

How can we help?

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AMERICAS

CBRE

Advisory & Transaction Services

Tulsa Industrial
Capabilities Overview

Meet the team



Jamie Hill, SIOR, CCIM

First Vice President

James “Jamie” Hill Jr., SIOR, CCIM, specializes in industrial leasing, sales, and land brokerage throughout the Tulsa metropolitan area and Northeast Oklahoma. A University of Oklahoma graduate, Jamie leads a specialized industrial advisory team alongside broker Spencer Sheets. He guides local, regional, and national clients through complex transactions, investment sales, build-to-suit developments, and strategic portfolio planning, leveraging his dual SIOR and CCIM designations.



Spencer Sheets

Senior Associate

Spencer Sheets specializes in industrial leasing, sales, and land advisory throughout the Tulsa metropolitan area, partnering closely with senior broker Jamie Hill. An Oral Roberts University graduate, Spencer works with occupiers, owners, investors, and developers to source opportunities and execute complex manufacturing, warehouse, and distribution transactions. He is actively pursuing his CCIM designation, with full completion targeted for 2027.

OUR TEAM

Jamie Hill, SIOR, CCIM, and Spencer Sheets provide industrial leasing, sales, investment, and land advisory services throughout the Tulsa metropolitan area and Northeast Oklahoma. Together, they advise owners, occupiers, investors, and developers on acquisitions, dispositions, lease negotiations, site selection, build-to-suit developments, sale-leaseback transactions, and industrial land opportunities. Their experience encompasses manufacturing facilities, warehouse and distribution properties, climate-controlled buildings, production and assembly facilities, food distribution, cold storage, industrial and commercial land.

Backed by CBRE’s global platform and informed by decades of local market experience, the team combines strategic advisory services with market intelligence, financial analysis, and proactive business development to help clients identify opportunities, navigate complex transactions, and make confident real estate decisions. In one of the nation’s most competitive industrial markets,



5-YEAR TEAM TRANSACTION HISTORY

5.2 MSF

Transaction
Volume

146

Transactions
Completed

\$152M

Transaction
Value

Unlock the value in every dimension of your real estate with integrated, data-led services that support your overall investment and business strategy.

TENANT REP

- Identification of Space Needs
- Review of Market Surveys
- Property Evaluations
- Request for Proposal
- Lease Negotiations
- Build-to-Suit Proposals

OCCUPIER

- Acquisition
- Disposition
- Subleasing of Property
- Comparative Analysis
- Development of Pricing Strategy
- Full-Service Property Marketing

CampaignLogic

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 occupied contact management, analytics and reporting tools.

Global Listings

Global Listings is a CBRE-built listing platform designed to provide worldwide access, maximize visibility and generate greater engagement with listings. Global Listings is recommended for A&T listings and supports both “for lease” and “for sale” listings.

CoStar/Loopnet

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.



INDUSTRIAL SERVICES ADVANTAGE

Successful industrial real estate requires more than market knowledge. It requires a thorough understanding of our clients’ operations, growth objectives, and investment strategy. Our team combines decades of local experience with CBRE’s global platform to provide comprehensive advisory services for owners, occupiers, investors, and developers throughout every stage of the transaction lifecycle.

Leveraging proprietary market intelligence, financial analysis, and industry-leading technology, we help clients identify opportunities, evaluate alternatives, negotiate favorable outcomes, and execute strategies that create long-term value. Whether leasing a single facility, acquiring an industrial portfolio, marketing a development site, or repositioning an existing asset, our objective remains the same: delivering informed advice that supports confident business decisions.

