

APARTMENTS FOR SALE

Sonoma I 7703 Seton Lake Dr I Houston, TX 77086

		,	
OVERVIE	W	PRIC	ING
Units:	232	Asking Price	Market
Avg Rent:	\$980	Stabilized NOI	\$1,199,628
Avg Size:	651		
Date Built:	1983		
Date Rehabbed:	2019		
Rentable Sq. Ft.:	151,080		
Acreage:	5.76		
Occupancy:	94%		
Class:	B-		

INVESTMENT HIGHLIGHTS

- ♦ Located in the Beltway 8/Hwy 249 submarket of Houston
 - ◆ Strong Industrial Submarket
 - ◆ Excellent Visibility On Hwy 249
 - ◆ Strong Value Add Opportunity
- ♦ Close Proximity To North Cypress & Cypress Fairbanks Medical Center
 - ◆ Per Owner, Approximately \$3,031,721 Spent On CapEx
 - ◆ Klein School District, excellent schools



FOR INFORMATION ABOUT THIS PROPERTY PLEASE CONTACT



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Sonoma I 7703 Seton Lake Dr I Houston, TX 77086								
Financial Information Propo			Proposed Lo	oan Parameters		Opera	ating Information	
Asking Price Price Per Unit Price Per Sq. Ft. Stabilized NOI	Market \$1,199,628		Mortgage Balance Amortization (months) Debt Service P & I (floating) Interest Rate Date Due Est Res for Repl/Unit/Yr Yield Maintenance Transfer Fee	5.75% 10 yr from closing \$300 Yes 1%+app+legal		Tax Rate (2023) 2023 Tax Assessment Est 2023 Taxes Est Future Tax Assess Est Future Taxes *	\$1,250 ty Tax Information 3.06429 \$21,776,801 \$667,304	
Current Street Rent with a 4% Increase Estimated Gross Scheduled Income Estimated Loss to Lease (2% of Total Street Rent) Estimated Vacancy (5% of Total Street Rent) Est Concessions and Rental Losses (2% of Total Street Rent) Estimated Utilities Income Estimated Other Income Estimated Total Rental Income ESTIMATED TOTAL PRO-FORMA INCOME	2,838,424 2,838,424 (56,768) (141,921) (56,768) 141,689 121,261 2,845,916 2,845,916	\$236,535 / Mo \$236,535 / Mo 2% 5% 2% \$611 / Unit / Yr \$523 / Unit / Yr \$237,160 / Mo	Number of Units Avg Unit Size Net Rentable Area Land Area (Acres) Units per Acre	232 651 151,080 5.76 40.308				
		MODIFIED ACTUAL	_S			PRO-FOR	MA	
3 Mo Avg Income Annualized		\$2,585,410				\$2,845,9°	16	
EXPENSE		FIXED EXPENS	ES			FIXED EXPE	ENSES	
Fixed Expenses Taxes Insurance Total Fixed Expense	\$354,007 \$209,958	Fixed Expenses \$1,526 per Unit \$905 per Unit	based on T12 part of a master insurance policy \$563,965 \$2,431 per Unit		\$489,061 \$236,167	Fixed Expe \$2,108 per Unit \$1,018 per Unit	nses 2023 Tax Rate & Future Assessment 2024 Premium \$725,228 \$3,126 per Unit	ent
Utilities Electricity Water & Sewer Gas Utility Billing Trash Removal & Valet Waste Total Utilities	\$14,235 \$120,414 \$23,621 \$10,804 \$28,838	Services \$61 per Unit \$519 per Unit \$102 per Unit \$47 per Unit \$124 per Unit	\$197,913 \$853 per Unit		\$14,235 \$120,414 \$23,621 \$10,804 \$28,838	\$61 per Unit \$519 per Unit \$102 per Unit \$47 per Unit \$124 per Unit	\$197,913 \$853 per Unit	
Other Expenses General & Admin & Marketing Repairs & Maintenance Labor Costs Contract Services Management Fees Total Other Expense	\$66,622 \$32,851 \$346,583 \$129,264 \$87,933	\$287 per Unit \$142 per Unit \$1,494 per Unit \$557 per Unit 3.40%	\$379 per Unit \$663,253 \$2,859 per Unit		\$66,622 \$25,701 \$346,583 \$129,264 \$85,377	Sther Expension \$287 per Unit \$111 per Unit \$1,494 per Unit \$557 per Unit 3.00%	\$368 per Unit \$653,548 \$2,817 per Unit	
Total Operating Expense			\$1,425,131	\$6,143 per Unit			\$1,576,689	\$2,817 per Unit
Reserve for Replacement			\$69,600	\$300 per Unit			\$69,600	\$300 per Unit
Total Expense Net Operating Income (Actual Underwriting)			\$1,494,731 \$1,090,679	\$6,443 per Unit			\$1,646,289 \$1,199,628	\$7,096 per Unit
Asking Price			Market				Market	

NOTES: ACTUALS: Income and Expenses calculated using owner's 2/24 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 3.% 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 resonsibility 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 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.

3/8/2024 Sonoma

SONOMA

Sonoma Apartments is located in the heart of the Beltway 8/Hwy 249 submarket of NW Houston, TX. The asset was constructed in 1983 and per HCAD was renovated in 2019. The property offers an array of amenities including a swimming pool, playground, laundry facilities and interior amenities including walk-in closets upgraded kitchens and more.

