



Capital Markets | Investment Properties

Tulsa Multifamily Update

FUNDAMENTALS

3 Q 2023

TULSA SUMMARY

	SEQUENTIAL				MONTH	ANNUAL						
	4Q22	1Q23	2Q23	3Q23	Sep-23	2021	2022	2023F	2024F	2025F	2026F	2027F
Effective Rent Per Unit	\$951	\$946	\$958	\$978	\$978	\$842	\$934	\$965	\$985	\$1,002	\$1,018	\$1,035
<i>Per Sq. Ft.</i>	\$1.13	\$1.12	\$1.14	\$1.16	\$1.16	\$1.00	\$1.11	\$1.14	\$1.17	\$1.19	\$1.21	\$1.23
<i>Effective Rent Growth - Annually</i>	7.1%	4.8%	2.9%	3.2%	3.5%	12.4%	7.1%	3.3%	2.0%	16%	16%	1.7%
Occupancy Rate	94.9%	94.4%	94.6%	94.8%	94.7%	96.3%	96.2%	94.5%	93.1%	92.5%	92.6%	92.5%

Effective Rent Per Unit

\$978

Effective Rent Growth - Annually

3.2%

Effective Rent Growth - Quarterly

2.1%

Occupancy Rate

94.8%

Occupancy Change - Annually

-0.9%

Occupancy Change - Quarterly

0.2%

Concession Value

\$35.00

Build Average

1993

By Bedroom Type

%

SF

Rent

Rent/SF

Studio/1 Bedroom

55.4%

697

\$858

\$1.23

2 Bedroom

41%

1,000

\$1,083

\$1.08

3 Bedroom

3.6%

1,245

\$1,364

\$1.10

By Year Built

%

SF

Rent

Rent/SF

<= 1980

21.0%

816

\$810

\$0.99

1981-1990

23.0%

792

\$880

\$1.11

1991-2000

28.3%

815

\$936

\$1.15

2001-2010

10.6%

895

\$1,050

\$1.17

2011-Current

17.2%

946

\$1,285

\$1.36

Source: Realpage; Individual submarket data available upon request; Map of submarkets available upon request

FUNDAMENTALS

3Q 2023

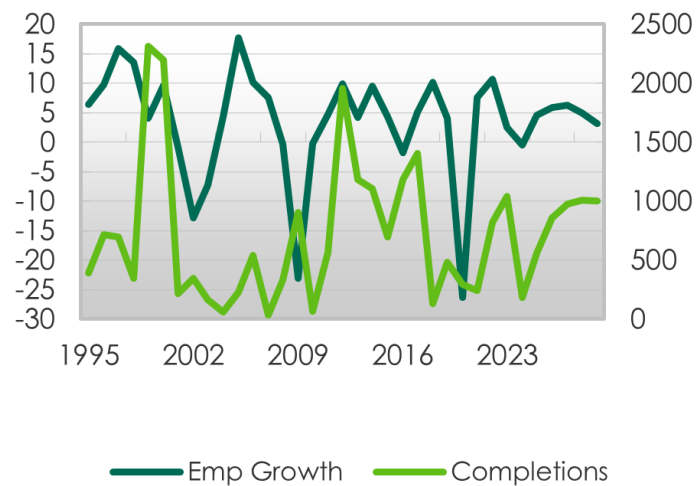
MARKET FORECAST (BASELINE AS OF 2Q 2023)

Year	Employment (Jobs x 1,000)	Real Personal		Completions (Units)	Vacancy Rate (%)	Net Absorption (Units)	Rent per Unit (\$)	Rent Inflation (%)
		Income (\$ Billions)	Rentable Stock (Units)					
2017	450	57.3	65,263	1,401	8.5	942	718.95	0.8
2018	460	60.3	65,395	132	7.7	1,596	731.89	1.8
2019	464	61.3	65,879	484	6.0	1,469	756.57	3.4
2020	438	61.7	66,172	293	4.9	949	790.69	4.5
2021	445	62.4	66,414	242	3.5	1,564	887.88	12.3
2022	456	58.6	67,231	817	3.7	-985	950.22	7.0
2023	459	59.7	68,268	1,037	5.5	501	978.27	3.0
2024	458	60.6	68,453	184	6.1	-278	1,003.66	2.6
2025	463	62.0	69,017	561	6.5	431	1,033.61	3.0
2026	468	63.0	69,878	859	6.5	836	1,067.56	3.3
2027	475	64.1	70,854	973	6.4	949	1,104.10	3.4
2028	480	65.2	71,864	1,008	6.4	910	1,139.84	3.2

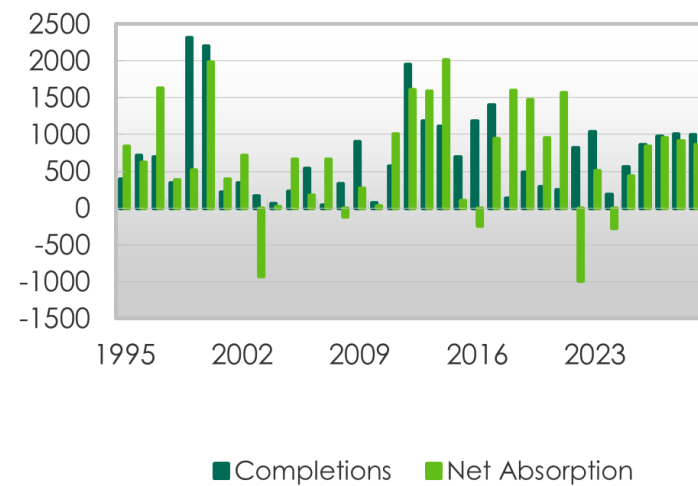
Forecast

Source: CBRE Econometric Advisors

EMPLOYMENT VS COMPLETIONS (2Q 2023 BASELINE)



