

THIRD QUARTER
RETAIL MARKET REPORT

2024

OKLAHOMA CITY, OKLAHOMA

Q3

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NA EXECUTIVE SUMMARY

The third quarter of 2024 was impacted by another cohort of retail closures nationwide that has affected Oklahoma as well. The bankruptcy of Big Lots, Pet Supplies Plus, 99 Cent Only Stores, Joann Fabrics, and others is going to create a surge of new vacancies in the coming months as these leases are terminated. This will likely cause the vacancy rates to creep up from their historic lows that we've seen for the past couple of years.



At the same time, we're hearing news of new box developments across the state, something that we haven't seen in years. We expect to see several new grocery stores announced in the next few months, which will spur further development as new retail nodes are created.

David Hartnack
Managing Broker / Owner

Leasing Activities

Total Inventory	102,896,944 SF
Total Net Absorption	-126,988 SF
Overall Rental Rate	\$16.05/SF/YR/NNN
Total Vacancy Rate	5.4%
Under Construction	684,372 SF

Sales Activities

Number of Transactions	108
Total Sales Volume	\$84,542,159
Average Price per Bldg. SF	\$145.43

NA OKLAHOMA CITY RETAIL MARKET LEASING

Notable retail leases include 2807 N. Walker Avenue in Oklahoma City paying \$44.06 per square foot and Hatch at 10600 S. Pennsylvania Avenue in Oklahoma City paying \$35.00 per square foot.

Two of the most notable retail leases based on size in Q3 2024 include the 49,192 square foot lease at 3000 E. Memorial Road in Edmond by Atwoods and the 24,083 square foot lease at 800-828 W. Edmond Road in Edmond by Ollie's Bargain Outlet.

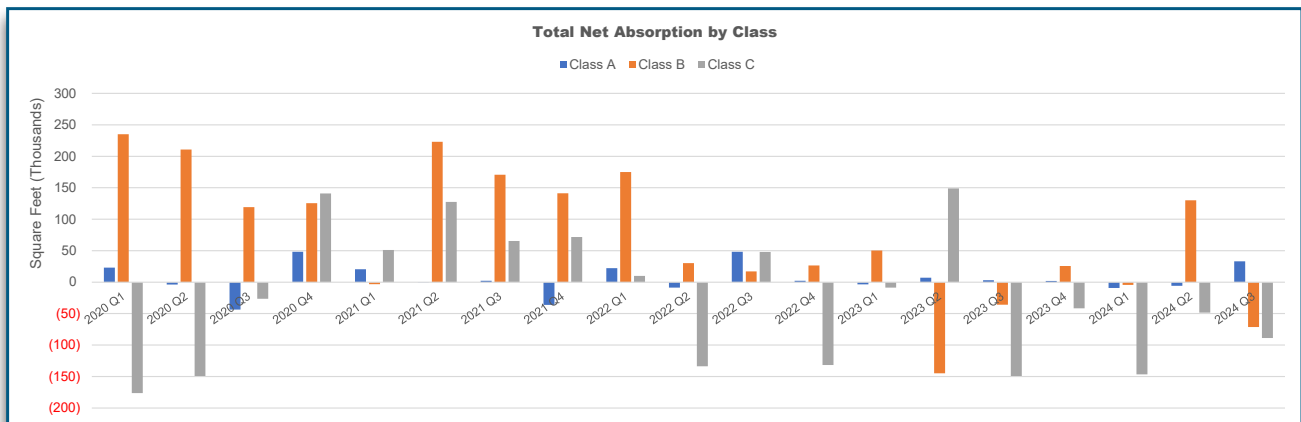
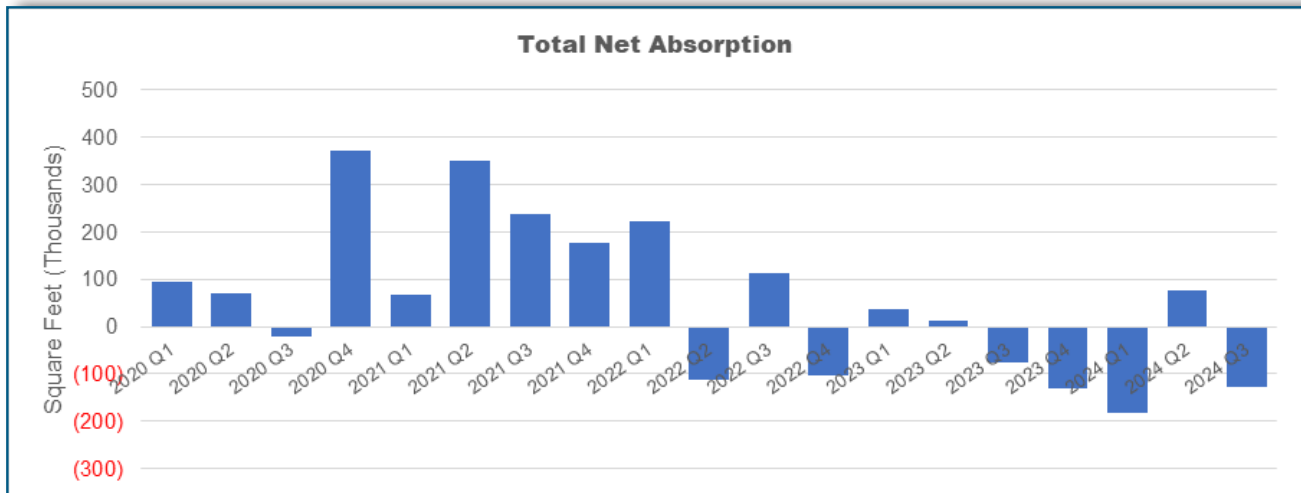
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NET ABSORPTION AND INVENTORY

