

KELBURN STREET HOMES



Apartments For Sale

Kelburn Street Homes

OVERVIEW

Units:	8
Avg Rent:	\$1,047
Avg Size:	699
Date Built:	1950
Date Rehabbed:	2018*
Rentable Sq. Ft.:	5,588
Acreage:	0.58
Occupancy:	88%
Class:	C

PRICING

Terms:	All Cash
Asking Price	\$850,000
Price Per Unit	\$106,250
Price Per Sq. Ft.	\$152.11
Stabilized NOI	\$73,501

INVESTMENT HIGHLIGHTS

- ◆ Located in the near Northwest Houston area
 - ◆ Two Duplex Buildings
 - ◆ Four Single Family Homes
- ◆ Easy access to Hwy 59 and Hardy Toll Rd
 - ◆ * Only one duplex has been rehabbed
- ◆ 9315 & 9317 & 9319 Kelburn St Houston, TX 77016
 - ◆ Possible Owner Financing
- ◆ CapEx As of July 2023 Is \$451,586



FOR INFORMATION ABOUT THIS PROPERTY PLEASE CONTACT

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KET ENTERPRISES INCORPORATED

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Broker License #406902

Kelburn Street Homes									
Financial Information				Proposed Loan Parameters			Operating Information		
Asking Price	\$850,000			New Loan @ 70% of Value	\$595,000		Est Mkt Rent (Jul-23)	\$8,375	
Price Per Unit	\$106,250			Amortization (months)	360		3 Mo Avg	\$6,753	
Price Per Sq. Ft.	\$152.11			Debt Service	\$35,403		Physical Occ (Jul-23)	88%	
Stabilized NOI	\$73,501			Monthly Int Only	\$2,950		Est Ins per Unit per Yr	\$827	
Stabilized Value Capped @ 6.75%	\$1,088,904			Interest Rate	5.95%		Property Tax Information		
Est Rehab/Upgrade @ \$5,000/unit	\$40,000			Date Due	10 Years		Tax Rate (2022)	2.201889	
				Est Res for Repl/Unit/Yr	\$300		2023 Tax Assessment	\$413,841	
				Yield Maintenance	Pre-Payment Penalty		Est 2023 Taxes	\$9,112	
				Transfer Fee	1%+app+legal		Est Future Tax Assessment	\$680,000	\$680,000.00
							Est Future Taxes	\$14,973	
Possible owner financing									
Current Street Rent with a 20% Increase	120,600	\$10,050 / Mo		Number of Units	8				
Estimated Gross Scheduled Income	120,600	\$10,050 / Mo		Avg Unit Size	699				
Estimated Loss to Lease (2% of Total Street Rent)	(2,412)	2%							
Estimated Vacancy (5% of Total Street Rent)	(6,030)	5%		Net Rentable Area	5,588				
Est Concessions and Rental Losses (3% of Total Street Rent)	(3,618)	3%		Land Area (Acres)	0.58				
Estimated Utilities Income	0	\$ / Unit / Yr		Units per Acre	13.829				
Estimated Other Income	1,400	\$175 / Unit / Yr							
Estimated Total Rental Income	109,940								
ESTIMATED TOTAL PRO-FORMA INCOME	109,940	\$9,162 / Mo							
MODIFIED ACTUALS - Jan '23 thru Jul '23 Annualized				PRO-FORMA					
2 Mo Avg Income Annualized				\$109,940					
EXPENSE	FIXED EXPENSES			FIXED EXPENSES					
Fixed Expenses	Fixed Expenses			Fixed Expenses					
Taxes	\$5,760	\$720 per Unit		\$14,973	\$1,872 per Unit	2022 Tax Rate & Future Assessment			
Insurance	\$5,088	\$636 per Unit		\$6,614	\$827 per Unit	Estimated 30% increase			
Total Fixed Expense			\$10,848				\$21,587		
			\$1,356 per Unit				\$2,698 per Unit		
Utilities	Utilities			Utilities					
Water & Sewer	\$908	\$114 per Unit	Tenants pay all bills	\$0	\$ per Unit	Tenants pay all bills			
Total Utilities			\$908				\$0		
			\$114 per Unit				\$ per Unit		
Other Expenses	Other Expenses			Other Expenses					
General & Admin & Marketing	\$2,664	\$333 per Unit		\$2,664	\$333 per Unit				
Repairs & Maintenance	\$992	\$124 per Unit		\$992	\$124 per Unit	Estimated			
Labor Costs	\$0	\$ per Unit		\$0	\$ per Unit				
Contract Services	\$0	\$ per Unit		\$0	\$ per Unit				
Management Fees	\$6,385	7.88%	\$798 per Unit	\$8,795	8.00%	\$1,099 per Unit			
Total Other Expense			\$10,042				\$12,452		
			\$1,255 per Unit				\$1,556 per Unit		
Total Operating Expense			\$21,798	\$2,725 per Unit			\$34,039	\$1,556 per Unit	
Reserve for Replacement			\$2,400	\$300 per Unit			\$2,400	\$300 per Unit	
Total Expense			\$24,198	\$3,025 per Unit			\$36,439	\$4,555 per Unit	
Net Operating Income (Actual Underwriting)			\$56,842				\$73,501		
Asking Price			\$850,000				\$850,000		
Cap Rate			6.69%				8.65%		
Proposed Debt			595,000				595,000		
Equity			255,000				255,000		
Estimated Debt Service			35,403				35,403		
Cash Flow			21,439				38,099		
Cash on Cash			8.41%				14.94%		

NOTES: ACTUALS: Income and Expenses are based on owner’s 7/23 operating statement. PRO FORMA: Income is Pro Forma as Noted. Taxes were calculated using 2022 Tax Rate & Future Assessment. Insurance is estimated. Management Fees calculated as 8.% of Gross Income, Other expenses are Estimated for the Pro Forma.

DISCLAIMER: The information contained herein has been obtained from sources that we deem reliable. We have no reason to doubt the accuracy of the information, but we have not verified it and make no guaranty, warranty or representation about it. It is your responsibility to independently confirm its accuracy and completeness. We have not determined whether the property complies with deed restrictions or any city licensing or ordinances including life safety compliance or if the property lies within a flood plain. THE PROSPECTIVE BUYER SHOULD CAREFULLY VERIFY EACH ITEM OF INCOME OR EXPENSE AND PERFORM OR HAVE PERFORMED ANY INSPECTIONS TO VERIFY POSSIBLE CONTAMINATION BY ASBESTOS, LEAD PAINT, MOLD OR ANY OTHER HAZARDOUS SUBSTANCES. The owner reserves the right to withdraw this listing or change the price at anytime without notice during the marketing period. THIS IS A BROKER PRICE OPINION OR COMPARATIVE MARKET ANALYSIS AND SHOULD NOT BE CONSIDERED AN APPRAISAL. This represents an estimated sales price for this property. It is not the same as an opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice. In making any decision that relies upon my work, you should know that I have not followed the guidelines for development or an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation.

PROPERTY INFORMATION				EXISTING MORTGAGE		TAXING AUTHORITY - HARRIS COUNTY	
Age:	1950	# of Stories:	2	Mortgage Balance	\$0.00	ACCT NO: 0710300120326;0710300120328	
Rehabbed:	2018*	Buildings:	6	Amortization		Houston ISD	\$1.037200
		Units/Acre	13.83	P & I		Harris County	\$0.343730
Elec Meter:	Indiv	Open Parking:	Yes	Type		Harris County Flood Control	\$0.030550
A/C Type:	window units?	Covered Parking:	No	Assumable		Port of Houston Authority	\$0.007990
Water:	RUBS	Garage Parking:	No	Monthly Escrow		Harris County Hospital District	\$0.148310
Gas:	N/A			Origination Date		Harris County Education Dept	\$0.004900
EWG:		Construction Quality:	C-	Due Date		Houston Community College	\$0.095569
		Submarket:	Eastex/Tidwell	Interest Rate		City of Houston	\$0.533640
Wiring:	Copper?						
Roof:	Pitched	Concessions:	No reported concessions	Yield Maintenance			
Materials:	Wood			Transfer Fee		2022 Tax Rate/\$100	\$2.201889
Paving:	Gravel					2023 Tax Assessment	\$413,841
Resident pays for E(Elec); W(Water);G(Gas)						HCAD Improvement Sq.Ft.	5,588

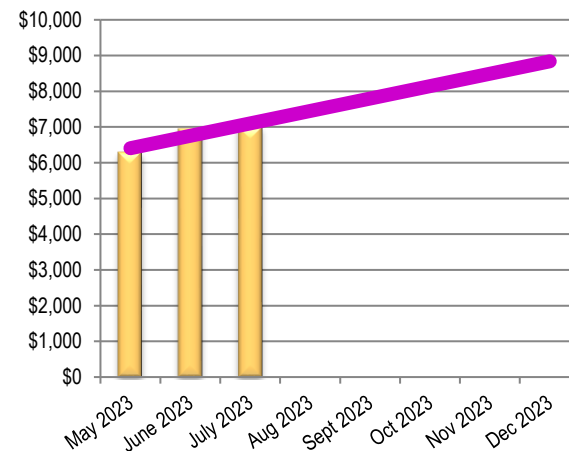
COLLECTIONS

Total \$38,233

Jan 2023 \$3,260
Feb 2023 \$4,118
Mar 2023 \$5,505
Apr 2023 \$5,090
May 2023 \$6,305
June 2023 \$6,955
July 2023 \$7,000
Aug 2023
Sept 2023
Oct 2023
Nov 2023
Dec 2023