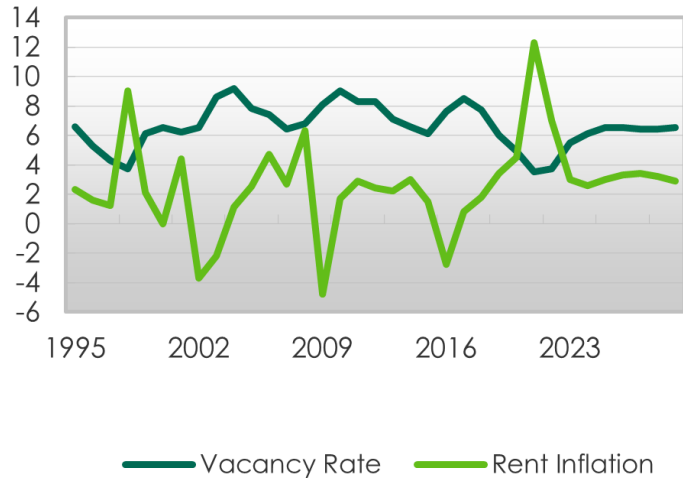
COMPLETIONS VS ABSORPTION (2Q 2023 BASELINE)



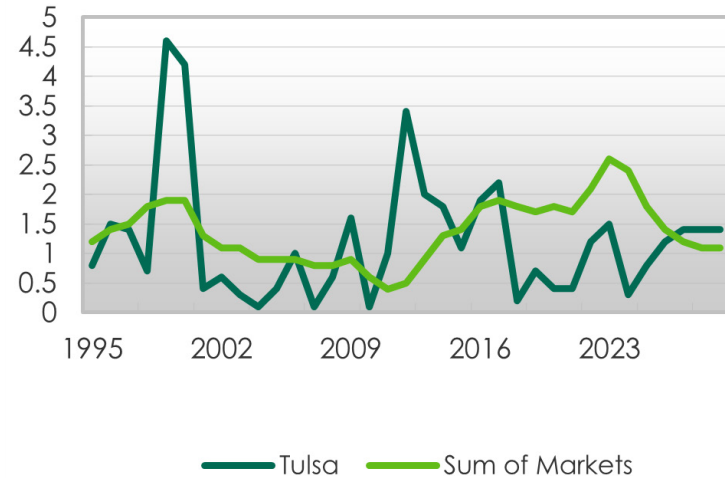
FUNDAMENTALS

3Q 2023

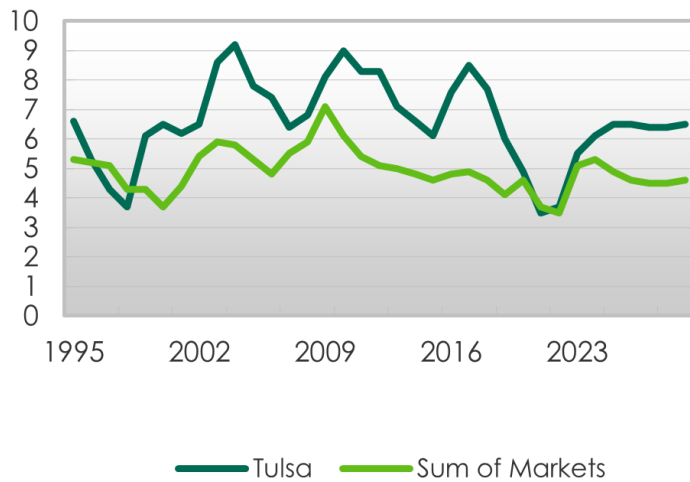
VACANCY VS RENT INFLATION (2Q 2023 BASELINE)



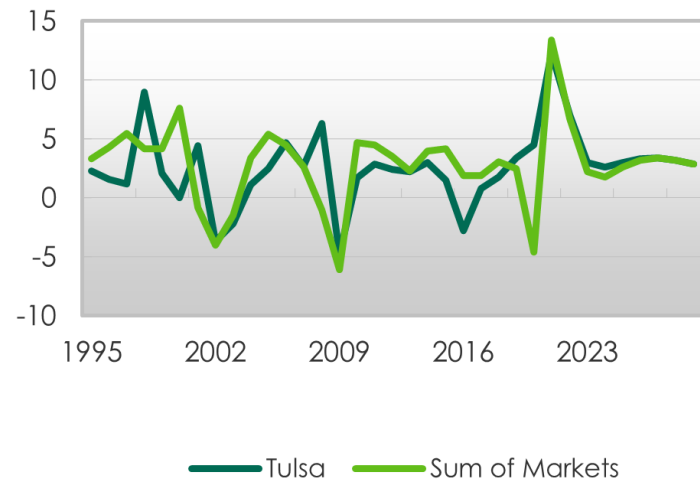
RENTABLE COMPLETIONS RATE (2Q 2023 BASELINE)



