

# *Redstone Vista*

APARTMENTS





# REDSTONE VISTA

## *apartment homes*

22715 Imperial Valley Drive, Houston, TX 77073

### APARTMENTS FOR SALE

Units:	274
Avg Size:	817
Date Built:	1982
Rentable Sq. Ft.:	223,927
Acreage:	10.44
Occupied:	88%
Class:	B-/C+



### INVESTMENT HIGHLIGHTS

- ▶ Available on an All Cash or New Loan Basis
- ▶ Ideal to recapitalize by replacing the Mezz loan and and reworking the first lein
- ▶ Value Add Investment
- ▶ Just received a 90% HFC abatement for taxes
- ▶ (ask Broker for details on the HFC)
- ▶ Strong Area Rents
- ▶ Ideal for Long-Term Hold
- ▶ 234 of 274 Units Have Been Upgraded
- ▶ Appointment and Proof of Funds Required
- ▶ The Area Maintains High Occupancy
- ▶ Property is a 30 Minute Drive to Downtown Houston
- ▶ Easy access to I-45 north of FM 1960
- ▶ All units have washer/dryer connections

### FOR MORE INFORMATION PLEASE CONTACT:

#### KET ENTERPRISES INCORPORATED

1770 St James I Suite 382 | Houston, Tx 77056

[www.ketent.com](http://www.ketent.com)

Broker License #0406902

**TOM WILKINSON**

713-355-4646 ext 102

#### ACC Realty LLC

2807 Eastgrove Ln Houston, Tx 77027

[Acc Realty, L.L.C., TX LLC Real Estate Broker - HAR.com](http://AccRealty.L.L.C.,TXLLCRealEstateBroker-HAR.com)

Broker License #468161

**CHARLENE NICKSON**

713-961-4400



22715 Imperial Valley Drive, Houston, TX 77073

Physical Information		Financial Information		Proposed Loan Information		Operating Information	
Number of Units	274	Asking Price	Market	Mortgage @ 65% LTV		Est Mkt Rent (Aug-25)	\$269,326
Avg Unit Size	817	Price Per Unit		Amortization	360	3 Mo Avg	\$184,257
Net Rentable Area	223,927	Price Per Sq. Ft.		Debt Service		Physical Occ (Aug-25)	88%
Land Area (Acres)	10.44	Stabilized NOI	\$1,775,796	Monthly P & I (IO)		Est Ins per Unit per Yr	\$1,200
Units per Acre	26.240			Interest Rate	5.75%	Property Tax Information	
Date Built	1982			Due Date	10 Years	2024 Tax Rate/\$100	2.20458
Water Meter	RUBS/Indv Wtr Htrs			Yield Maintenance	Yes	2025 Assessment	\$17,431,573
Elec Meter	Indiv			Transfer Fee	1%+app+legal	Est 2025 Taxes	\$384,293
Roof Style	Pitched					Est FutureTax Assessment	\$17,431,573
HVAC System	HVAC-Indiv					Est Future Taxes	\$88,429

INCOME

MODIFIED ACTUALS

PRO-FORMA

Got 90% tax abatement

PRO-FORMA INCOME

Current Street Rent with a 7% Increase	3,458,146	\$288,179 / Mo
Estimated Gross Scheduled Income	3,458,146	\$288,179 / Mo
Estimated Loss to Lease (2% of Total Street Rent)	(69,163)	2%
Estimated Vacancy (6% of Total Street Rent)	(207,489)	6%
Estimated Concessions and Other Rental Losses (3% of Total Street Rent)	(103,744)	3%
Estimated Utilities Income (electricity, water/sewer, gas & trash)	20,204	\$74 / Unit / Yr
Estimated Other Income	119,322	\$435 / Unit / Yr
Estimated Total Rental Income	3,217,276	
ESTIMATED TOTAL PRO-FORMA INCOME	3,217,276	\$268,106 / Mo

