

# The GROVE at Renwick



# GROVE AT RENWICK 6909 RENWICK DR HOUSTON, TX 77081

## APARTMENTS FOR SALE

## Market

Units:	94
Avg Size:	772
Date Built:	1966
Rentable Sq. Ft.:	72,540
Acreage:	2.82
Occupancy:	98%
Class:	C+

PRICE/UNIT:

PRICE/SF:

TERMS: ALL CASH/ASSUMPTION

PRO-FORMA CAP RATE:

### SALIENT FACTS:

- ◆ All Cash or Assumption Basis
- ◆ Located in the Gulfton Submarket of SW Houston
- ◆ Zoned to Bellaire High School
- ◆ Blue collar profile
- ◆ Ideal value add
- ◆ 20 Units have been lightly remodeled
- ◆ Maintains high occupancy
- ◆ Gated with Pedestrian Access Gates

For More Information Please  
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Physical Information		Financial Information		Existing Loan Parameters		Operating Information	
Number of Units	94	Ask price	Market	Mortgage Balance	\$3,523,000	Est Mkt Rent (Dec-23)	\$83,260
Avg Unit Size	772	Price Per Unit		Amortization (months)	360	3 Mo Avg	\$83,287
Net Rentable Area	72,540	Price Per Sq. Ft.		Debt Service	\$230,838	Physical Occ (Feb-24)	98%
Land Area (Acres)	2.82	Stabilized NOI	\$361,347	P & I	\$19,237	Est Ins per Unit per Yr	\$1,500
Units per Acre	33.290			Interest Rate	5.15%	Property Tax Information	
Date Built	1966			Date Due	May 1, 2028	2023 Tax Rate	2.01481
Water Meter / Master	RUBS			Est Res for Repl/Unit/Yr	\$300	2023 Tax Assessment	\$3,183,019
Elec Meter	Indiv			Yield Maintenance	step down	2023 Taxes	\$64,132
Roof Style	Pitched					Est Future Tax Assessment	\$3,183,019
A/C Type:	HVAC-Indiv					Est Future Taxes	\$64,132

## INCOME

MODIFIED ACTUALS

PRO-FORMA

The property has been in a tax credit lura. Assessment unlikely to rise.

### PRO-FORMA INCOME

Current Street Rent with a 7% Increase	1,069,058	\$89,088 / Mo
Estimated Gross Scheduled Income	1,069,058	\$89,088 / Mo
Estimated Loss to Lease (2% of Total Street Rent)	(21,381)	2%
Estimated Vacancy (5% of Total Street Rent)	(53,453)	5%
Estimated Concessions and Other Rental Losses (3% of Total Street Rent)	(32,072)	3%
# Estimated Utilities Income	31,851	\$339 / Unit / Yr
Estimated Other Income	15,678	\$167 / Unit / Yr
Estimated Total Rental Income	1,009,681	

### ESTIMATED TOTAL PRO-FORMA INCOME

1,009,681 \$84,140 / Mo

### 3 Mo Avg Income Annualized

\$999,450

### EXPENSE

#### Fixed Expenses

Jan '23 thru Dec '23 Expenses		Estimated Expenses	
Fixed Expenses		Estimated Fixed Expenses	
Taxes	\$50,196 \$534 per Unit	\$64,132	\$682 per Unit
Insurance	\$148,558 \$1,580 per Unit	\$148,558	\$1,580 per Unit
<b>Total Fixed Expense</b>	<b>198,754 \$2,114 per Unit</b>	<b>212,690</b>	<b>\$2,263 per Unit</b>

#### Utilities

Utilities		Estimated Utilities	
Electricity	\$6,494 \$69 per Unit	\$6,494	\$69 per Unit
Water & Sewer	\$74,676 \$794 per Unit	\$74,676	\$794 per Unit
Gas	\$14,724 \$157 per Unit	\$14,724	\$157 per Unit
Utility Billing/Usage	\$0 \$ per Unit	\$0	\$ per Unit
Trash	\$39,447 \$420 per Unit	\$39,447	\$420 per Unit
<b>Total Utilities</b>	<b>135,340 \$1,440 per Unit</b>	<b>135,340</b>	<b>\$1,440 per Unit</b>

#### Other Expenses

Other Expenses		Estimated Other Expenses	
General & Admin & Marketing	\$27,671 \$294 per Unit	\$27,671	\$294 per Unit
Repairs & Maintenance	\$41,750 \$444 per Unit	\$41,750	\$444 per Unit
Labor Costs	\$142,954 \$1,521 per Unit	\$142,954	\$1,521 per Unit
Contract Services	\$30,145 \$321 per Unit	\$30,145	\$321 per Unit
Management Fees	\$33,722 3.37% \$359 per Unit	\$29,584 2.93%	\$315 per Unit
<b>Total Other Expense</b>	<b>276,242 \$2,939 per Unit</b>	<b>272,104</b>	<b>\$2,895 per Unit</b>

#### Total Operating Expense

610,337 \$6,493 per Unit Lower than market 620,134 \$6,597 per Unit

#### Reserve for Replacement

28,200 \$300 per Unit 28,200 \$300 per Unit

#### Total Expense

638,537 \$6,793 per Unit 648,334 \$6,897 per Unit

#### Net Operating Income (Actual Underwriting)

360,913 361,347

#### Ask price

Market Market

#### Cap Rate

Existing Debt	3,523,000	3,523,000
Equity		
Estimated Debt Service	230,838	230,838
Cash Flow	130,075	130,509
Cash on Cash		

NOTES: ACTUALS: Income and Expenses calculated using owner's 12/23 trailing operating statement. PRO FORMA: Income is Pro Forma as Noted. Taxes were calculated using 2023 Tax Rate & Future Assessment. Insurance is estimated. Management Fees calculated as 2.9% of Gross Income, Other expenses are Estimated for the Pro Forma.



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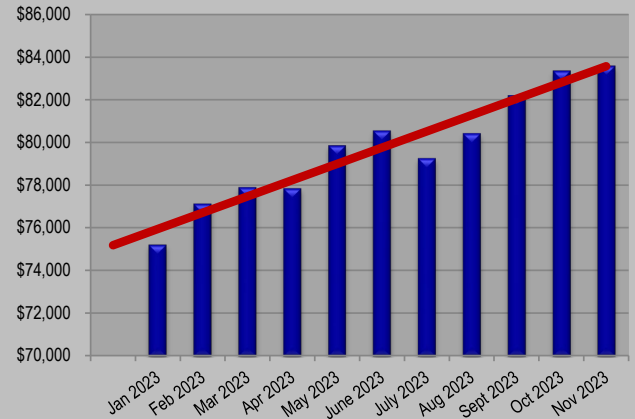
Keymap: 531F