5 Mo Avg \$6,171

3 Mo Avg \$6,753



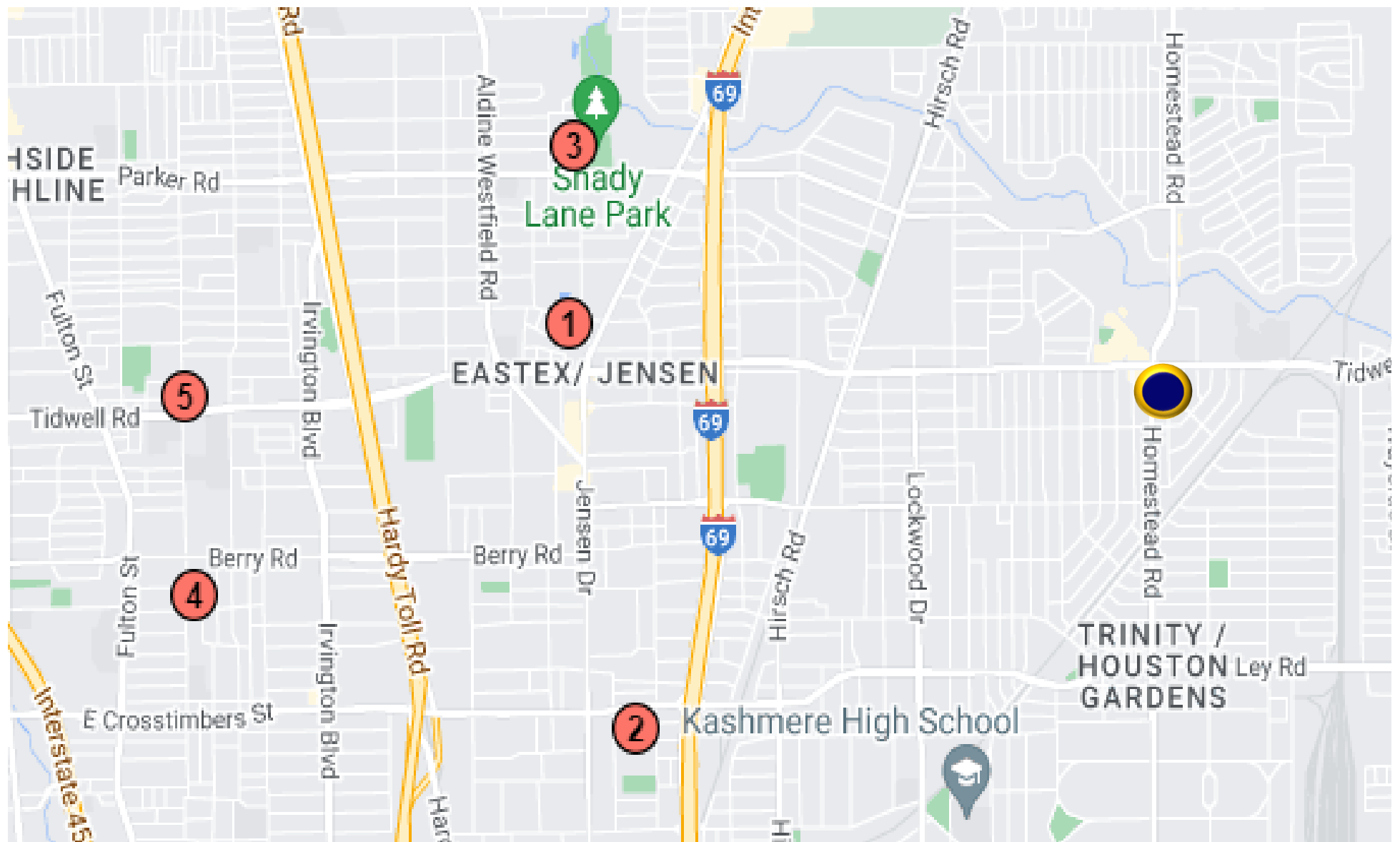
FINANCIAL HIGHLIGHTS

Per owner, one unit was renovated and it gets a \$230 rent bump (9319 Kelburn, Duplex 2). The new rent went from \$720 to \$950. This asset is ideal for a smaller buyer to continue rehabbing the units. Seller estimates \$40K to finish the rehab. As of July 2023, \$451,586 has been expended for building and capex.

2022 KET RENT COMPARABLE TAX ANALYSIS

Property	Address	Yr Built	Units	Impr Sq.Ft.	Impr Value	Impr Value/Unit	Impr Value/Sq.Ft.
Avenue Casita	2635 Tim	1965	84	66,130	\$5,869,833	\$69,879	\$88.76
Silver Glen	7601 Curry	1972	160	129,204	\$14,789,023	\$92,431	\$114.46
Parker Square	10300 Shady Lane	1974	175	148,266	\$10,982,701	\$62,758	\$74.07
Village Park North	8210 Bauman	1967	100	84,670	\$5,902,902	\$59,029	\$69.72
Tidwell Park	9400 Bauman	1975	128	105,191	\$14,693,583	\$114,794	\$139.68
Kelburn Street Homes	9315 & 9319 Kelburn St	1950	8	5,588	\$413,841	\$51,730	\$74.06
Averages		1967	109	89,842	\$8,775,314	\$75,104	\$93.46

Kelburn Street Homes



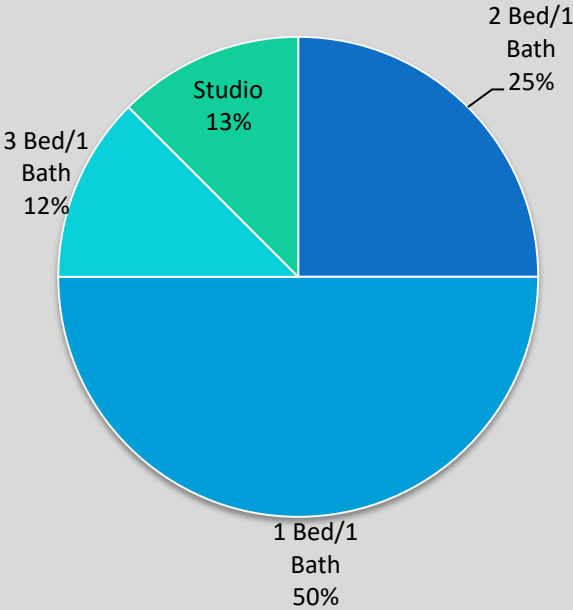
Kelburn Street Homes



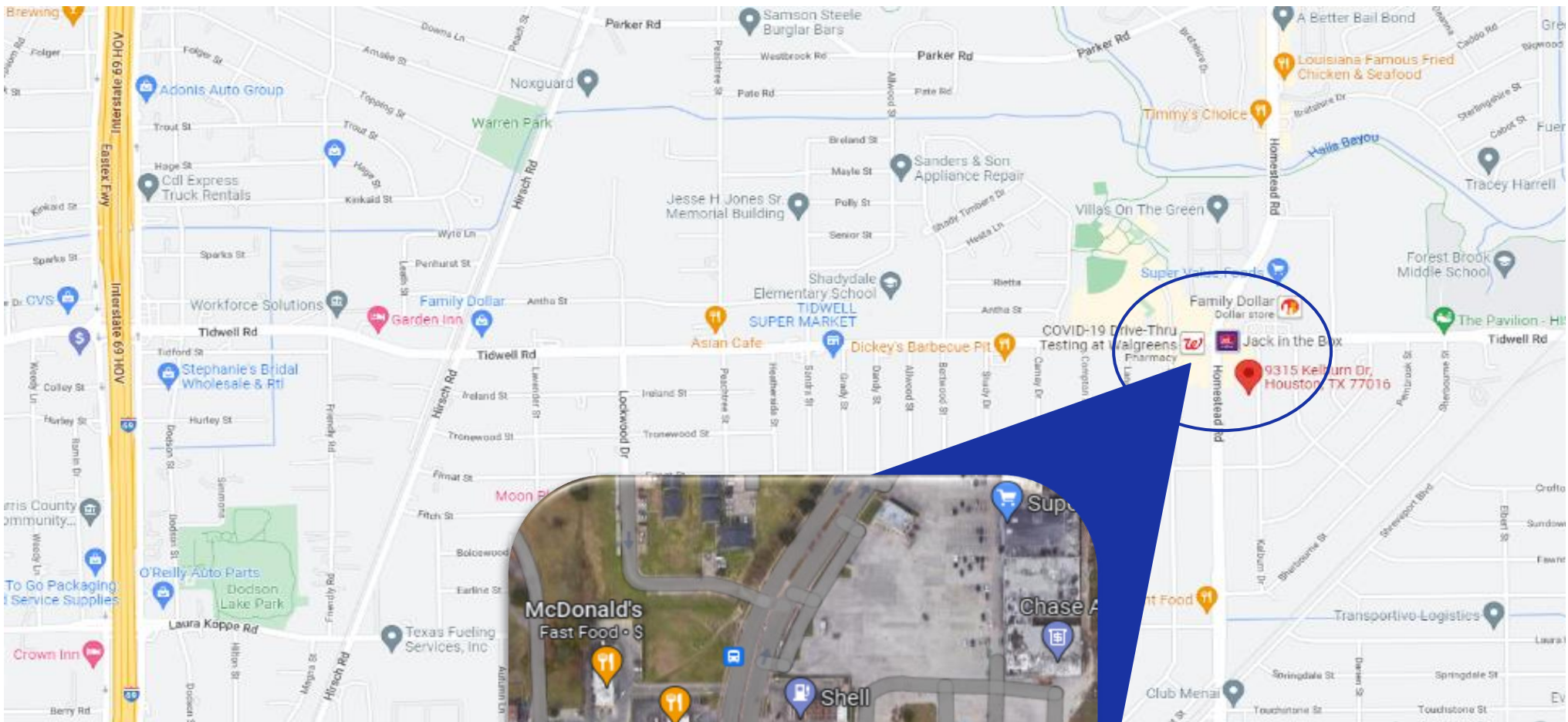
Kelburn Street Homes

UNIT MIX								
Address	Type	No. Units	Est. Sq Ft	Total Sq Ft	Actual Rent	Total Rent	+EWG	Rent/SF
9315 Kelburn	2 Bed/1 Bath	1	804	804	\$830	\$1,100	+W	\$1.03
9315 Kelburn #1	1 Bed/1 Bath	1	520	520	\$950	\$925	+W	\$1.83
9315 Kelburn #2	1 Bed/1 Bath	1	520	520	\$460	\$950	+W	\$0.88
9317 Kelburn	Studio	1	352	352	\$400	\$600	+W	\$1.14
9319 Kelburn	2 Bed/1 Bath	1	760	760	\$610	\$1,400	+W	\$0.80
9319 1/2 Kelburn	3 Bed/1 Bath	1	1,232	1,232	\$975	\$950	+W	\$0.79
9319 Kelburn #1	1 Bed/1 Bath	1	700	700	\$900	\$1,050	+W	\$1.29
9319 Kelburn#2	1 Bed/1 Bath	1	700	700	\$935	\$1,400	+W	\$1.34
Note: square footage shown is from HCAD								
Source: 5/23 RR		8	699	5,588	\$1,047	\$8,375	+W	\$1.50
TOTALS AND AVERAGES		Total Units	Average Sq. Ft.	Total Sq. Feet	Actual Rent/Unit	Total Rent	+EWG	Average Rent/ SF

