
Value: \$4,300,000

Cameron Cooper, Jones Development – Kansas City, MO

"I truly mean it when I say this... I've worked on hundreds of projects across the county and seen the spectrum when it comes to brokers. I can honestly say that Chris and Randy are two of the best I've worked with. Truly appreciate their efforts and hard work on this deal. They were extremely forward-thinking and willing to roll up their sleeves to find solutions!"

Kathleen Glasgow, LEAM Drilling Services – New Iberia, LA

"Yes, I was definitely pleased with the experience. Chris and Randy's efforts to keep the transaction on track despite the tight timeline helped make the deal a success. And, of course, they brought us a quality buyer. Ron was equally pleased and sends well wishes that the buyer's development is a big success. We would readily recommend you to others in the commercial real estate market."

Jake Huber, Investor – Reno, NV

"Please accept this letter as our heart-felt thanks for all your experience, guidance, knowledge, time and effort in achieving the sale of our property at 7508 Melrose Lane, OKC, OK. You always returned phone calls and emails in a very timely manner, and you recommended some excellent people to help us."

Stephen Decker, CL Boyd – Oklahoma City, OK

"Ericia and I truly appreciate everything you and Randy did to help us navigate this sale from beginning to end. Your professional counsel and responsiveness were exactly what we needed. Working with you throughout this process validated that we made the right decision by choosing you, Randy, and CBRE as our partner. You provided expertise and perspective that we simply didn't have, and your guidance helped us make the right decisions throughout the transaction. Thanks again for all your hard work and partnership along the way. It was a pleasure working with both of you and we are happy with the outcome."

Marketing Expertise

Our strategy is formulated after a careful review of each asset and any improvements as well as local market dynamics. Successful execution of the sale or leasing of the site demands a targeted, thorough approach, making it easy for buyers and tenants to have a complete understanding of the subject real estate and make an informed decision quickly. Our resources include:

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.

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.

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.

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.

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.

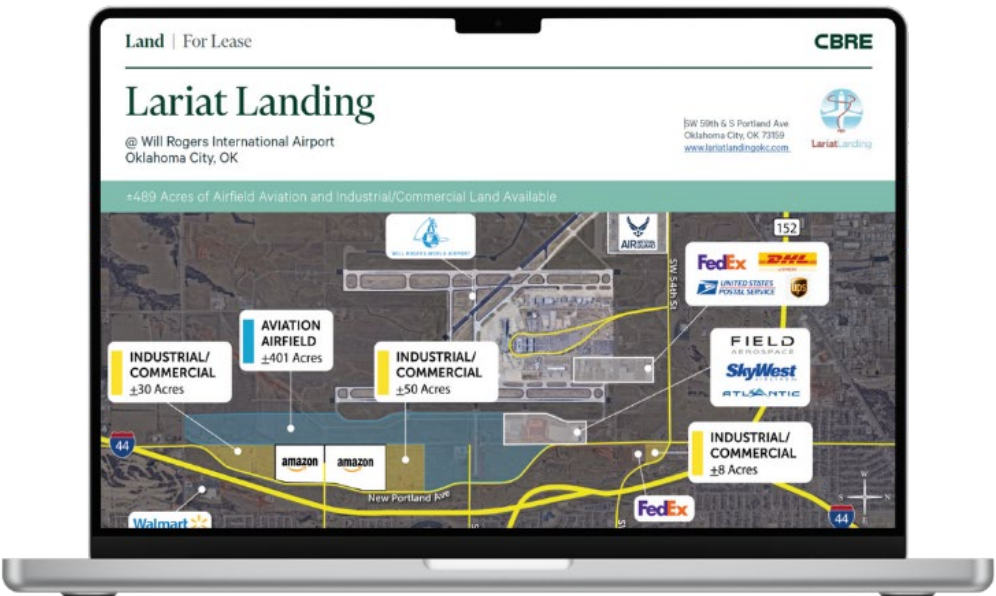
GLOBAL LISTINGS

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.