- The net absorption was a negative 126,988 SF at the end of Q3 2024
- The total net absorption decreased from positive 75,642 SF at the end of Q2 2024
- The total inventory was 102,896,944 SF at the end of Q3 2024
- The total inventory decreased from the 103,901,640 SF at the end of Q2 2024



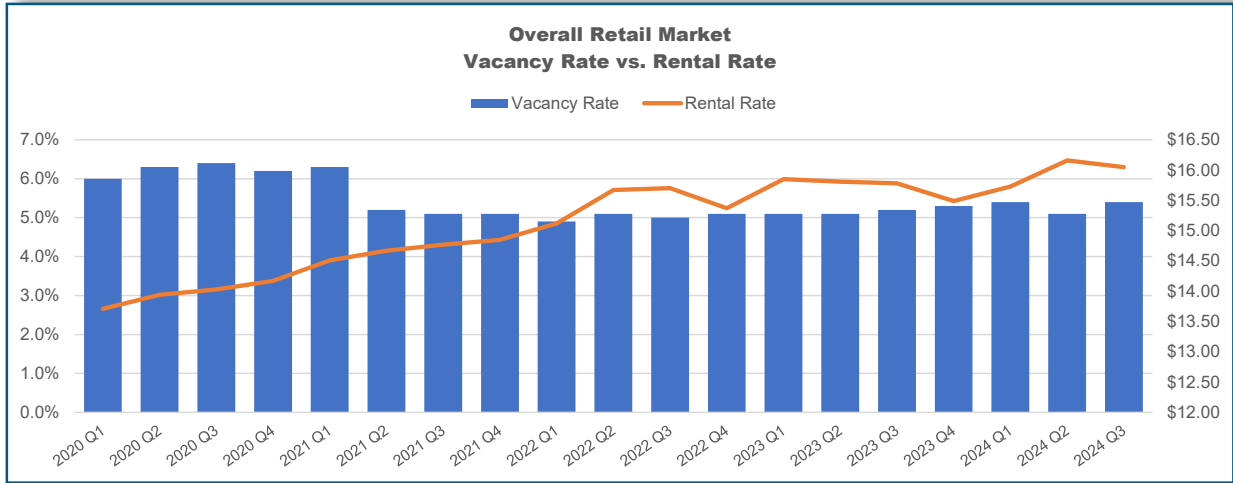
- Class-A retail property net absorption was a positive 33,050 SF, which increased compared to a negative 5,926 SF at the end of Q3 2024
- Class-B retail property net absorption was a negative 71,215 SF, which decreased from the positive 129,968 SF at the end of Q3 2024
- Class-C retail property net absorption was a negative 88,823 SF, which increased compared to negative 48,400 SF at the end of Q3 2024