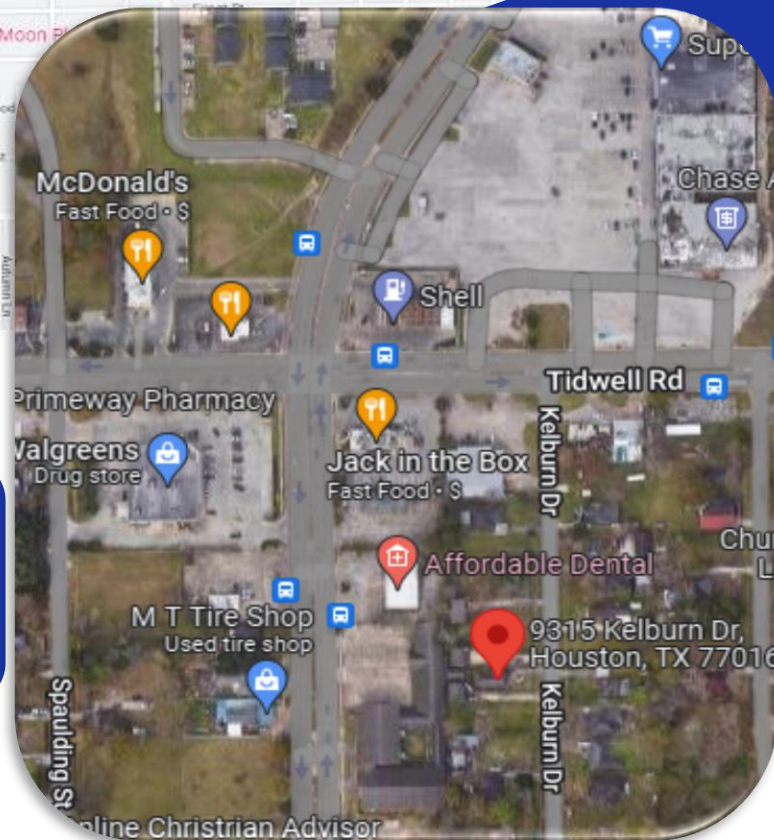
UNITS BY TYPE



Kelburn Street Homes



Subject is located near Walgreens, Jack in the Box, Family Dollar, McDonald's, retail, and Houston Metro Bus Line, including MESA Transit Center.

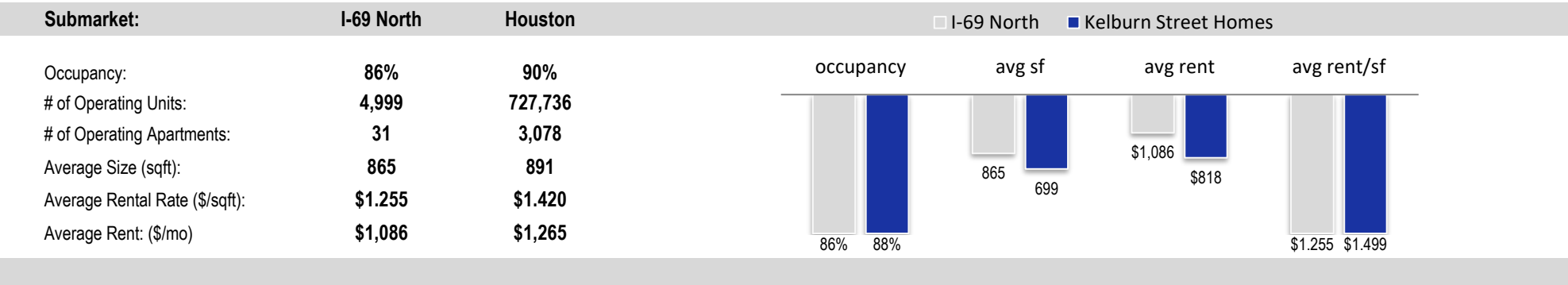


Kelburn Street Homes



Kelburn Street Homes

COMPARABLES (2023 MRI Apartment Data)									
Property Name		Yr Blt	Rehabbed	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
1	Avenue Casita 2635 Tim	1965	2018	83%	84	924	\$964	EG	1.043
2	Silver Glen 7601 Curry	1972	2013	98%	160	835	\$1,090	E	1.305
3	Parker Square 10300 Shady Lane	1974	N/A	95%	175	841	\$1,056	E	1.256
4	Village Park North 8210 Bauman	1967	N/A	98%	100	790	\$967	E	1.224
5	Tidwell Park 9400 Bauman	1975	N/A	98%	128	747	\$1,062	EWG	1.422
*Resident Pays E(Electric), W(Water), G(Gas)									
Totals/Averages Comps		1971		94%	129	827	\$1,034		\$1.250
	Kelburn Street Homes	1950	2018*	88%	8	699	\$818	M	\$1.499



Avenue Casita

Silver Glen

Parker Square

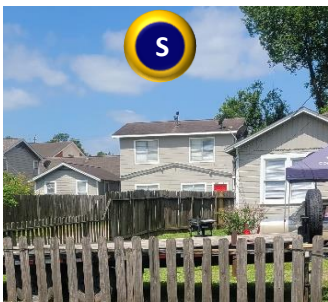
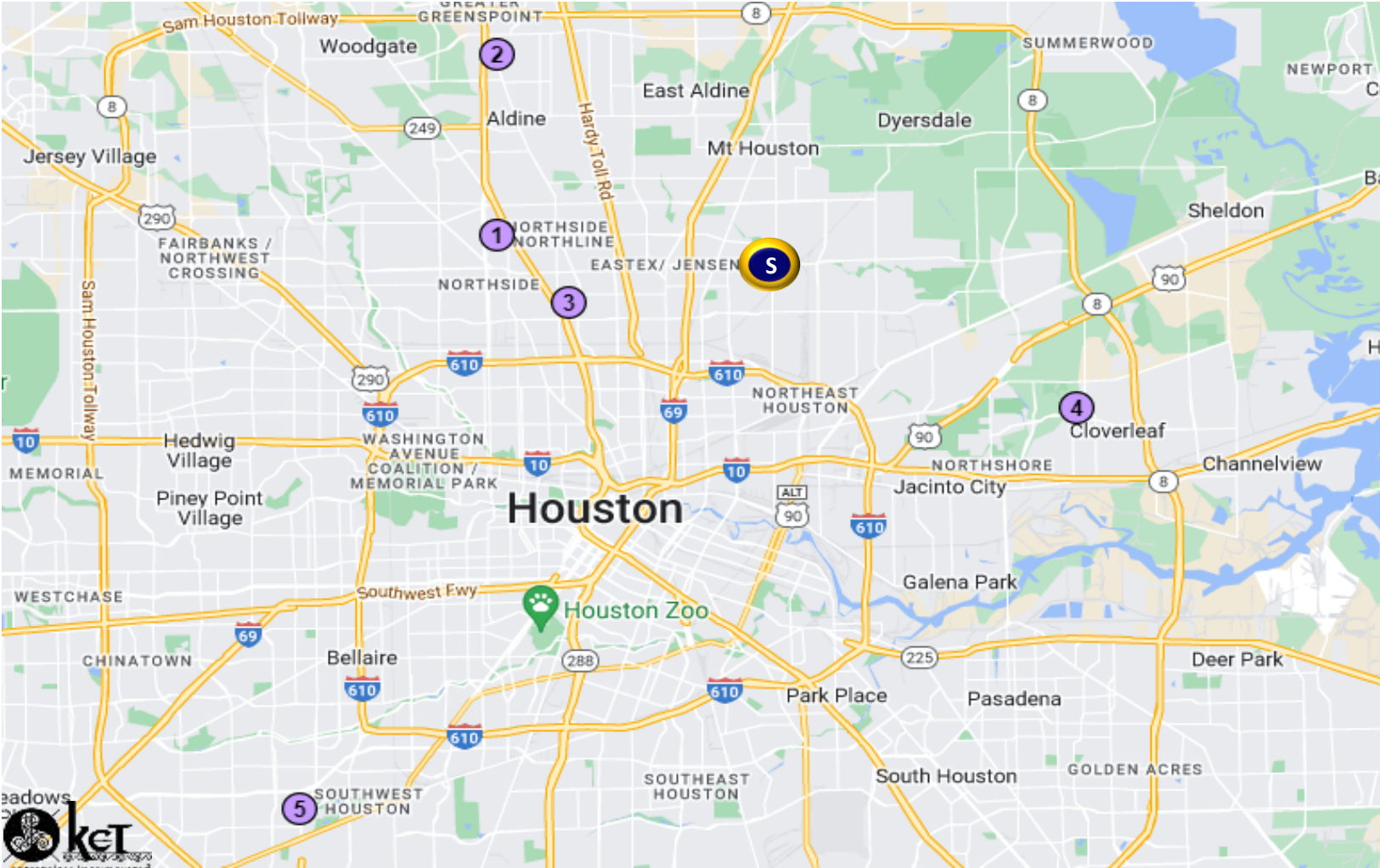
Village Park North