Construction Quality: C

PROPERTY INFORMATION		AMENITIES		EXISTING MORTGAGE		TAXING AUTHORITY - HARRIS COUNTY	
Age:	1966	Access Gates	Park & Ride Nearby	Mortgage Balance	\$3,523,000	ACCT NO: 0370580220021	
Elec Meter:	Indiv	Cable Ready	Walk-In Closets	Amortization	360	Houston ISD	\$0.868300
A/C Type:	HVAC-Indiv	Club House	School Bus Pick-up	P & I	\$19,237	Harris County	\$0.350070
Water:	RUBS	Laundry Rooms	Shuttle Route	Type	Freddie Mac	Harris County Flood Control	\$0.031050
Wiring:	Alum	Mini Blinds	Patios/Balconies	Assumable	Yes	Port of Houston Authority	\$0.005740
Roof:	Pitched	Pool		Monthly Escrow	Yes	Harris County Hospital District	\$0.143430
Paving:	Concrete/Asphalt	Bookshelves		Origination Date	May 14, 2018	Harris County Education Dept	\$0.004800
Materials:	Brick/Wood	Outside Storage		Due Date	May 1, 2028	Houston Community College	\$0.092231
# of Stories:	2	Ceiling Fans		Interest Rate	5.15%	City of Houston	\$0.519190
Parking:	144 Spaces	Covered Parking*		Yield Maintenance	step down prepay	Gulfton Municipal Mgt Dist	
Buildings:	4			Transfer Fee	1%+app+legal	<b>2023 Tax Rate</b>	<b>\$2.014811</b>
Units/Acre:	33.29					<b>2023 Tax Assessment</b>	<b>\$3,183,019</b>
						<b>HCAD Improvement Sq.Ft.</b>	<b>73,712</b>

COLLECTIONS

<b>12 Mo Total</b>	<b>\$ 960,280</b>		
Jan 2023	\$ 75,226	<b>12 Mo Avg</b>	<b>\$ 80,023</b>
Feb 2023	\$ 77,140		
Mar 2023	\$ 77,910	<b>9 Mo Avg</b>	<b>\$ 81,112</b>
Apr 2023	\$ 77,850		
May 2023	\$ 79,860	<b>6 Mo Avg</b>	<b>\$ 81,957</b>
June 2023	\$ 80,550		
July 2023	\$ 79,254	<b>3 Mo Avg</b>	<b>\$ 83,287</b>
Aug 2023	\$ 80,427		
Sept 2023	\$ 82,199		
Oct 2023	\$ 83,347		
Nov 2023	\$ 83,571		
Dec 2023	\$ 82,945		



**PLEASE DO NOT VISIT THE SITE WITHOUT AN APPOINTMENT MADE THROUGH THE BROKER.**

PROPERTY HIGHLIGHTS

The Grove of Renwick formerly known as Enchanted Fountains Apartments, is a two story, garden-style, apartment community located in the Gulfton submarket of SW Houston, Texas. The property is a blue collar property and has maintained occupancies in the low to mid 90's for more than 3 years. The asset was built in 1966. Residents enjoy ample amenities which include: mini-blinds, kitchen pantries, ceiling fans, laundry facilities, patios and balconies and walk-in closets. Currently there are reportedly no leasing concessions. Zoned to Bellaire High School!

The property is located in a targeted revitalization zone for the City of Houston to bring grants to accommodate upgrading and redevelopment. The Gulfton area contains perhaps the greatest concentration of Class C apartments in Houston, with over 20,000 units in an area defined by US 59, Chimney Rock, Bissonnet and Hillcroft as the boundaries.

Located in an Opportunity Zone. Starting May 1, 2023, Manager raised rents about \$150/unit and is getting no pushback.

**Disclaimer:** The information contained in this Memorandum reflects material from sources deemed to be reliable, including data such as operating statements, rent roll, etc. provided by the Owner. Notwithstanding, KET Enterprises Incorporated does not make any warranties about the information contained in this marketing package. Every prospective purchaser should verify the information and rely on his accountants or attorneys for legal and tax advice. This offer is "As-Is, Where-Is". Answers to specific inquiries will have to be supplied by the Owner and are available upon request. Rates of return vary daily. No representations are made concerning environmental issues, if any.



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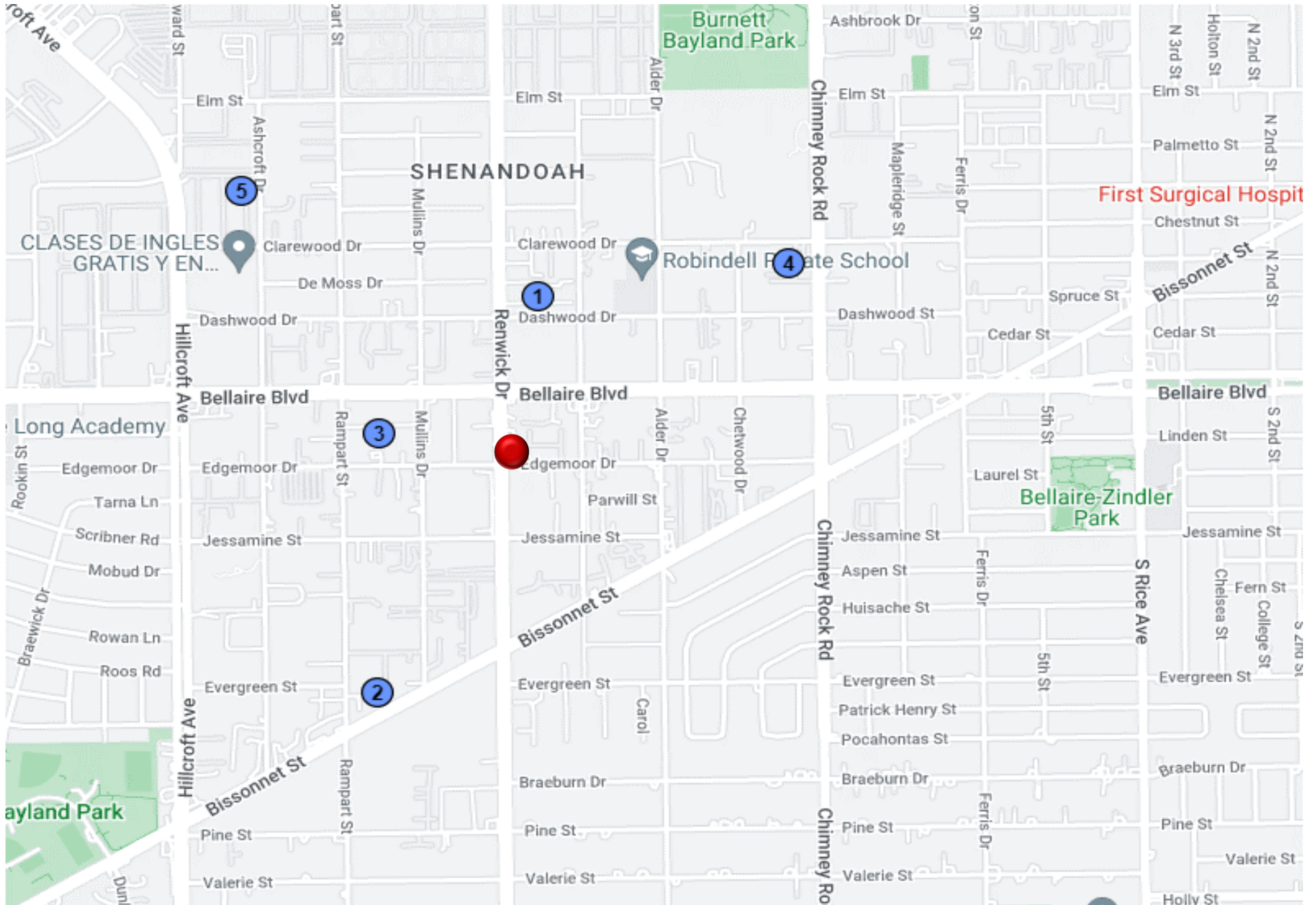




