



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

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

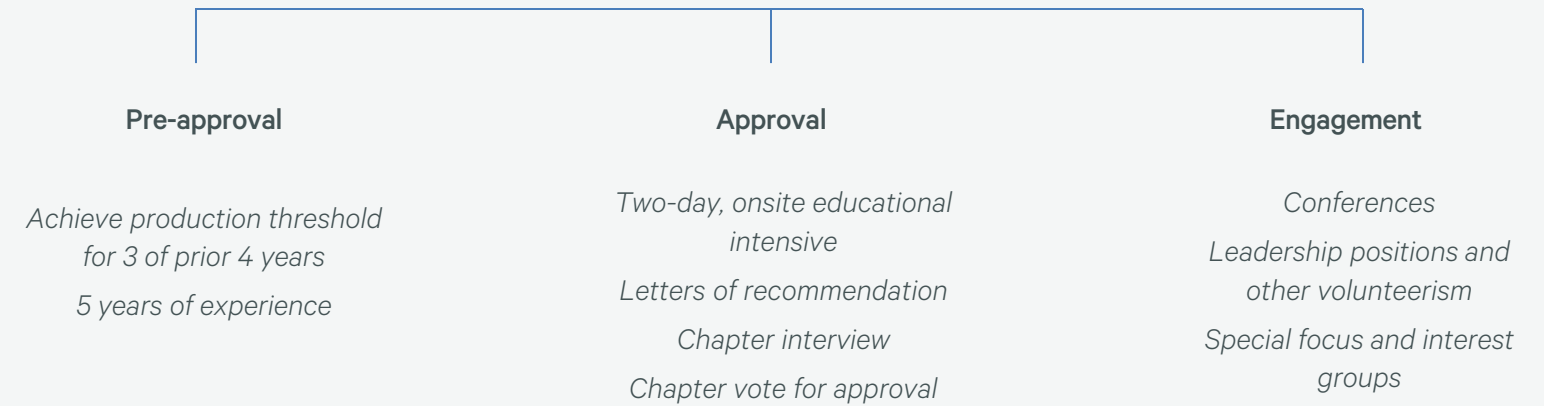
"Land of opportunity: OKC's industrial real estate on the rise" – The Journal Record

"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



**SIOR®**

# 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

2020 - 2025

# Proven Performance

HALLIBURTON

Continental  
BATTERIES

1 GARAGE  
DOOR SERVICE

LariatLanding  
OKC

BOB MOORE®

RENEWAL  
BY ANDERSEN

CED

Scotts Miracle-Gro

WASTE CONNECTIONS, INC.

RK  
SUPPLY

KIMRAY  
INC.

HOBBY  
LOBBY

VILLAGE  
TRAVEL

LENNOX

NOV

Oil  
States

BADGER  
DAYLIGHTING™

PT Solutions  
BUSI

PRIDE  
Group  
LOGISTICS

SHERWIN-WILLIAMS.

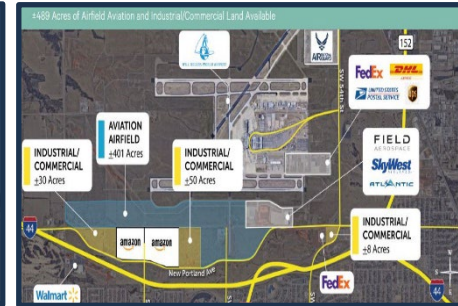
# We've Done This Before



**3201 NE 50<sup>th</sup>**  
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 | 21 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 | 29 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."

