OU REAL ESTATE CLUB

SEPTEMBER NEWSLETTER



Message from the Club Executive Board

Welcome back Sooners! We are excited to kick off the Fall 2026 semester with the OU Real Estate club. Whether you are exploring Commercial Real Estate for the first time or had lots of exposure to the industry, our goal is to provide you with relevant experience, build a network of industry professionals and OU alumni, and actively engage with CRE. Join us this month as we continue our Development Series!

Getting Involved: Upcoming Events



FINANCE INDUSTRY NIGHT, NEXT STEPS: Sept. 16th, 6-7PM
Turn industry connections into real career relationships

SAILOR AND THE DOCK SITE VISIT: Sept. 30th, 6-8PM, OKC
On-site CRE development insights and networking

REAL ESTATE JOB FAIR: Oct. 8th, 1:30-3PM, Dallas
Connect directly with CRE industry professionals

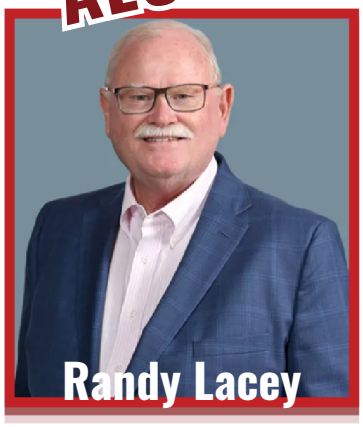


Closer Look: Sailor and The Dock

Located in Oklahoma City's historic Film Row in the West Village District, Sailor & The Dock is a 14,000 SF adaptive-reuse conversion of a 1920's warehouse that serves as Oklahoma's first certified creative and retail business incubator. The development functions as a vibrant ecosystem featuring a local market, bar, arts venue, and community event space designed to empower local entrepreneurs. Recognized by the Urban Land Institute as one of the top three projects in Oklahoma for sustainability, over a third of the interior was constructed using repurposed materials including recycled wine-bottle walls, repurposed piping, and a salvaged sailboat as the centerpiece "Dock Bar." Beyond its unique eco-conscious design, the development offers participating retail tenants up to 10 years of state income tax waivers through its official business incubator designation, making it a standout model for commercial real estate development and economic empowerment for the local community in downtown OKC. To learn more see their website (Sailorandthedock.com) or visit the development located at 617 W Sheridan Ave, Oklahoma City, OK 73102!

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ALUMNI SPOTLIGHT



OU Class of 82'
SIOR, CBRE Senior Vice President

Randy has over 40 years of commercial real estate expertise, leading industrial sales, leasing, and strategic investment initiatives across OKC. With the SIOR designation, he specializes in high-value industrial transactions and small-business capital solutions.



OU Class of 99'
SIOR, CCIM, Fleske Commercial Group Managing Broker & Partner

Eric has over 20 years of experience in the CRE industry leading full-service development, brokerage, and investment management across Central Oklahoma. Eric holds dual SIOR designations in both Office and Industrial product types.

What is SIOR?

The Society of Industrial and Office Realtors (SIOR) is the world's premier professional organization for commercial real estate practitioners specializing in industrial and office properties. Representing the top fraction of commercial brokers globally, the SIOR designation is earned only by professionals who demonstrate high-volume production, a minimum of five years of active brokerage experience, stringent educational accomplishments, and adherence to ethical standards. Beyond serving as a mark of industry excellence, SIOR functions as an elite network connecting top-producing brokers, developers, and capital partners who drive major regional and national transactions. Both Randy and Eric are active members of SIOR among only 17 in the OKC market, and we want to recognize their accomplishments and thank them for funding two OU students to attend the national SIOR conference in NYC where they will participate in SIOR's Student Real Estate Experience Program!

Asset Class Focus: Industrial

With our SIOR alumni focus, we are taking a closer look at the **Industrial & Logistics sector.**

- **Core Functions:** Industrial CRE includes manufacturing facilities, regional distribution centers, flex-office spaces, and fulfillment hubs.
- Market Drivers: Growth in e-commerce, supply chain resilience, and logistics connectivity drive industrial demand across Central Oklahoma.
- Investor Appeal: Industrial properties feature long-term leases, lower tenant turnover costs, and durable cash flows compared to other asset types.



New Flex Warehouse/Office
907 S 17th Street Yukon, OK

Industrial News Updates

Oklahoma Industrial Property sold by ICT Capital for $2.55 million

https://www.costar.com/article/1745495665/oklahoma-industrial-property-sells-for-2-55-million

Developers to bring 83k SF Industrial Project to Colleyville

https://www.bisnow.com/news/dallas-ft-worth/deal-sheet/83k-sf-industrial-project-colleyville-dfw-deal-sheet

Hobby Lobby acquires 30 acres at OKC 577 Commerce Park in OKC

https://www.costar.com/article/2115020109/hobby-lobby-acquires-30-acres-at-okc-577-commerce-park-in-oklahoma-city

DFW's Industrial Market Set Leasing Records During Q2

https://www.bisnow.com/news/dallas-ft-worth/industrial/dfw-s-industrial-market-set-leasing-records-during-q2

MEET THE TEAM

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CONCEPT OF MONTH

Exploring CRE Career Paths

The commercial real estate (CRE) industry offers a diverse range of career tracks tailored to different skill sets, spanning sales, analytical finance, hands-on development, and strategic operations. Below let's take a look at some of the different career paths within commercial real estate to better understand the distinct verticals within the industry:

- **Brokerage & Investment Sales:** Brokers facilitate buying, selling, and leasing transactions on behalf of property owners or tenants. Investment sales brokers advise clients on trading high-value assets, combining market knowledge, cold outreach, and negotiation skills.
- **Capital Markets & Debt/Equity Placement:** Specialists in capital markets raise and structure the equity and debt required to fund CRE transactions. They work with institutional lenders, debt funds, and investment banks to secure mortgages, mezzanine debt, and equity partnerships.
- **Acquisitions & M&A:** Investment teams at private equity firms, real estate investment trusts (REITs), and corporate entities evaluate, model, and purchase existing real estate assets or operating companies. Mergers & Acquisitions (M&A) roles focus on larger entity-level transactions, portfolio buyouts, and strategic corporate real estate deals.
- **Asset Management:** Once an asset is acquired, asset managers execute the property's long-term business plan. They oversee operational performance, lease negotiations, capital expenditure improvements, and budgeting to maximize returns.
- **Land Acquisition & Development:** Developers take projects from initial concept through completion. This track involves sourcing land, securing municipal zoning approvals, managing construction, and coordinating architects and general contractors.
- **Real Estate Marketing & Leasing:** Marketing and leasing teams focus on positioning properties to drive occupancy, creating tailored brand campaigns, and attracting creditworthy national and local tenants to office, retail, and industrial spaces.

We are thrilled to recognize the companies where our members had internships this summer! Congratualtions!

