# OU REAL ESTATE CLUB
## OCTOBER NEWSLETTER





## Recap Fall Real Estate Finance Dallas Job Fair

On Thursday, October 8th before the great Red River Rivalry, Price College students traveled to Dallas for the Fall Real Estate Finance Job Fair at Lakewood Country Club. This event was hosted by the Price College Center for Real Estate Finance and the Price Career Center. This networking event was a great opportunity for Real Estate Finance students to learn more about the industry and build relationships with professionals and OU alumni. The come and go format allowed students to have one-on-one and small group conversations with employers about internships and full time roles. We want to extend a huge thank you to all of our participating employers: Summit RE, Stream Realty Partners, JLL, Ryan LLC, NexBank, Crow Holdings, Rowan Multifamily Advisors, CBRE, Hillwood, and Weitzman!

## Getting Involved: Upcoming Events

**Brokerage Speaker Event:** Oct 14th, 6-7:30PM

**Club Meeting (details TBD):** Oct 28th

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# BROKERAGE SPEAKER EVENT



**Tomas Llano**
Weitzman
**RETAIL**



**Travis Mason**
Cushman & Wakefield
**OFFICE**



**Allan Meadors**
Cushman & Wakefield
**INDUSTRIAL**



**Stephen Psetinger**
Cushman & Wakefield
**MULTI - FAMILY**

Our Brokerage Speaker Event brings four leading Oklahoma brokers together for an evening of industry insights, market trends and career perspectives. Each speaker covers a different commercial sector, so members can learn how brokerage works across retail, office, industrial and multifamily.

## Brokerage News: OKC and Dallas

Brokerage talent is on the move in both markets this fall, and a notable downtown OKC property is headed to auction. Brokerages compete hard for experienced producers, especially in industrial and retial, which means team-building and hiring stay active in both markets.

### OKLAHOMA CITY

- **Industrial team grows at Commercial Oklahoma.** The Oklahoma City firm, a Cushman & Wakefield alliance member since 2009, hired industrial specialists Amir Shams and Mason Conway away from NAI Red to expand its warehouse and logistics work across the state. (CoStar, Sept. 18, 2026)
- **Bricktown Central heads to auction.** Marcus & Millichap is marketing 114–120 East Sheridan Avenue, a 46,054-square-foot value-add office property in Bricktown that is 18.75% occupied. The auction runs Nov. 2–4 with a $400,000 starting bid. (Crexi listing)
- **Market backdrop.** One Q2 2026 market report puts Greater Oklahoma City retail vacancy near 8.0%, with very little retail under construction. (TenantBase)

### DALLAS

- **New brokerage leader at Cushman & Wakefield.** Kathrine Gillis joined as director of brokerage for Dallas-Fort Worth. She comes from CBRE, where she led retail advisory for Texas and served as sales management director for North Texas. (Commercial Property Executive, week of Oct. 12, 2026)
- **Industrial team lands at CBRE.** Ward Richmond joined CBRE as vice chair of its industrial and logistics occupier leasing team in Dallas after about 15 years at Colliers. Five colleagues joined with him. **(**The Real Deal, Oct. 12, 2026**)**
- **Uptown office trade.** Montclif and FCP acquired 2401 Cedar Springs Road, an Uptown Dallas office building where JLL is a tenant. (Commercial Property Executive, Sept. 18, 2026)

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# CONCEPT OF MONTH

## What is the role of a Broker?

A real estate broker is a licensed professional who represents clients in buying, selling, or leasing property and is typically paid a commission when a deal closes. In commercial real estate, brokers act as the link between owners, investors, and tenants.

- **Leasing:** Landlord representatives market space and negotiate with prospective tenants. Tenant representatives help companies find space and negotiate lease terms.
- **Investment Sales** (Capital Markets): Brokers help owners sell properties and help investors acquire them, including pricing the asset, marketing it, and guiding the deal through closing.

Good brokers combine market knowledge, financial analysis, and negotiation with a strong network. They track rents, vacancy, and recent sales so clients can make informed decisions, and many specialize by property type, such as retail, office, industrial, or multifamily, as our speakers do. For students, brokerage rewards relationship building and persistence. Income is often tied to production, so it is worth asking brokers how they built their client base.

# HER SEAT AT THE TABLE





On October 5, the OU Real Estate Club partnered with UCREW, Women in Finance, and Women in Business to host Her Seat at the Table. Over dinner, women working in commercial real estate, finance, and business shared their career journeys and networking advice. They then joined members for hands-on networking activities. Thank you to our partners and speakers for helping make room for more women at the table!

