Where we’ve been
Investment Sales: 2013 YTD

12 transactions
2,881 units sold

$21k 1970's AVG/UNIT
$28k 1980's AVG/UNIT

$103k SPRINGS AT EAST FIFTY CLASS A AVG/UNIT
$69k HEIGHTS AT BATTLE CREEK CLASS A AVG/UNIT
The Market is Transitioning
Where we’re going
The Flight to Suburban

Leave it to Beaver  Cosby Show
The Flight to Urban

Friends

Seinfeld
Echo Boomers
Trading Suburbans for Bikes
The Renter Generation?
New Construction
Are we in a bubble?
Multifamily Lending Sources
Rising Interest Rates

30-Year Fixed Rate Mortgage Average in the United States (MORTGAGE30US)
Source: Freddie Mac

Shaded areas indicate US recessions.
2013 research.stlouisfed.org
Tulsa Job Market
Employment Growth Since Recession

Private Employees

- Oklahoma City
- Tulsa
- Tuscon
- Wichita
- Albuquerque
Outlook Bright