# 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.

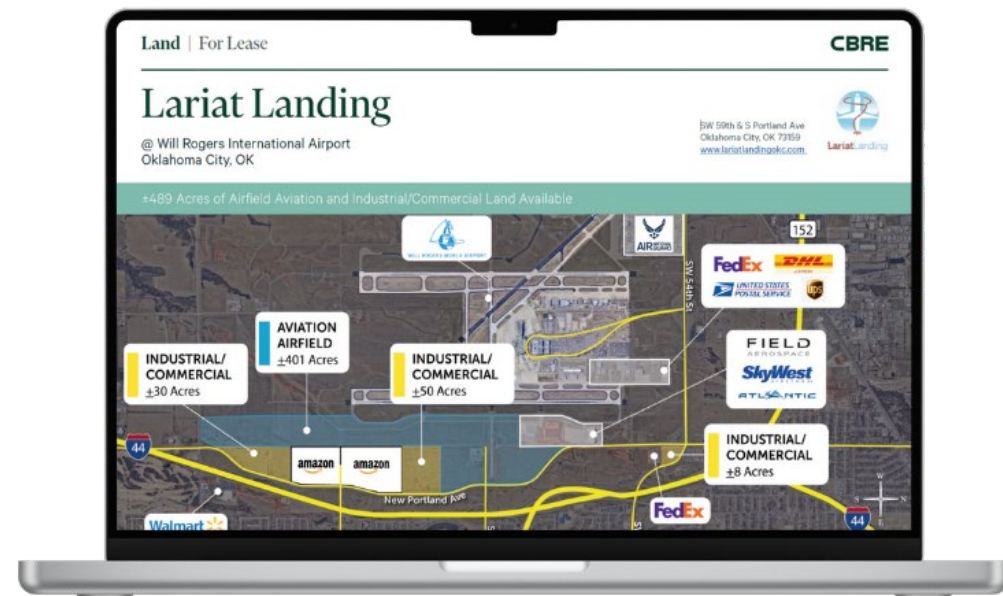
## GLOBAL LISTINGS

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



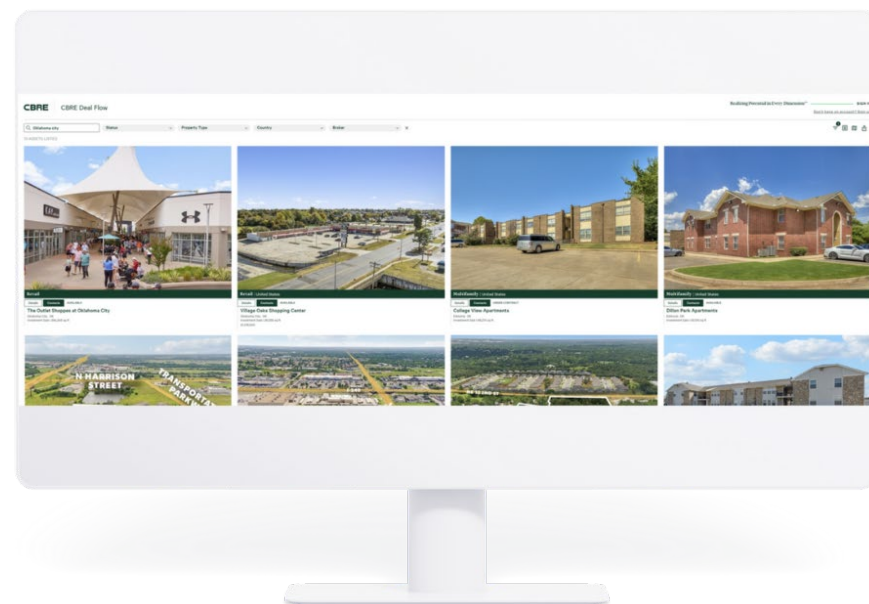
SOCIAL MEDIA



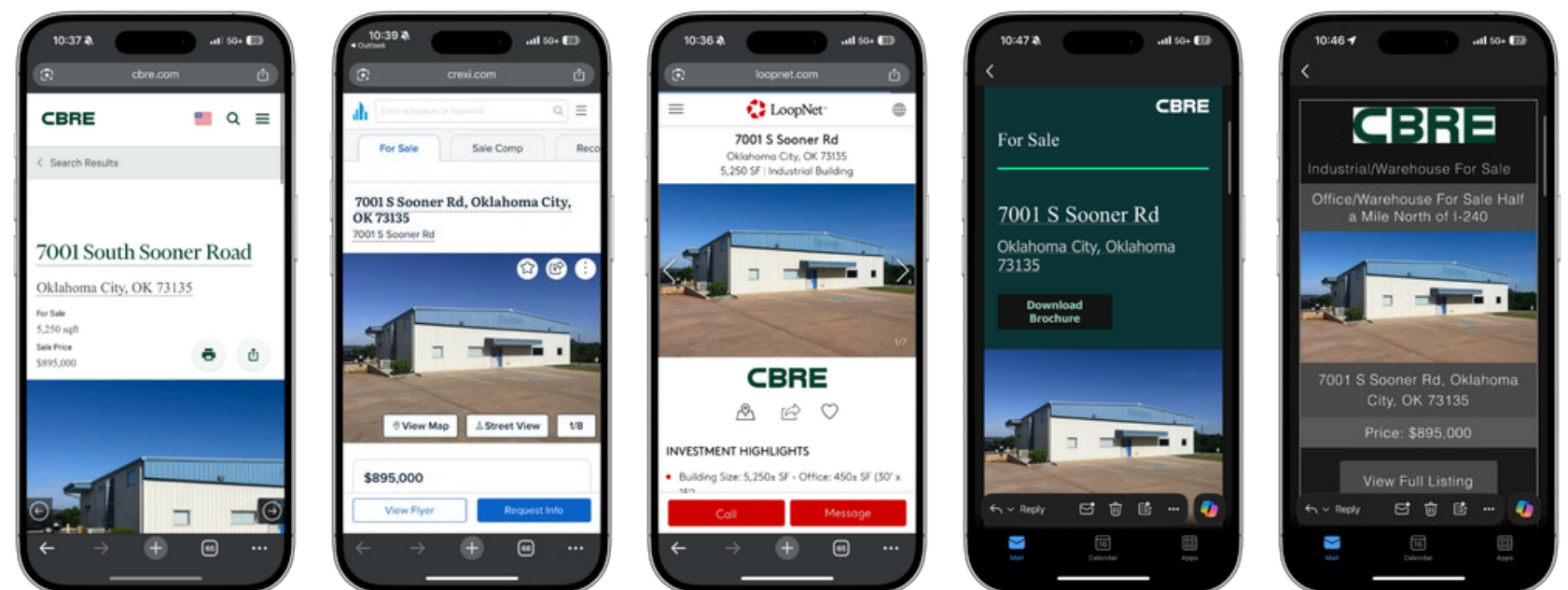
ONSITE SIGNAGE



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

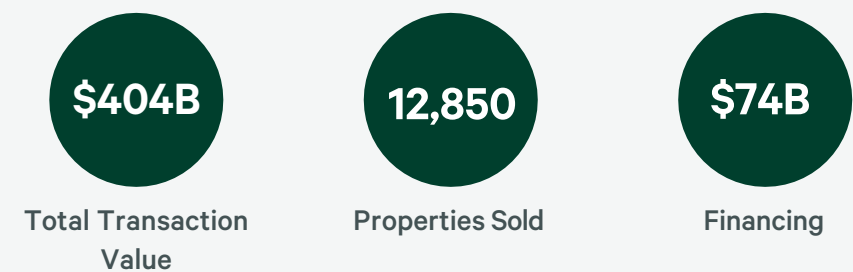
Focused areas of expertise include E-Commerce, Port Logistics, Food Facilities, Infrastructure, Global Supply Chain, Land Services, Life Sciences and Special Properties.

## #1 U.S. INDUSTRIAL BROKERAGE FIRM

with a leading 24% market share

Source: Real Capital Analytics, CBRE Capital Markets

## 2025 GLOBAL ACTIVITY



## 2025 U.S. ACTIVITY



# Industry Leading Market Research

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

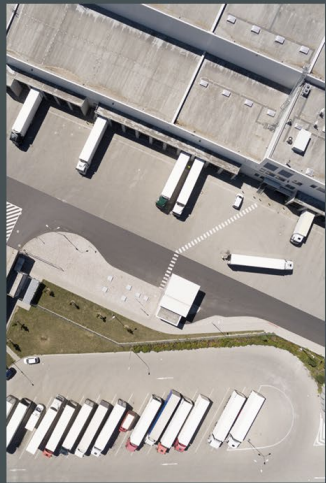
## The State of the Oklahoma City Industrial & Logistics Market

REPORT CBRE RESEARCH H2 2025




## Trends to Watch


- 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.