Beltway 8/Hwy 249 is located about 20 miles northwest of Downtown Houston and is a great option for people seeking a lower key setting. Away from the hustle and bustle of Downtown Houston, families stroll the neighborhood and converse with fellow community members. Golf fans spend hours on the green at the Inwood Forest Golf Club before retiring to the country club. Complemented by tree-lined streets, Beltway 8/Hwy 249 features apartments and single-family houses for every budget. The neighborhood is predominantly residential, but there are plenty of amenities nearby.

Per owner there are 2 non revenue units. One belongs to the manager and the other to the maintenance man. The roofs were replaced in 2018. Total capex spent since acquisition in September 2018 is \$3,031,721, per owner. The majority went into unit interior upgrades and playground improvements. *CapEx summary available upon request*.

Sonoma Apartments offers a classic value add opportunity for an investor to upgrade the interiors! The existing debt saw a huge increase in the rate cap escrow from \$2,639.29 to \$36,662.59. The Brokers suggest a new loan at 65% - 70% of LTV at a rate of 6.00% as of 02/20/2024 (rates vary daily). The Owner has the insurance on a master policy and the Owner may be willing to let a Buyer assume the policy if the Owner retains management.



232 units



1983 year built



91% occupancy







	PROPER	TY INFORMATION		EXISTING I	MORTGAGE	TAXING AUTHORITY - HARI	RIS COUNTY	
Age:	1983	# of Stories:	2	Mortgage Balance	\$15,847,000	ACCT NO: 11519800	00004	
Rehabbed:	2019	Buildings:	16	Amortization	360	KLEIN ISD	\$1.031600	
		Units/Acre	40.31	P & I (floating)	\$99,538	HARRIS COUNTY	\$0.350070	
Elec Meter:	Indiv	Open Parking:	319 Spaces	Туре	Floating/Variable	HARRIS CO FLOOD CNTRL	\$0.031050	
A/C Type:	HVAC-Indiv	Covered Parking:	No	Assumable	Yes	PORT OF HOUSTON AUTHY	\$0.005740	
Water:	Boiler-RUBS	Garage Parking:	No	Monthly Escrow	\$71,463	HARRIS CO HOSP DIST	\$0.143430	
Gas:	N/A			Origination Date	Nov 19 2021	HARRIS CO EDUC DEPT	\$0.004800	
EWG:	EW	Construction Quality:	В	Due Date	Dec 1 2031	LONE STAR COLLEGE SYS	\$0.107600	
		Submarket:	Beltway 8/Hwy 249	Interest Rate	30 day SOFR + 2.64	HC EMERG SRV DIST 20	\$0.100000	
Wiring:	Copper			Rate Cap Escrow	\$36,662.59	HC EMERG SRV DIST 1	\$0.912000	
Roof:	Pitch	Concessions:	Comment of the same same	Yield Maintenance	Locked until Sep 2022	NORTHWEST PARK MUD	\$0.378000	
Materials:	Brick/Hardie		Currently, there are	Transfer Fee	1%+app+legal	2023 Tax Rate/\$100	\$3.064290	
Paving:	Concrete		no reported leasing concessions	Servicer	Berkadia	2023 Tax Assessment	\$21,776,801	
Resident pays for E(Elec); W(Water); G(Gas)		See not	es below	HCAD Improvement Sq.Ft.	164,197			
COLLECTIONS								

COLLECTIONS

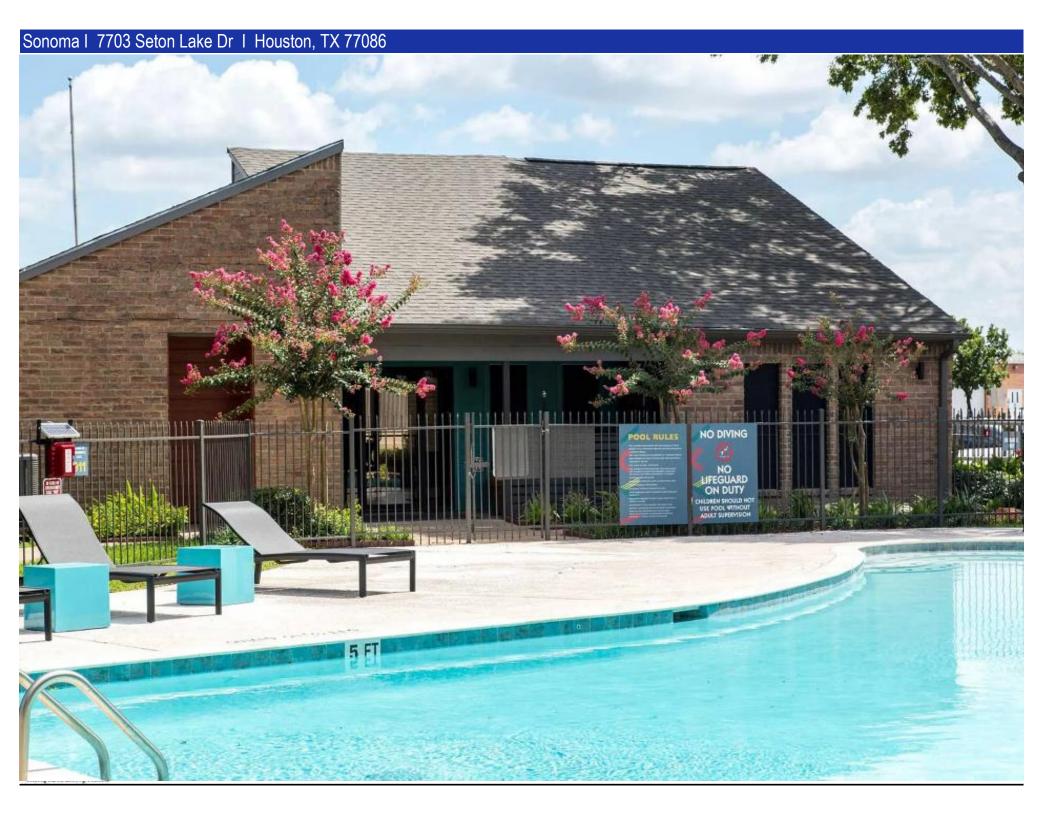
		OSEEEOTIO	110	
Total	\$2,520,620			
Mar 2023	\$190,661	12 Mo Avg	\$209,771	\$240,000
Apr 2023	\$197,577			\$230,000
May 2023	\$207,171			\$220,000
Jun 2023	\$216,900	9 Mo Avg	\$213,249	
July 2023	\$216,251			\$210,000
Aug 2023	\$209,697			\$200,000
Sept 2023	\$200,913	6 Mo Avg	\$213,153	\$190,000
Oct 2023	\$207,650			
Nov 2023	\$227,447			\$180,000
Dec 2023	\$216,808	3 Mo Avg	\$215,451	\$170,000
Jan 2024	\$216,402			Way 5053 5053 5053 5053 5053 5053 5053 505
Feb 2024	\$213,143			Mrs. bt. Mrs. Mr. Mrs 2866 On Un. Dea 184.

