



MULTI-FAMILY BROKERAGE

Houston § Dallas/Ft. Worth § Austin § San Antonio



KET Enterprises Incorporated is one of the premier “boutique” multi-family brokerage firms in the Houston area. KET Enterprises was created as a Texas corporation in 1989 for the purpose of marketing and selling multi-family real estate. Since its inception, KET has specialized in the brokerage of apartment complexes in the Houston, Dallas, Austin and San Antonio areas, Class “A”, “B”, and “C”.

Our firm offers the highest caliber of professional service, ethics, and integrity. We utilize a number of services to enable a purchaser or seller to analyze the market and to timely take advantage of opportunities as they appear, often in advance of the competition. Investors new to the market in Houston and other cities are given a comprehensive neighborhood analysis, together with information on current trends for sales prices, rents, demographic changes, financing conditions and general economic indicators for Texas and the local Houston area market.

KET has extensive experience, skills and staff support to effectively market apartment portfolios, newly constructed properties and other existing apartment projects, primarily in Texas. KET is also proficient in marketing and selling REO and distressed properties, and has worked with many of the major foreclosing lenders. We maintain strong affiliations with leading mortgage brokerage firms, management companies, attorneys and title companies to help facilitate all aspects of the transactions we broker.

KET’s unparalleled knowledge of the Texas apartment market and its buyers has enabled us to sell over 147,508 multifamily units (703+ projects) since 1991, with combined sales volume in excess of \$6 billion. A complete list of KET sales is available on request.



Our Background

KET Enterprises utilizes a comprehensive, proprietary, national, owner and buyer database which is updated daily in order to maximize acquisition and disposition opportunities for our clients.

One of the most important factors in achieving success for our clients is a thorough and extensive understanding of the value of their asset. Our team has the intelligence, experience and resources necessary to establish a precise evaluation of our client's property. This is accomplished by:

1. Daily tracking and monitoring of comparable listings
2. Analyzing comparable sales transactions
3. Staying abreast of national and local economic market trends
4. Working with each client to develop a personalized approach to their marketing experience

Our team of professionals offers investors, buyers and sellers the expertise to respond to their individual and unique requirements from the production of state-of-the art, print ready, marketing presentations to the final closing.

What sets us apart

We understand that whether you are a buyer or a seller, the real estate transaction must be nurtured through each step, allowing clients the peace of mind that their best interests are also our best interests.



Our Goal

Our goal is to help our clients create wealth through multi-family investments.

To **serve** our clients by providing quality marketing solutions through a combination of experience, talent, and teamwork with a commitment to adapting to ever-changing market conditions.

To **offer** the strongest possible effort in sales through conventional methods, combined with special emphasis on Internet marketing and the latest in email marketing techniques as well as to our proprietary database of buyers and sellers.

To **present** state-of-the-art sales packaging which will be used to effectively market exclusively listed apartment properties.

To **serve** our clients as partners in their future and to focus on growing relationships by providing quality service, integrity, professionalism, respect and teamwork while helping our clients create wealth through multi-family investments.

To **achieve** premium pricing while minimizing transactional risk for our clients.

To **offer** the strongest possible effort so that our team is able to streamline the transaction timeline, maximize efficiency, and achieve positive results.



Our Team

The KET sales team consists of brokers and support staff – a team that sells **10% of the apartments sold in Houston**. Our team includes Tom Wilkinson, Hashir Saleem, Brandon Wilson, Faith Chandler, Robyn Jenkins, Nancy Romo and Lely Ortiz.

KATHLEEN E. TYRRELL

Founder, President and Sole Shareholder

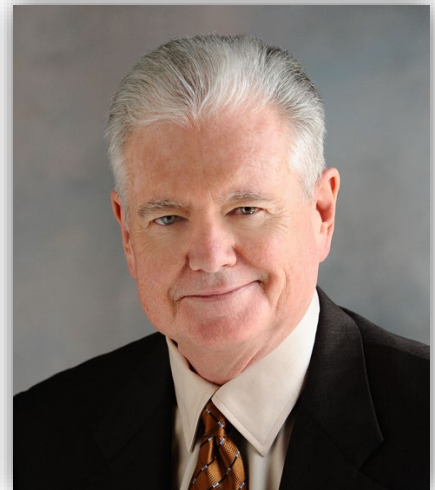
Kay Tyrrell graduated Phi Beta Kappa from SUNY Binghamton in New York. Since 1974, her career has integrated all aspects of real estate finance, acquisition, disposition, management, administration and law. Prior to founding KET Enterprises, she worked for major law firms, title companies, and management companies. Additionally, she administered operations and compliance issues for the largest of the RTC SAMDA contractors. Kay continues to utilize her extensive experience through the management and operations of KET Enterprises.