## 2026 U.S. Real Estate Market Outlook

REPORT CBRE RESEARCH JANUARY 2026

Despite Economic Challenges, Commercial Real Estate Expected to Thrive

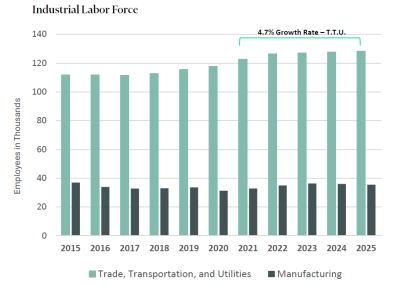



### Economic View

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 18.3% 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 and at a rate of 3.6% intra-year, supporting the growing company pipeline in this industry.


#### Industrial Labor Force



4.7% Growth Rate - 2.5 T.U.

Legend: Trade, Transportation, and Utilities (Green), Manufacturing (Black)


#### CPI



12 mo. % Chg.

#### GDP

\$73,735,485



Source: CBRE Research, Bureau of Labor Statistics, Bureau of Economic Analysis, Greater Oklahoma City Partnership  
Note: GDP is for Oklahoma County through 2024. CPI data as of Dec. 2025.

### Market View

#### Historical Market Statistics

Vacancy Rate	Net Absorption	Under Construction	Delivered Construction
4.1% (Q1'25)	684,708 SF (Q1'25)	337,788 SF (Q1'25)	2,157,721 SF (Q1'25)
- 2025: 4.3%	- 2025: 1,047,071 SF	- 2025: 2,127,278 SF	- 2025: 2,650,499 SF
- 2024: 5.4%	- 2024: 773,038 SF	- 2024: 2,621,012 SF	- 2024: 881,940 SF
- 2023: 4.1%	- 2023: 92,461 SF	- 2023: 6,639,478 SF	- 2023: 1,896,179 SF
- 2022: 2.9%	- 2022: 1,658,322 SF	- 2022: 7,082,418 SF	- 2022: 1,739,838 SF

#### Notable Construction

- SPEC WAREHOUSE**  
5100 Sunco Fw Ave, Northeast Submarket  
Break Ground Aug. 2025  
26,000 SF
- PRE-LEASED WAREHOUSE**  
KCC Concept  
7008 City Ave, Northeast Submarket  
Break Ground Apr. 2025  
Delivers Feb. 2026  
37,500 SF
- OWNER OCCUPIED**  
Standard Reading Company  
5102 Malheur Ln, Northeast Submarket  
Break Ground Sept. 2025  
Delivers July 2026  
40,000 SF
- SPEC WAREHOUSE**  
OKC 177  
2400 E. 1-240 Svc. Rd, Southeast Submarket  
Break Ground Jan. 2025  
Delivers Feb. 2026  
60,000 SF

#### Notable Deliveries

- OWNER OCCUPIED**  
Sanka Supply Co.  
2417 SE 87<sup>th</sup> Pk, Southeast Submarket  
Delivered Jul. 2025  
1,315,688 SF
- PRE-LEASED WAREHOUSE**  
Hercules Av Submarket  
2321 S Council Rd, Southeast Submarket  
Delivered Oct. 2025  
52,000 SF
- SPEC WAREHOUSE**  
OKC 177  
2200 E. 1-240 Svc. Rd, Southeast Submarket  
Delivered Nov. 2025  
80,000 SF, each
- PRE-LEASED WAREHOUSE**  
Tennex Unifab/Shell  
2341 S Council Rd, Southeast Submarket  
Delivered Nov. 2025  
43,800 SF

Source: CBRE Research, CoStar  
Note: \* represents fundamentals for the CBRE defined OKC industrial market.

# 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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