Presentation for

Sun Meadow Homeowners Assn

January 27, 2011

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www.Tulsa-Homes.com

Introduction

First Licensed in 1981 In Tulsa since 1983 Sun Meadow resident since 1988 With RE/MAX since 1994 Wife (Connie) also a Realtor Generally in the Top 50 RE/MAX Realtors in Oklahoma

Interesting Facts about Sun Meadow

See notes

Market Data

2008 - 2010 summary

- closed sales breakdown by year/home size
- ✓ 2010 closed sales all properties
- Breakdown by house square footage in 5000 sf increments (available at end of mtg)
- Current Actives, Pendings, 2010 Expireds, 2011 Solds
- ✓ RE/MAX Market at a Glance December 2010

Tips

Square footage - meant to be an approximation of size, different ways to measure:

- ✓ off Plans
- ✓ over frame
- ✓ over brick/stone
- inside measurements (not often used)
- ✓ Construction modifications, remodels change things and not always reported
- ✓ if uncertain, have an appraisal measurement only prior to listing (~\$100)

<u>Home Pricing</u>: Be realistic. Don't be too aggressive. It's not how you see your home, it's how the buyer see's your home. Buyers are comparison shopping and detached from the emotional attachment/ (baggage?) you may have.

<u>Price to be seen</u>. Realtors generally determine what is shown. Price on round numbers in \$5000 or \$10,000 increments: Realtors generally search for homes in \$10-20-25-30-40-50,000 increments.

Example 1: If a Realtor is doing a \$20,000 price range search, then Price at \$200,000 and you get seen in the \$180,000 to \$200,000 search <u>and</u> in the \$200,000 to \$220,000 search – you cover a \$40,000 spread. Price at \$199,900 and you only get seen in the \$180,000 to \$200,000 search – you cover a \$20,000 spread.

Example 2: If a Realtor is doing a \$25,000 price range search, then price at \$225,000 and you get seen in the \$200,000 to \$225,000 search <u>and</u> in the \$225,000 to \$250,000 search – you cover a \$50,000 spread. Price at \$226,500 and you only get seen in the \$225,000 to \$250,000 search – you cover a \$25,000 spread.

consider all offers-even low ones don't get offended don't reject an offer; counter instead the first offer is often best offer

Suggestions for Updating/Selling

Pre-Sale Renovation: Home Seller Do's and Dont's

Interesting Facts about Sun Meadow

Number of homes* = 334

Smallest home* = 1688 sf

Largest home* = 4124 sf

Smallest lot* = 11,388 sf (.26 acres)

Largest lot* = 37,444 sf (.86 acres)

Present # of Original Homeowners* = about 32 or 9.6% (dating back to 6/28/1976)

Highest Sold Price (historical)[^] = \$285,000 in 2007

Highest Sold Price in 2010^ = \$253,000

Bank Owned Sales/Auctions^

- o **2008 = 0**
- o 2009 = 1
- o 2010 = 1/1
- o 2011 = 1 pending

^Information taken from NORES (Tuisa MLS). Deemed to be accurate, but not guaranteed.

Market Data - Sun Meadow

Closed Sales listed through NORES (Tulsa MLS)*

2008

# Homes Sold		Asking Price	Avg Asking Price/sf (at time of	Avg Sale Price	Avg Sale Price/sf	Avg Discount	DOM
7		5178,528	sale) \$74	\$171,000	\$72	4.20%	156.00
Square Foot Range	age	# Homes Sold	Avg \$/sf	DOM			
1500 - 190	0	1	\$93	260			
2000 - 249	9	4	\$70	118			
2500 - 299	9	1	67	241			
3000- 349	9	0	na	na			
3500 +		1	63	120			

2009

# Homes Sold	Avg Asking Price (at time of sale)	Avg Asking Price/sf (at time of sale)	Avg Sale Price	Avg Sale Price/sf	Avg Discount	DOM
10	\$189,450	\$78	\$183,630	\$77	3.90%	47.00
Square Foo Range	tage # Home Sold	^s Avg \$/sf [MOC			
1500 - 19	00 1	\$89	6			
2000 - 24	99 5 99 2	\$81	81			
2500 - 29	99 2	\$86	5			
3000- 34	99 1	\$60	33			
3500 +	1	\$43	13			

2010

# Homes Sold	Avg Asking Price (at time of sale)	Avg Asking Price/sf (at time of sale)	Avg Sale Price	Avg Sale Price/sf	Avg Discount	DOM
18	\$207,630	\$81	\$201,824	\$79	2.80%	56
19*	\$198,018	\$77	\$201,859	\$78	1.90%	55

Square Footage Range	# Homes Sold	Avg Sold \$/sf	\$ Trend vs 2009	Avg/DOM	DOM Trend vs 2009
1500 - 1900	1	\$81	down	7	same
2000 - 2499	9	\$86	up	36	down
2500 - 2999	3	\$72	down	48	up
3000- 3499*	2	\$80	up	17	down
3500 +	3	\$62	up	204	up

2011

# Homes Sold	Avg Asking Price (at time of sale)	Avg Asking Price/sf (at time of sale)	Avg Sale Price	Avg Sale Price/sf	Avg Discount	DOM
1	\$244,900	\$69	\$240,000	\$68	2.00%	203

"Includes auctioned house. Listing price indicates Opening Bid of \$25,000 only. This affects some averages.