3 Month Avg Income Annualized \$2,211,080

EXPENSE

Fixed Expenses

Taxes	\$384,796	\$1,404 per Unit	8/25 operating statement	\$88,429	\$323 per Unit	2024 Tax Rate & Future Assessment
Insurance	\$246,186	\$898 per Unit		\$328,800	\$1,200 per Unit	Estimated
Total Fixed Expense			630,982 \$2,303 per Unit			417,229 \$1,523 per Unit

Utilities

Electricity	\$25,462	\$93 per Unit	net of reimbursements	\$25,462	\$93 per Unit	
Gas	\$0	\$ per Unit		\$0	\$ per Unit	
Water & Sewer	\$12,954	\$47 per Unit	net of reimbursements	\$12,954	\$47 per Unit	
Utility Bond/Meter Reading Fees	\$15,380	\$56 per Unit		\$15,380	\$56 per Unit	
<b>Total Utilities</b>			<b>53,796</b>	<b>\$196 per Unit</b>	<b>53,796</b>	<b>\$196 per Unit</b>

Other Expenses

General & Admin & Marketing	\$106,434	\$388 per Unit				\$106,434	\$388 per Unit			
Repairs & Maintenance	\$236,352	\$863 per Unit				\$236,352	\$863 per Unit			
Labor Costs	\$357,370	\$1,304 per Unit				\$357,370	\$1,304 per Unit			
Contract Services	\$91,580	\$334 per Unit				\$91,580	\$334 per Unit			
Management Fees	\$75,307	3.41%	\$275 per Unit			\$96,518	3.00%	\$352 per Unit		
<b>Total Other Expense</b>				<b>867,042</b>	<b>\$3,164 per Unit</b>				<b>888,254</b>	<b>\$3,242 per Unit</b>

Total Operating Expense	1,551,820 \$5,664 per Unit	1,359,280 \$4,961 per Unit
Reserve for Replacement	82,200 \$300 per Unit	82,200 \$300 per Unit
Total Expense	1,634,020 \$5,964 per Unit	1,441,480 \$5,261 per Unit
Net Operating Income	577,060 <i>Jumps by \$320,984 after Harris County removes from tax rolls</i>	1,775,796
Asking Price	Market	Market

Cap Rate	
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NOTES: ACTUALS: Actuals are based on owner's Sept '24 thru Aug '25 Operating Statement. PRO FORMA: Income is Pro Forma as Noted. Taxes were calculated using 2024 Tax Rate & Future Assessment. Insurance is estimated. Management Fees calculated as 3.0% 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 owner reserves the right to withdraw this listing or change the price at anytime without notice during the marketing period.







PROPERTY INFORMATION		CURRENT MORTGAGE		TAXING AUTHORITY	
				Harris County	
				Property Account #: 1143120000016	
Age:	1982	Mortg Bal Arbor	\$17,500,000	Spring ISD	\$1.106900
Renovated:	2016	Mortg Bal KeyBank/Electra	\$3,576,575	Harris County	\$0.385290
Elec Meter:	Indiv	Amortization	I.O.	Harris County Flood Control	\$0.048970
A/C Type:	HVAC	P & I		Port of Houston Authority	\$0.006150
Water:	RUBS/Indv Wtr Htrs	Type	Arbor Commercial	Harris County Hospital Dist	\$0.163480
Wiring:	Copper	Assumable	yes	Harris County Education Dept	\$0.004799
Roof:	Pitched	Monthly Escrow	yes	Lone Star College System	\$0.107600
Paving:	Concrete	Origination Date	12/21	North Park PUD	\$0.245000
Materials:	Brick, Stucco and Hardie	Due Date	Dec-25	HC Emerg Srv Dist 11 & 28	\$0.136391
# of Stories:	2	Interest Rate	5%/14%	2024 Tax Rate/\$100	\$2.204580
Buildings:	22	Yield Maintenance	No	2025 Assessment	\$17,431,573
Parking:	928 Spaces	Transfer Fee	1%+app+legal	HCAD Net Rentable Sq Ft	222,382
Units/Acre:	26.24				