Tidwell Park



SALES COMPARABLES

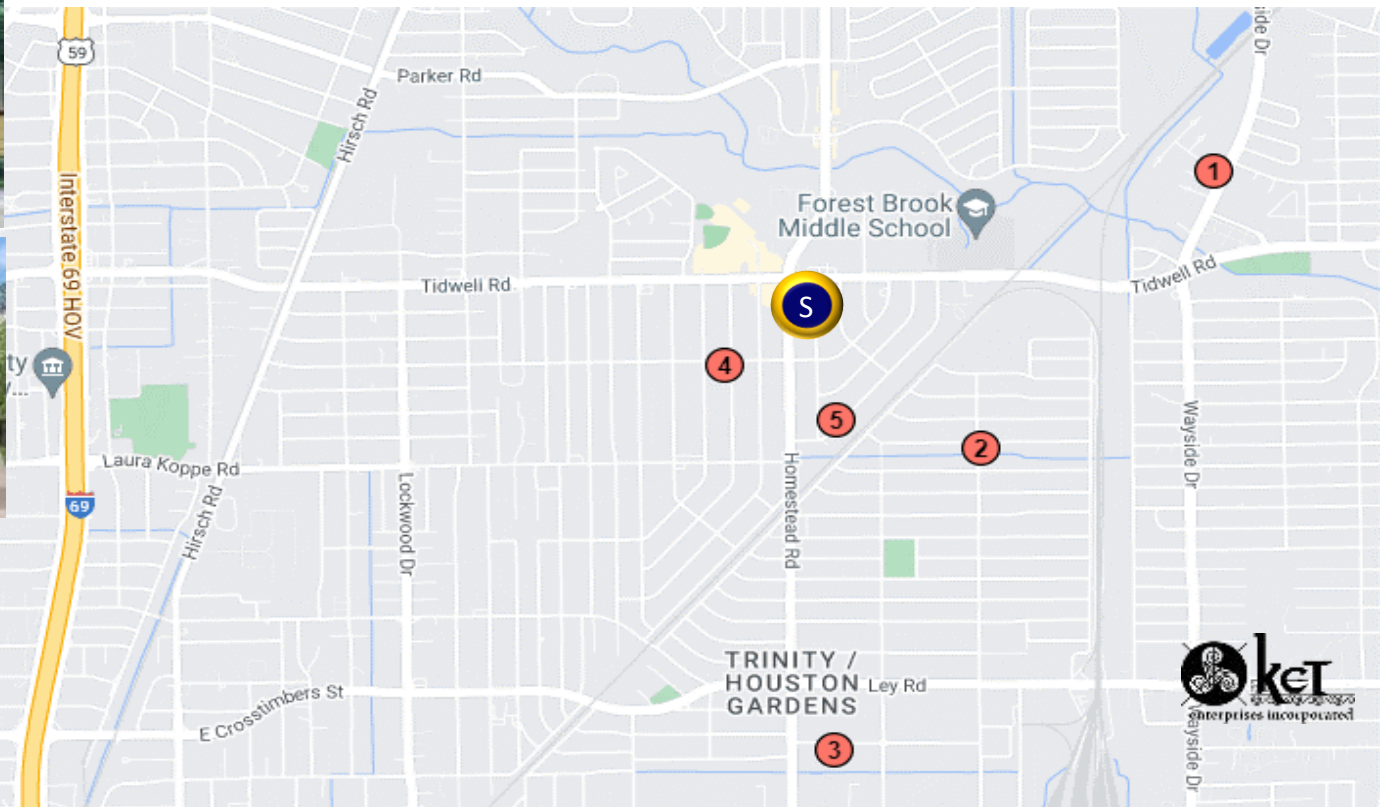
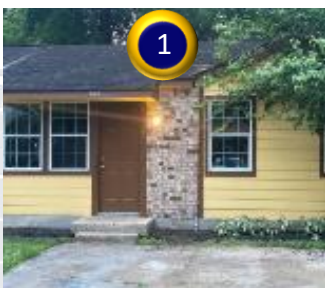
	Property Name	Address	Date Sold	Price	Sq. Ft.	Price/Unit	Price/SF	Built	Units
1	480 W Parker	480 W Parker	10/04/21	\$13,050,000	124,136	\$95,255	\$105.13	1976	137
2	Casa Verde	2 Goodson Dr.	07/01/21	\$38,000,000	373,164	\$98,958	\$101.83	1973	384
3	Landing at Northpoint	74 Lyerly	05/01/22	\$10,250,000	81,715	\$101,485	\$125.44	1971	101
4	The Graham	250 Uvalde	11/31/21	\$40,500,000	422,922	\$90,807	\$95.76	1977	446
5	Spring Village	11810 Chimney Rock	12/15/20	\$11,400,000	139,508	\$86,364	\$81.72	1964	132
Totals/Averages Comps				\$22,640,000	228,289	\$94,574	\$101.97	1972	240
Kelburn Street Homes				\$850,000	5,588	\$106,250	\$152.11	1950	8



Kelburn Street Homes

SALES COMPARABLES

	Address	Date Sold	Price	Sq. Ft.	Price/Unit	Price/SF	Built	Remodeled	Units
1	7886 Locksley Rd	06/03/22	\$110,000	928	\$110,000	\$118.53	1956	No	1
2	8622 Elbert St	02/09/22	\$182,500	1,872	\$91,250	\$97.49	1967	Yes	2
3	7142 Finch Street	07/15/21	\$385,000	1,760	\$128,333	\$218.75	1950	Yes	3
4	9117 Lanewood Dr	01/19/22	\$174,000	1,619	\$174,000	\$107.47	1946	No	1
5	8921 Sherbourne St	04/21/22	\$123,000	700	\$123,000	\$175.71	1955	No	1
Totals/Averages Comps			\$194,900	1,376	\$125,317	\$143.59	1955		2
Kelburn Street Homes			\$850,000	5,588			1950		8

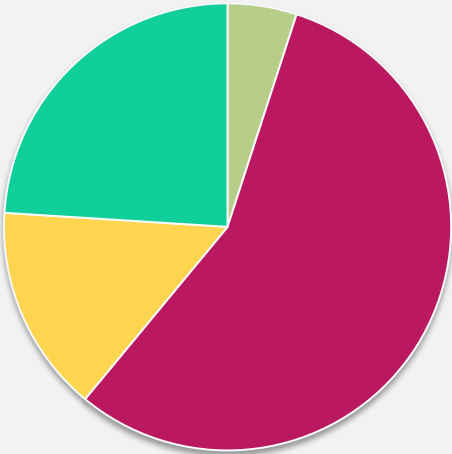


SUMMARY PROFILE

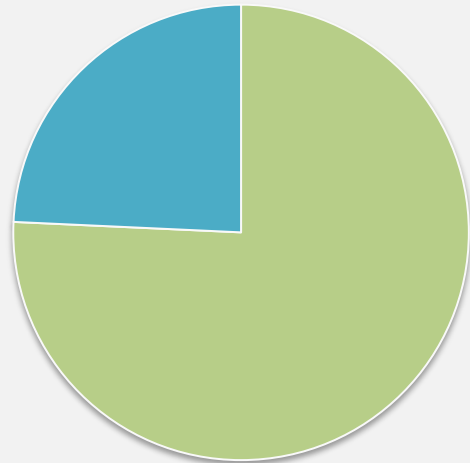
2000-2010 Census, 2021 Estimates with 2026 Projections
Calculated using Weighted Block Centroid from Block Groups

	1 Mile Radius	2 Mile Radius	3 Mile Radius
Kelburn Street Homes			
Population			
2021 Estimated Population	10,947	39,327	84,405
2026 Projected Population	10,928	39,300	84,723
2010 Census Population	11,002	38,566	83,451
2000 Census Population	10,745	3,687	79,831
Projected Annual Growth 2021 to 2026	-	-	-
Historical Annual Growth 2000 to 2021	0.2%	0.6%	0.5%
2021 Median Age	40.8	39.2	36.1
Households			
2021 Estimated Households	3,860	13,417	27,131
2026 Projected Households	3,949	13,749	27,887
2010 Census Households	3,888	13,196	26,876
2000 Census Households	3,718	12,321	25,228
Projected Annual Growth 2021 to 2026	0.5%	0.5%	0.6%
Historical Annual Growth 2000 to 2021	0.3%	0.8%	0.7%
Race and Ethnicity			
2021 Estimated White	6.6%	8.1%	12.1%
2021 Estimated Black or African American	73.7%	65.7%	51.8%
2021 Estimated Asian or Pacific Islander	0.3%	0.4%	0.4%
2021 Estimated American Indian or Native Alaskan	0.6%	0.7%	1.0%
2021 Estimated Other Races	18.8%	25.0%	34.7%
2021 Estimated Hispanic	24.3%	31.4%	44.4%
Income			
2021 Estimated Average Household Income	\$46,711	\$49,688	\$47,426
2021 Estimated Median Household Income	\$35,189	\$39,214	\$38,915
2021 Estimated Per Capita Income	\$16,495	\$16,973	\$15,307
Education (Age 25+)			
2021 Estimated Elementary (Grade Level 0 to 8)	14.2%	14.2%	17.7%
2021 Estimated Some High School (Grade Level 9 to 11)	13.9%	14.0%	15.9%
2021 Estimated High School Graduate	38.5%	37.8%	36.0%
2021 Estimated Some College	19.8%	19.9%	17.7%
2021 Estimated Associates Degree Only	3.7%	4.5%	4.3%
2021 Estimated Bachelors Degree Only	6.9%	6.8%	5.9%
2021 Estimated Graduate Degree	2.9%	2.8%	2.5%
Business			
2021 Estimated Total Businesses	289	858	2,209
2021 Estimated Total Employees	2,431	6,479	20,007
2021 Estimated Employee Population per Business	8.4	7.6	9.1
2021 Estimated Residential Population per Business	37.9	45.9	38.2