**2023 KET RENT COMPARABLE TAX ANALYSIS**

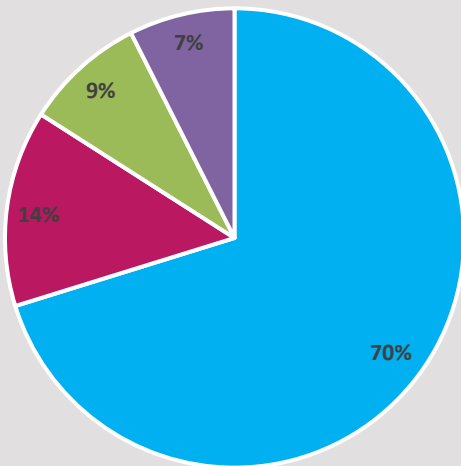
Property	Address	Yr Built	Units	Impr Sq.Ft.	Impr Value	Impr Value/Unit	Impr Value/Sq.Ft.
1 Villa Contento	5800 Dashwood	1966	126	127,839	\$11,142,027	\$88,429	\$87.16
2 Ashford Buena Vista	6000 Bissonnet	1965	207	199,993	\$20,498,890	\$99,028	\$102.50
3 Pelican Pointe	6009 Bellaire	1965	156	177,456	\$11,668,466	\$74,798	\$65.75
4 Colony Oaks	6666 Chimney Rock	1962	317	338,828	\$31,427,781	\$99,141	\$92.75
5 Ashford at St Cloud*	6525 Hillcroft	1973	302	341,450	\$15,783,231	\$52,262	\$46.22
Grove at Renwick	6909 Renwick Dr	1966	222	73,712	\$3,183,019	\$14,364	\$43.18
<b>Averages</b>		<b>1966</b>	<b>222</b>	<b>209,880</b>	<b>\$15,617,236</b>	<b>\$71,337</b>	<b>\$72.93</b>

# 2023 KET RENT COMPARABLE TAX ANALYSIS



UNIT MIX							
Unit	Type	No. Units	Sq Ft	Total SqFt	Market Rent	Total Rent	Rent/SF
	1 Bed/1 Bath	33	680	22,440	\$800	\$26,400	\$1.18
	1 Bed/1 Bath	33	680	22,440	\$850	\$28,050	\$1.25
	2 Bed/1.5 Bath	8	975	7,800	\$1,050	\$8,400	\$1.08
	2 Bed/1 Bath	6	1,000	6,000	\$985	\$5,910	\$0.99
	2 Bed/1 Bath	7	1,000	7,000	\$1,000	\$7,000	\$1.00
	2 Bed/2 Bath	4	980	3,920	\$1,050	\$4,200	\$1.07
	2 Bed/2 Bath	3	980	2,940	\$1,100	\$3,300	\$1.12
Source: 2/24 RR		94	772	72,540	\$976	\$83,260	\$1.15
<b>TOTALS AND AVERAGES</b>		<b>Total Units</b>	<b>Average Sq. Ft.</b>	<b>Total Sq. Feet</b>	<b>Average Rent/Unit</b>	<b>Total Rent</b>	<b>Average Rent/SF</b>