THOMAS B. WILKINSON, IV

Vice President and KET's Licensing Broker

Tom Wilkinson has performed real estate marketing services for institutional and individual investors since 1972. He has a BA in Mathematics from Rice University and an MBA in Real Estate Investments from the University of Texas. In addition to brokering real estate, Tom previously owned and operated more than 80 properties. Tom has successfully marketed properties for and to dozens of individual, business and institutional sellers and buyers, including REO properties for the RTC, FNMA and FreddieMac.



Our Team

HASHIR SALEEM

Senior Associate/Broker, Investment Sales

Hashir Saleem is a licensed Texas Real Estate Broker involved in real estate marketing services for institutional and individual investors. Hashir holds a B.S. in Industrial Engineering from the University of Houston and an MBA from Rice University's Jones Graduate School of Business.



SYLVIA CORONADO

Investment Sales Associate

Sylvia Coronado is a licensed Texas Real Estate Salesperson with a background who holds a B.S. in Economics from the University of Virginia. Sylvia was a Registered Professional Appraiser with the Harris County appraisal District for over a decade. She has practiced Property Tax Consulting in Harris County for the past 5 years, specializing in income producing properties.



FAITH CHANDLER

Executive Assistant/Creative Director

Faith Chandler is a licensed Texas Real Estate Salesperson with a background in commercial management and leasing. She is responsible for the creation of marketing packages, research, modifying KET's website, managing digital media and the dissemination of data to buyers and sellers.



Our Team

ROBYN JENKINS

Marketing Analyst

Robyn Jenkins is a licensed Texas Real Estate Salesperson who graduated with a BBA in Business Management from Texas Southern University and holds an MBA from Texas Woman's University. She is responsible for interfacing with clients, the creation of marketing packages, research and the dissemination of data to buyers and sellers.



NANCY ROMO

Administrative Assistant

Nancy Romo has extensive administrative experience in the corporate and financial sectors, including contract negotiations from conception to closing. She assisted with day-to-day operations including payroll, office management, and customer service. She is responsible for client relations, office organization, file maintenance, and for assisting KET's Brokers including dissemination of data to buyers and sellers.