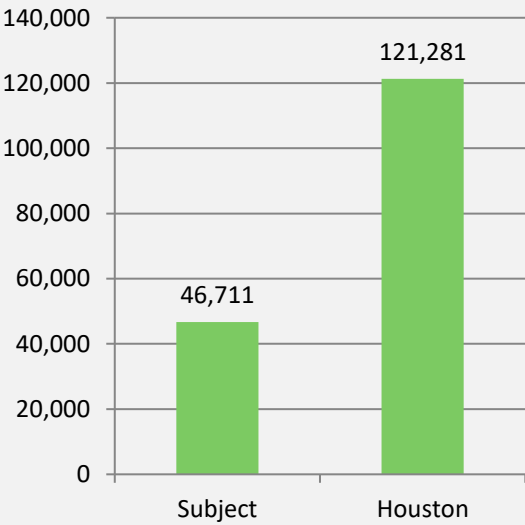
1 Mile Radius

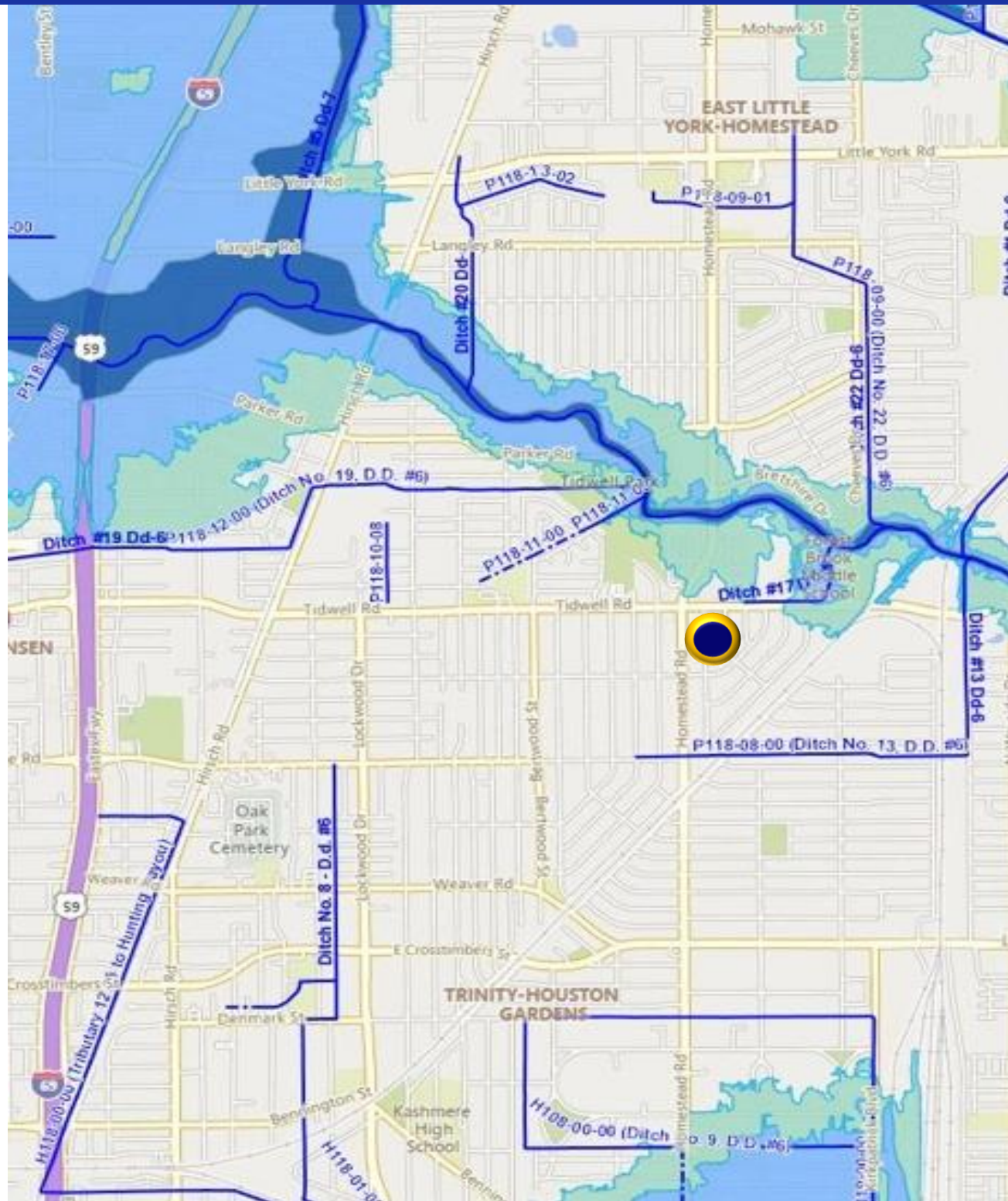
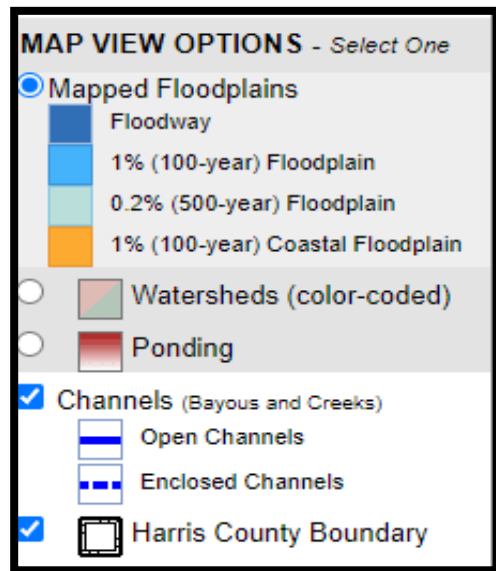


White Black Other Hispanic



Non-Hispanic Hispanic





A wide-angle photograph of the Houston skyline at sunset. The sky is a gradient of blue and orange. In the foreground, there are green trees and a park area. The middle ground is filled with various skyscrapers and buildings, some with lights on. The background shows more distant buildings and the horizon.

HOUSTON 2023

Houston Metro Overview

HOUSTON quick facts

Often referred to as the "Energy Capital of the World", the city of Houston, Texas is the anchor city and Harris County is the seat, of the Houston-The Woodlands-Sugarland, TX, Metropolitan Statistical Area (MSA). The fifth-largest MSA in the nation, Greater Houston is home to more than 4,800 energy-related establishments ranging from exploration and production firms to manufacturers and wholesales of energy-sector products.

Houston's economy continues to diversify each passing year. An estimated \$3 billion in construction activity at the Texas Medical Center is strengthening the area's reputation as one of the top medical destinations in the world. Advancements in the aerospace industry and continued missions facilitated by the Lyndon B. Johnson Space Center distinguish Houston as an innovation core with a wealth of resources that make an ideal business location. Houston is luring more residents from around the globe drawn by its mix of cultural amenities, world-class restaurants, diverse communities and a low cost of living compared to other tier-one markets. Aided by the absence of city or state income tax, Houston's cost of living is far below the national average.

■ 3.3 Million

Houston MSA Jobs

■ 1.3%

Houston Projected Population Growth

■ 35.30

Houston Median Age

Houston
\$119,000
Average Income

- Houston is the nation's **4th** most populous city
- At **665 square miles**, the City of Houston is larger in area than the cities of Chicago, Dallas, Los Angeles, New York, Phoenix and San Diego.
- Houston ranks **3rd** in the U.S. for manufacturing GDP and has the highest industry GDP within the city
- More than 500 institutions are devoted to the performing and visual arts, science and history in the Houston area.
- The 9-county Houston MSA had a population of **7,206,841** residents as of July, 2021, according to estimates by the U.S. Census Bureau
- If metro Houston were a state, it would have the 15th largest population in the U.S. behind Arizona, and ahead of Massachusetts and Tennessee.

HOUSTON quick facts

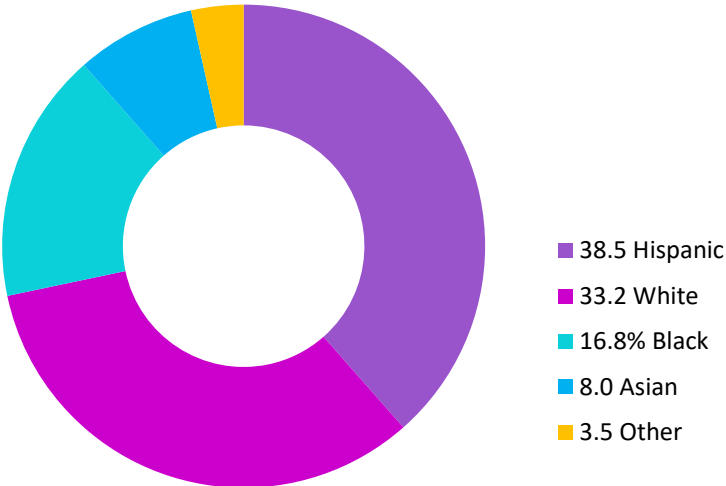
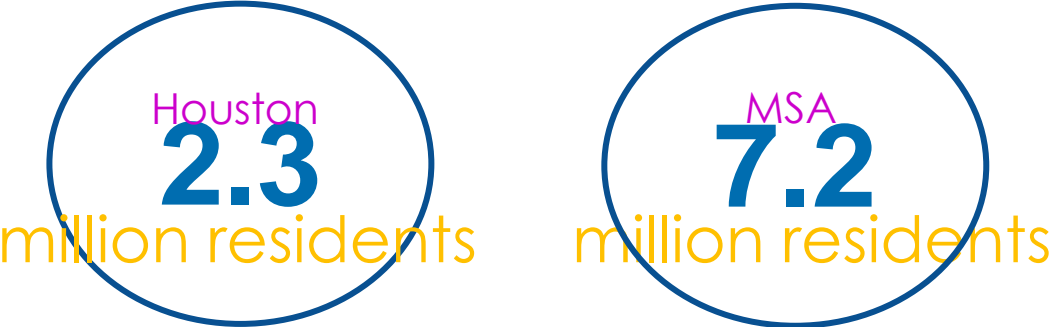
4th
Largest
U.S. City