### Apartment Amenities

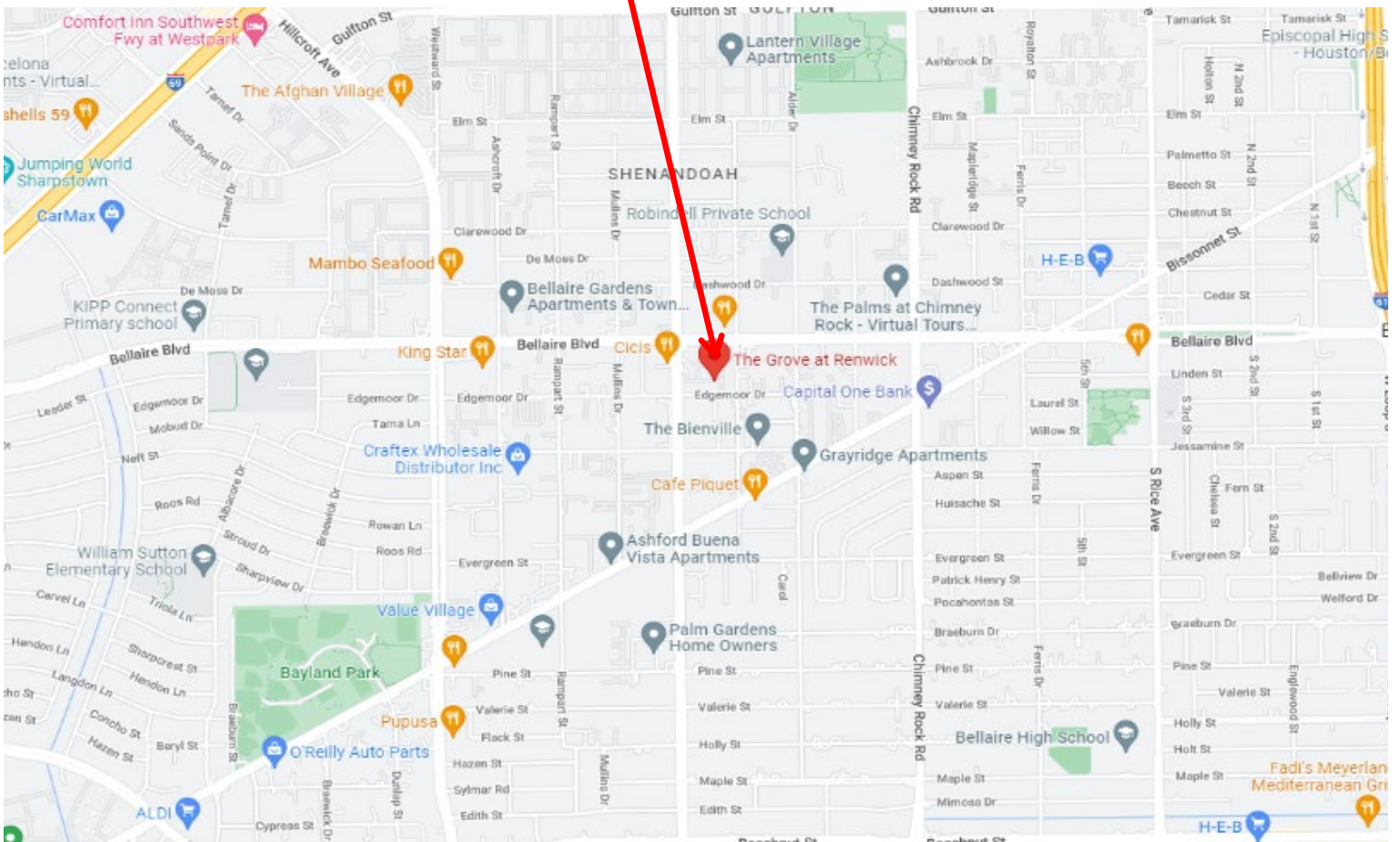
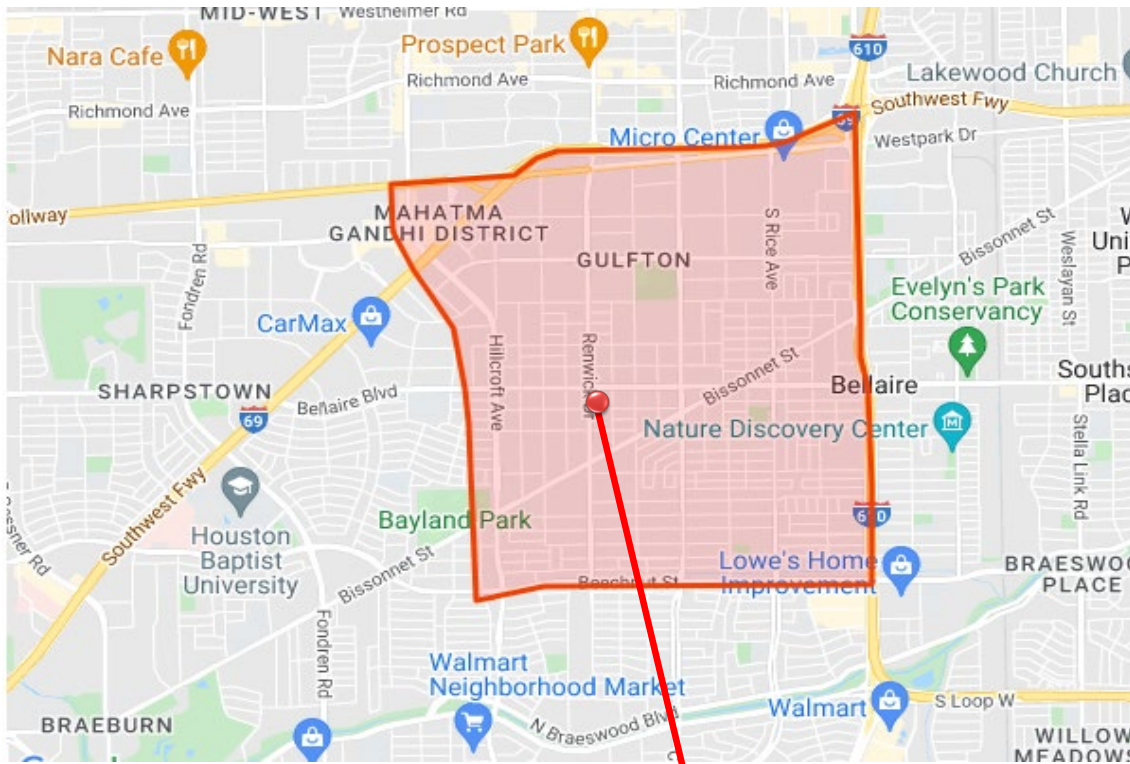


1 Bed/1 Bath 2 Bed/1 Bath 2 Bed/1.5 Bath 2 Bed/2 Bath

- ▼ Range
- ▼ Oven
- ▼ Tile Floors
- ▼ Walk-in Closets
- ▼ Sparkling Swimming Pool
- ▼ Assigned Parking
- ▼ High Speed Internet Access
- ▼ Air Conditioning
- ▼ Ceiling Fans
- ▼ Smoke Free
- ▼ Dishwasher Disposal
- ▼ Kitchen