FINANCIAL HIGHLIGHTS

The current loan is interest-only until January 2027 (5 years from the origination date of 11/2021). It is a 10-year loan with maturity on 12/2031. Terms are SOFR (capped at 2.32%) + 2.64% spread. All in rate would be 4.96%.





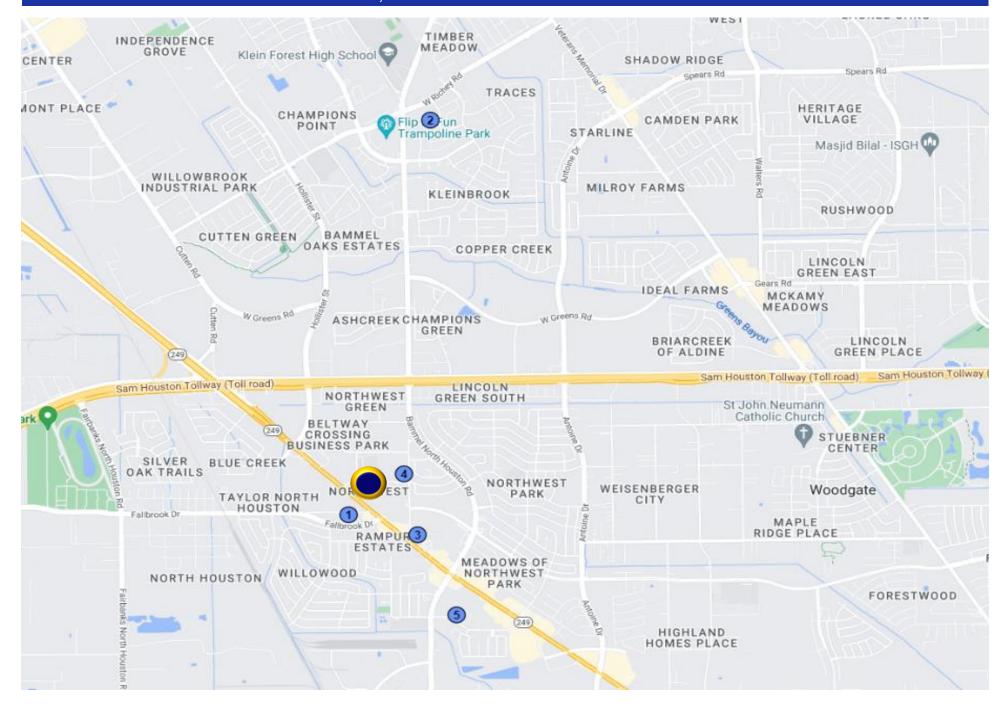


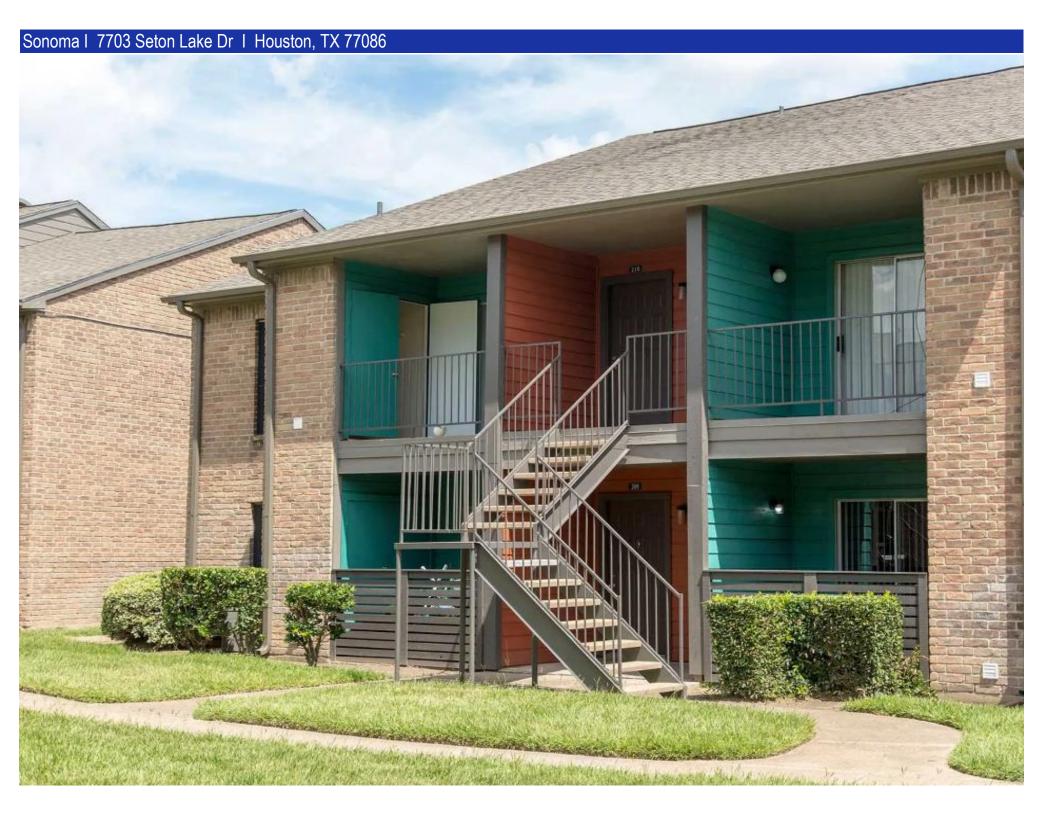
2023 KET RENT COMPARABLE TAX ANALYSIS

Property	Address	Yr Built	Units	Impr Sq.Ft.	Impr Value	Impr Value/Unit	Impr Value/Sq.Ft.
Coronado Park	7610 Fallbrook	1983	144	107,955	\$10,355,338	\$71,912	\$95.92
51 Ten Townhomes	5110 Azalea Trace Dr	1983	256	210,186	\$18,673,174	\$72,942	\$88.84
Costa Mesa	14150 Tomball Pkwy	1979	152	132,540	\$12,601,454	\$82,904	\$95.08
Briar Park	10401 Bammel N Houston	1983	80	74,336	\$7,048,522	\$88,107	\$94.82
Willowbrook Crossing	7150 Smiling Wood	1982	206	155,494	\$20,757,613	\$100,765	\$133.49
Sonoma	7703 Seton Lake Dr	1983	232	164,197	\$21,776,801	\$93,866	\$132.63
		4000				***	A
Averages		1982	178	140,785	\$15,202,150	\$85,083	\$106.80





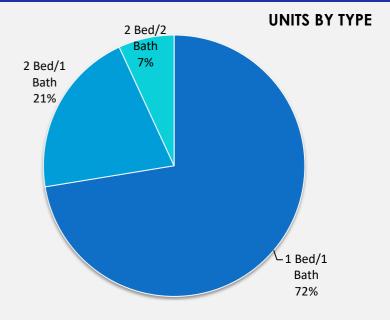




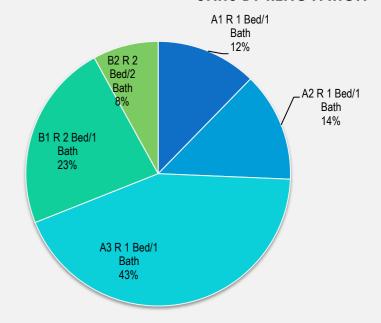
	UNIT MIX									
Floorplan	Туре	No. Units	Sq Ft	Total SqFt	Market Rent	Total Rent	+EWG	Rent/SF		
A1	1 Bed/1 Bath	9	476	4,284	\$826	\$7,430	+EW	\$1.73		
A1 R	1 Bed/1 Bath	23	476	10,948	\$873	\$20,070	+EW	\$1.83		
A2	1 Bed/1 Bath	7	540	3,780	\$849	\$5,946	+EW	\$1.57		
A2 R	1 Bed/1 Bath	25	540	13,500	\$881	\$22,017	+EW	\$1.63		
A3	1 Bed/1 Bath	23	625	14,375	\$895	\$20,580	+EW	\$1.43		
A3 R	1 Bed/1 Bath	81	625	50,625	\$927	\$75,079	+EW	\$1.48		
B1	2 Bed/1 Bath	5	825	4,125	\$1,066	\$5,332	+EW	\$1.29		
B1 R	2 Bed/1 Bath	43	825	35,475	\$1,182	\$50,829	+EW	\$1.43		
B2	2 Bed/2 Bath	1	873	873	\$1,230	\$1,230	+EW	\$1.41		
B2 R	2 Bed/2 Bath	15	873	13,095	\$1,261	\$18,922	+EW	\$1.45		

Source: Owner's 3/24 Rent Roll	232	651	151,080	\$980	\$227,438		\$1.51
TOTALS AND AVERAGES		Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	+EWG	Average Rent/ SF