[%]Does NOT include auctioned house.

*Information deemed to be accurate but not guaranteed.

Prepared for Sun Meadow Homeowner's Assn

Closed	Address		_										
	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	Sale Price	SP/ SF	DOM	Cumulative DOM
5/04/2010	5915 E 100th Street	3328	4	2	1	2	1980	\$25,000	\$7	\$202,500	\$61	39	39
5/24/2010	9737 S Lakewood Avenue	1861	4	3	0	2	1977	\$150,000	\$80	\$150,000	\$81	7	7
11/10/2010	5805 E 99th Street	2369	4	2	1	2	1976	\$167,500	\$70	\$170,000	\$72	34	34
11/17/2010	9712 S Lakewood Avenue	2144	3	2	1	2	1977	\$169,900	\$79	\$167,000	\$78	20	20
3/24/2010	5633 E 97th Street	2097	3	2	0	2	1978	\$178,000	\$84	\$177,000	\$84	2	2
10/08/2010	9784 S Lakewood Avenue	2925	4	2	1	2	1976	\$183,000	\$62	\$167,589	\$57	10	10
3/16/2010	6111 E 100th Street	2401	3	2	1	2	1976	\$189,000	\$78	\$190,000	\$79	52	52
8/16/2010	9927 S Norwood Avenue	2014	3	2	1	2	1977	\$199,900	\$99	\$195,000	\$97	14	14
12/28/2010	6235 E 99th Street	2185	3	2	1	2	1976	\$205,000	\$93	\$201,250	\$92	5	5
8/20/2010	5829 E 100th Place 24	360	4	2	1	2	1975	\$208,000	8650	\$199,900	8250	96	96
6/30/2010	5904 E 97th Place	2411	4	2	1	2	1977	\$209,000	\$86	\$196,000	\$81	50	50
3/23/2010	6205 E 100th Street	4124	4	3	2	3	1975	\$209,444	\$50	\$207,000	\$50	4	364
5/18/2010	10011 S Kingston Avenue	2673	3	2	1	2	1978	\$219,000	\$81	\$198,000	\$74	58	58
7/29/2010	5339 E 97th Street	2356	4	2	1	2	1977	\$219,900	\$93	\$212,500	\$90	82	82
3/19/2010	9757 S Granite Avenue	2624	4	2	1	2	1978	\$221,900	\$84	\$221,000	\$84	76	76
2/12/2010	5623 E 98th Street	2491	4	2	1	2	1978	\$229,900	\$92	\$229,900	\$92	62	62
8/04/2010	9717 S Braden Avenue	3694	4	3	1	2	1979	\$250,000	\$67	\$245,700	\$67	46	46
3/29/2010	5707 E 98th Street	3002	5	2	2	2	1977	\$259,900	\$86	\$253,000	\$84	15	15
10/12/2010	9810 S Granite Avenue	3350	5	2	1	2	1977	\$268,000	\$80	\$252,000	\$75	19	19
Av	erage	2,669	4	2	1	2	1977	\$198,018	\$76	\$201,859	\$78	36	55
	5/24/2010 11/10/2010 11/17/2010 3/24/2010 10/08/2010 3/16/2010 8/16/2010 8/16/2010 8/20/2010 3/23/2010 3/23/2010 3/19/2010 3/19/2010 3/19/2010 3/29/2010 10/12/2010	5/24/2010 9737 S Lakewood Avenue 11/10/2010 5805 E 99th Street 11/17/2010 9712 S Lakewood Avenue 3/24/2010 5633 E 97th Street 10/08/2010 9784 S Lakewood Avenue 3/16/2010 9784 S Lakewood Avenue 3/16/2010 6111 E 100th Street 8/16/2010 9927 S Norwood Avenue 12/28/2010 6235 E 99th Street 8/20/2010 5829 E 100th Place 2/4 6/30/2010 5904 E 97th Place 3/23/2010 6205 E 100th Street 3/23/2010 5039 E 97th Street 3/18/2010 10011 S Kingston Avenue 7/29/2010 5339 E 97th Street 3/19/2010 9757 S Granite Avenue 2/12/2010 5623 E 98th Street 8/04/2010 9717 S Braden Avenue 3/29/2010 5707 E 98th Street	5/24/2010 9737 S Lakewood 1861 11/10/2010 5805 E 99th Street 2369 11/17/2010 9712 S Lakewood 2144 Avenue 2097 3/24/2010 5633 E 97th Street 2097 10/08/2010 9784 S Lakewood 2925 3/16/2010 6111 E 100th Street 2401 8/16/2010 9927 S Norwood 2014 Avenue 2097 12/28/2010 6235 E 99th Street 2185 8/20/2010 5829 E 100th Place 2411 3/23/2010 5904 E 97th Place 2411 3/23/2010 5904 E 97th Place 2411 24/24 3/26/30 2673 7/29/2010 5339 E 97th Street 2356 3/19/2010 9757 S Granite Avenue 2624 2/12/2010 5623 E 98th Street 2491 3/04/2010 9717 S Braden Avenue 3694 3/29/2010 5707 E 98th Street 3002 3002 3002 3002 10/12/2010 9810 S Granite Avenue 3350 3002 3002	5/24/2010 9737 S Lakewood Avenue 1861 4 11/10/2010 5805 E 99th Street 2369 4 11/17/2010 9712 S Lakewood Avenue 2144 3 3/24/2010 5633 E 97th Street 2097 3 10/08/2010 9784 S Lakewood Avenue 2925 4 3/16/2010 9784 S Lakewood Avenue 2925 4 3/16/2010 6111 E 100th Street 2401 3 8/16/2010 9927 S Norwood Avenue 2014 3 12/28/2010 6235 E 99th Street 2185 3 8/20/2010 5829 E 100th Place (2411 4 3/23/2010 6205 E 100th Street 4124 4 5/18/2010 10011 S Kingston Avenue 2673 3 7/29/2010 5339 E 97th Street 2356 4 3/19/2010 9757 S Granite Avenue 2624 4 2/12/2010 5623 E 98th Street 2491 4 8/04/2010 9717 S 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Avenue 2014 3 2 1 2 1976 \$205,000 \$80 \$191,