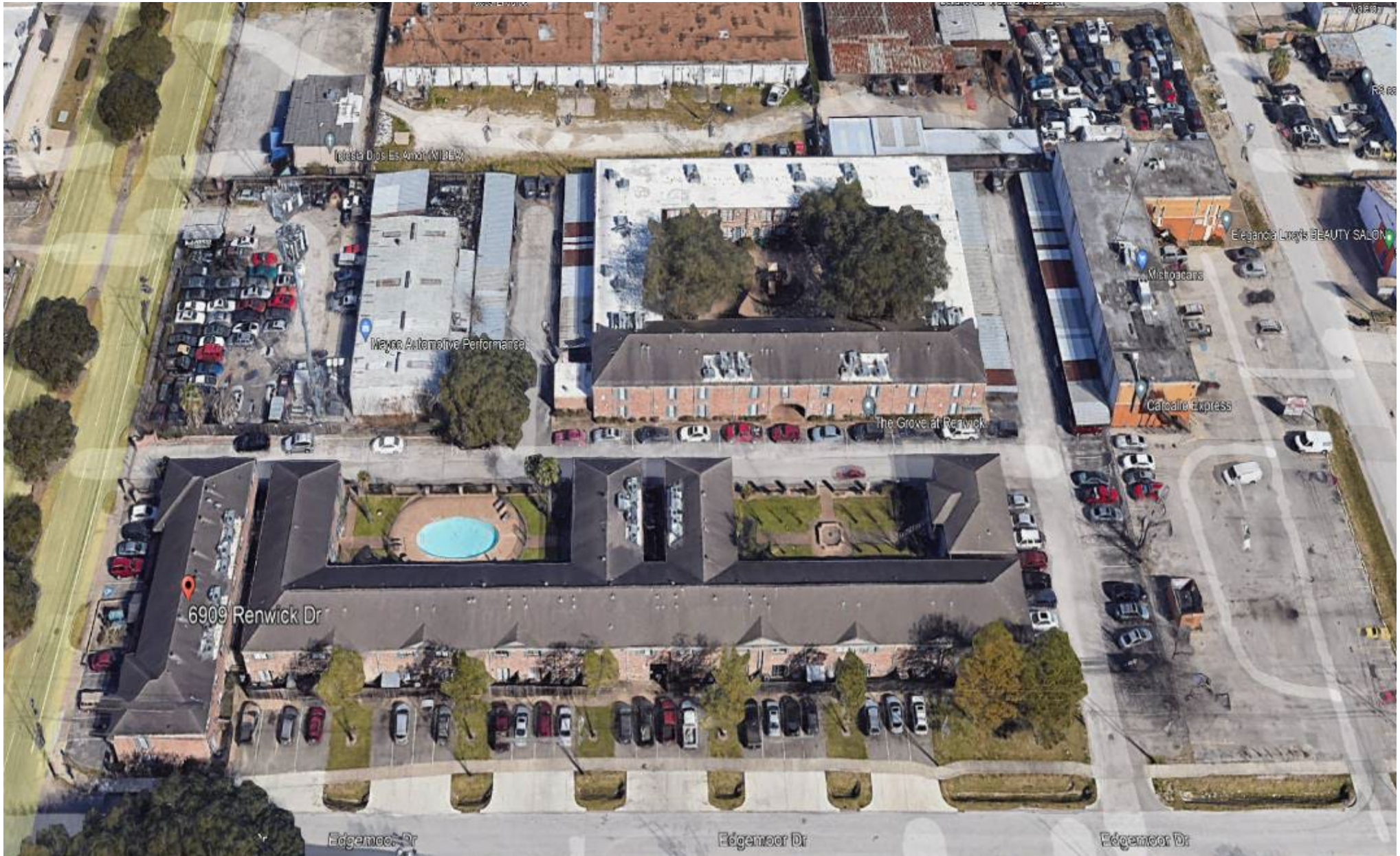


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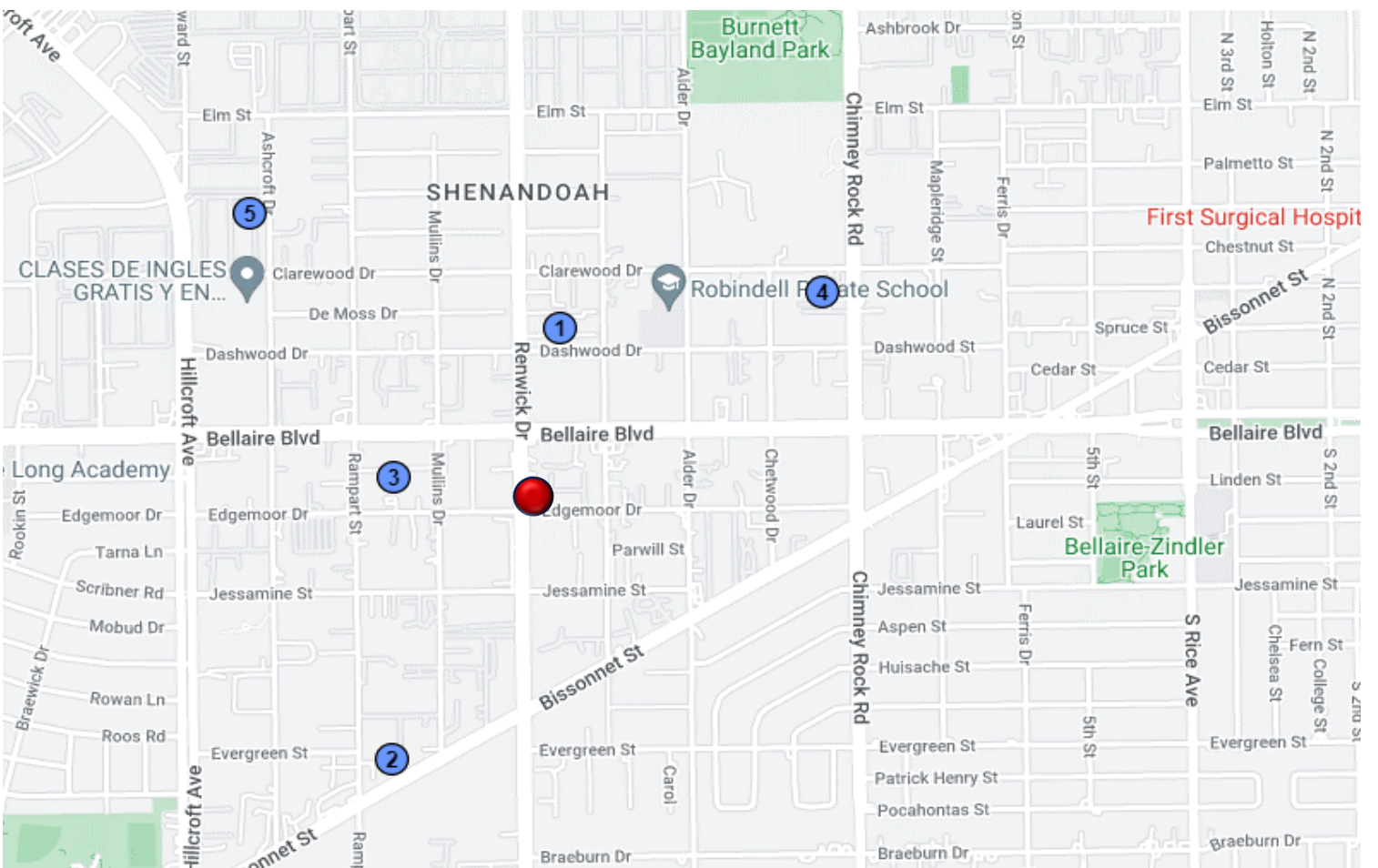
RENT COMPARABLES (2024 MRI Apartment Data)

Property Name	Yr Blt	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
1 Villa Contento 5800 Dashwood	1966	97%	126	972	\$1,234	N/A	1.270
2 Ashford Buena Vista 6000 Bissonnet	1965	77%	207	956	\$1,119	EW	1.170
3 Pelican Pointe 6009 Bellaire	1965	96%	156	931	\$1,043	EW	1.120
4 Colony Oaks 6666 Chimney Rock	1962	94%	317	1042	\$1,219	EWG	1.170
5 Ashford at St Cloud* 6525 Hillcroft	1973	95%	302	1015	\$1,137	EW	1.120

\* - Tax Credit and or Subsidized Housing

EWG-Resident Pays E(Electric), W(Water), G(Gas)

Totals/Averages Comps	1966	92%	222	983	\$1,150		\$1.170
Grove at Renwick 6909 Renwick Dr	1966	98%	94	772	\$976	EW	\$1.148
Sub-Market Averages(Gulfton)		92%	16,881	809	\$894		\$1.100
Houston Market Avgs		90%	732,968	891	\$1,279		\$1.440





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# 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 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