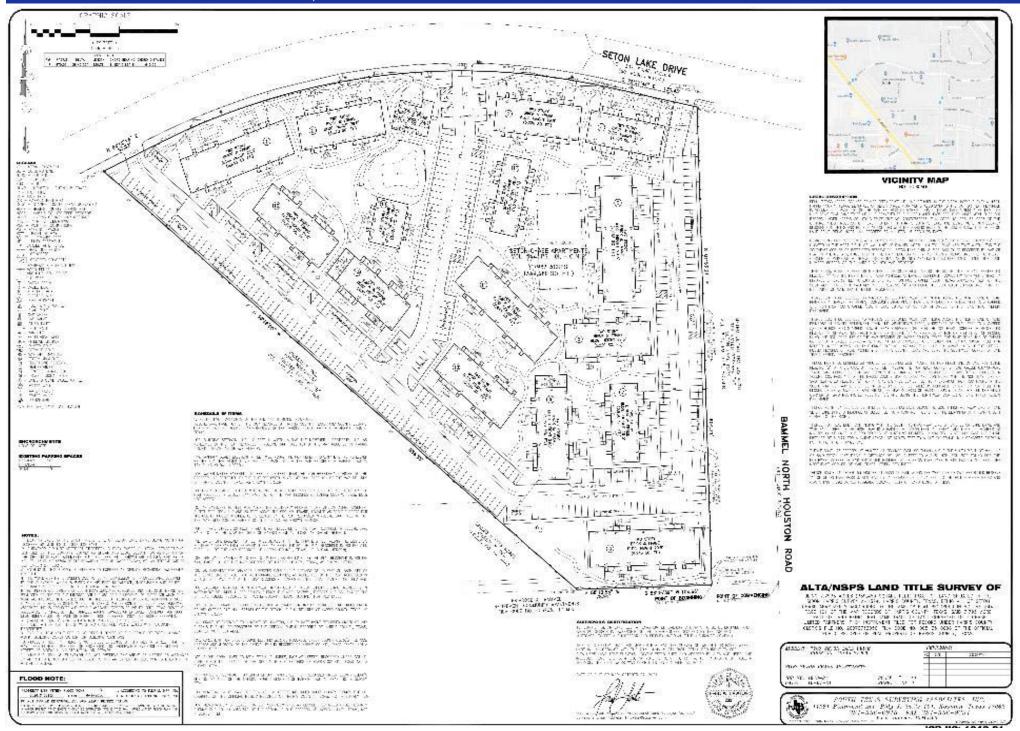
UNITS BY RENOVATION











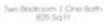






One Bedroom I One Bath 476 Sq.Ft







Two Bedroom 1 Two Bath-873 Sq.Ft





FEATURES & AMENITIES

Washer/Dryer Hookup*

Fireplace*

Private Patios*

Walk-In Closets*

Air Conditioning

Heating

Ceiling Fans

Cable Ready

Dishwasher

Disposal

Range

Refrigerator

W/D Connections for Every Floor Plan