Comments

Sun Meadow January 1, 2010 to December 31, 2010 All properties

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Subject Property												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/SF	DOM	Cumulative DOM
1036668	pend	5820 E 99th Street	1932	3	2	0	2	1976	\$129,900	\$67	5	47
	Av	erage	1,932	3	2	0	2	1976	\$129,900	\$67	5	47
Number of Properties: 1												

Subject Property												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LPI SF	DOM	Cumulative DOM
1020430	ехр	5820 E 99th Street	1932	3	2	0	2	1976	\$129,900	\$67	42	42
1006731	exp	6312 E 100th Street	1688	3	2	0	2	1977	\$154,595	\$91	184	549
1013261	ехр	9703 S Granite Street	1895	3	2	0	2	1977	\$174,900	\$92	180	180
	1	Average	1,838	3	2	0	2	1977	\$153,131	\$83	135	257
				Num	ber o	of Pro	perties	: 3				

Subject Property														
ML#	Closed	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	Sale Price	SP/ SF	DOM	Cumulative DOM
1009856		9737 S Lakewood Avenue	1861	4	3	0	2	1977	\$150,000	\$80	\$150,000	\$81	7	7
	A	verage	1,861	4	3	0	2	1977	\$150,000	\$80	\$150,000	\$81	7	7
					Nun	nber	of Pro	opertie	s: 1					

Comments

Sun Meadow January 1, 2010 to present 1500 - 1999sf

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Prepared for Sun Meadow Homeowner's Assn

Subject Property													
ML#	Status	Address	SqFt	BR	FB	HB	GAR	B	uilt	List Price	LP/SF	DOM	Cumulative DOM
1034792	act	5019 E 97th Place	2138	4	2	0	1	2 1	978	\$185,000	\$86	63	63
	A	verage	2,138	4	2			2 1	1978	\$185,000	\$86	63	63
					lumb						n i inden i kind na kind n		
	Status	Address	S	qFt				BAR	Built	List Price	LP/SF	DOM	Cumulative DOM
Property ML#	and the second state of the	Address 5721 E 98th Street	of the Owner of the Owner of the					BAR 2	Built 1976	List Price \$189,444	The Real Property lies in which the real Property lies in which the real Property lies in the re	DOM 173	A REAL PROPERTY AND A REAL
NAME AND ADDRESS OF	pend	The second s	2	qFt		FB		BAR 2 2	the state of the s	and the second design of the s	\$81	173	Cumulative DOM 173 210

Number	of	Pro	perties:	2

	Number of Properties: 1											
		Average	2,494	4	3	0	2	1975	\$215,000	\$86	182	182
1017467	exp	9910 S Norwood Avenue	2494	4	3	0	2	1975	\$215,000	\$86	182	182
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/SF	DOM	Cumulative DOM
Subject Property												

Subject Property														
ML#	Closed	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	Sale Price	SP/ SF	DOM	Cumulative DOM
1026787	11/10/2010	5805 E 99th Street	2369	4	2	1	2	1976	\$167,500	\$70	\$170,000	\$72	34	34
1009074	11/17/2010	9712 S Lakewood Avenue	2144	3	2	1	2	1977	\$169,900	\$79	\$167,000	\$78	20	20
1004816	3/24/2010	5633 E 97th Street	2097	3	2	0	2	1978	\$178,000	\$84	\$177,000	\$84	2	2
933501	3/16/2010	6111 E 100th Street	2401	3	2	1	2	1976	\$189,000	\$78	\$190,000	\$79	52	52
1020450	8/16/2010	9927 S Norwood Avenue	2014	3	2	1	2	1977	\$199,900	\$99	\$195,000	\$97	14	14
1035312	12/28/2010	6235 E 99th Street	2185	3	2	1	2	1976	\$205,000	\$93	\$201,250	\$92	5	5
1011926	6/30/2010	5904 E 97th Place	2411	4	2	1	2	1977	\$209,000	\$86	\$196,000	\$81	50	50
1011775	7/29/2010	5339 E 97th Street	2356	4	2	1	2	1977	\$219,900	\$93	\$212,500	\$90	82	82
932406	2/12/2010	5623 E 98th Street	2491	4	2	1	2	1978	\$229,900	\$92	\$229,900	\$92	62	62
	A	verage	2,274	3	2	1	2	1977	\$196,455	\$86	\$193,183	\$85	36	36
					Nun	nber	of Pro	perties	: 9					