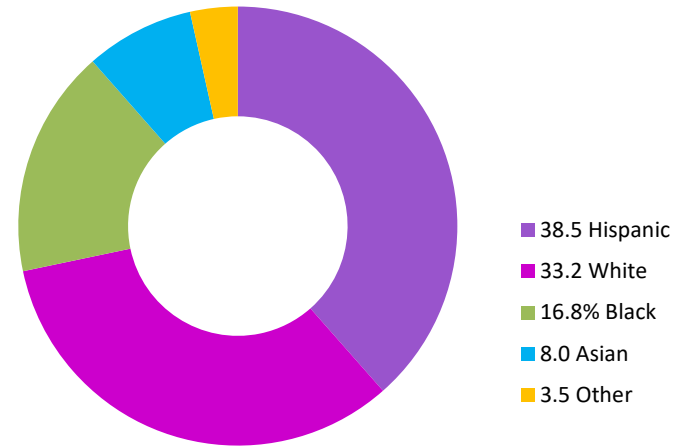
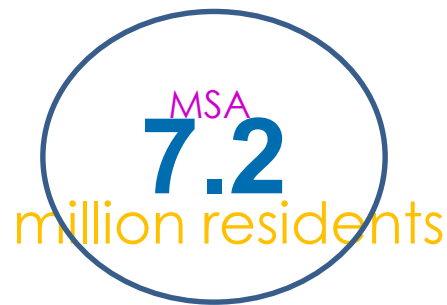
4th  
Largest  
U.S. City

1.1 Million  
New Residents in  
Last Decade

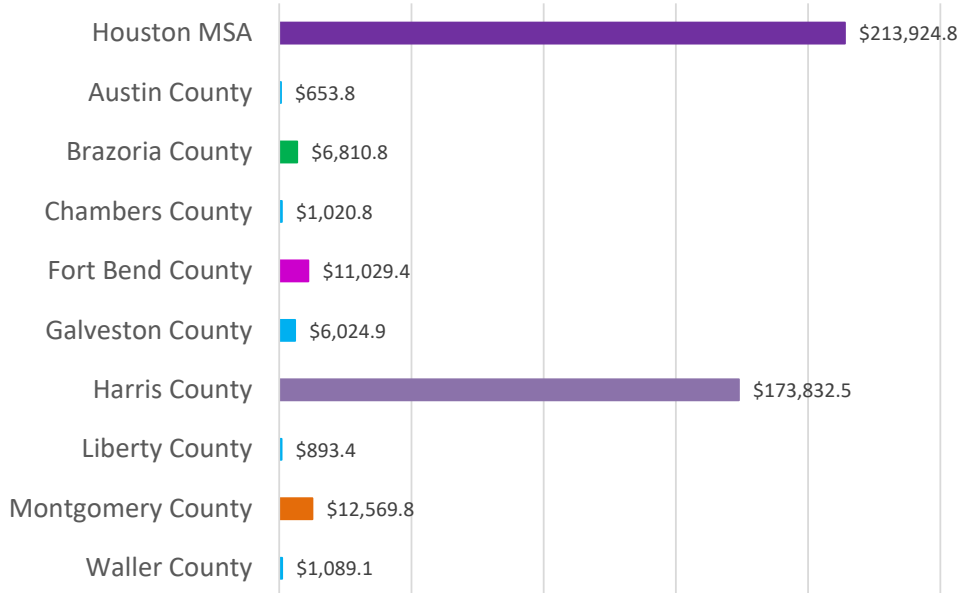
\$490  
Billion  
Regional GDP

350,000  
Educated  
Millennials

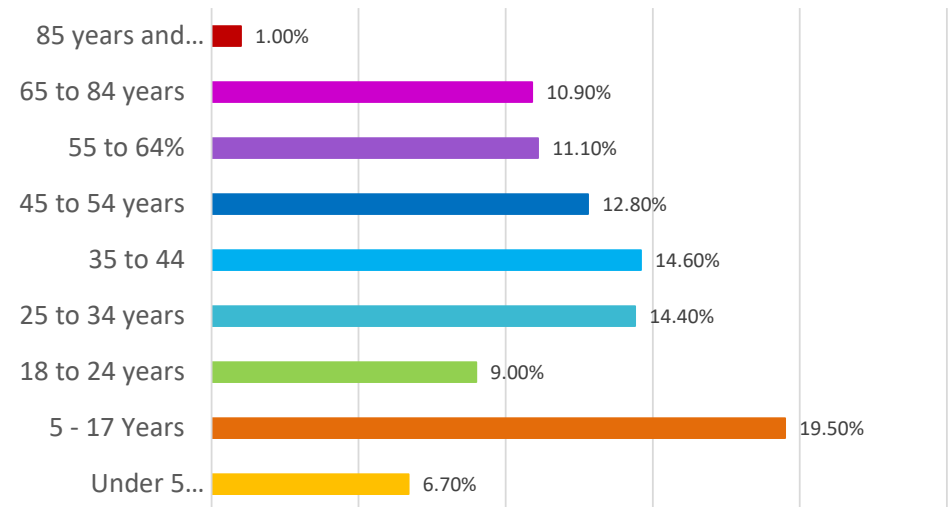
760+  
Expansion and Relocation  
Projects in Last 2 Years



