



Tulsa Industrial Capabilities

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CBRE

Meet the Team

Team Leaders



Dwayne Flynn,
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Dwayne Flynn joined CBRE in 2002 after spending 20 plus years as senior executive officer and business owner in the printing industry. He has strong financial, technical and managerial experience in purchasing, directing and managing the consolidation of manufacturing companies in Oklahoma and Texas. Dwayne brings this knowledge of the real estate industry specializing in industrial, land and office, concentrating on the acquisition/disposition/relocation of manufacturing plants, warehouse-distribution centers and investment properties. His areas of specialty and personal experience involve consulting, planning, executing and developing real estate projects.



Ryan Shaffer,
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Ryan Shaffer joined the Asset Services Division of CBRE in 2011 bringing extensive sales, property management and commercial experience to achieve the goals and objectives of a diverse client and tenant mix. In 2014, Ryan transitioned to the Advisory & Transaction Services Division where he brings outstanding organizational, analytical and communicative skills for occupiers, owners and investors. In this role, he serves a wide array of clientele encompassing industrial, office and land developers while providing excellent customer service to every client.

TRANSACTION HISTORY

\$540M+
Total Transaction Volume

12.2M SF
Square Feet Leased or Sold

500+
Industrial Deals
Since 2016

MARKET ACHIEVEMENTS:

2016 NAIOP Industrial Lease of the Year
2017 NAIOP Industrial Lease of the Year
2018 NAIOP Industrial Sale of the Year
2019 NAIOP Industrial Sale & Lease of the Year
2020 NAIOP Industrial Sale & Lease of the Year
2021 NAIOP Industrial Sale & Lease of the Year
2021 CoStar Power Broker
2022 NAIOP Industrial Lease of the Year
2023 NAIOP Industrial Lease of the Year

NOTABLE TRANSACTIONS



TENANT BUILD TO SUIT

15336 E Admiral Place
Office/Warehouse
137,000 SF, 20± Acre Site



BUYER & SELLER INVESTMENT

5699 S 59th W Ave
Industrial Complex
117,368 SF, 11.87± Acre Site



TENANT REPRESENTATION

5400 S 49th W Ave
Industrial Complex
383,000 SF, 42.95± Acre Site



BUYER REPRESENTATION

5350 S 129th E Ave
Warehouse/Manufacturing Facility
48,384 SF, 4.19 Acre Site

How We Work

CBRE does not exist without you, and we never lose sight of this fact. Our mission is to deliver superior results by always putting our client first.

WHAT DOES THIS MEAN FOR YOU?

As your partner, we give time and attention to make sure you understand the important factors that affect your opportunity for success and value. We genuinely enjoy educating and advising our client partners about what is going on across Tulsa's Industrial Market.

Our integration and ability to collaborate set us apart. We communicate effectively across disciplines and engage with one another to deliver truly effective, thoughtful and award-winning solutions for our clients.



WE ARE SHAPING TULSA INDUSTRIAL

With 35+ years of commercial real estate experience in Tulsa's industrial landscape, we know how to create value for those we partner with across every facet of the real estate cycle.

What is a sale-leaseback?

For investors that own their own business and the real estate in which it occupies, there is a unique tool called a Sale-Leaseback that allows investors to realize accrued equity without the challenge of relocating their business. In short, it's a vehicle whereby the real estate assets are sold to a third party investor in exchange for a lease, allowing an investor to acquire real estate and allowing business owners to re-invest their capital.

Our team has the experience, team and capabilities to walk you through this strategic, multi-faceted plan to see if it is a positive solution for you and your team.

WHAT WE DO



RESEARCH

Collect property details and information for marketing



MARKETING PLAN

Create unique marketing pieces for the property



STRATEGY

Identify prospects and begin sharing info with other brokers and users



DIGITAL

Utilize digital marketing platforms to reach all potential prospects



LISTING MANAGEMENT

Record inquiries, collect market feedback, field calls, answer questions



TOURS

Conduct tours of the properties with qualified prospects



COMMUNICATE

Periodically advise you regarding market activity and progress



NEGOTIATE

Present all offers, discuss strategies and counter offers in order to reach a lease document



IMPROVEMENTS

Advise and work with contractors regarding Lease Improvements, if applicable



CONTRACT MANAGEMENT

Work with all parties to finalize a lease, based on terms of agreement, if applicable

How can we help?

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