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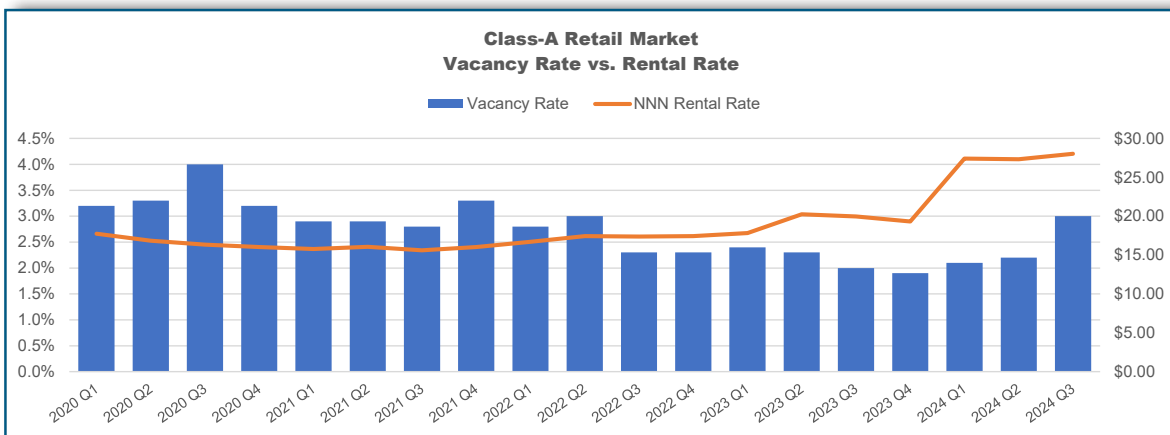
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RENTAL AND VACANCY RATES



- The overall retail market rental rate averaged \$16.05/SF/YR at the end of Q3 2024
- The overall retail market rental rate decreased from the \$16.16/SF/YR at the end of Q2 2024
- The overall retail market vacancy rate was 5.1% at the end of Q3 2024
- The overall retail market rental rate increased from the 5.4% rate at the end of Q2 2024



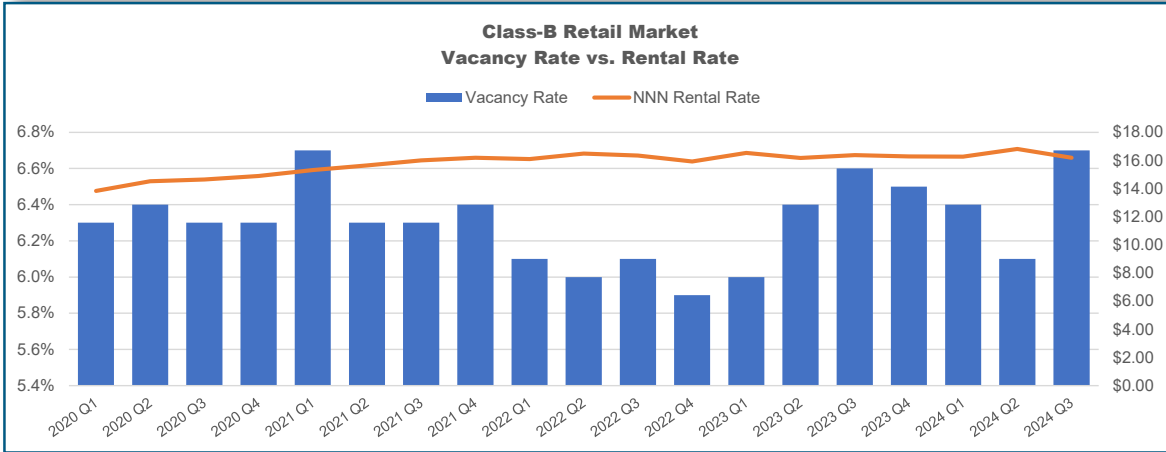
- Class-A retail property rental rate averaged \$28.03/SF/YR NNN at the end of Q3 2024
- Class-A retail property rental rate increased from the \$27.32/SF/YR NNN at the end of Q2 2024
- Class-A retail property vacancy rate was 3.0% at the end of Q3 2024
- Class-A retail property vacancy rate increased from the 2.2% rate at the end of Q2 2024

