

OKC OFFICE MARKET PLAYBOOK

NOVEMBER - DECEMBER 2023

18,457,739 SF

Office 20,000+ SF
Excludes: Med., Gov., Edu.,
Single Tenant Owner-Occupied

28.7%

Vacancy Rate
A: 34.0% | B: 22.4%

688,000 SF

Under Construction/
Planned

100K+ SF | 2
50K-99K SF | 7
20K-49K SF | 24

Contiguous Space
Available

CLASS A | \$22.75
CLASS B | \$18.08

Avg. Asking Price
for New Leases

MARKET INSIGHT

In a significant vote of confidence in the future of Oklahoma City, voters recently approved the extension of a one-cent sales tax to fund the construction of a new \$900 million arena in Downtown OKC. The six-year extension of the penny sales tax will fund \$850 million, with the Thunder ownership contributing the additional \$50 million. Voters approved the measure by a convincing margin of 71% to 29%, thereby guaranteeing the long-term presence of the NBA in OKC. While details on the new arena have yet to emerge, completion of the arena is anticipated in time for the 2029-2030 season.

Although office sales activity has softened in 2023 due to the heightened interest rate environment, the annual sales volume received a considerable boost in November with the sale of Union Plaza for \$27 million. The 250,000 square foot building located along the Northwest Expressway office corridor sold for \$109 per square foot to the Citizen Potawatomi Nation. The Shawnee-based tribe owns Sovereign Bank, who is a tenant in the building in need of more space following their merger with the First State Bank. The seller, Colorado-based Real Capital Solutions, remains invested in the OKC office market through their ownership of the Heartland Payment Systems headquarters located on Automobile Alley.

RECENT HEADLINES

Oil & Gas Report

Although OKC has continued to diversify in recent years, the energy industry remains a vital component of the local economy.

[Newmark Robinson Park](#)

Oklahoma City Voters Approve Sales Tax for \$900M Arena

The future of the OKC Thunder is secure for another generation following the approval of a one-cent sales tax to fund a new Downtown arena.

[ESPN](#)

Adaptive-Reuse Trend Converts Office Space into Apartments, Hotels, Retail

The renovation of dormant office space into multi-family units and other uses is playing out in OKC, though to a lesser degree than in other major cities.

[Journal Record](#)

How the West Was Won: Film Row Transformation Triggering Further Downtown OKC Development

Local developers are bullish on the once-neglected area just west of Downtown OKC.

[The Oklahoman](#)

CONSTRUCTION & DEVELOPMENT

UC: Under Construction | R: Renovation | P: Planned



Convergence



The Citizen



1200 N Hudson Ave.

Status	Market	Property	Address	Year Built	Class	RSF	Tenants	Owner
UC	CBD	The Citizen	NW 5th St. & Robinson Ave.	2025	A	160,000	TBD	JRB Citizen LLC/Bond Payne
UC	Midtown	1200 N Hudson Ave.	NW 11th St. & Hudson Ave.	2023	A	48,000	JE Dunn Construction	Pivot Project
UC	Midtown	Phillips Murrah HQ	424 NW 10th St.	2024	A	80,000	Phillips Murrah	Midtown Renaissance
UC	CBD	Convergence	NE 8th St. & I-235	2024	A	400,000	Wheeler Labs	Gardner Tanenbaum/ Robinson Park Investments

Totals

688,000

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NOTABLE LEASES/RENEWALS

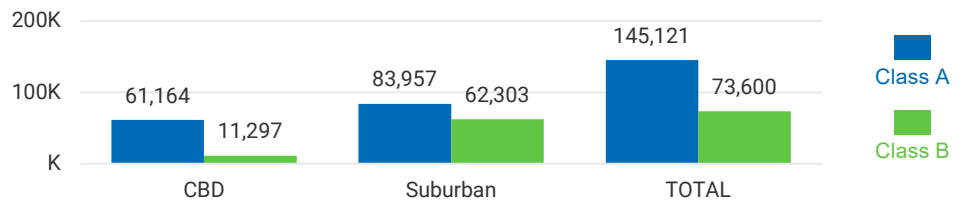
CBD/SUB	Property Name	Tenant	Leased SF	Class	New/Renewal	Date
Sub	OKCWorks Campus	Paycom	168,000	A	New Lease	Jan-23
Sub	Chesapeake Building 13	Diamondback Energy	114,156	A	New Lease	Apr-23
CBD	Oklahoma Tower	Step toe & Johnson	9,926	A	New Lease	Jun-23
Sub	3201 Quail Springs Pky.	Phillips 66	25,000	B	New Lease	Mar-23
CBD	415 N Broadway Ave.	PEC, Inc.	11,500	B	New Lease	Aug-23

HIGHLIGHTED MAX CONTIGUOUS AVAILABLE

Market	Property Name	Property Address	Year Built	Class	RBA	% Leased	Max Contig. Avail.	Rent/SF/Yr
CBD	BOK Park Plaza	499 W Sheridan Ave.	2018	A	663,294	45.8	305,136	\$21.50 - \$26.00
CBD	Leadership Square	211 N Robinson Ave.	1984	A	790,093	68.8	89,260	\$27.50
N	Chesapeake Building 15	6000 N Classen Ave.	2014	A	253,248	0	48,127	\$21.00
NW	AAA Operations Center	3100 Quail Springs Pkwy.	2009	B	147,107	0	49,176	\$24.00
CBD	Corporate Tower	101 N Robinson Ave.	1979	B	276,723	85.5	21,802	\$22.00

OFFICE SUBLEASE SPACE

Market	SF	\$/SF
CBD	72,461	\$18.67
SUB	146,260	\$17.50



MARKET SUMMARY

Market	RBA	Vacant SF	Vacancy	Asking Rent	Absorption
CBD	5,949,581	2,566,056	31.0%	\$20.58	-40,642
Midtown	1,567,167	447,705	28.6%	\$17.65	16,876
North	2,886,936	993,105	34.4%	\$18.20	-152,363
Northwest	6,335,210	1,574,771	24.9%	\$18.40	30,292
South	1,718,845	443,998	25.8%	\$17.92	1,176
Total	18,457,739	6,025,635	28.7%	\$18.83	-147,103