1.1 Million
New Residents in
Last Decade

\$490
Billion
Regional GDP

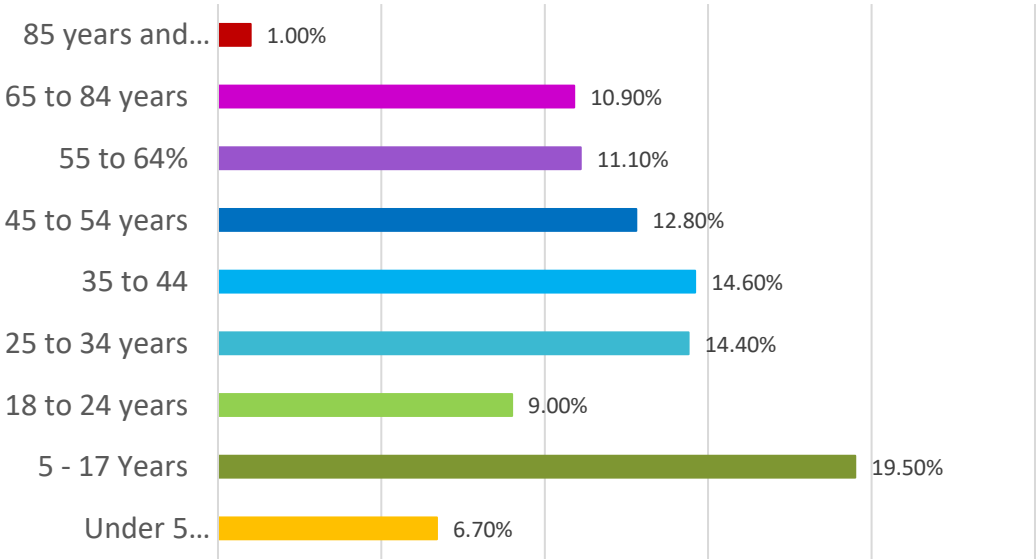
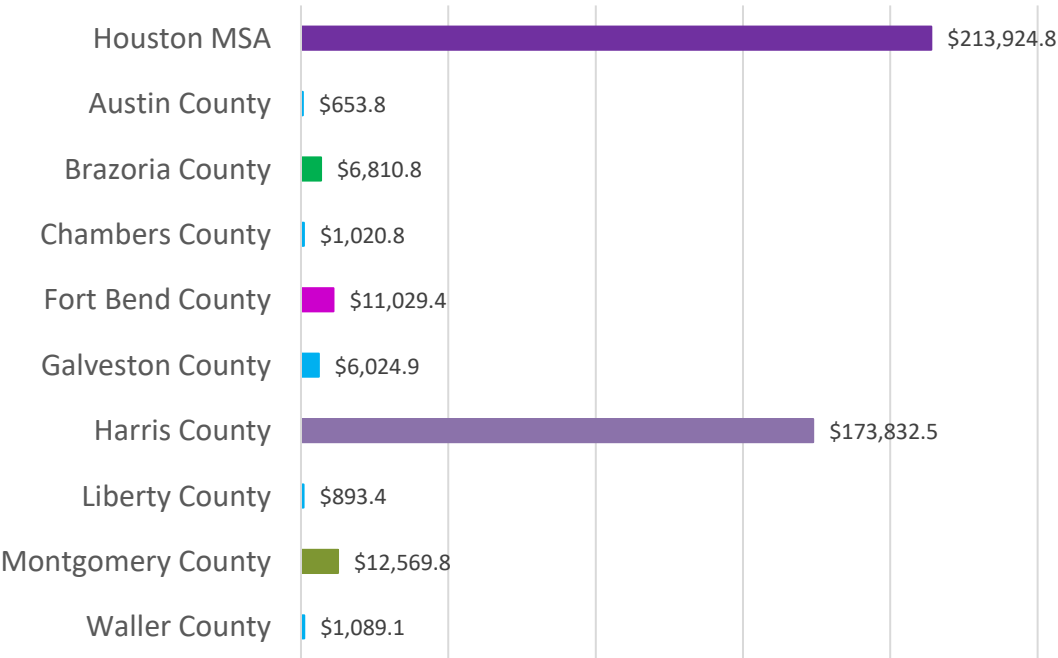
350,000
Educated
Millennials

760+
Expansion and Relocation
Projects in Last 2 Years



Total Wages (Metro Houston, (\$ Millions) All Workers)

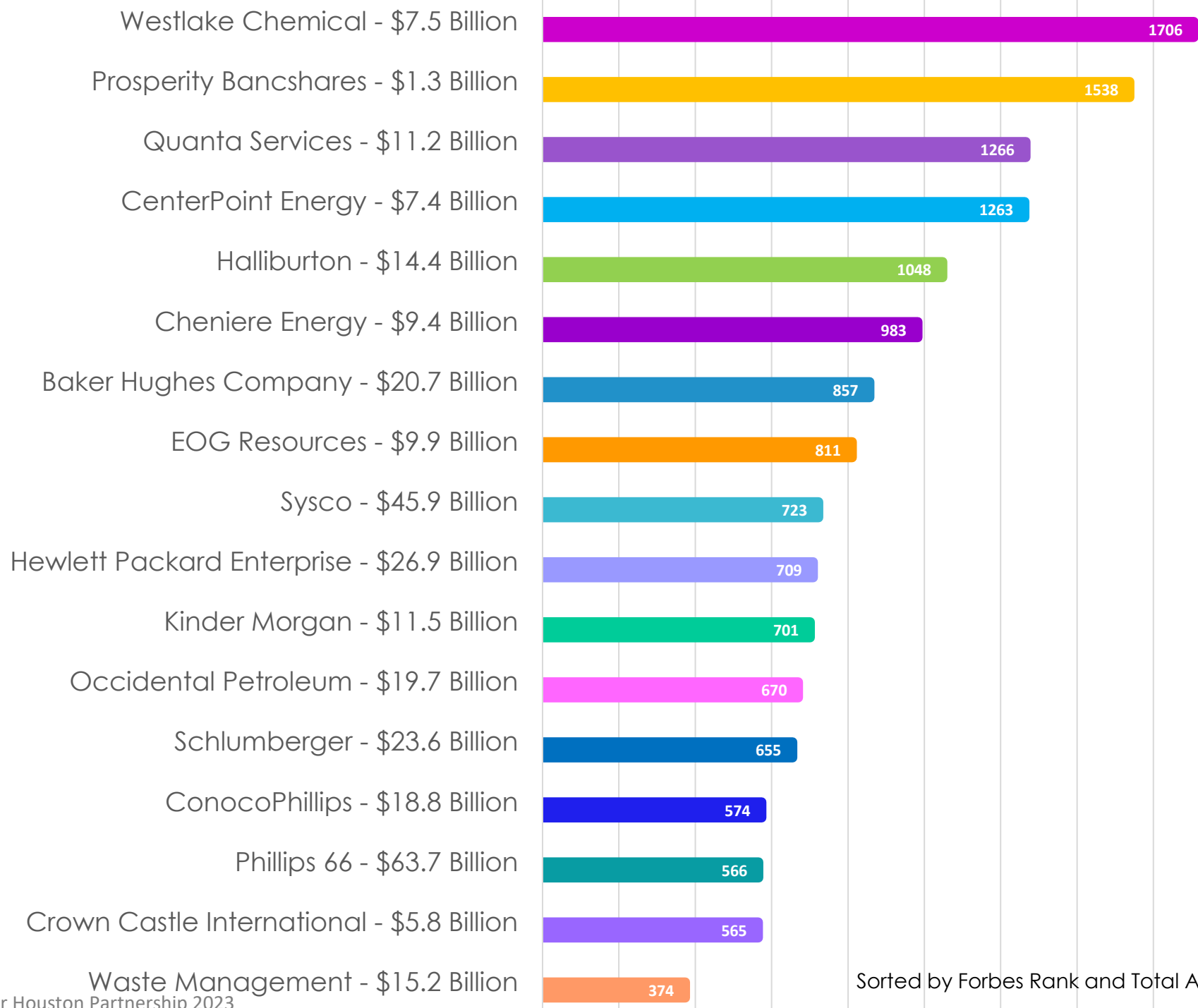
Age Distribution



Source: Greater Houston Partnership 2023

HOUSTON quick facts

Houston is Home to 18 *Forbes* Global 2000 Headquarters



Source: Greater Houston Partnership 2023

Sorted by Forbes Rank and Total Annual Revenue

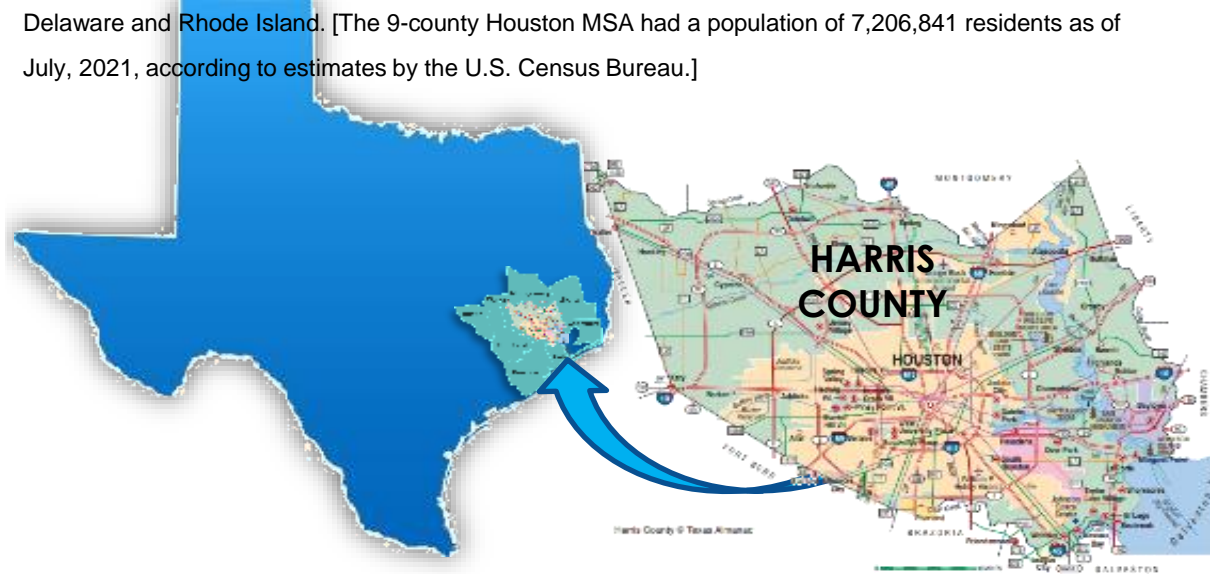
HOUSTON MSA

The Houston - The Woodlands - Sugar Land Metropolitan Statistical Area (MSA)

contains nine Texas counties: Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery and Waller. Within these nine counties are 124 incorporated cities and 33 Census Designated Places (CDP).

The county seat or administrative center of Harris County is the City of Houston. Harris County contains the bulk of the cities population in addition to all or part of 33 incorporated cities and 12 CDPs. Small portions of Houston spread into adjacent Montgomery and Fort Bend counties.

The nine-county Houston-The Woodlands-Sugar Land MSA covers 9,444 square miles, is the nation's 5th largest metro area. An area larger than five states: New Hampshire, New Jersey, Connecticut, Delaware and Rhode Island. [The 9-county Houston MSA had a population of 7,206,841 residents as of July, 2021, according to estimates by the U.S. Census Bureau.]