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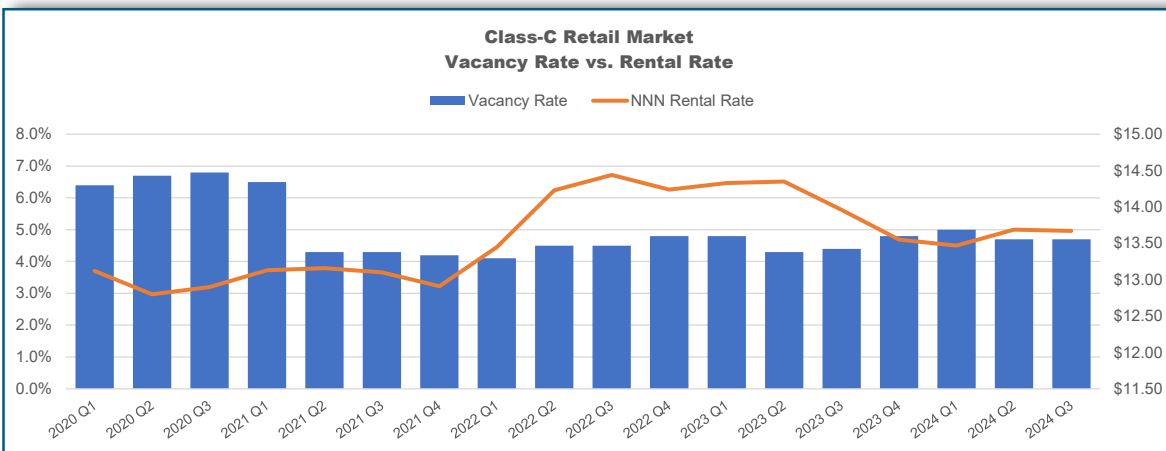
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RENTAL AND VACANCY RATES



- Class-B retail property rental rate averaged \$16.19/SF/YR NNN at the end of Q3 2024
- Class-B retail property rental rate decreased from the \$16.81/SF/YR NNN at the end of Q2 2024
- Class-B retail property vacancy rate was 6.7% at the end of Q3 2024
- Class-B retail property vacancy rate increased from the 6.1% rate at the end of Q2 2024



- Class-C retail property rental rate averaged \$13.67/SF/YR NNN at the end of Q3 2024
- Class-C retail property rental rate decreased from the \$13.69/SF/YR NNN at the end of Q2 2024
- Class-C retail property vacancy rate was 4.7% at the end of Q3 2024
- Class-C retail property vacancy rate remained the same from the 4.7% rate at the end of Q2 2024

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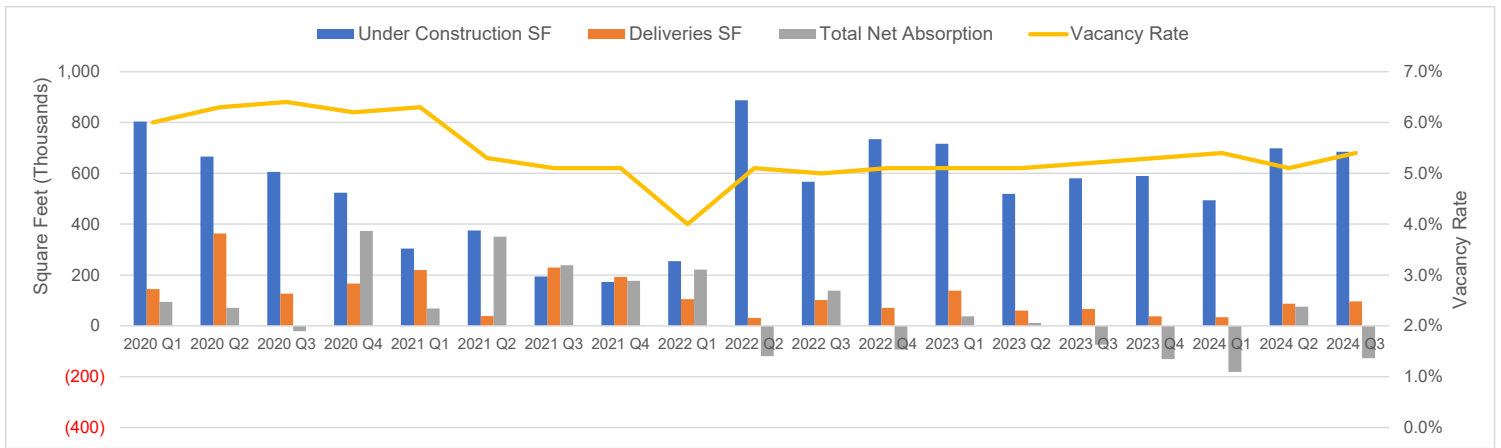