VACANCY RATE (2Q 2023 BASELINE)



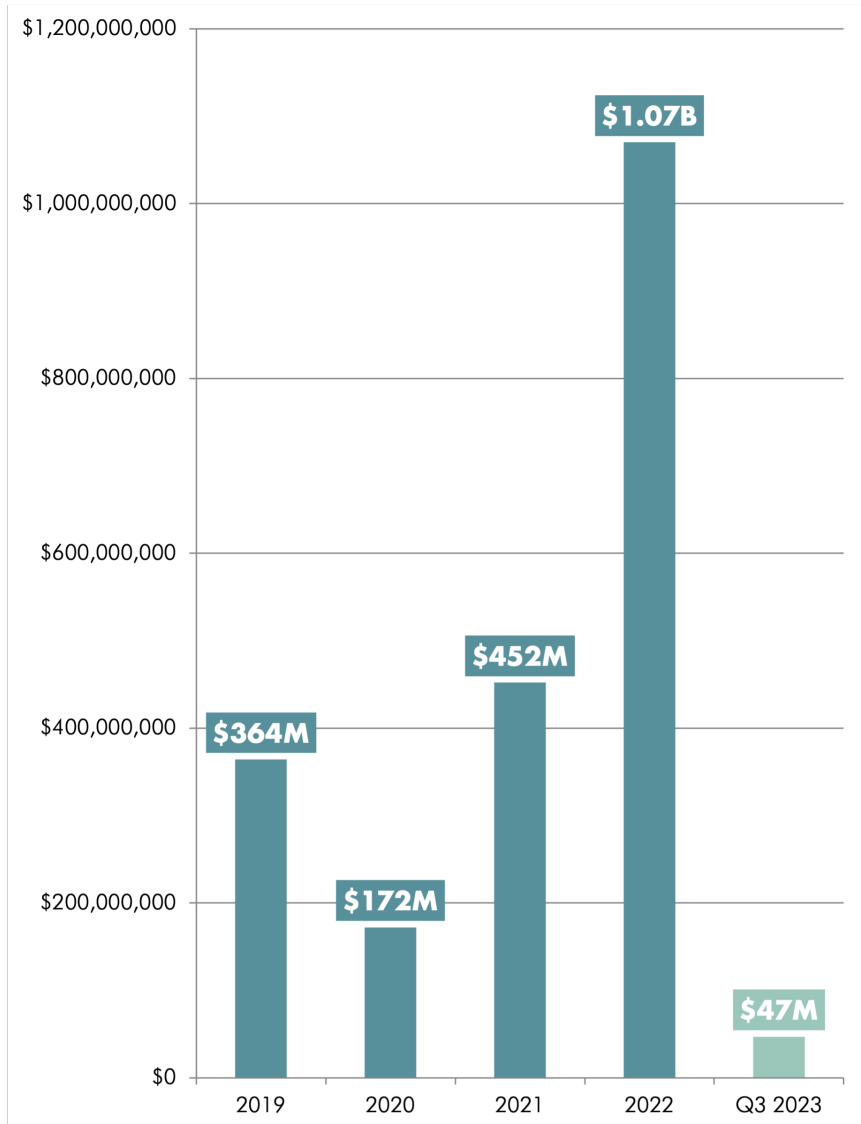
RENT INFLATION (2Q 2023 BASELINE)



TRANSACTIONS

3Q 2023

ANNUAL METRO TRANSACTION VOLUME



MOST ACTIVE PLAYERS (LAST 24 MONTHS)

BUYERS			
	Company	\$ Volume	# Properties
1	DiNapoli Capital Partners	\$160.3	3
2	Emerald Empire	\$148.5	5
3	Vesta Capital	\$143.4	4
4	Venterra Properties	\$81.5	1
5	Weidner Apartment Homes	\$73.3	2