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



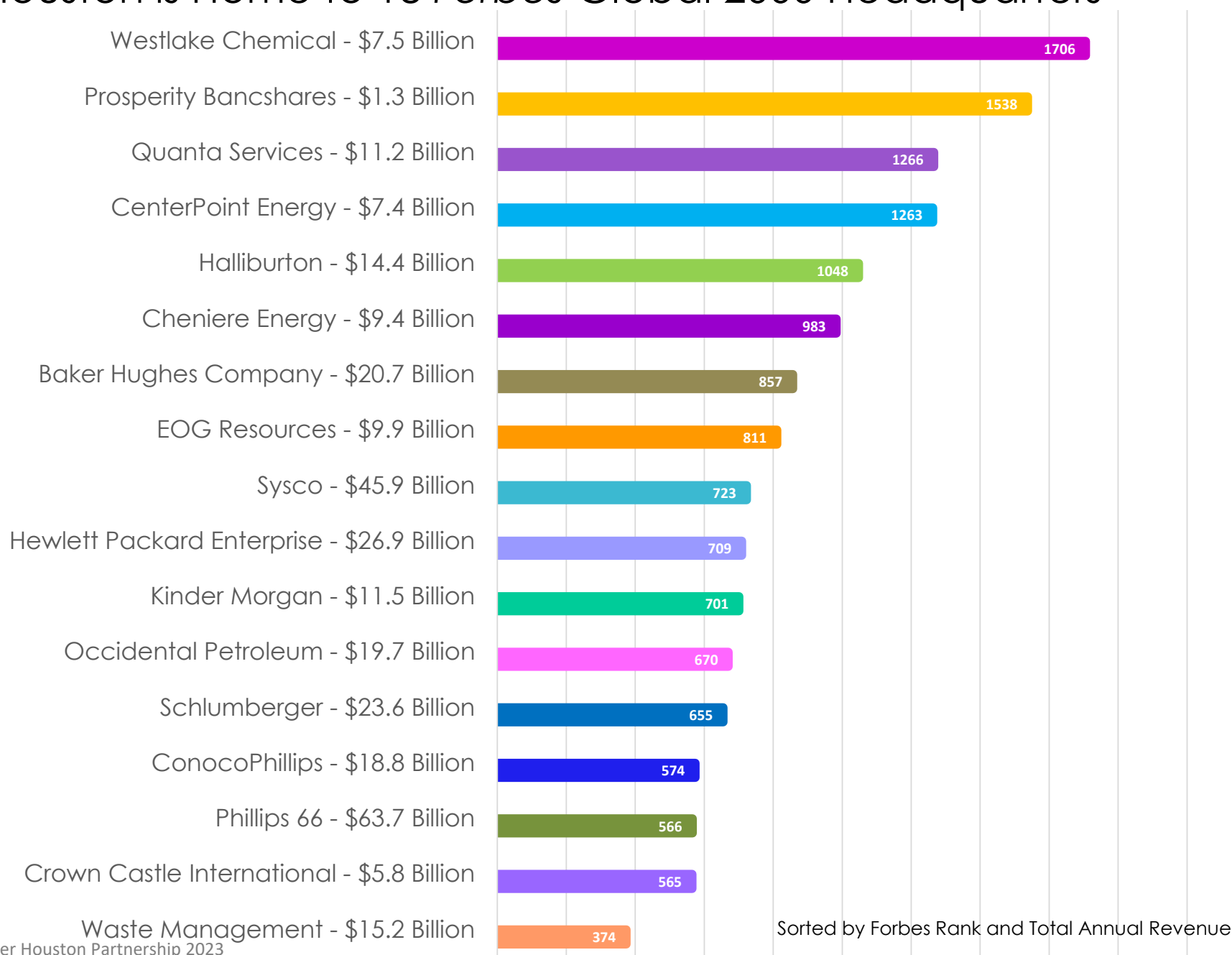
## Age Distribution





# 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

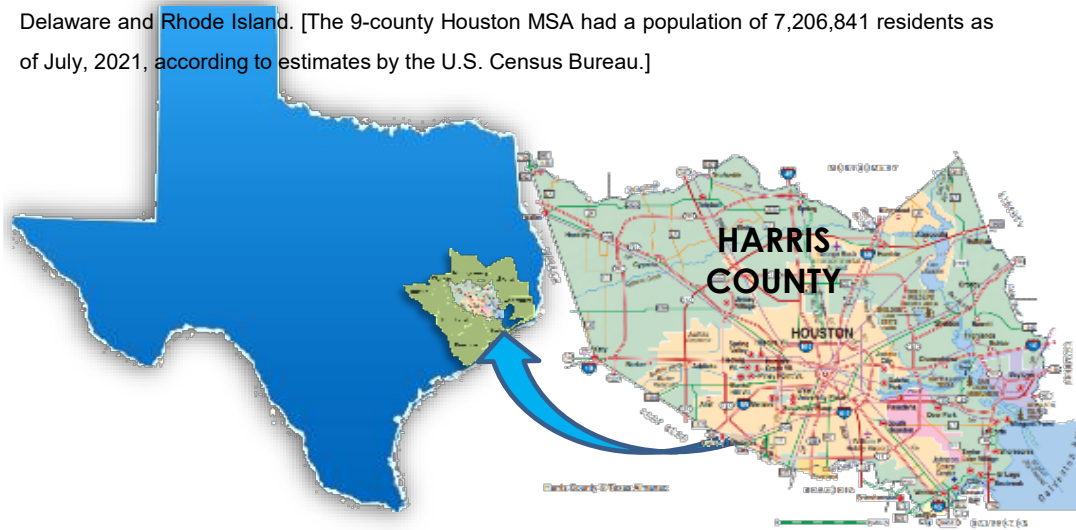
# HOUSTON MSA

## 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

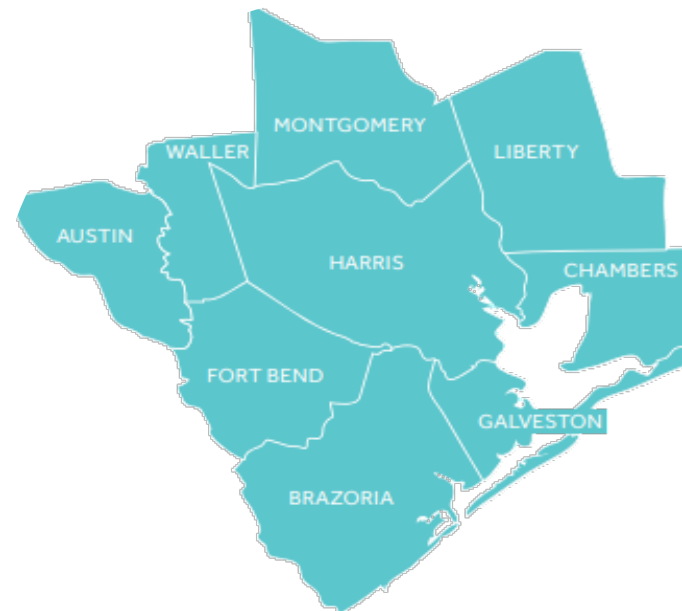
**1,778**  
square miles

HARRIS  
COUNTY

**655**  
square miles

HOUSTON

- 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



## • 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 National 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.

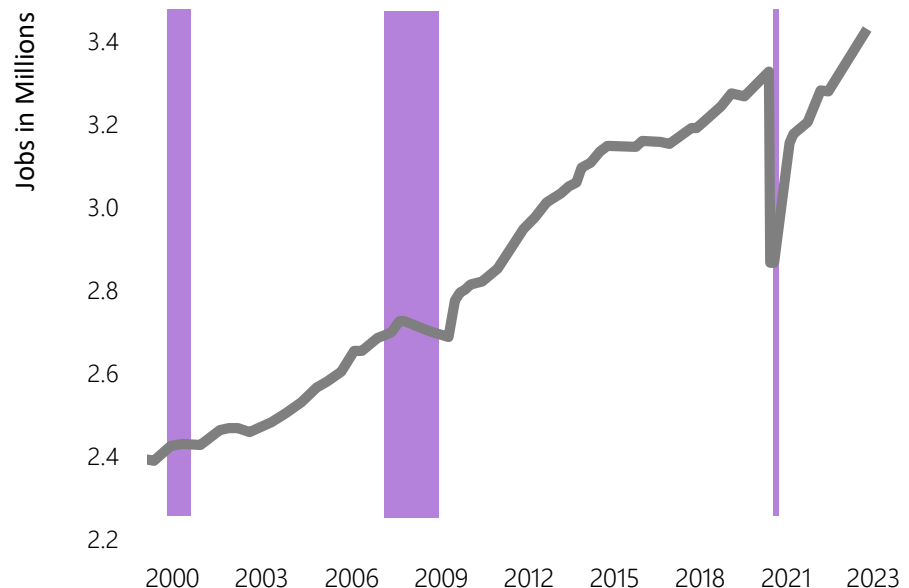
**According to the Texas Workforce Commission (TWC) Metro Houston created 19,900 jobs in March 2023. That's in line with the twenty-year average of 20,600 for the month, which suggests that after the record pace of the past two years, Houston's job growth has returned to normal. Job gains were broad-based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

