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When you're ready to buy or sell, call Accent Realtors.

EVENTS • HOME OWNERS ASSOCIATIONS • TULSA HOUSING MARKET • ASK PAUL • FEATURED LISTINGS

Events Cont.

May 10
Bill Cosby
www.celebrityattractions.com

May 22-August 28
Summer's 5th Night
www.uticasquare.com

May 9-10
Bixby BBQ'N Blues Festival
www.bixbyrotary.com

May 15-18
Tulsa International Mayfest
www.tulsamayfest.org

May 20-21
Fair Meadows Horse Racing
www.exposquare.com

June 5
Brookside Rumble & Roll
www.brooksidetheplacetobe.com

June 6-8
Leake Auction Company
www.exposquare.com

June 18-July13
The Phantom of the Opera
www.celebrityattractions.com

Market Statistics

Market Statistics are a great way to analyze the value of your property, and to help you measure what improvements are going to pay off for you. They fluctuate daily, and prices are strongly driven by what other houses are on the market at the time you decide to sell.

You should compare surrounding communities as well.

City	Average Sq. Ft.	Average Bedrooms	Average Baths	Average List Price	Average Sale Price	Average Days on Market
Tulsa	1860	3	1	$157,792	$151,771	61
Broken Arrow	2035	3	2	$168,264	$163,950	67
Bixby	2115	3	2	$233,499	$229,360	61
Jenks	2172	3	2	$210,000	$205,381	56
Owasso	2092	3	2	$197,293	$192,340	60

How much is your property worth? Call us for a FREE market analysis, 665-8559, or e-mail pwheeler@tulsarealtors.com.

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REAL ESTATE NEWS



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Good Thing You're in Tulsa™
www.tulsarealtors.com

Home Owners Associations - What to Consider When Buying a Home



Home Owners Associations (HOA) can be a great way to protect the long-term investment of a home, depending on how well the deed restrictions are enforced by the governing body.

Often the association will have a membership fee to provide community landscaping, maintain any recreational facilities one might have, provide space for events and neighborhood functions, provide security for the neighborhood, arrange for street maintenance, and enforce the restrictions set forth by the members

See Associations on pg. 3

Tulsa Housing Market Remains Strong

A strong and steady housing market has protected Oklahoma from the recent mortgage crisis that has affected the rest of the nation.

Home prices have increased steadily and foreclosures have decreased, with less than 5 percent of the home loans falling into the subprime category.

According to the Oklahoma Association of Realtors, in 2007 home values in Oklahoma increased a seventh consecutive year to 4.2 percent. Nationally home values declined an average of 1.4 percent that same year.

Steady home prices, a relatively strong economy, and a lower-than-average inventory of homes have helped the housing market remain strong.

The low interest rates and the favorable market conditions make it a great time to sell or buy a home.

Quick Industry Statistics

- **2006 and 2007 were record years in sales for the state, 53,873 and 52,170 homes sold**
- **For past three years, the months of April and May have statistically had the highest number of contracts written**
- **In April a *Money* magazine study of the nation's 100 largest markets ranked Tulsa 2nd in home appreciation values**
- **The city's average home price of $153,750 ranks far below the national average of $422,343**

Sources: http://whyrealtorswork.com/GoodThing/Index.html and http://www.okcommerce.gov/index.php?option=content&task=view&id=330&Itemid=411 and http://money.cnn.com/magazines/moneymag/bplive/2006/snapshots/PL4075000.html and tulsarealtors.com/HousingStats.aspx

Ask Paul

Q. "How far in advance should I put my home on the market before I need to move?"

A. "Our average market time for everything we sold last year was 30 days. So, in today's market I recommend approximately 4 months before. That way, even if it does take twice as long as expected, we still have up to 60 days to close once we have a contract."

If you have questions about real estate, take advantage of Paul's 20 plus years of experience in the real estate industry. Simply e-mail Paul at: pwheeler@tulsarealtors.com

Call Us to Reserve Our Free Moving Truck

Our "Community Truck" is available to anyone for FREE use! It is also available to charitable organizations for use as well. Just call us and ask for details, and we'll schedule a time for you to use it, 665-8559.



Easy Ways To Save Energy In Your Home As Utility Prices Increase

There are several ways a homeowner can save while energy costs continue to rise. Many of these modifications also improve the comfort of the home:

1) Do you have drafts or leaks in your doors or windows?
Caulking and weatherstripping can keep the elements where they belong – outside.

2) Is your insulation adequate?
Often this can be a weekend project, and you can quickly recover your costs.



3) Do you have leaky faucets?
A simple washer can save you gallons of water a year.

4) Do you water your lawn early in the morning?
This helps to eliminate the amount of water evaporation during the day, but allows the grass time to dry, before it gets dark.

5) Do you use a programmable thermostat?
Adjust your thermostat so it isn't heating/cooling as much while you are out.