On-Site Property Management

24/7 Emergency Maintenance

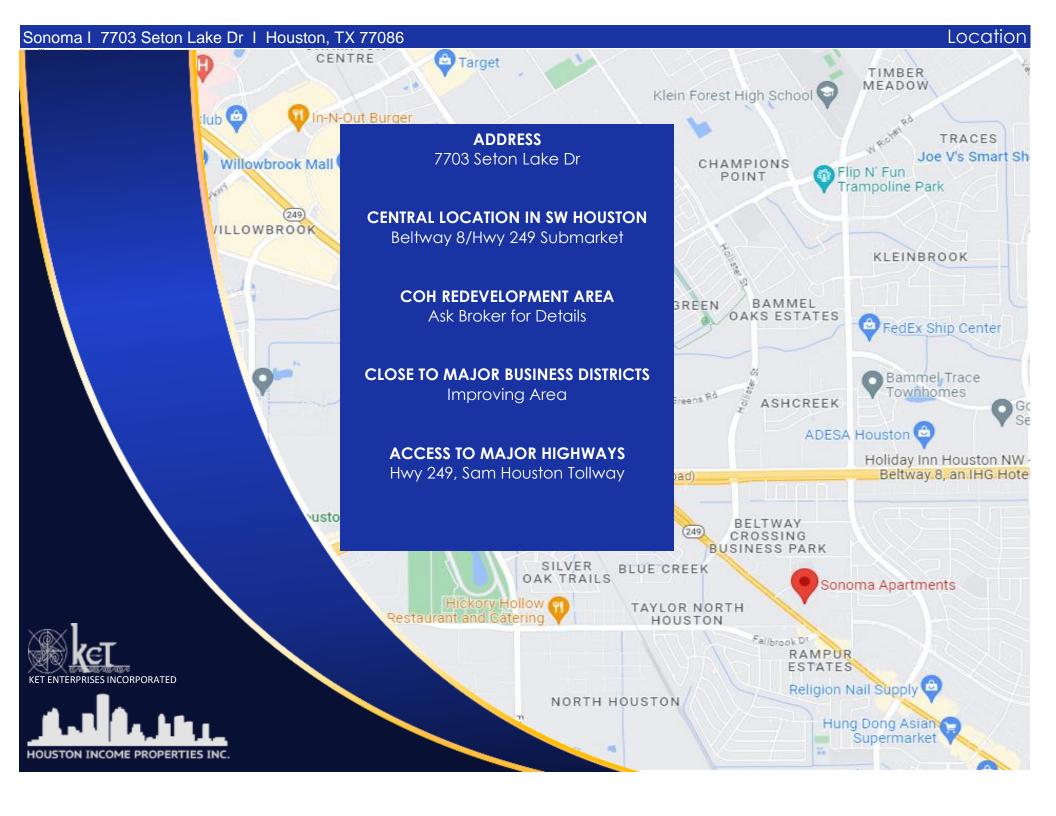
Sparkling Pool

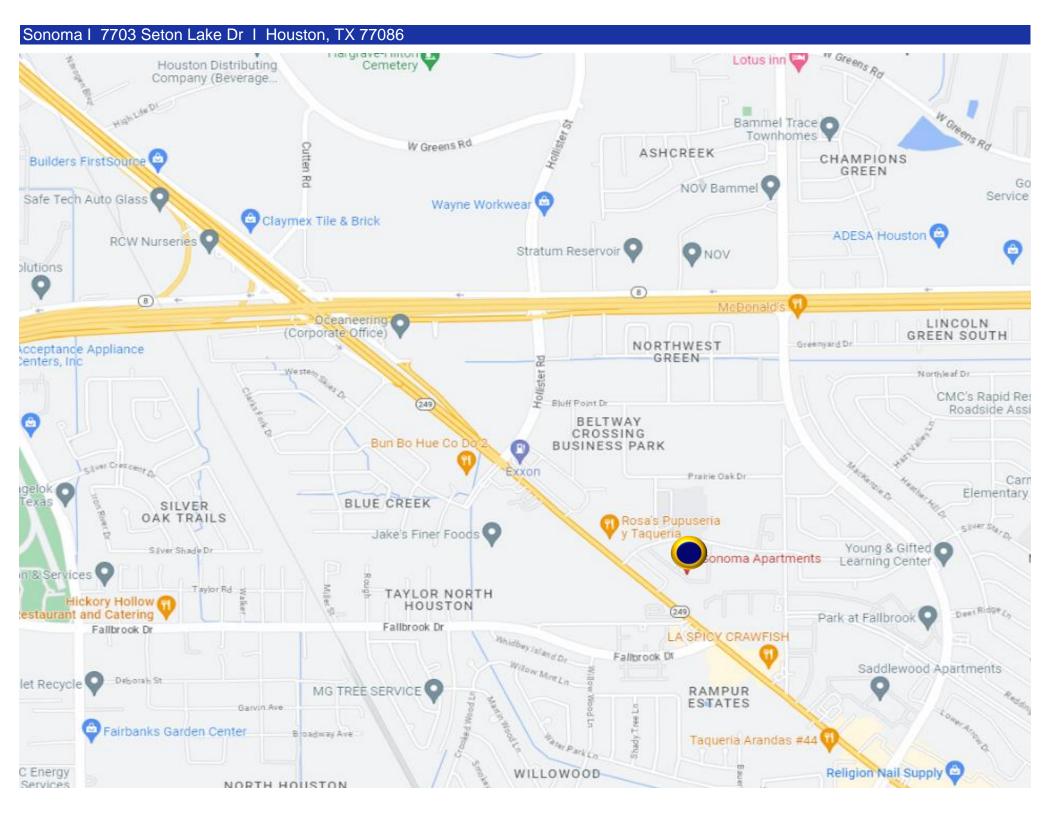
Laundry Facilities

Pet Friendly

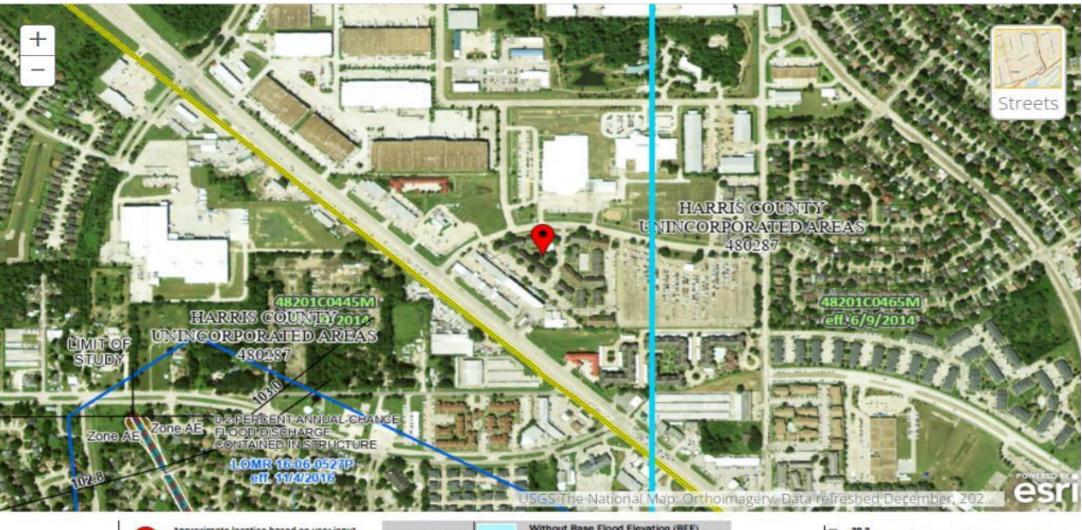
*only available in select units

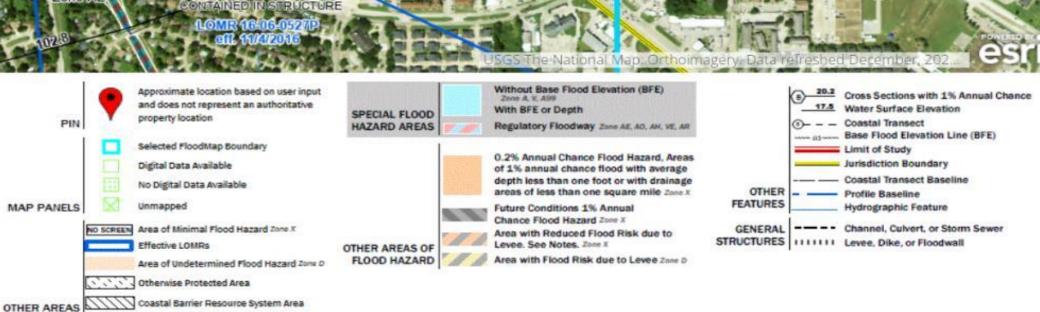












Sonoma I 7703 Seton Lake Dr I Houston, TX 77086 RENT COMPARABLES (2024 MRI Apartment Data)