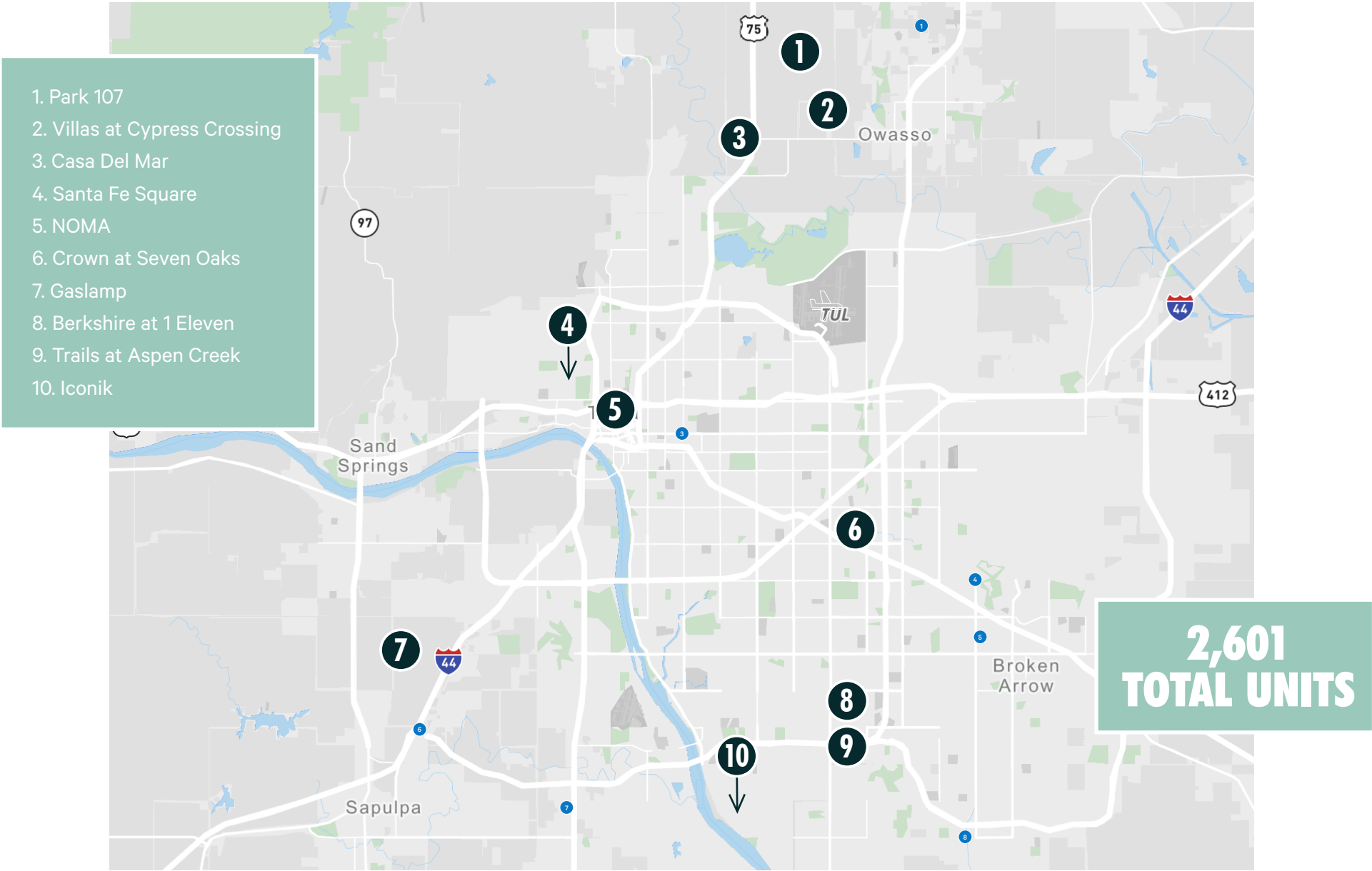
Source: Real Capital Analytics

SELLERS			
	Company	\$ Volume	# Properties
1	Hamilton Point Investments	\$201.5	4
2	Menora Financial Corp.	\$121.0	4
3	Case & Associates	\$85.7	2
4	Blackridge Companies	\$81.5	1
5	Wolff Company	\$68.0	1

Source: Real Capital Analytics

NEW CONSTRUCTION

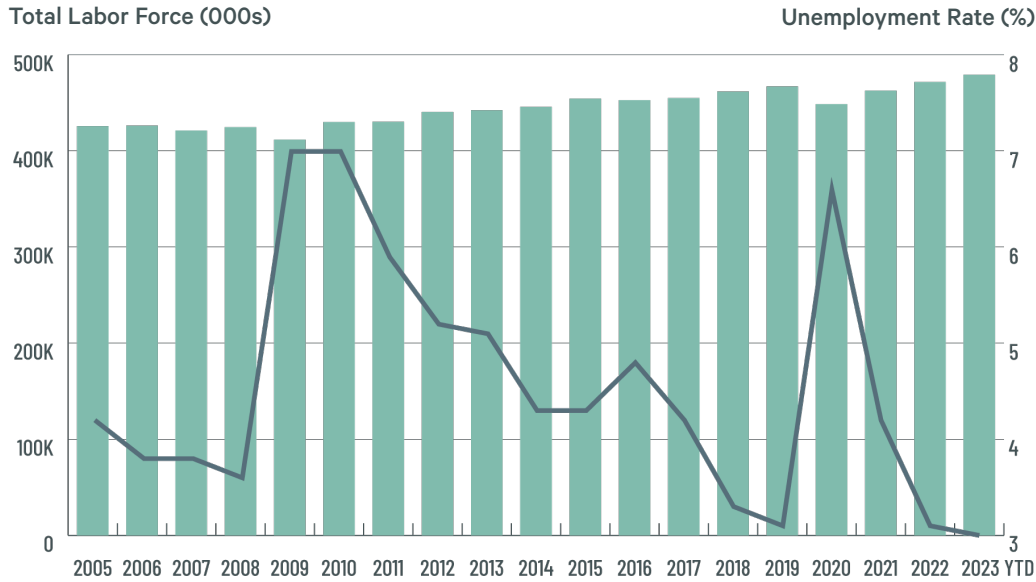
3Q 2023



EMPLOYMENT

3 Q 2023

TULSA LABOR FORCE & UNEMPLOYMENT



Source - Bureau of Labor Statistics, 2023
 * BLS has not yet released annual data for 2021. The figures reflect preliminary data from December 2021.