OKC RETAIL INFORMATION BY SUBMARKET

	Northwest	Edmond	Moore/Norman
NNN Rental Rate per SF	\$15.60	\$19.69	\$18.19
Vacancy Rate	7.5%	5.0%	5.5%
Existing Buildings	578	571	1,379
12 Months Net Absorption	-10.6	53.7K	19.1K



CONSTRUCTION, DELIVERY, NET ABSORPTION AND VACANCY RATE



There was 684,372 SF of retail space under construction at the end of Q3 2024. The top two retail properties by size under construction are the 167,500 SF retail building at 16533 N. May Avenue in Edmond, which is scheduled to be delivered June 2025, and the 135,000 SF retail building at 5101 N. Pennsylvania Avenue in Oklahoma City, which is scheduled to be delivered in September 2025. We are seeing an average asking rental rate for under construction retail properties at \$22.96/SF/YR.

NOTABLE RETAIL PROPERTIES UNDER CONSTRUCTION

Property Name	Property Address	City	RBA	Delivery Time
Rose Creek Plaza	16533 N. May Avenue	Edmond	167,500 SF	June 2025
OAK	5101 N. Pennsylvania Avenue	Oklahoma City	135,000 SF	Sept 2025
	5 N.E. 82nd Street	Oklahoma City	100,000 SF	Dec 2024
Dick's Sporting Goods	Highland Park Blvd	Oklahoma City	100,000 SF	Jan 2025
Eskridge Honda	1010 SE 89th Street	Oklahoma City	25,708 SF	November 2024

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OKLAHOMA CITY RETAIL MARKET SALES

The third quarter of 2024 saw 108 transactions totaling \$84,542,159. The largest individual property sale based on dollar volume was the sale at 723-821 W. Danforth Road in Edmond. The 70,652 SF retail property was purchased for \$8,000,000 or \$113.23/SF, on August 30th, 2024.

Summary

Number of Transactions	108
Total Sales Volume	\$84,542,159
Total Bldg. SF	673,933
Total Land in Acres	116.0 Acres
Average Price per Bldg. SF	\$145.43
Median Price per SF	\$144.09
Actual Cap Rate	7.7%

OKC MARKET SIGNIFICANT RETAIL SALE TRANSACTIONS DURING Q3 2024



Property Address: 723-821 W. Danforth Road-EDMOND
 Sale Price: \$8,000,000
 Price per SF: \$113.23/SF
 Sale Date: 8/30/2024



Property Address: 2001 N.W. 142nd Street-OKC
 Sale Price: \$7,900,000
 Price per SF: \$552.33/SF
 Sale Date: 7/16/2024



Property Address: 3131-3145 S.W. 29th Street-OKC
 Sale Price: \$5,200,000
 Price per SF: \$457.83/SF
 Sale Date: 8/22/2024



Property Address: 12852 N.W. 10th Street-YUKON
 Sale Price: \$5,159,500
 Price per SF: \$320.47/SF
 Sale Date: 8/21/2024



Property Address: 2300-2344 N. MacArthur Boulevard-OKC
 Sale Price: \$3,969,749
 Price per SF: \$63.02/SF
 Sale Date: 8/13/2024



Property Address: 2981 US 81-CHICKASHA
 Sale Price: \$2,500,000
 Price per SF: \$311.53/SF
 Sale Date: 9/4/2024



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NAI Sullivan Group is a leading global service provider offering a full range of premier services customized to fit your need and exceed your expectations. Our talented and experienced professionals provide benefits to large institutions and small business owners alike. We are your single point of contact for customized real estate services.

NAI Sullivan Group strives for excellence in all facets of real estate services in order to maintain our position as an industry leader. Our team transforms forward-thinking ideas into cutting-edge applications to achieve maximum results for our clients, company, and community.

For more information, please visit our website: www.naisullivangroup.com

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