Property Name	Yr Blt	Rehabbed	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
Coronado Park 7610 Fallbrook	1983	2017	86%	144	725	\$1,102	EW	1.520
51 Ten Townhomes 5110 Azalea Trace Dr	1983	2000	92%	256	817	\$997	Е	1.220
Costa Mesa 14150 Tomball Pkwy	1979	2023	85%	152	883	\$1,148	EW	1.300
Briar Park 10401 Bammel N Houston	1983	2017	94%	80	915	\$1,125	EW	1.230
Willowbrook Crossing 7150 Smiling Wood	1982	2012	95%	206	747	\$1,113	EWG	1.490
Resident Pays E(Electric), W(Water), G(Gas)								
Totals/Averages Comps	1982		90%	168	817	\$1,105		\$1.352
Sonoma 7703 Seton Lake Dr	1983	2019	91%	232	651	\$980	EW	\$1.505

Submarket:	Beltway8/Hwy 249	Houston		□ Beltway8/Hwy	y 249 Sonoma	
Occupancy:	92%	89%	occupancy	avg sf	avg rent	avg rent/sf
# of Operating Units:	6,030	748,281				
# of Operating Apartments:	91	3,156				
Average Size (sqft):	879	893		879	\$1,014 \$980	
Average Rental Rate (\$/sqft):	\$1.150	\$1.410		651		
Average Rent: (\$/mo)	\$1,014	\$1,262	92% 91%			\$1.154 \$1.505