■ Total employment (non-farm)
 ■ Unemployment rate (non-farm)

479,075
 Total employment
 (Non-farm — Tulsa)

3.3%
 Unemployment rate
 (Non-Farm — Tulsa)

Source: Bureau of Labor Statistics, August 2023

3.4%
 Unemployment rate
 (Non-Farm — US)

Source: Bureau of Labor Statistics, 2023

TULSA MAJOR EMPLOYERS

- ARVEST
- AAON
- AEP/Public Service Co. of OK
- Alliance Holdings GP
- Alorica, Inc.
- Amazon
- American Airlines Maintenance
- Ascension St. John
- AT&T
- Bama Companies
- Bank of Oklahoma
- Broken Arrow Public Schools
- Cherokee Nation Business
- City of Tulsa
- Family & Children's System
- Hillcrest Healthcare System
- IC Bus of Oklahoma
- Jenks Public Schools
- Macy's Fulfillment Center

EMPLOYMENT

3Q 2023

TULSA ECONOMY



Over the next five years, employment is expected to see average annual growth of 0.4%. This follows a rise in the job count of 2.4% in 2022 and expected employment growth of 1% this year.



\$60B
Current GDP

Source: Oxford Economics, 2023

1.4%
Est. 2023 GDP growth

66th
in the U.S. for GDP value

TULSA MAJOR EMPLOYERS

Muscogee Nation Tribal Government

Nordam Group

OneOK

Osage Casino & Hotel

OSU Medical Center

Owasso Public Schools

QuikTrip

River Spirit Casino

Saint Francis Healthcare System

The Williams Companies

Tulsa Community College

Tulsa County

Tulsa Public Schools

TulsaTech.edu

Union Public Schools

University of Tulsa

Verizon Business

WebCo Industries

Whirlpool Corporation

ECONOMY

3 Q 2023



AVIATION & AEROSPACE

300 aviation and aerospace firms in the Tulsa area

The aviation and aerospace industry contributes more than **\$4.3 billion** in annual local economic activity

58,917 employees in the Tulsa metro area are tied to the aviation and aerospace industry

Source: Tulsa Regional Chamber



TECH INDUSTRY

Over 18,960 employees in the Tulsa metro area are tied to the tech industry

\$2.2 billion total annual economic impact of the information-technology sector to Tulsa's economy

\$77.2MM in annual tax revenue for the City of Tulsa from the high-tech industry

Each high-tech job contributes **\$165,588** to the gross product of Tulsa's 11-county area

\$0.77 of additional GDP added to the local economy for every \$1 of production

Source: Tulsa Regional Chamber



ENERGY

Over 81,729 employees in the Tulsa metro area are tied to the energy industry

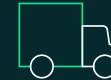
Nearly \$15 billion total annual economic impact of the energy sector to Tulsa's economy

\$556MM in annual tax revenue for the City of Tulsa from the energy industry

Each energy job contributes **\$392,000** to the gross product of Tulsa's 11-county area

\$0.55 of additional GDP added to the local economy for every \$1 of production

Source: Tulsa Regional Chamber



TRANSPORTATION & LOGISTICS

Over 21,343 employees in the Tulsa metro area are tied to the logistics industry

\$1.7 billion total annual economic impact of the logistics sector to Tulsa's economy

\$77.7MM in annual tax revenue for the City of Tulsa from the logistics industry

Each logistics job contributes **\$82,106** to the gross product of Tulsa's 11-county area