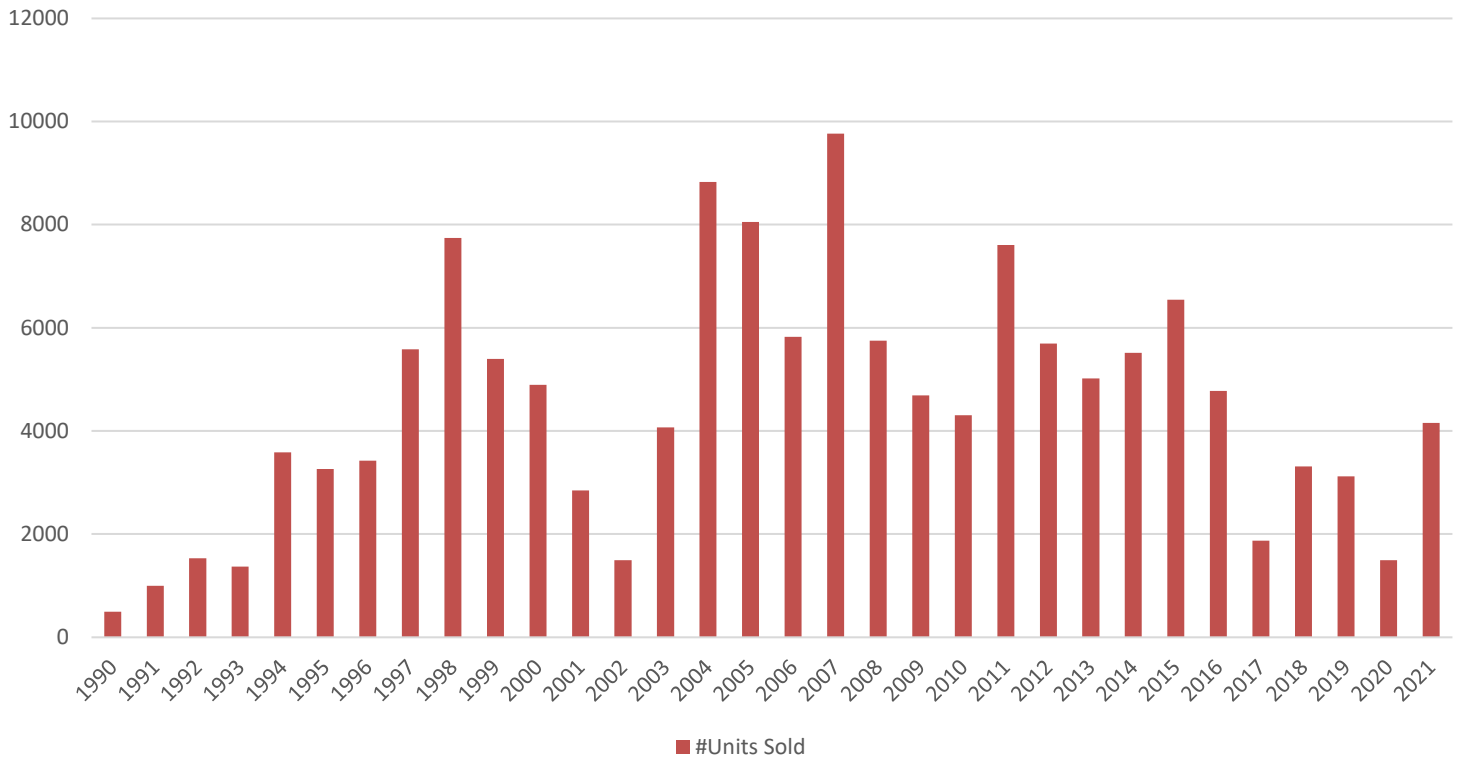
LELY ORTIZ

Administrative Assistant Operations

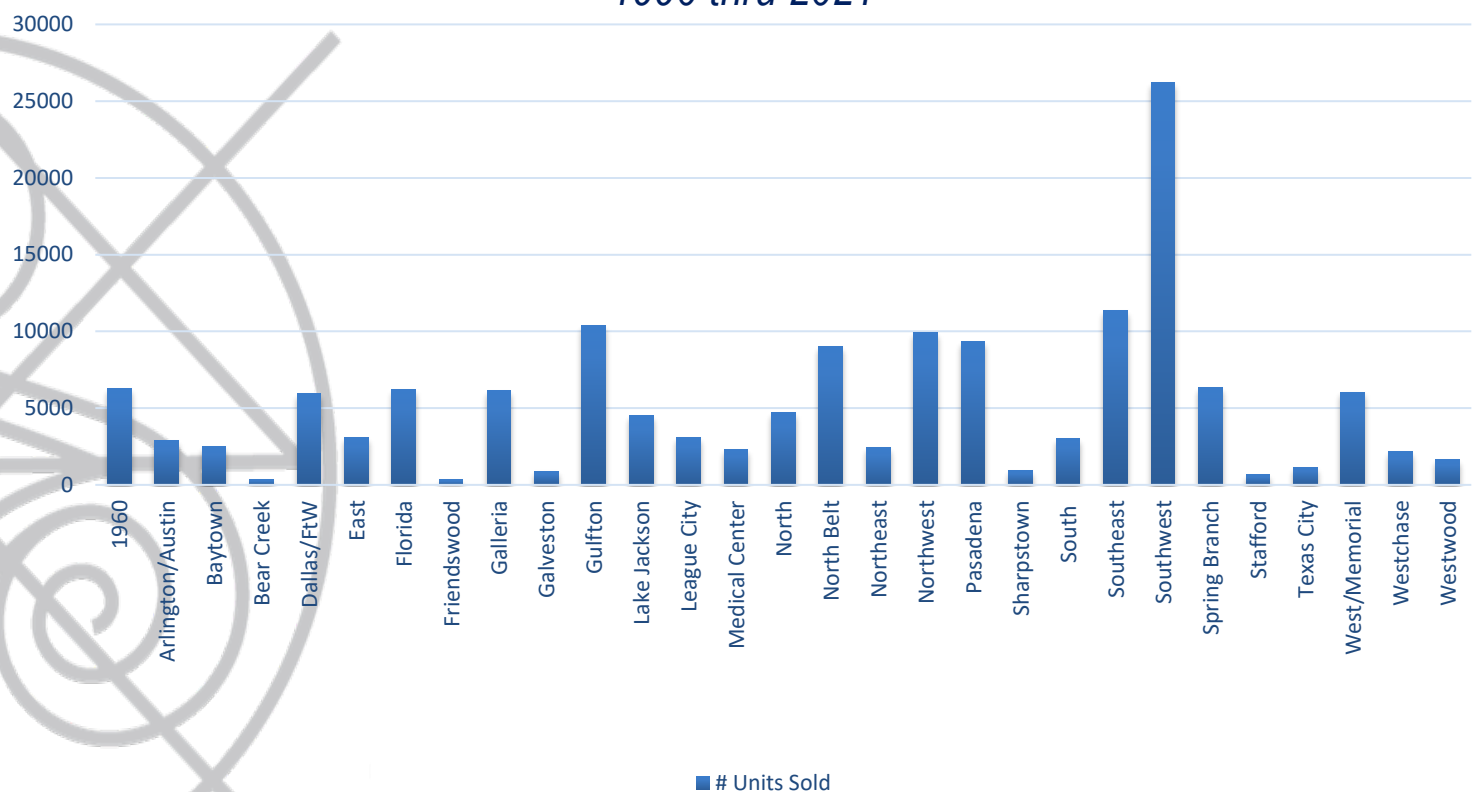
Lely Ortiz has extensive administrative experience in the corporate, financial and government sectors. She is responsible for bookkeeping and for assisting KET's President with the operation and management of the company.