Comments

Sun Meadow January 1, 2010 to present 2000-2499 square feet

Prepared by

4

David Krebs 918-851-4662 RE/MAX Executives David@Tulsa-Homes.com

Prepared for Sun Meadow Homeowner's Assn

Subject Property												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/SF	DOM	Cumulative DOM
1101364	act	9711 S Darlington Avenue	2600	3	2	1	2	1978	\$215,900	\$83	13	378
	Anno ann ann ann ann ann ann ann ann ann	Average	2,600	3	2	1	2	1978	\$215,900	\$83	13	378
			Nu	mbe	rof	rope	erties: 1	1				

Subject Property												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LPI SF	DOM	Cumulative DOM
1022465	pend	5010 E 98th Street	2940	4	3	. 0	2	1978	\$199,900	\$67	114	114
	A	rage	2,940	4	3	0	2	1978	\$199,900	\$67	114	114
				Nu	mbe	r of P	ropertie	s: 1				

Subject Property												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	DOM	Cumulative DOM
1018867	exp	9705 S Lakewood Avenue	2926	4	2	1	2	1976	\$189,900	\$64	150	242
1021202	exp	9711 S Darlington Avenue	2600	3	2	1	2	1978	\$215,900	\$83	184	365
	Company of the Owner	Average	2,763	4	2	1	2	1977	\$202,900	\$73	167	304
			Nu	mbe	roff	rope	rties: 2	2				

Subject Property														
ML#	Closed	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	Sale Price	SP/ SF	DOM	Cumulative DOM
1024208	10/08/2010	9784 S Lakewood Avenue	2925	4	2	1	2	1976	\$183,000	\$62	\$167,589	\$57	10	10
1005341	5/18/2010	10011 S Kingston Avenue	2673	3	2	1	2	1978	\$219,000	\$81	\$198,000	\$74	58	58
933536	3/19/2010	9757 S Granite Avenue	2624	4	2	1	2	1978	\$221,900	\$84	\$221,000	\$84	76	76
	Av	erage	2,740	4	2	1	2	1977	\$207,966	\$75	\$195,529	\$72	48	48
			Automatica data		Num	ber	of Pro	pertie	s: 3					

Comments

Sun Meadow January 1, 2010 to present 2500-2900 square feet

Prepared by

David Krebs 918-851-4662 RE/MAX Executives David@Tulsa-Homes.com

Prepared for Sun Meadow Homeowner's Assn

Subject Property												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LPI SF	DOM	Cumulative DOM
1101490	act	9776 S Lakewood Avenue	3064	4	2	2	2	1976	\$246,000	\$80	10	10
1031047	act	5003 E 98th Street	3235	5	4	0	2	1979	\$269,900	\$83	104	104
	8	Average	3,149	5	3	2	2	1978	\$257,950	\$81	57	57
			Nu	mbe	r of F	rope	rties: 2	2				

Subject Property														
ML#	Closed	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	Sale Price	SP/ SF	DOM	Cumulative DOM
1005285	5/04/2010	5915 E 100th Street	3328	4	2	1	2	1980	\$25,000	\$7	\$202,500	\$61	39	39
1005138	3/29/2010	5707 E 98th Street	3002	5	2	2	2	1977	\$259,900	\$86	\$253,000	\$84	15	15
1024788	10/12/2010	9810 S Granite Avenue	3350	5	2	1	2	1977	\$268,000	\$80	\$252,000	\$75	19	19
	Ave	rage	3,226	5	2	1	2	1978	\$184,300	\$57	\$235,833	\$73	24	24
					Nur	nbei	of Pr	opertie	es: 3					

Comments

Sun Meadow January 1, 2010 to present 3000-3499 square feet

Prepared by

David Krebs 918-851-4662 RE/MAX Executives David@Tulsa-Homes.com

A = Aucrioned Property

Prepared for Sun Meadow Homeowner's Assn

Subject Property														
ML#	L# Closed Address 8704 3/23/2010 6205 E 100th Stre		SqFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	Sale Price	SP/ SF	DOM	Cumulative DOM
1003704	3/23/2010	6205 E 100th Street	4124	4	3	2	3	1975	\$209,444	\$50	\$207,000	\$50	4	364
1016368	1/13/2011	5002 E 97th Place	3539	5	3	1	2	1979	\$244,900	\$69	\$240,000	\$68	155	203
1014257	8/04/2010	9717 S Braden Avenue	3694	4	3	1	2	1979	\$250,000	\$67	\$245,700	\$67	46	46
	Av	erage	3,785	4	3	1	2	1978	\$234,781	\$62	\$230,900	\$62	68	204
			The second		Nu	mbe	er of P	ropert	ies: 3					