9,444
square miles

HOUSTON
MSA

1,778
square miles

HARRIS
COUNTY

655
square miles

HOUSTON

Source: Greater Houston Partnership 2023

- Harris County is the largest of the 12 counties in the Greater Houston region. Almost three-quarters of the county are covered by the city of Houston and thirty smaller communities; only about 27 percent of the county is rural. The county comprises 1,778 square miles and is the largest Texas county east of the Nueces River. Harris County transportation systems serve intrastate and interstate needs with six major railroads hauling freight to distribution centers and to the port; Amtrak provides passenger rail service while METRO provides light rail and passenger bus service. Buses, trucks and passenger cars utilize a network of highways including Interstate 10 east and west and Interstate 45 north and south. U.S. Highway 59/I-69 crosses the county from northeast to southwest and goes to the Rio Grande valley, and U.S. 290 leads to West Texas via Austin. Loop 610 encircles the heart of Houston, a second loop, Beltway 8, allows traffic to move around the perimeter of the urban sector. A third loop, SH 99, the Grand Parkway, is a 180+ mile circumferential scenic highway which, when completed, will be the longest highway loop in the United States, traversing seven counties and encircling the Greater Houston region.
- Two major airports, George Bush Intercontinental and William P. Hobby, are within the city of Houston. Leading sectors include health care, trade, service and education.



Houston Economic Drivers



HEALTH CARE



- 106,000+ Jobs Supported at TMC
- \$25 billion TMC Annual GDP Generated
- Largest Medical Complex in the World
- \$3 billion worth of construction projects underway

The Medical Center (TMC), the largest medical complex in the world, encompasses 55 institutions ranging from renowned hospitals, support organizations, academic and research institutions, and public health organizations. Comprising 1,345 acres, TMC is the eight-largest business district in the United States and is home to the world's largest cancer hospital and children's hospital. TMC's campus currently contains 50 million square feet of developed space, with an additional \$3 billion worth of construction projects underway.

Bio-Tech and Life Science

Houston's health care industry includes 158,690 health care practitioners and technical occupations, including 12,190 medical doctors and 61,100 nurses. As a hub for medical device manufacturing, pharmaceuticals, and health research, the Houston region is home to more than 18,960 life science and biotech researchers. More than 1,860 clinical trials were active in the Houston region in '20, representing 19.9 percent of all trials in the U.S. In '20, Houston medical institutions and life science firms received \$833.9 million in National Institutes of Health (NIH) grant funding, up 16.3 percent from '19. In the last five years, the region received nearly \$3.5 billion in NIH funding, an average of \$690.8 million per year. **The Texas Medical Center's** Innovation Institute is the epicenter of Houston's life science startup activity. The organization aims to help early stage companies commercialize new medical technologies by providing access to the vast resources of the world's largest medical center. The Innovation Institute's accelerator program, TMCx, focuses on early-stage companies making breakthroughs in medical devices, digital health care services, diagnostics and therapeutics.

ENERGY

Petrochemical & Refining

The Spaghetti Bowl is a complex of several thousand miles of product pipeline connecting hundreds of chemical plants, refineries, salt domes and fractionation plants along the Texas Gulf Coast. It gives the Houston area an economic advantage through convenient and low-cost transfer of feedstocks, fuel and chemical products among plants, storage terminals and transportation facilities. In '20, the Houston metro had a crude operating capacity of 2.7 million barrels of refined petroleum products per calendar day representing 14.0 percent of overall U.S. capacity, according to the U.S. Energy Information Administration. Oil refiners in the region employed 8,079 in '20, equivalent to 3.6 percent of the Houston region's total manufacturing workforce.

- 4,600+ Energy Related Companies
- \$3.7 billion Clean Energy Venture Capital



- 237,000+ Combined Employed

Houston Energy Corridor

Dubbed the "Energy Capital of the World," Houston has more energy industry employees than any other U.S. metro, employing nearly a third of the nation's gas and oil workforce. Houston is home to 4,600 energy-related firms and is in the midst of a petrochemical construction boom with \$50 billion in projects either underway or recently completed. The high concentration of energy expertise offers the region a competitive advantage for the future of renewable energy, in which over \$3.7 billion in venture capital has been invested into area companies since 2010.

New Energy

Houston is well positioned to lead the transition to low-carbon and no-carbon energy. Houston has a large, diverse, and technically oriented workforce. It has the most highly developed of energy infrastructure in the nation. A large and expanding renewable generation capacity is already in place. The local culture supports innovation and growth. And the region's extensive port, rail and aviation infrastructure offer a platform for large-scale decarbonization initiatives. The strategy sets out three initial objectives for the region: jumpstarting emerging technologies and markets where Houston has a strategic advantage, attracting and supporting companies in established yet rapidly growing "New Energy" industries, and creating an environment that encourages investment in and deployment of a wide range of value chains. The later includes everything from nature-based solutions, to cleaner production of natural gas, oil, and petrochemicals, to breakthroughs in energy efficiency, geothermal energy, and advanced materials.

AEROSPACE & AVIATION



JOHNSON SPACE CENTER

Years before the historic Apollo 11 mission in 1969, Houston was a pioneering hub in the aerospace and aviation sector. But the mission didn't stop at the moon. Over the decades, Houston scientists and engineers have helped with some of the world's biggest space endeavors, including running mission control for the International Space Station for nearly 20 years. Some of the sharpest minds in aerospace and aviation technology continue to chart a vibrant future for Houston centered around NASA's Johnson Space Center and one of the world's only truly urban commercial spaceports. Every manned U.S. space mission since 1961 has been planned and executed from JSC. Every astronaut has lived and trained in the Houston area, every manned mission controlled here. The missions of tomorrow—to the moon, to Mars and beyond—are being planned today by scientists and engineers who call Houston home.

- 500+ Space, Aviation, and Aerospace Related Firms and Institutions

ELLINGTON FIELD, located 18 miles southeast of downtown Houston, **became a Federal Aviation Administration (FAA) designated spaceport** in '15. In '20, Phase 1 construction of the spaceport development was underway, an \$18.8 million project designed to provide infrastructure and utilities. One of only 10 spaceports in the U.S., the project is intended to help attract the relocation of aerospace companies. Axiom Space, the world's first commercial space station builder, announced in '20 that it will build a 14- acre headquarters campus at Ellington Field to train private astronauts and establish a private space station. The company also leased office space in the Clear Lake area near JSC.

- \$2.9 billion Total Trade in Aviation
- 2 International Airports
- 1 FAA-Licensed Commercial Spaceport

110+
Active astronauts and
astronauts in training

11,000+
JSC employees
\$5.56
annual budget

TRANSPORTATION

AIRPORTS

The Houston Airport System ranks as one of the largest multi-airport systems in North America. The system is comprised of George Bush Intercontinental Airport (IAH), William P. Hobby Airport (HOU) and Ellington Airport (EFD). Scheduled and charter passenger carriers fly directly to approximately 180+ domestic and international destinations from Houston. Houston is the international air gateway to the southern United States and Latin America. In '15, Hobby Airport added direct flights to Mexico, making Houston the only city in Texas with two international airports – one of only eight such cities nationwide.

According to J.D. Power's '20 Airport Satisfaction rankings, George Bush Intercontinental (IAH) ranked 13th among "mega airports" in the U.S. and William P. Hobby Airport (HOU) ranked 4th among "large" airports in the US.

PORT OF HOUSTON/FOREIGN TRADE

The Port of Houston consistently ranks No. 1 in foreign trade tonnage among all seaports nationwide. According to the U.S. Army Corps of Engineers (USACE), Houston handled more than 275 million short tons of cargo in 2020, about 50 million tons more than any other U.S. port. Foreign trade in '20 totaled 180.5 million metric tons valued at \$126.5 billion. Imports totaled 47.9 million metric tons, valued at \$52.5 billion. Exports totaled 132.6 million metric tons, valued at \$74.0 billion. The Port of Houston traded with 212 countries in '20. Of those, trade with 32 countries exceeded one billion dollars each while trade with 152 additional countries exceeded one million dollars. The Port's top trading partner by value is China and by weight is Mexico.

#1 Port of Houston Consistently Ranks No. 1 in foreign trade tonnage among all seaports nationwide



TRANSPORTATION continued

HIGHWAYS

Houston's extensive highway system is well integrated with the Port of Houston, Houston Intercontinental Airport (IAH), Hobby Airport, Ellington Airport, and the mainline railroads serving the city. Houston is at the crossroads of Interstate Highways 10, 45 and 69. When connections are complete, I-69 will link Canada, the U.S. industrial Midwest, Texas and Mexico.

There are 3,355 centerline miles and 11,084 lane miles of freeways and expressways in operation, according to the Texas Department of Transportation (TxDOT) Houston District. The Houston District includes Brazoria, Fort Bend, Galveston, Harris, Montgomery, and Waller Counties. Corridors: Houston's major thoroughfares include Beltway 8, Fort Bend Tollway, Grand Parkway 99, Hardy Tollway, I-10, I-45, I-610, SH 6, SH 146, SH 225, SH 288, US 59/I-69, US 90, US 290 and the Westpark Tollway.

MOTOR FREIGHT LINES

The region's extensive highway system is well-integrated with the Houston Airport System, four deep water seaports and the mainline railroads serving the city. Houston is at the crossroads of Interstate Highways 10, 45 and 69. I-69 is known as the "NAFTA superhighway" that will link Canada, the U.S. industrial Midwest, Texas and Mexico once complete. 1,469 long-distance trucking establishments operate in the Houston MSA.

RAILROADS

The Houston area is served by BNSF Railway Company, Kansas City Southern Railway Company and Union Pacific Railroad Company. Businesses along the Houston ship channel are served by the Galveston Railroad, Port Terminal Railroad Association and Texas City Terminal Railway Company. Eight mainline tracks and five branch line tracks radiate from Houston.

Amtrak provides passenger service three times per week in Houston via the Sunset Limited route that travels from New Orleans to San Antonio and Los Angeles.

CONSTRUCTION

The construction industry in Houston employed an average of 224,344 people in the four quarters ending Q3/20, according to the Texas Workforce Commission. Nearly half of all construction employment occurred as specialty trade contractors (e.g., electrical work, plumbing, site preparation, painting). The remaining types of construction employment, building construction and heavy and civil engineering construction accounted for 23.0 percent and 28.5 percent of construction employment, respectively. Annual wages in the industry averaged \$76,947. The Houston metro area was home to nearly 11,696 construction establishments in the four quarters ending Q3/20. Of that total, 60.4 percent were specialty trade contractors, 29.6 percent were in building construction, and 10.0 percent were heavy and civil engineering construction establishments.

City of Houston building permits totaled nearly \$6.5 billion in '20 with nearly \$2.8 billion for residential and nearly \$3.8 billion for commercial building permits, according to city data.