Employment



Source: CBRE Q1 2023 Multifamily Market Report



## 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.

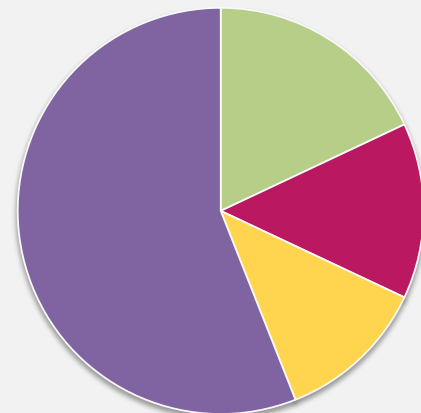
### SUMMARY PROFILE

2000-2010 Census, 2021 Estimates with 2026 Projections

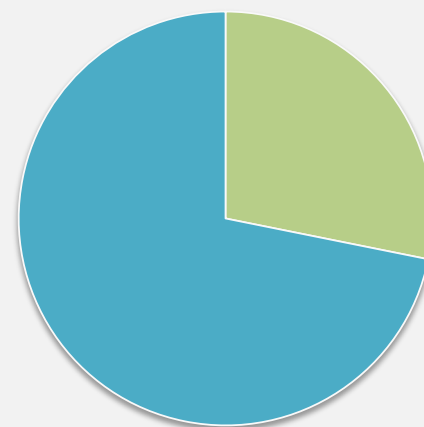
Calculated using Weighted Block Centroid from Block Groups

	1 Mile Radius	2 Mile Radius	3 Mile Radius
<b>0</b>			
<b>Population</b>			
2021 Estimated Population	45,133	116,650	228,324
2026 Projected Population	47,113	121,768	238,121
2010 Census Population	44,762	115,182	227,433
2000 Census Population	41,630	110,547	214,958
Projected Annual Growth 2021 to 2026	0.9%	0.9%	0.9%
Historical Annual Growth 2000 to 2021	0.8%	0.5%	0.6%
2021 Median Age	30.5	32.5	34.0
<b>Households</b>			
2021 Estimated Households	14,885	42,110	94,521
2026 Projected Households	16,009	45,071	101,327
2010 Census Households	14,716	41,615	94,013
2000 Census Households	13,354	38,992	86,139
Projected Annual Growth 2021 to 2026	1.5%	1.4%	1.4%
Historical Annual Growth 2000 to 2021	1.0%	0.7%	0.9%
<b>Race and Ethnicity</b>			
2021 Estimated White	20.5%	28.9%	36.4%
2021 Estimated Black or African American	9.5%	11.2%	12.2%
2021 Estimated Asian or Pacific Islander	8.9%	8.9%	10.5%
2021 Estimated American Indian or Native Alaskan	2.0%	2.0%	1.5%
2021 Estimated Other Races	58.9%	49.0%	39.3%
2021 Estimated Hispanic	71.8%	60.3%	47.1%
<b>Income</b>			
2021 Estimated Average Household Income	\$65,096	\$91,152	\$105,166
2021 Estimated Median Household Income	\$43,096	\$59,788	\$72,702
2021 Estimated Per Capita Income	\$21,530	\$32,970	\$43,600
<b>Education (Age 25+)</b>			
2021 Estimated Elementary (Grade Level 0 to 8)	23.9%	18.9%	12.8%
2021 Estimated Some High School (Grade Level 9 to 11)	10.1%	8.0%	6.0%
2021 Estimated High School Graduate	28.4%	23.8%	18.9%
2021 Estimated Some College	11.8%	14.2%	14.9%
2021 Estimated Associates Degree Only	5.2%	5.3%	5.2%
2021 Estimated Bachelors Degree Only	14.2%	17.9%	24.3%
2021 Estimated Graduate Degree	6.3%	12.0%	17.9%
<b>Business</b>			
2021 Estimated Total Businesses	1,939	8,788	17,906
2021 Estimated Total Employees	13,155	62,169	148,870
2021 Estimated Employee Population per Business	6.8	7.1	8.3
2021 Estimated Residential Population per Business	23.3	13.3	12.8

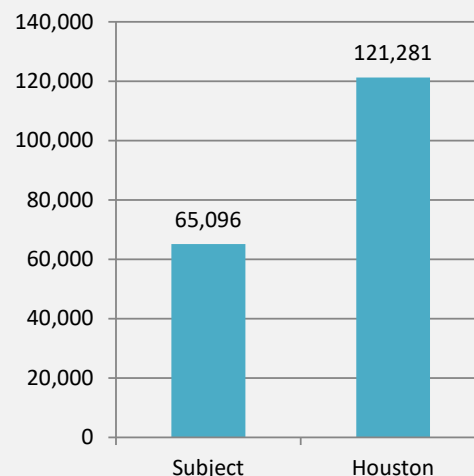
1 Mile Radius



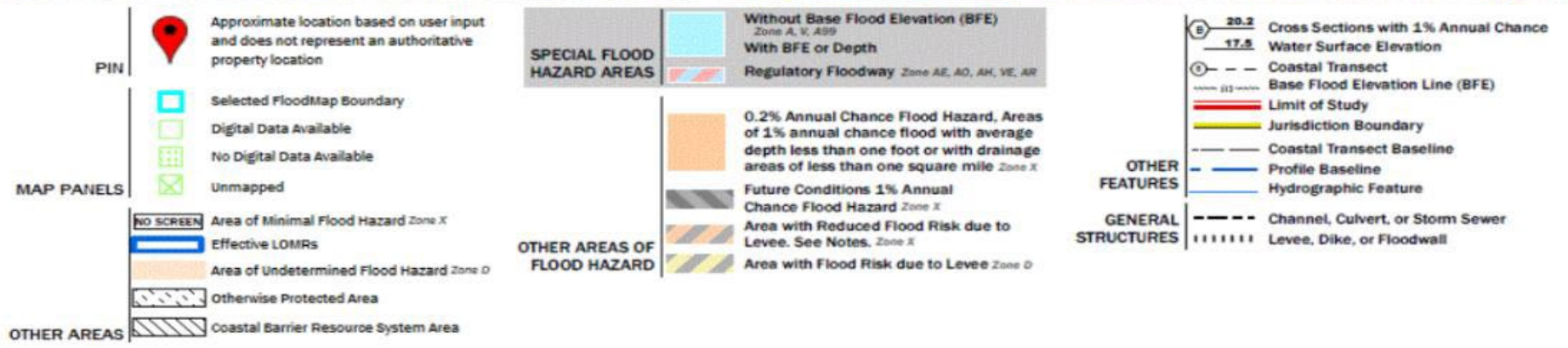
White Black Other Hispanic



Non-Hispanic Hispanic











11-2-2015



## 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.

### 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:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - 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	<a href="mailto:TWILK4@KETENT.COM">TWILK4@KETENT.COM</a>	713-355-4646
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
TOM WILKINSON	0173897	<a href="mailto:TWILK4@KETENT.COM">TWILK4@KETENT.COM</a>	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