Comments

Sun Meadow January 1, 2010 to present 3500+ square feet

Prepared by

David Krebs 918-851-4662 RE/MAX Executives David@Tulsa-Homes.com

Prepared for Sun Meadow Homeowner's Assn

ubject roperty												
ML#	Status	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LP/SF	DOM	Cumulative DOM
1034470	act	6312 E 100th Street	0	3	2	0	2	1977	\$154,500	\$0	69	61
1034792	act	5019 E 97th Place	2138	4	2	0	2	1978	\$185,000	\$86	65	6
1036599	act	5618 E 98th Street	0	4	2	2	2	1977	\$199,900	\$0	43	22
1101364	act	9711 S Darlington Avenue	2600	3	2	1	2	1978	\$215,900	\$83	13	37
1024786	act	5910 E 100th Place	0	3	2	1	2	1976	\$229,000	\$0	169	16
1101490	act	9776 S Lakewood Avenue	3064	4	2	2	2	1976	\$246,000	\$80	12	1
1031047	act	5003 E 98th Street	3235	5	4	0	2	1979	\$269,900	\$83	106	10
		Average	2,759	4	2	2	2	1977	\$214,314	\$83	68	2:
			N	umbe	rofi	Prope	erties: 7	7				
ubject		[
ML#	Status	Address	SgFt	BR	FB	HB	GAR	Built	List Price	LP/ SF	DOM	Cumulative DOM
1036668	pend	5820 E 99th Street	1932	3	2	0	2	1976	\$129,900	\$67	5	4
1022106	pend	5721 E 98th Street	2318	3	2	1	2	1976	\$189,444	\$81	173	17
1022100				-	-	- 0	2	1978	\$199,900	\$67	114	11
and the second se	Contraction of the local division of the loc	5010 E 98th Street	2940	4	3	0		13101				
1022465	pend	5010 E 98th Street 9910 S Norwood Avenue	2940 2494	4	3	0	And in case of the local division of the loc	No. of Concession, Name	Statement of the statement of the	The second s	-	
And in case of the local data	Contraction of the local division of the loc	9910 S Norwood Avenue	2940 2494 2,421	-	The statement of the	-	2	1975 1975	\$205,000 \$181,061	\$82 \$74	28	21
1022465	pend	The second se	2494 2,421	4	3	0	2	1975 1976	\$205,000	\$82	28	21
1022465	pend	9910 S Norwood Avenue	2494 2,421	4	3	0	2	1975 1976	\$205,000	\$82	28	21
1022465 1035910 Subject	pend	9910 S Norwood Avenue	2494 2,421	4	3 3 Frofi	0	2	1975 1976	\$205,000	\$82	28	21
1022465 1035910 Subject Property	pend pend	9910 S Norwood Avenue Average	2494 2,421 N	4 4 umbe	3 3 Frofi	0 1 Prope	2 2 erties: 4	1975 1976	\$205,000 \$181,961	\$82 \$74	28 80	21 1: Cumulative DOM
1022465 1035910 Subject Property ML#	pend pend Status	9910 S Norwood Avenue Average Address	2494 2,421 Ni	4 4 umbe	3 3 F of I	0 1 Prope	2 2 erties: 4 GAR	1975 1976 4 Built	\$205,000 \$181,061 List Price	\$82 \$74	28 80 DOM	21 1: Cumulative DOM
1022465 1035910 Subject Property ML# 1020430 922670	pend pend Status exp	9910 S Norwood Avenue Average Address 5820 E 99th Street	2494 2,421 Ni SqFt 1932	4 4 umbe BR 3	3 3 FB 2	0 1 Prope HB 0	2 2 erties: 4 GAR 2	1975 1976 4 Built 1976	\$205,000 \$181,061 List Price \$129,900	\$82 \$74 LP/ SF \$67	28 80 DOM 42	21 1: Cumulative DOM 4 36
1022465 1035910 Subject Property ML# 1020430 922670	pend pend Status exp exp	9910 S Norwood Avenue Average Address 5820 E 99th Street 6312 E 100th Street	2494 2,421 N SqFt 1932 1688	4 4 umbe BR 3 3	3 3 F of 1 FB 2 2	0 1 Prope HB 0	2 2 erties: 4 GAR 2 2	1975 1976 4 Built 1976 1977	\$205,000 \$181,061 List Price \$129,900 \$147,500	\$82 \$74 LP/ SF \$67 \$87	28 80 DOM 42 184	21 1: Cumulative DOM 4 36 54
1022465 1035910 Subject Property ML# 1020430 922670 1006731	pend pend Status exp exp exp	9910 S Norwood Avenue Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street	2494 2,421 Ni SqFt 1932 1688 1688	4 4 umbe BR 3 3 3 3 3	3 3 FOI	0 1 Prope HB 0 0 0	2 2 erties: 4 GAR 2 2 2	1975 1976 4 Built 1976 1977 1977	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$154,595	\$82 \$74 LP/ SF \$67 \$87 \$91	28 80 DOM 42 184	21 1: Cumulative DON 4 36 54 18
1022465 1035910 Subject Property ML# 1020430 922670 1006731 1013261	pend pend Status exp exp exp exp exp exp	9910 S Norwood Avenue Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street 9703 S Granite Street	2494 2,421 Ni SqFt 1932 1688 1688 1895	4 4 9 8 8 3 3 3 3 4	3 3 FB 2 2 2 2 2 2 2	0 1 Prope HB 0 0 0 0	2 2 erties: 4 GAR 2 2 2 2 2 2 2 2 2	1975 1976 4 Built 1976 1977 1977 1977	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$154,595 \$174,900 \$189,900	\$82 \$74 LP/ SF \$67 \$87 \$91 \$92	28 80 DOM 42 184 184 184	21 1: Cumulative DOM 4 36 54 18 24