Reaching Ultimate Potential

Our BIG IDEAS for Making It Happen

DIGITAL & PRINT PROPERTY BROCHURES



DRONE VIDEOS AND PHOTOGRAPHY



Reaching Ultimate Potential

Our BIG IDEAS for Making It Happen

DIRECT MAIL



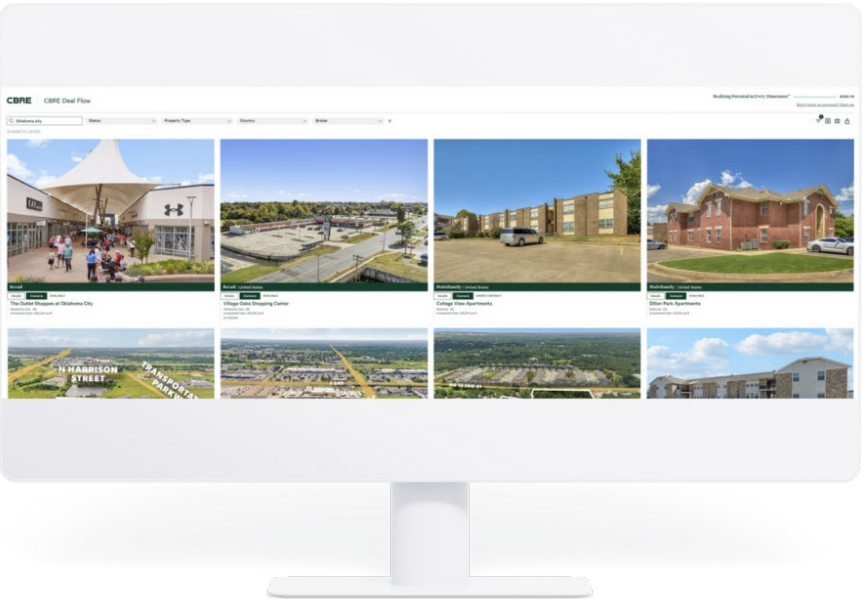
SOCIAL MEDIA



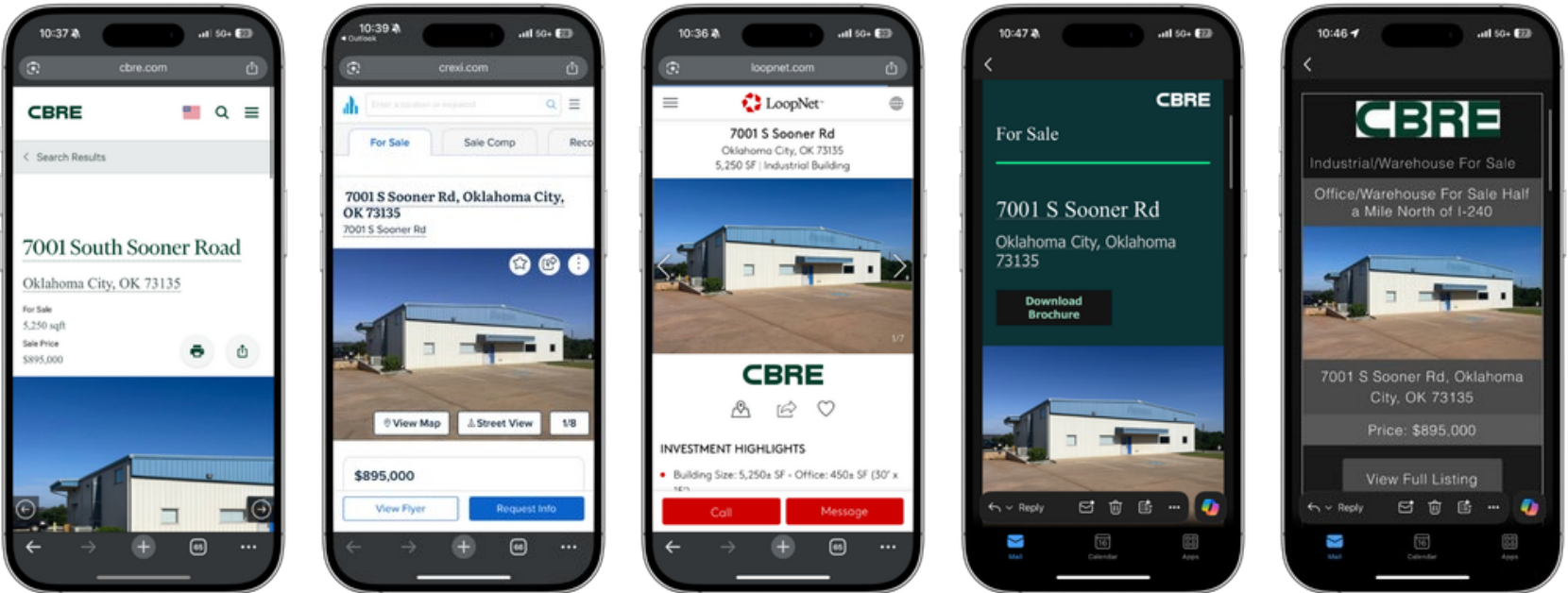
ONSITE SIGNAGE



Deal Flow



EMAIL CAMPAIGNS AND LISTINGS SITES



CBRE Industrial Market

Powered by robust data analytics and a deep understanding of emerging technologies, production processes and global business practices, CBRE industrial professionals offer seamlessly integrated services spanning investment sales, advisory, debt and structured finance and investment banking solutions for industrial properties in all major markets across the U.S. and the globe.

We offer expertise in supply chain logistics, manufacturing, assembly, research and development, distribution and warehouse facilities, and land assignments. Our clients consistently turn to CBRE for market trend analysis, deal flow intelligence and actionable insights that drive powerful outcomes.

National Network

National Partners, a group of market-leading industrial investment professionals located in six key U.S. logistics hubs, who pool their collective intelligence, resources and relationships to provide clients with the most comprehensive sales approach possible.

Niche Specialists

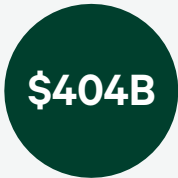
Focused areas of expertise include E-Commerce, Port Logistics, Food Facilities, Infrastructure, Global Supply Chain, Land Services, Life Sciences and Special Properties.

#1 U.S. INDUSTRIAL BROKERAGE FIRM

with a leading 24% market share

Source: Real Capital Analytics, CBRE Capital Markets

2025 GLOBAL ACTIVITY



Total Transaction Value



Properties Sold



Financing

2025 U.S. ACTIVITY



Total Transaction Value



Sales Transaction Value



Leasing Transaction Value

Industry Leading Market Research

- Market Statistics
- Labor Snapshots & Trends
- Economic Outlooks