\$0.95 of additional GDP added to the local economy for every \$1 of production

Source: Tulsa Regional Chamber



TOURISM

7.2 million visitors annually to Tulsa

\$1.2 billion annual economic impact from visitor spending

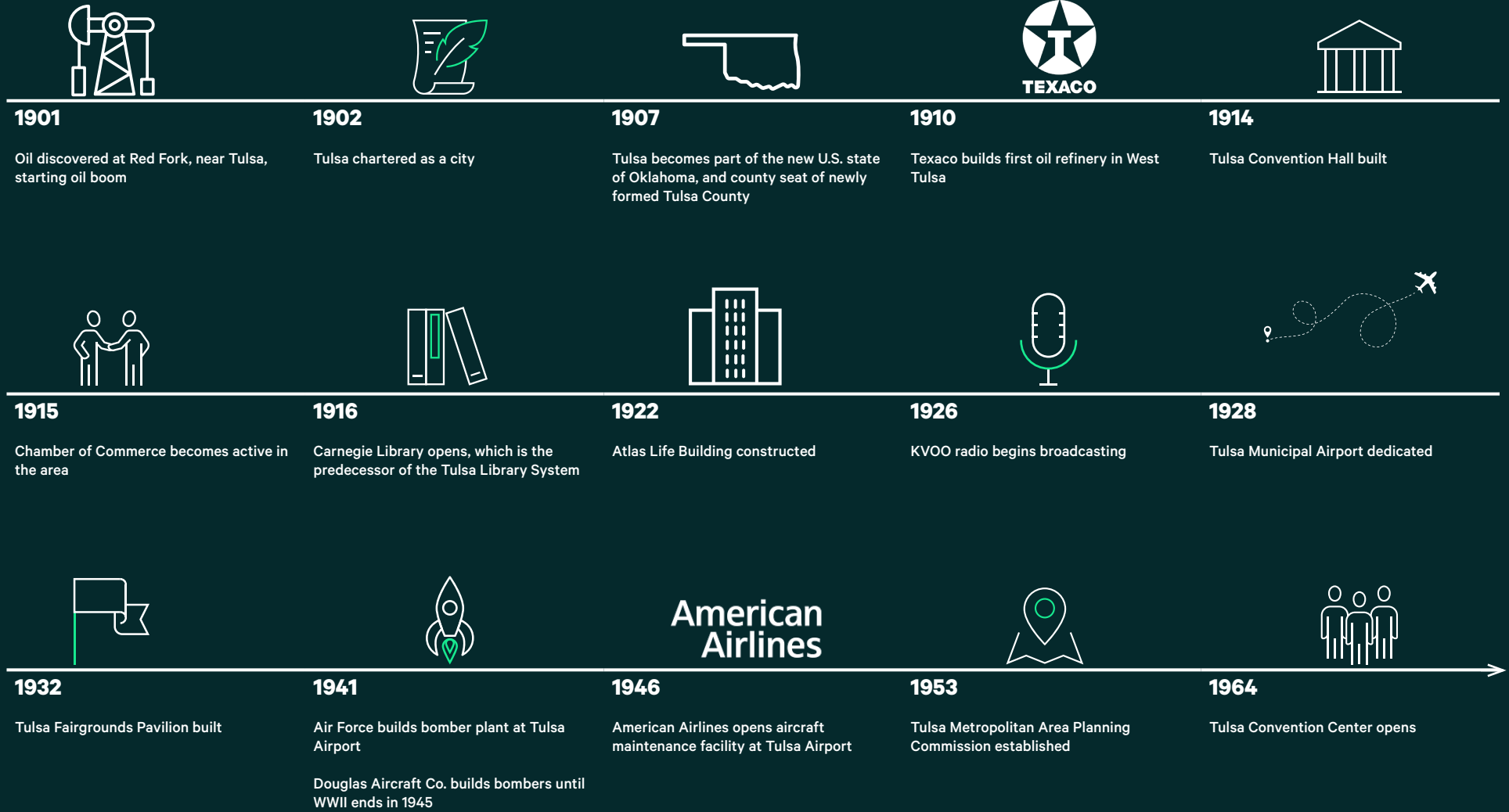
16K+ hotel rooms in the Tulsa area

11,547 jobs in leisure & hospitality and predicted to be the third-fastest sector for job growth through 2026