1022465 1035910 Subject Property ML# 1020430 922670 1006731 1013261 1018867	Status exp exp exp exp exp exp exp exp	9910 S Norwood Avenue Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street 9703 S Granite Street 9705 S Lakewood Avenue	2494 2,421 N SqFt 1932 1688 1688 1895 2926	4 4 4 8 8 8 8 3 3 3 3 3 4 4 4	3 3 FB 2 2 2 2 2 2 2	0 1 Prope HB 0 0 0 0	2 2 erties: 4 GAR 2 2 2 2 2 2 2 2 2	1975 1976 4 Built 1976 1977 1977 1976 1977	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$147,500 \$147,505 \$174,900 \$189,900 \$189,900	\$82 \$74 LP/ SF \$67 \$87 \$91 \$92 \$64	28 80 DOM 42 184 184 180 150	21 13 Cumulative DOM 4 36 54 18 24 18
1022465 1035910 Subject Property ML# 1020430 922670 1006731 1013261 1018867 1018020	status exp exp exp exp exp exp exp exp exp	9910 S Norwood Avenue Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street 9703 S Granite Street 9705 S Lakewood Avenue 5618 E 98th Street	2494 2,421 Ni SqFt 1932 1688 1688 1895 2926 0	4 4 9 8 8 8 3 3 3 3 3 3 4 4 4 4	3 3 FB 2 2 2 2 2 2 2 2 2	0 1 Prope HB 0 0 0 0 1 2 1	2 2 erties: 4 GAR 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1975 1976 4 Built 1976 1977 1977 1977 1977 1976	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$154,595 \$174,900 \$189,900 \$199,900 \$199,900	\$82 \$74 LP/ SF \$67 \$87 \$91 \$92 \$64 \$0	28 80 DOM 42 184 184 184 180 150 183	21 11 12 Cumulative DOM 4 36 54 18 24 18 24 18 36 36
1022465 1035910 Subject Property ML# 1020430 922670 1006731 1013261 1018867 1018867 1018020 1008359	pend pend Status exp exp exp exp exp exp exp exp exp	9910 S Norwood Avenue Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street 9703 S Granite Street 9705 S Lakewood Avenue 5618 E 98th Street 9705 S Lakewood Avenue	2494 2,421 Ni SqFt 1932 1688 1688 1895 2926 0 2926	4 4 9 8 8 3 3 3 3 3 3 3 4 4 4 4 4 4	3 3 F of I 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	0 1 Prope HB 0 0 0 0 1 2 1	2 2 erties: 4 GAR 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1975 1976 4 Built 1976 1977 1977 1977 1976 1977 1976 1975	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$154,595 \$174,900 \$189,900 \$199,900 \$199,900 \$199,900	\$82 \$74 LP/ SF \$67 \$87 \$91 \$92 \$64 \$0 \$68	28 80 DOM 42 184 184 184 180 150 183 92	21 15 Cumulative DOM 4 36 54 18 24 18 24 18 9
1022465 1035910 Subject Property ML# 1020430 922670 1006731 1013261 1018867 1018867 1018020 1008359 922945	pend pend Status exp exp exp exp exp exp exp exp exp exp	Average Average Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street 9703 S Granite Street 9705 S Lakewood Avenue 5618 E 98th Street 9705 S Lakewood Avenue 6205 E 100th Street	2494 2,421 N SqFt 1932 1688 1688 1688 1895 2926 0 2926 4124	4 4 4 9 8 8 8 3 3 3 3 3 3 3 3 3 3 4 4 4 4 4 4 4	3 3 Frofi 2 2 2 2 2 2 2 2 2 2 2 2 2 3	0 1 Prope HB 0 0 0 0 1 2 1 2 0	2 2 erties: 4 GAR 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1975 1976 4 Built 1976 1977 1977 1977 1976 1977 1976 1975	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$147,500 \$199,900 \$199,900 \$199,900 \$199,900	\$82 \$74 LP/ SF \$67 \$87 \$91 \$92 \$64 \$0 \$68 \$50	28 80 DOM 42 184 184 180 150 183 92 180	21 1: Cumulative DOM 4 36 54 18 24 18 24 18 36 18
1022465 1035910 Subject Property ML# 1020430 922670 1006731 1013261 1018867 1018867 1018820 1008359 922945 1017467	pend pend Status exp exp exp exp exp exp exp exp exp exp	Average Average Average Address 5820 E 99th Street 6312 E 100th Street 6312 E 100th Street 9703 S Granite Street 9705 S Lakewood Avenue 5618 E 98th Street 9705 S Lakewood Avenue 6205 E 100th Street 9910 S Norwood Avenue	2494 2,421 Ni SqFt 1932 1688 1688 1895 2926 0 2926 4124 2494	4 4 4 9 8 8 8 3 3 3 3 3 3 3 3 3 4 4 4 4 4 4 4 4	3 3 F of I 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	0 1 Prope HB 0 0 0 0 1 2 1 2 1 2 0 1	2 2 erties: 4 GAR 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	1975 1976 4 Built 1976 1977 1977 1977 1976 1975 1975	\$205,000 \$181,061 List Price \$129,900 \$147,500 \$154,595 \$174,900 \$189,900 \$199,900 \$199,900 \$199,900 \$209,444 \$215,000	\$82 \$74 LP/ SF \$67 \$91 \$92 \$64 \$0 \$68 \$50 \$86	28 80 DOM 42 184 184 180 150 183 92 180 182	21 1: Cumulative DOM 4 36 54 18 24 18 24 18 36 36