- Opinion/Trend Pieces

Intelligent Investment

The State of the Oklahoma City Industrial & Logistics Market

REPORT

CBRE RESEARCH
H2 2025



Intelligent Investment

Trends to Watch

04 Industrial

- **Industrial leasing activity will rise slightly in 2026:**
Tenants will continue to renew space at record levels, expand domestic manufacturing capabilities to mitigate tariff-related costs, upgrade to a plethora of available first-generation distribution facilities or outsource distribution to 3PL providers.
- **Vacancy will stabilize due to a lack of speculative completions:**
Despite minimal net absorption due to many lease expirations in older facilities, vacancy will stabilize in the mid-6% range.
- **Occupiers will leverage the use of AI to improve service to consumers:**
This will create a resilient supply chain and location optimization from a labor, cost and power availability standpoint. Locations that can best meet these requirements should offer compelling investment opportunities.
- **Incentives for early lease renewals will increase:**
Older industrial space is being returned at a robust pace, evidenced by the more than 100 million sq. ft. of negative absorption in pre-2020 buildings last year. To encourage earlier renewals by occupiers, many landlords are offering more generous tenant-improvement allowances and longer free-rent periods. On average, occupiers signed renewals 219 days prior to expiration in 2025, nearly 30 days sooner than in 2024. We expect this trend to continue in 2026.
- **Mega big-box occupiers will want to quickly upgrade their space:**
Availability of first-generation facilities in certain markets is expected to quickly dwindle. Louisville, Columbus, Greenville, Chicago, Phoenix, the Inland Empire and Kansas City all have a limited amount of available first-generation blocks of 500,000 sq. ft. or more. Lease expirations in this size range will accelerate over the next three years, increasing the potential tenant base.