Source: Tulsa Regional Chamber

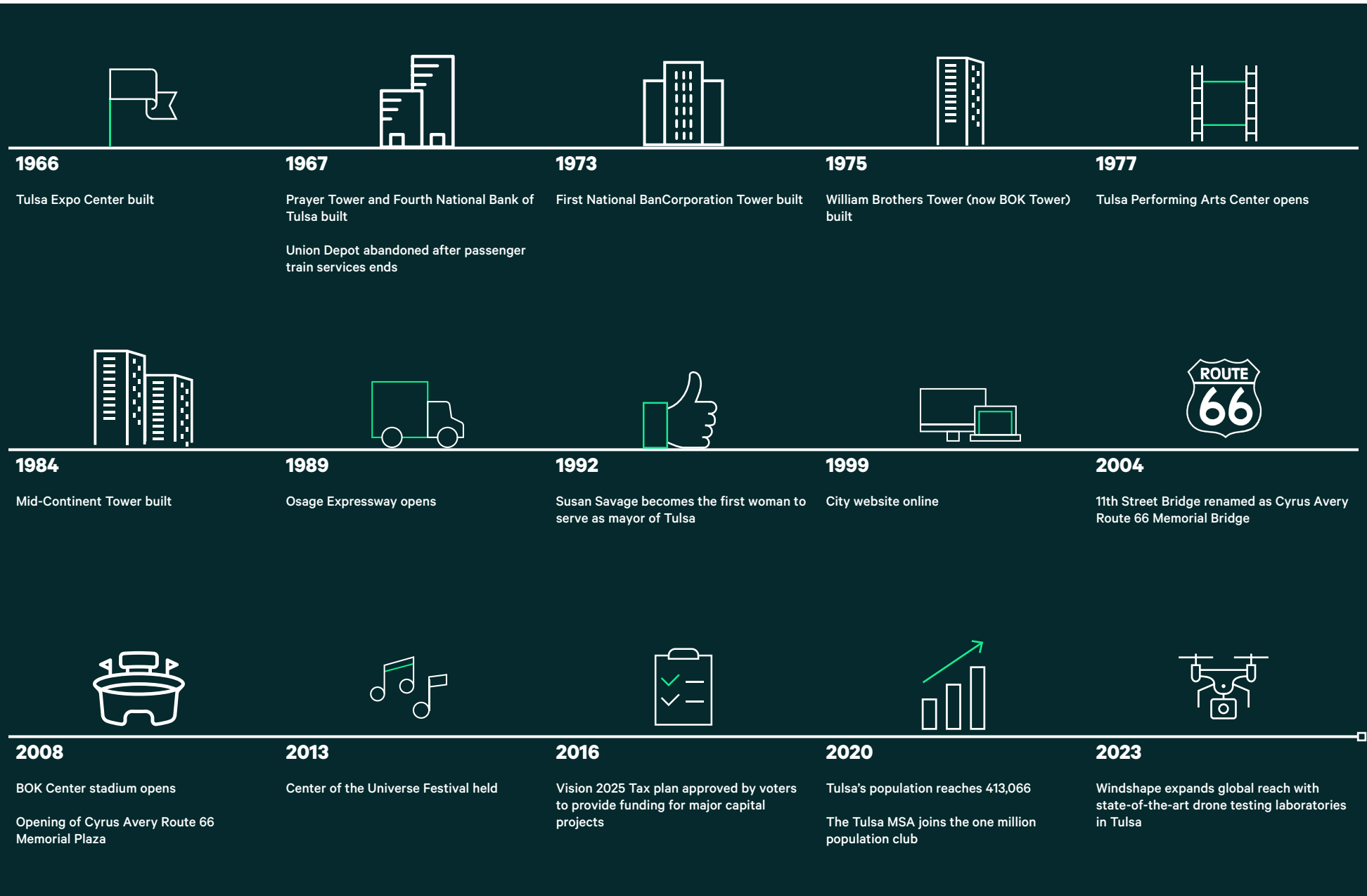
TULSA TIMELINE

3Q 2023



TULSA TIMELINE CONT.

3 Q 2023

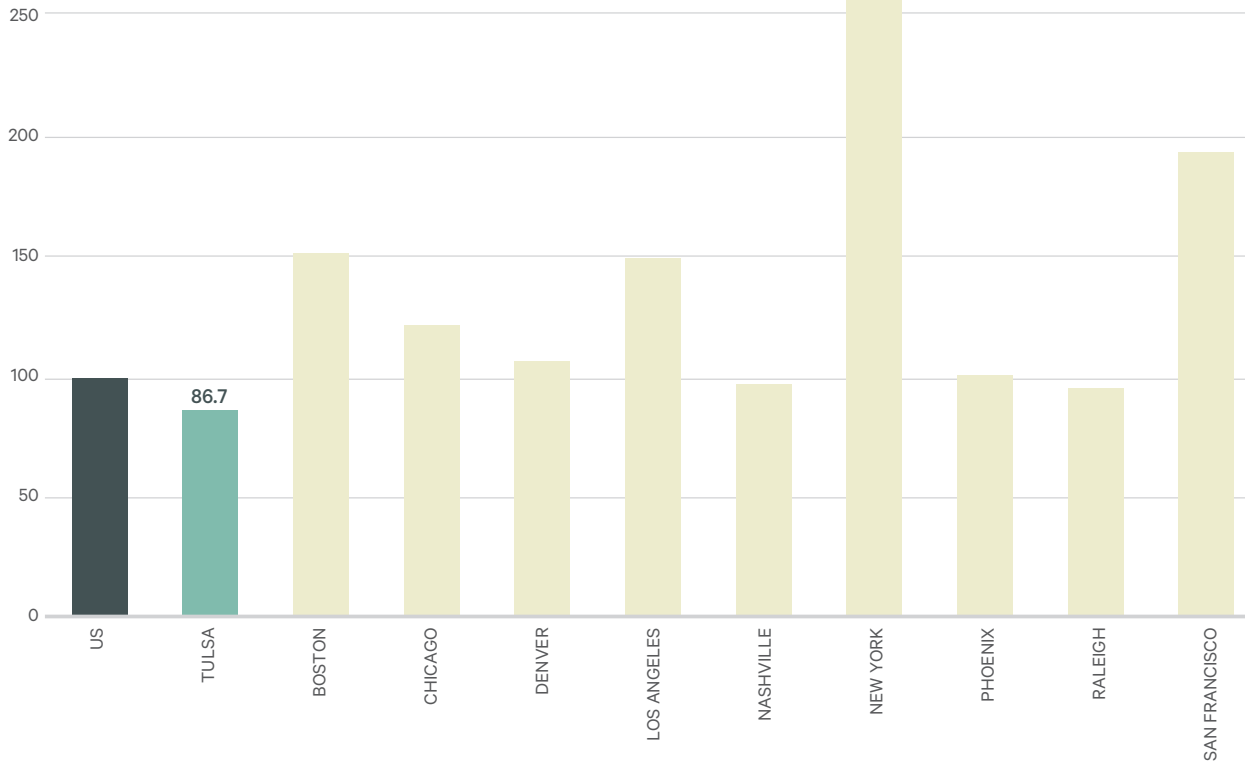


HOUSING MARKET

3Q 2023

COST OF LIVING

Index (100 = avg cost of living in U.S.)



SINGLE-FAMILY HOUSING MARKET

\$220,000

Median price for a single-family home in 2022

5.3%

Year-over-year increase in median sales price vs. 2021

393

Number of homes sold in 2022

16.2%

Year-over-year decrease in number of homes sold vs. 2021

RATINGS AND RANKINGS

3Q 2023

TULSA RATINGS AND RANKINGS

Tulsa's Gathering Place Named #1 Best Park in the USA

(USA Today, February 2021)

#3 Best Affordable Vacation Spots

(Travel & Leisure, 2020)

#4 Most Affordable Cities to Live in

(American Home Shield, 2022)

#5 Best City in America for Quality of Life

(DollarHand, 2022)

#23 Best Cities for Recreation

(WalletHub, 2022)

#25 Most Pet-Friendly City in America

(WalletHub, 2022)

#26 Hardest Working Cities in America

(WalletHub, February 2022)

#38 Least Stressed Cities in America

(WalletHub, July 2022)

#36 Best Cities to Retire in America

(Niche, 2023)