6) Do you use florescent bulbs?
They can save a lot of energy each month, and can last for years.

7) Do you change your air filters regularly?
Clogged filters can make your heating/cooling system work harder.

There are also many products designed to improve the energy efficiency of a home. One can install tankless water units, energy efficient windows, storm doors, and energy efficient appliances just to name a few.

Little improvements can lead to big savings in the upcoming months.

Sources: http://www.isnare.com/?aid=220711&ca=Finances
http://www.fivecentnickel.com/2007/01/31/12-simple-ways-to-save-money-on-utilities-and-the-planet/

What to Consider When Buying As a Long-Term Investment

A home is often the biggest investment most people make in their lifetime. Therefore, most homebuyers want to assure that the value of their home is protected, and that the community remains desirable.

To do this homeowners should research and survey the neighborhood and community of their investment. They should consider the quality of the schools, the commute to work, and the strengths of businesses in the community.

Crime and vandalisms should also weigh heavily on the buying decision.

When a buyer finds a home he/she likes, he/she should also consider the appreciation of that home is influenced by the value of comparable homes in the neighborhood.

Looking at the potential maintenance on the home, property taxes, and improvements one is considering should be factored into the decision making process as well.

There are many factors to consider when looking to assure optimal return on an investment such as this.

Source: http://www.finweb.com/mortgage-loan-education/buying-a-home-as-a-long-term-investment.html

Sellers – Encourage A Quick Sale

There can be many reasons to sell a home quickly. A Realtor is available to advise you what investments to make before you put your home on the market.

First, a seller must be honest about what repairs are needed. It is often worth hiring an inspector to discuss what repairs need to be made. Often at the point the potential home buyer has his own inspection, these repairs often portray a much lower value of the home. A small repair that costs you little to fix can drop the value dramatically in the eyes of the buyer.

Second, create an inviting, clean atmosphere, both inside and outside. This means fresh neutral toned paint, a well maintained yard, removing clutter and smells.

Often a few small changes, such as updating fixtures, fresh carpet, new appliances can often give a seller the advantage they need when showing and listing his/her home.

Buyers – Ease the Home Buying Process

- **Don't Rush**
- **Learn The Home Buying Process**
- **Help Your Credit - Pay Off Debts**
- **Prequalify For Your Mortgage**
- **Talk To Your Accent Realtor**
- **List Needs vs Wants In The Home You Are Looking For**
- **Take Notes On The Properties You Are Looking At**
- **Don't Be Afraid To Ask Questions - It Affects You Financially**
- **Do A Final Walk-Through Just Before Closing - After The Seller Moves Out**
- **Be Positive**

Source: www.finweb.com/mortgage-loan-education/ten-home-buying-tips.html



Associations cont. from pg. 1

of the association.

Home buyers need to consider if they are willing to live within the conditions of the prospective association.

One should also determine whether the fees are affordable, whether there are plans to increase these fees, determine if litigation is pending with the HOA, and question the terms and experience of the board members.

Here are just a few statistics to consider (from the Community Associations Institute):

• Approximately 50 million Americans live in a homeowners association, with 1.25 million people serving on the community's association board, and more than 300,000 serving as committee members.

• 6,000 – 8,000 new associations are formed every year, that's 4 in 5 housing starts in the past 5-8 years.

• The estimated real estate value of homes in all of the community associations is $2 trillion, approximately 15% of the value of all residential real estate.

• The annual operating revenue for community associations is $30-$35 billion in the United States.

Source: http://phoenix.about.com/cs/real/a/HOA01.htm

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Tulsa Area Events

April-July 12
Tulsa Talons AF2
www.tulsatalons.com

April 4
Grada
www.tulsapac.org

April 5
Blue Man Group
How To Be A Megastar Tour 2.1
www.mabeecenter.com

April 5-6
Tulsa Orchid Society
Show & Sale
www.tulsagardencenter.com

April 10
Signature Symphony Presents
Ann-Marie MacDermott
www.tulsacc.edu/

April 10-13
Clark Theatre Presents
"Phantom Tollbooth"
www.clarktheatre.com

April 10-August 25
Tulsa Drillers Baseball
www.tulsadrillers.com

April 11-12
Springfest Garden Market
www.tulsagardencenter.com

April 12
Herb Day in Brookside
www.shopbrookside.com

April 12
Sea Lion Splash
www.tulsazoo.com

April 12-13
Tulsa Art Studio Tour
www.TulsaArtStudioTour.org

April 18-July 13
Rendezvous 2008
www.gilcrease.org

April 19
Earthfest
www.tulsazoo.org

April 26-May 4
Tulsa Opera Presents
"The Magic Flute"
www.tulsaopera.com

May 2-October 10
Summer Concert Series at
The Riverwalk Crossing
www.riverwalkcrossing.com

Events cont. pg. 4