KET SALES - # of Units Sold 1990 thru 2021



KET SALES - # of Units Sold by Area 1990 thru 2021



Sample Sales



\$36,991,664
Houston, TX
940 Units



\$26,324,000
Houston, TX
700 Units



\$19,000,000
Houston, TX
704 Units



\$4,100,000
Houston, TX
114 Units



\$17,419,000
Houston, TX
330 Units



\$15,425,000
Houston, TX
672 Units



\$8,812,000
Houston, TX
306 Units



\$13,725,000
Houston, TX
232 Units



\$12,600,000
Baytown, TX
392 Units



\$2,950,000
Lake Jackson, TX
140 Units



\$6,800,000
Nassau Bay, TX
162 Units



\$10,000,000
San Antonio, TX
333 Units



\$39,900,000
Austin, TX
500 Units



\$1,930,000
Ft. Worth, TX
105 Units



\$8,950,000
Arlington, TX
452 Units



\$6,000,000
Dallas, TX
310 Units



References

Cory Thabit

INVESTORS MANAGEMENT TRUST

13400 Ventura Blvd., 1st Floor
Sherman Oaks, CA 91423
(818) 784-4700 X 207

Pat O'Connor

O'CONNOR AND ASSOCIATES

2000 N. Loop W., Suite 125
Houston, TX 77008
(713) 686-1777

John Quinlan

LEONORA GLEN LLC

4660 Sweetwater Blvd, Suite 120
Sugarland, TX 77479
(281) 250-1560

Scott Kocurek

PNL COMPANIES

2121 San Jacinto St., Suite 2900
Dallas, TX 75201
(214) 379-2207

David Mincberg

FLAGSHIP PROPERTIES CORPORATION

One Greenway Plaza, Suite 750
Houston, TX 77048
(713) 623-6000 X117

Kevin Baxter

KEY BANK

8115 Preston Rd., Suite 800
Dallas, TX 75225
(214) 977-4930

Frank McGuire

GREYSTONE SERVICING CORPORATION

419 Belle Air Lane
Warrenton, VA 20186
(301) 634-0903

Carlos Neto

CARLOS NETO

1120 Huffmeister
Houston, TX 77065
(301) 536-7149

Trey Stone

STONESTREET GROUP

3000 Wilcrest Dr., Suite 145
Houston, TX 77082
(832) 304-0966

Larry Hill

SUMAR ENTERPRISES INC.

3838 N. Sam Houston Tollway, Suite 290
Houston, TX 77032
(281) 449-0909

KET ENTERPRISES INCORPORATED

1770 St. James Place
Suite 382
Houston, TX 77056

Phone: 713.355.4646
Fax: 713.355.4331

www.ketent.com