#35 Cities with the Lowest Cost of Living in America

(Niche, 2023)

#36 Best Place to Start a Career

(WalletHub, May 2023)

#46 Most Diverse City in America

(Niche, 2023)



FESTIVALS

125,000+

annual attendees to the Tulsa
International Mayfest

300

hours of family-friendly anime
entertainment

Named a **Top-Five
Oktoberfest**

20+ breweries attend the
Harvest Beer Festival

Sources: Oklahoma Tourism & Recreation, 2023,
Tulsa Oktoberfest, Inc., 2023,
USA Today, Conde Nast Traveler Magazine,
Orbitz



PARKS & REC

6,553 acres

of maintained parkland in Tulsa

135 parks

in the City of Tulsa

57 miles

of walking trails

227

sports fields

Source: Parks, Culture and Recreation, City of
Tulsa, 2023



SPORTS

Tulsa Oilers

FC Tulsa

Tulsa Drillers

University of Tulsa Hurricanes

2022 PGA Championship

hosted at Southern Hills

Source: Parks, Culture and Recreation, City of Tulsa, 2023



FOOD & DRINK

16+ breweries

in Tulsa

95+

Food trucks in Tulsa

Home to
James Beard
nominated restaurants

Sources: Tulsa Regional Tourism, 2023,
Tulsa Food Trucks, 2023

CBRE MULTIFAMILY

3Q 2023

CBRE MULTIFAMILY | OVERVIEW

CBRE Multifamily continues to set the bar as the industry leader. With the most powerful platform, covering all facets of the apartment industry, we provide our clients access to the most experienced and highly specialized professionals in every market. In terms of total dollar volume, CBRE has completed more apartment property transactions than any other brokerage firm in the United States since 2001, according to Real Capital Analytics.

CBRE's Capital Markets platform, comprised of property sales, finance and investment banking, works as a seamless, fully integrated service offering to assure clients that all investment strategies are evaluated. As the recognized worldwide leader in advising our clients on the purchase and sale of income-producing properties, debt and structured finance, and entity-level consultancy and execution, we offer complete capital markets solutions everywhere around the globe. In this challenging market, our professionals have the expertise in the multifamily market to effectively execute on every deal.

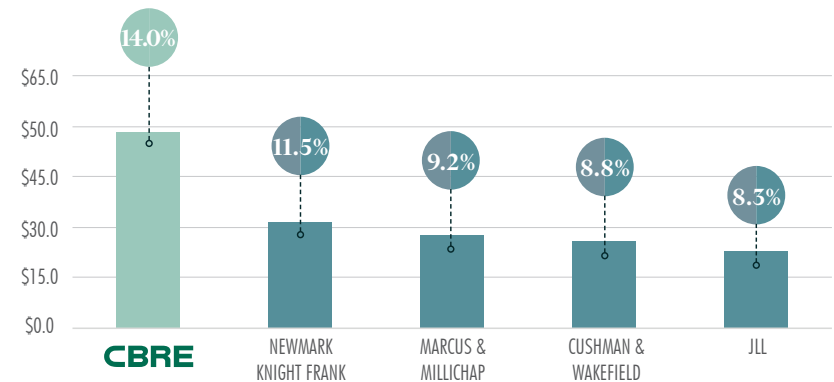
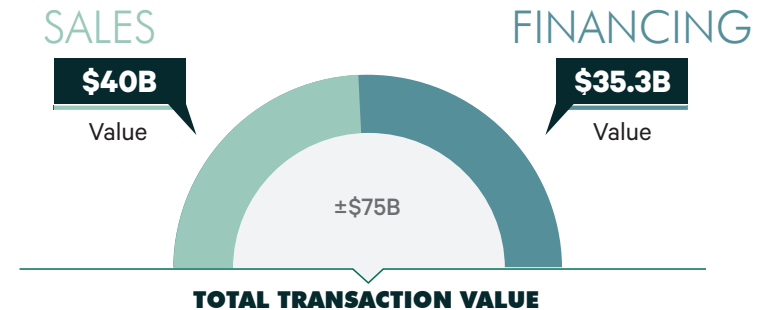
CBRE Multifamily integrates market research with proprietary investor databases, allowing us to analyze market cycles, anticipate trends and command capital in local, national and global markets. Our clients also benefit from leading-edge commentary and statistical data, provided by CBRE Econometric Advisors, on topics across every facet of investment real estate. We set the industry standard for market intelligence by utilizing our integrated network of professionals and our vast commercial real estate database.

SPECIALTY AREAS OF OUR PLATFORM

- Asset Acquisition and Disposition
- Freddie Mac Program Plus Seller/ Servicer
- Freddie Mac Small Balance Loan Originator
- Fannie Mae DUS® Lender
- FHA Direct Lender
- Economic Research and Forecasting
- Student Housing
- Senior Housing
- Manufactured Housing
- Affordable Housing/ National Tax Credit Advisory

NAMED "TOP U.S. APARTMENT BROKER" BY REAL CAPITAL ANALYTICS SINCE 2001

2022 CBRE U.S. MULTIFAMILY TRANSACTIONS



Source: Real Capital Analytics

CBRE MULTIFAMILY

3Q 2023

CBRE MULTIFAMILY | U.S. MARKET COVERAGE





TULSA MARKET UPDATE

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