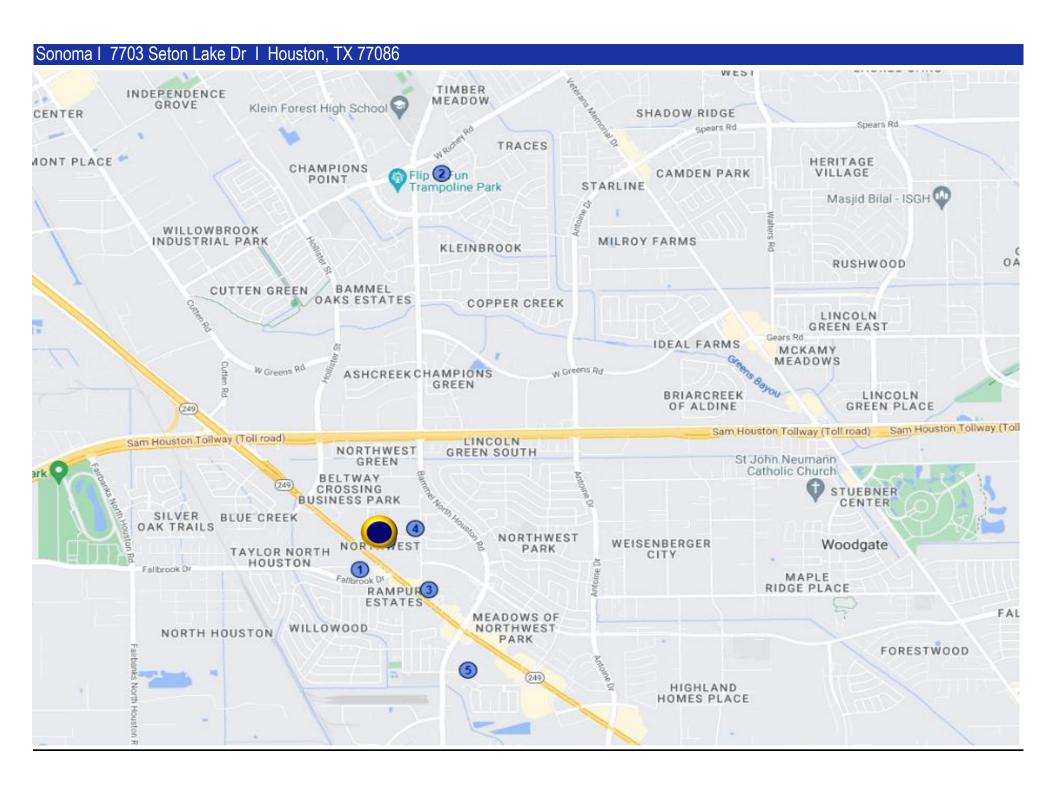


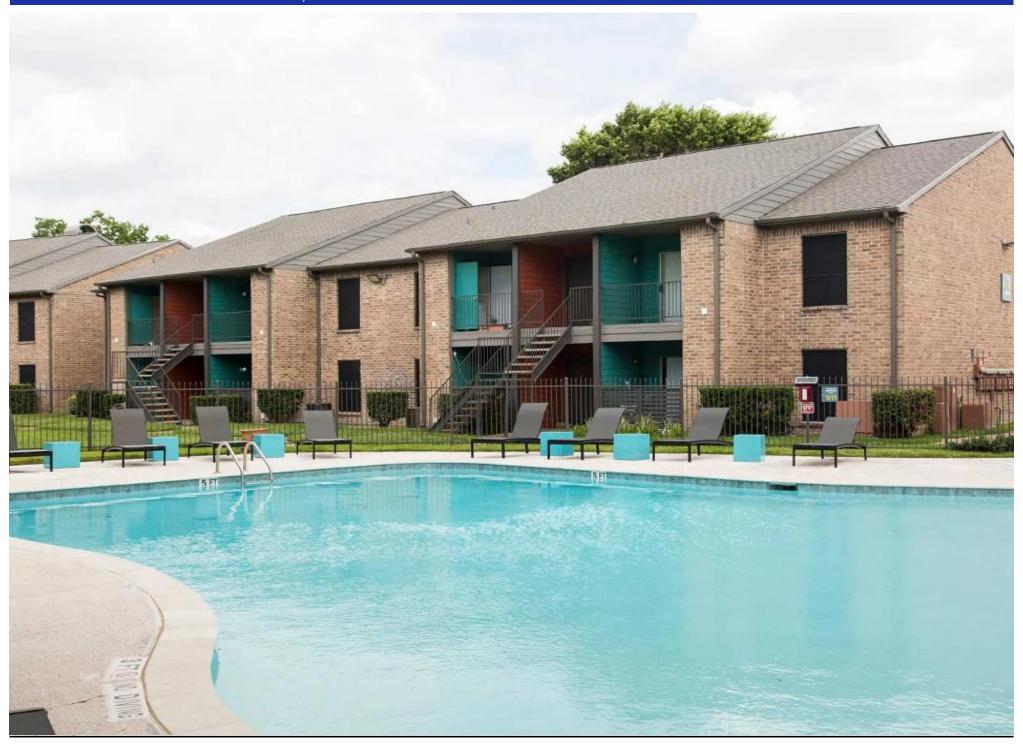






Coronado Park 51 Ten Townhomes Costa Mesa Briar Park Willowbrook Crossing















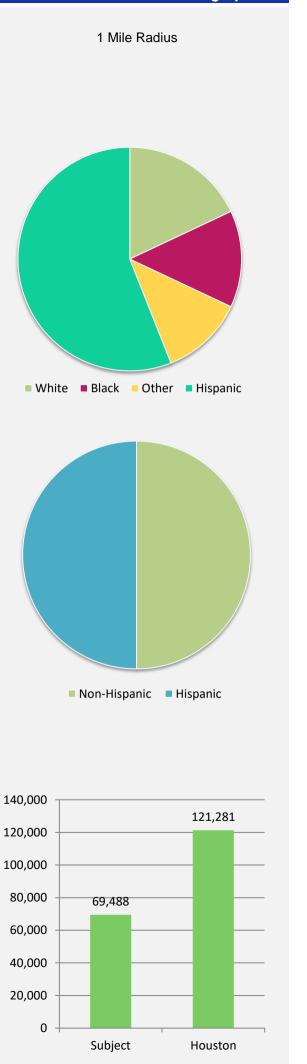
SUMMARY PROFILE

2000-2010 Census, 2021 Estimates with 2026 Projections

Calculated using Weighted Block Centroid from Block Groups

1 Mile	2 Mile	3 Mile
Radius	Radius	Radius

Population			
•	16.064	52.470	124,35
2022 Estimated Population	16,964	52,479	
2027 Projected Population	17,740	54,907	132,33
2020 Census Population	17,155	52,608	124,10
2010 Census Population	14,188	46,934	114,08
Projected Annual Growth 2022 to 2027	0.9%	0.9%	1.39
Historical Annual Growth 2010 to 2022	1.6%	1.0%	0.79
2022 Median Age	31.1	31.8	32
Households			A-1 A-1
2022 Estimated Households	5,205	15,963	37,92
2027 Projected Households	5,482	16,786	40,58
2020 Census Households	5,248	15,918	37,65
2010 Census Households	4,348	14,245	34,25
Projected Annual Growth 2022 to 2027	1.1%	1.0%	1.4
Historical Annual Growth 2010 to 2022	1.6%	1.0%	0.9
Race and Ethnicity		_	
2022 Estimated White	16.6%	18.2%	19.8
2022 Estimated Black or African American	36.6%	32.6%	27.8
2022 Estimated Asian or Pacific Islander	6.0%	6.1%	5.9
2022 Estimated American Indian or Native Alaskan	1.3%	1.4%	1.4
2022 Estimated Other Races	39.5%	41.7%	45.1
2022 Estimated Hispanic	50.0%	52.7%	57.4
Income			
2022 Estimated Average Household Income	\$69,488	\$73,559	\$69,89
2022 Estimated Median Household Income	\$50,708	\$58,125	\$53,31
2022 Estimated Per Capita Income	\$21,323	\$22,383	\$21,33
Education (Age 25+)			
2022 Estimated Elementary (Grade Level 0 to 8)	11.8%	13.6%	15.5
2022 Estimated Some High School (Grade Level 9 to 11)	11.1%	11.9%	12.4
2022 Estimated High School Graduate	33.6%	31.9%	31.7
2022 Estimated Some College	22.5%	20.3%	19.1
2022 Estimated Associates Degree Only	7.9%	7.3%	6.1
2022 Estimated Bachelors Degree Only	8.1%	10.2%	10.6
2022 Estimated Graduate Degree	5.0%	4.8%	4.7
Business			
2022 Estimated Total Businesses	485	1,434	3,07
2022 Estimated Total Employees	2,656	9,614	28,15
2022 Estimated Employee Population per Business	5.5	6.7	9
2022 Estimated Residential Population per Business	35.0	36.6	40





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- . 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.

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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;
 - 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.

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- . 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.

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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/Te	nant/Seller/Lan	dlord Initials Date	

d by the Texas Real Estate Commission

HOUSTON INCOME PROPERTIES INC

Information available at www.trec.texas.gov



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