11	N														
R	Subject Property														
Ą	ML#	Closed	Address	SqFt	BR	FB	HB	GAR	Built	List Price	LPI SF	Sale Price	SPI SF	DOM	Cumulative DOM
10	1016368	1/13/2011	5002 E 97th Place	3539	5	3	1	2	1979	\$244,900	\$69	\$240,000	\$68	155	203
S		Contract of the Owner Street Street		T											

Comments

Sun Meadow Active = currently for sale Pending = under contract but not yet closed Expired = did not sell during listing period Closed = settlement has occurred

Prepared by

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Tulsa's Market At A Glance

December 2010

A balanced market, would have a "# Months Supply" of between 5 to 6 months. Less than 4 months favors a Seller and more than 6 favors a Buyer.

						List Pri	ce Range					
]		\$50,000	- \$100,000			\$100,000	- \$150,000			\$150,000	- \$200,000	
School District	Active	6 Month	Pending	# Months	Active	6 Month	Pending	# Months	Active	6 Month	Pending	# Months
School District	Listings	Closed	Contracts	Supply	Listings	Closed	Contracts	Supply	Listings	Closed	Contracts	Supply
Tulsa (1)	667	359	86	11.1	417	230	57	10.9	166	122	33	8.2
Jenks (5)	31	26	7	7.2	68	66	19	6.2	82	76	12	6.5
Union (9)	70	53	15	7.9	135	90	28	9.0	121	88	11	8.3
Broken Arrow (3)	87	121	23	4.3	248	188	55	7.9	243	135	31	10.8
Owasso (11)	22	14	6	9.4	117	95	27	7.4	103	84	21	7.4
Sand Springs (2)	47	37	9	7.6	45	38	6	7.1	19	9	2	12.7
Sapulpa (51)	44	40	8	6.6	31	17	6	10.9	14	12	0	7.0
Bixby (4)	13	5	5	15.6	32	31	9	6.2	50	35	8	8.6
Totals	981	655	159	9.0	1093	755	207	8.7	798	561	118	8.5
Difference v Last Year	77.4%	-30.3%	-6.5%		40.3%	-44.3%	36.2%		27.5%	-31.4%	3.5%	



						List Pri	ce Range					
		\$200,000) - \$300,000			\$300,000	- \$500,000		1	\$50	0,000+	
School District	Active	6 Month	Pending	# Months	Active	6 Month	Pending	# Months	Active	6 Month	Pending	# Months
School District	Listings	Closed	Contracts	Supply	Listings	Closed	Contracts	Supply	Listings	Closed	Contracts	Supply
Tulsa (1)	131	83	24	9.5	114	43	15	15.9	98	39	8	15.1
Jenks (5)	140	95	22	8.8	119	66	20	10.8	104	30	6	20.8
Union (9)	81	69	8	7.0	35	18	0	11.7	5	3	1	10.0
Broken Arrow (3)	156	111	13	8.4	61	29	8	12.6	18	3	0	36.0
Owasso (11)	89	59	15	9.1	47	22	10	12.8	24	4	1	36.0
Sand Springs (2)	26	9	4	17.3	9	2	0	27.0	5	0	0	n/a
Sapulpa (51)	10	11	0	5.5	6	2	0	18.0	8	1	1	48.0
Bixby (4)	99	49	11	12.1	89	55	8	9.7	74	22	6	20.2
Totals	732	486	97	9.0	480	237	61	12.2	336	102	23	19.8
Difference v Last Year	17.9%	-18.2%	24.4%		1.9%	-8.8%	56.4%		12.0%	-19.0%	53.3%	



information Deemed Reliable But Not Guaranteed

For the Period of Time Indicated on This Report

Suggestions for Updating/Selling

Get rid of

Wallpaper Dark beams/paneling Vinyl flooring in kitchens/baths Popcorn ceilings Old curtains/valances Swag fixtures School house ceiling fans (one bulb) Stark white walls Flat, painted doors Brass/Antique brass knobs/pulls Drop ceilings w fluorescent lighting Aluminum, single pane windows Formica countertops/backsplashes Old appliances (wood grain?) Dark Kitchens 8" ceramic tiles Vertical blinds, woven woods 4" tiles at tub surround (unless excellent cond) Brown stone exterior Scalloped trim around bookcases Old Kitchen/Bath cabinets Wooden spindles in Entryways Badly damaged/spalled driveways