Intelligent Investment

2026 U.S. Real Estate Market Outlook

REPORT

Despite Economic Challenges, Commercial Real Estate Expected to Thrive

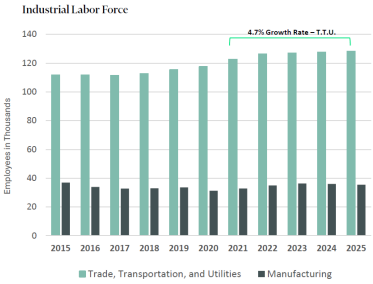
CBRE RESEARCH
JANUARY 2026



Economic View

Employment in the trade, transportation, and utilities supersector—where Oklahoma City's key sector, logistics, lies 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 15.3% 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 16% year-over-year and 4% in the last decade however, growth is recorded and at a rate of 3.6% intra-year, supporting the growing company pipeline in this industry.



Industrial Labor Force

Employees in Thousands

4.7% Growth Rate - T.T.U.

■ Trade, Transportation, and Utilities ■ Manufacturing



CPI

12 mo. % Chg.

■ All Items ■ Food ■ Energy

■ West South Central ■ U.S. City Avg.

GDP

\$73,735,485

CBRE

Market View

Historical Market Statistics

Vacancy Rate	Net Absorption	Under Construction	Delivered Construction
-4.1% (H2'25)	684,708 SF (H2'25)	337,788 SF (H2'25)	2,157,721 SF (H2'25)
- 2025: 4.3%	- 2025: 1,047,071 SF	- 2025: 2,127,276 SF	- 2025: 2,650,499 SF
- 2024: 5.4%	- 2024: 773,038 SF	- 2024: 2,621,072 SF	- 2024: 191,940 SF
- 2023: 4.1%	- 2023: 92,461 SF	- 2023: 6,639,478 SF	- 2023: 1,696,179 SF
- 2022: 2.9%	- 2022: 1,659,322 SF	- 2022: 7,082,418 SF	- 2022: 1,739,838 SF

Notable Construction

 SPEC WAREHOUSE 5302 Santa Fe Ave Northeast Submarket Broke Ground Nov. 2025 20,000 SF	 PRE-LEASED WAREHOUSE 7008 Ozzy Ave Northeast Submarket Broke Ground Apr. 2025 37,500 SF
 OWNER OCCUPIED 5302 Madison Ln Southeast Submarket Broke Ground Sept. 2025 40,000 SF	 SPEC WAREHOUSE 2400 E 1-240 Svc. Rd Southeast Submarket Broke Ground Jan. 2025 60,000 SF

Notable Deliveries

 OWNER OCCUPIED 2417 16th St. Southeast Submarket Delivered Jul. 2025 1,375,000 SF	 PRE-LEASED WAREHOUSE 2321 S Council Rd Southeast Submarket Delivered Oct. 2025 52,500 SF
 SPEC WAREHOUSE 2000 E 1-240 Svc. Rd Southeast Submarket Delivered Nov. 2025 80,000 SF, each	 PRE-LEASED WAREHOUSE 2343 S Council Rd Southeast Submarket Delivered Nov. 2025 43,600 SF

Join Our

Industrial Mailing List

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



How Can We Help?



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Chris Zach, SIOR, CPA

First Vice President

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