ADVANCED MANUFACTURING

ADVANCED MANUFACTURING

The 6,723 manufacturing establishments in the Houston region employed 223,706, or about 1 in 13 Houston-area workers in '20, according to the Texas Workforce Commission. The average annual wage was \$88,574. The value of goods manufactured in metro Houston topped \$86.0 billion in '19 and accounted for 16.8 percent of the region's total GDP, according to the Bureau of Economic Analysis.

CORPORATE HEADQUARTERS

One of the best business climates in the nation has helped the Houston area become a top destination for corporate offices. Boasting over 50 million square feet of Class A office space, Houston ranks among the top five metros nationally for ranked corporate headquarters, with 23 Global 2000 and 65 Fortune 1000 companies, including more than 20 Fortune 500 companies. Of the 128 publicly traded oil and gas companies, 44 have offices located in the Houston area.



- 50 million SF of Class A Office Space
- 65 Fortune 500 & 1000 Companies
- 23 Forbes Global 2000 Companies

HIGHER EDUCATION

The Houston region has more than 40 two-year community colleges and four-year universities, including three Tier 1 universities: Rice University, University of Houston and the nearby Texas A&M University in College Station. Houston-area colleges and universities educate nearly 430,000 students and graduate more than 100,000 students annually.

The region also has 50 trade, vocational and business schools specializing in law, healthcare, welding, process technology and various other disciplines that enroll an additional 20,000 students, according to the National Center for Education Statistics. Click below to see local colleges and universities ranked by U.S. News & World Report.

University & Rank in National Universities

Rice University	#15
Art Institute of Houston	#35
Houston Christian University	#64
University of Houston Downtown	#78
University of Houston	#182
University of St. Thomas	#250
Texas Southern University	#331



RECREATION & ENTERTAINMENT

- Houston's downtown is home to a number of clubs, musical entertainment venues, and three of Houston's four professional sports franchises: Major League Baseball's Houston Astros, who play at Minute Maid Park, Major League Soccer's Houston Dynamo, who play at BBVA Compass Stadium, and National Basketball Association's Houston Rockets, who play 41 regular-season home games per year at the Toyota Center.
- South Houston is home to NRG Park, a 350 acre entertainment complex comprising the Houston Texans' 67,925 seat NRG Stadium; the Astrodome; NRG Arena; and the NRG Center. NRG Park serves as the primary entertainment center for a number of Houston's large events, including the Houston Livestock and Rodeo Show and two Super Bowls.
- Situated between Downtown Houston and NRG Park, adjacent to the Texas Medical Center, Houston's Museum District is one of the most walkable areas in Houston. The 19 museums, galleries, cultural centers, and community organizations in the district help showcase art, history, and culture from around the world.
- One of the 10 largest malls in the country, The Galleria is a mixed-use shopping center featuring 2.4 million square feet of retail space and over 375 retail establishments. The Galleria is ranked as one of the world's best shopping malls by Forbes and is the most visited attraction in metro Houston with over 35 million annual visitors.



THE ECONOMY

Houston Economic Overview 2023

[Slower global growth will impact Houston's economy but won't lead to a local recession]



The International Monetary Fund (IMF) projects global growth to average 2.6 percent this year, down 0.6 percent points from '22. That's an improvement over projections made in the fall when the IMF forecast a tepid 2.2 percent this year. Slower global growth will impact Houston's economy but won't lead to a local recession.

U.S. economic growth has slowed considerably since January but the recession that so many predicted hasn't arrived yet. It's unlikely to knock on our doors before autumn, if at all. When it does, and if the recession is short and shallow, the impact on Houston will be minimal. Only if the U.S. slides into a deep and protracted downturn would Houston suffer.

Source: Greater Houston Partnership Economy at a Glance May 2023

Houston Economic Overview

• Metro Houston Created 19,900 Jobs in March 2023

Despite the headlines, the economics community isn't unified in the belief that a recession is imminent. In March, the Nation Association for Business Economics (NABE) asked its members about the likelihood of a recession in the next 12 months. Forty-nine percent placed the probability at less than 50 percent. Only 44 percent of the respondents place the probability at 50 percent or more. In its most recent survey, The Wall Street Journal found one-fourth of their respondents placed the probability of a recession in the next 12 months at less than 50 percent.

But the U.S. has not slipped into a recession. Most of the indicators that the National Bureau for Economic Research (NBER) tracks to determine the peaks and troughs of the business cycle show the economy still expanding.

- The nation created jobs, 236,000 in March 2023 and 1.0 million since the first of the year, according to the BLS.
- A different employment indicator, one based on a survey of households, shows the nation added 577,000 jobs in March 2023.
- Though industrial production began to slide in September 2022, a slow recovery began in January and continued into March 2023.
- Personal income continues to grow, even after adjusting for inflation, though growth has tapered in recent months.
- Personal consumption expenditures are holding steady.
- Only manufacturing and wholesale show signs of weakness in the data NBER tracks.

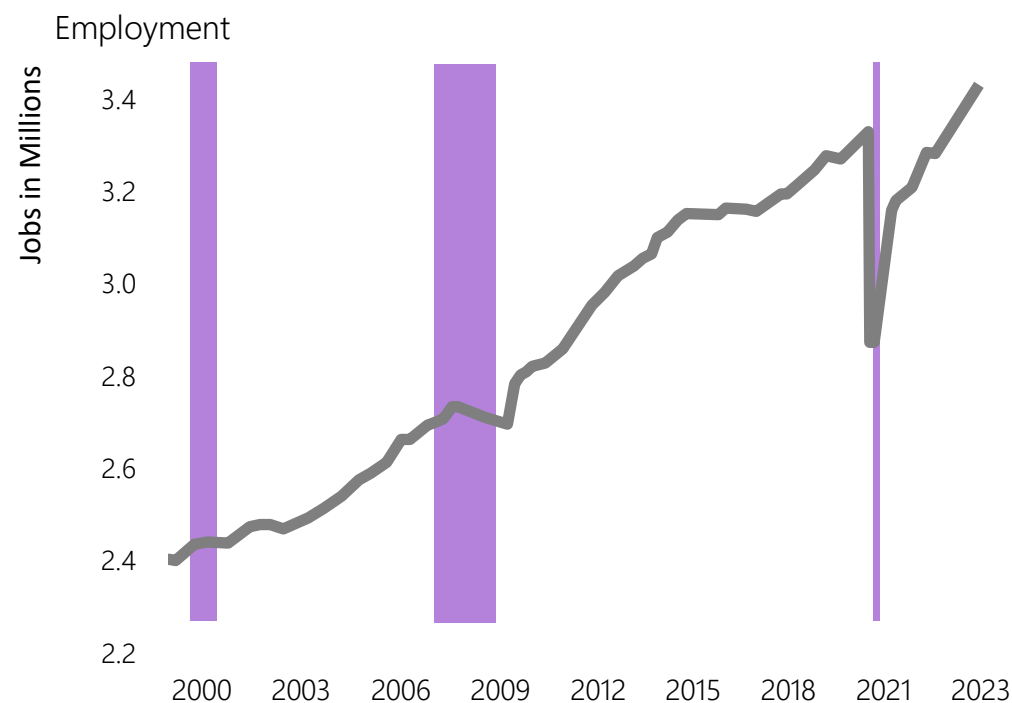
Eventually, the U.S. will slip into a recession. Contractions are a normal part of the business cycle, just as sunshine and rain are normal for Houston's weather. Although the outlook for the economy remains cloudy, the Partnership sees no rain in Houston in the near-term forecast.

According to the Texas Workforce Commission (TWC) Metro Houston created 19,900 jobs in March 2023. That's in line with the twenty-year average of 20,600 for the month, which suggests that after the record pace of the past two years, Houston's job growth has returned to normal. Job gains were broad-based with only a handful of sectors reporting job losses.

Source: Greater Houston Partnership Economy at a Glance May 2023

HOUSTON OUTLOOK

- Downturns in industries that are most susceptible to rising interest rates will be offset by the overall job growth across all sectors.
- Crude shortages and high prices, particularly in Europe due to imposed sanctions on Russia, will stimulate investment in Houston's energy sector. Increased demand will also be seen in the chemical and plastics manufacturing sectors.
- The health care industry will remain strong regardless of potential recession depth and duration, and between 6,100 to 9,100 jobs will be added in 2023.
- The latest Greater Houston Partnership Research forecast predicts growth resuming in 2023 3Q and ending with a net gain of 60,800 jobs. The long-term average job gain for the region is 65,000 to 70,000 jobs per year.



Houston Multifamily Recap

- Rent growth decelerated in the last few months of 2022 with year-over-year rent growth of 2.8%, down from its peak of 9.4% in the fourth quarter of 2021.
- The slowing of rent gains is projected to continue as the market adjusts to its typical 2% growth during the five years before the pandemic, according to CoStar.
- Supply outpaced demand over the last few quarters, causing an uptick in vacancy rates.
- Entry-level home purchases have been substantially thwarted due lack of inventory, increased home values, and escalating monthly mortgage payments as a result of higher interest rates. Some existing renters will remain in the apartment market until additional supply comes online. **Steady in-migration and household growth will help sustain apartment demand in the long term.**

\$169,066

Avg Sold Price/Unit

5.9% Avg Cap Rate



+2.8%

New lease asking rents are at \$1,300, up 2.8% from the previous year

- Houston's surging population and economic growth have triggered a flurry of construction, particularly in the multifamily market. **Houston ranked among the top three metros in the U.S. for new supply growth over the past 10 years**, adding roughly 150,000 units and driving up its inventory by 30%.
- Deliveries moderated with 13,740 units delivered through October 2022 versus 18,507 units delivered during the same period in 2021.
- Supply at the end of 2022 accounted for 2.0% of total stock, 30 basis points above the national rate.
- Approximately 29,300 units were under construction as of October 2022, and additional 61,000 units were in the planning and permitting stages. Close to 14,000 started construction in 2022. 4,245 units more than during the same period in 2021.



Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015



TYPES OF REAL ESTATE LICENSE HOLDERS:

- A **BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A **SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

KET ENTERPRISES INCORPORATED	0406902	TWILK4@KETENT.COM	713-355-4646
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
TOM WILKINSON	0173897	TWILK4@KETENT.COM	713-355-4646
Designated Broker of Firm	License No.	Email	Phone
N/A	N/A	N/A	N/A
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
N/A	N/A	N/A	N/A
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

ed by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-0



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