Replace with

Paint Paint paneling (not stark white) or new sheetrock and paint Ceramic tile/wood Orange peel texture/flat Updated curtains Non-swag fixtures Update ceiling fans (three bulb minimum) Off-white or current colors Current design doors (6 panel or newer) Update with custom or pewter-like knobs/pulls Can lighting or update Vinyl, low-E windows Lots of new choices (granite) Stainless, black, white appliances Add under-counter lighting 12" minimum ceramic tiles or other Current window coverings Lots of new choices Can be painted to update (takes years off look - not white) New face molding Replace/reface doors Consider opening up the area New concrete

Pre-Sale Renovation: Home Seller Do's and Don'ts



[1]RISMEDIA, January 25, 2011—You've probably seen

those depressingly cheery home-themed TV shows: a couple needs to sell their house, they have an outdated kitchen, and a designer comes in and proceeds to convince them to renovate the kitchen into a stainless-steel-clad shrine to culinary greatness—for tens of thousands of dollars. In an ideal real estate market, that would add value, but in today's market, expensive pre-sale renovations, for the most part, aren't worth it. The numbers bear this out: In general, a home remodel will cost quite a bit more than you'll get back when you sell; remodels done in 2010 will only recoup 60% of their price when the house is sold, according to *Remodeling* magazine's 2010 Remodeling Cost vs. Value survey, done in partnership with the National Association of REALTORS® (NAR).

Two of the areas that potential buyers are often most pressured to remodel before selling are the kitchen and bathroom. Here, we'll tackle both of those rooms, and let you know what to do—and what to avoid—when considering a pre-sale renovation:

Kitchen

-Don't put in expensive professional-grade cook's appliances. You may choose a tricked-out, \$10,000 Wolf stove, but the buyer may be a loyalist to Viking. Or, even worse, the potential buyer might be a take-out addict.

-Do, however, service the appliances you have, so that they work perfectly. And, if you have seriously outdated appliances that can be replaced for \$1,000 or less (like swapping a dingy old fridge for a basic new one), that's a good idea. Similarly, if there are any appliances that you lack, which most buyers consider essential, it makes sense to buy one (like a dishwasher—you can get a nice model for under \$1,000).

-Don't replace your cabinetry entirely—even if it's a little outdated. It's just too subjective. You might think sleek, white Scandinavian cabinets are the way to go, but you'll be in a bind if your potential buyer prefers dark wood.

-Do invest in cabinet refacing if your cabinets are extremely outdated. Many refacing companies will give your cabinets a fresh façade for well under \$2,000, and it's a good investment in creating a positive impression of the room without doing a pricey knock-down.

-Don't go granite crazy. Or marble. Or etched-Murano-glass-accented tile. Spending thousands of dollars on a new countertop and backsplash is downright dangerous, as there are so many different options these days, it's impossible to find one that will please most people.

-Do hire a professional cleaning company to come in and make what you have sparkle. While this won't magically make your tile look magazine-spread-worthy, it will certainly make it look a lot better, as discoloration from age often makes tile look even worse.

Bathroom

-Don't do expensive tub/shower repairs or replacements. Just like with the big-ticket kitchen fixes,

this is a matter of taste. If you put in a round jetted tub, what if the buyer wants square? And is an amethyst-crystal steam shower really something everyone will love?

-Do replace dated bath and shower fixtures; this can be done generally quite inexpensively. For instance, if you have a 30-year-old, tiny showerhead, replacing it with a large, rainwater-style model will lend a subtle spa-like quality without costing a lot.

-Don't replace your smallish vanity with a new, built-in modei. A lot of remodelers emphasize the intrinsically relaxing qualities of having all your toiletries, towels and even reading material beautifully organized in one big unit made of high-end wood, marble and chrome. And it is certainly beautiful. But it's also a risky choice, and a matter of taste.

-Do freshen up the vanity area. Invest in a big mirror and put bright lights over it. And a few hundred dollars spent on a nice faucet is well worth it, as, like the showerhead, it's a true basic—and updating the basics, in most homes and markets, is all you should be focusing on.

Other tips for redoing your kitchen and bathroom frugally

Kitchen:

-Declutter your counters. A disorganized kitchen is a buyer-deterrent. Clean up the counters and pare down countertop items to the essentials—toaster, microwave, coffee pot and not much more than that.

-Keep your pantry and cabinetry clutter-free too. You don't have to alphabetize your cereals—just know that potential buyers will probably open those cabinets, so they won't want a ladle falling out on their head.

-Give your kitchen table or breakfast bar some life. It's simple—placemats, a colorful vase or two and a tasteful flower arrangement will reinforce the idea that the kitchen is the heart of the home.

Bathroom:

-If you want to add a little life to the wall, try a simple, straight-lined wood or stainless-steel floating shelf with a few candles on it. It's an elegant, boutique-hotel touch that doesn't cost much.

-Toss down a colorful floor mat. Bathrooms are often devoid of color; this is a great way to add that color, and a little warmth.

-Again, clear clutter. Even your beauty essentials shouldn't be on the counter if you're in the open house stage.