Total

\$2,070,733

12 Mo Avg

\$172,561

9 Mo Avg

\$172,310

6 Mo Avg

\$180,081

3 Mo Avg

\$184,257

Sep 2024

\$209,002

Oct 2024

\$157,172

Nov 2024

\$153,767

Dec 2024

\$173,881

Jan 2025

\$172,319

Feb 2025

\$124,107

Mar 2025

\$165,048

Apr 2025

\$180,210

May 2025

\$182,457

Jun 2025

\$179,524

Jul 2025

\$178,387

Aug 2025

\$194,858

COLLECTIONS

Month	Collection Amount
Sep 2024	\$209,002
Oct 2024	\$157,172
Nov 2024	\$153,767
Dec 2024	\$173,881
Jan 2025	\$172,319
Feb 2025	\$124,107
Mar 2025	\$165,048
Apr 2025	\$180,210
May 2025	\$182,457
Jun 2025	\$179,524
Jul 2025	\$178,387
Aug 2025	\$194,858

PROPERTY HIGHLIGHTS

Redstone Vista is a two story, 274 unit, garden-style, apartment community, located in north Houston. The asset was constructed in 1982 and per HCAD, was remodeled in 2019. The property is in north Houston in the desirable Cypresswood. Important attributes of the property: (1) all units have washer dryer connections (2) all units have indiv hot water heaters (3) 234 of the 274 units have been upgraded (4) patios and (5) some covered parking at \$35/mo. And, per the previous owner, all roofs were replaced in 2017. 100% washer/dryer connections!

Housing Finance Corporation (HFC) Structure just approved allows a portion of units deed restricted for moderate income households and enables property to qualify for an exemption from ad valorem property taxes. (Regulatory Agreement Structure Available). The loan rate cap was at 3% so initially, the pay rate will be 3+2 or 5. Once SOFR goes below 3%, then the minimum payment is 5.5%. The accrual is SOFR + 3.5% so the difference gets added to the balance. IE 1.5% accrual.

Per owner, the few down units will be brought on line within the next 60 days. There is faux wood flooring in all downstairs units with carpet in upstairs units and two toned paint. Patios and balconies are a feature for all units, along with individual hot water heaters. Every unit has washer dryer connections and most tenants rent the washer and dryer machines for \$40 per month. The kitchen cabinets are original but many of the doors have been replaced. There is a total of 8 personnel at the property, 4 inside and 4 outside. The property has a club house with a business office currently not in use. The property is a 30 minute drive to downtown Houston. Easy access to all major freeways, just east of I-45 and north of FM 1960.

Property management had a bunch of evictions but did not want to show that occupancy was down and left those on the rent roll. Reason: they had to keep occupancy up due to pressure of lender and covenants on the loan documents. There were already 15 down units at the time which showed up in terms of low occupancy on the rent roll and put occupancy at 95%. The addition of the delinquent tenants showed too low occupancy. For this reason the owner had to keep delinquents on the rent roll to keep up occupancy, and also management did not file evictions. Now, all the 15 units are back on line, they are cleaning out those non paying tenants, and delinquency is dropping by half.

Owner motivated, need an offer. Or Owner will consider a recapitalization. Loan maturity has been extended to December 15,2025. It is current, but the owner negotiated a plan where they are currently paying at 5.25% and accruing the difference between the payment rate and the fully indexed rate.

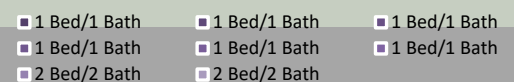
*The May 28, 2025 law says that the abatement will expire in 2027 but this is expected to be challenged by dozens of lawsuits.*

TOTALS AND AVERAGES	Total Units	Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	Average Rent/ SF
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- Access to Public Transportation
- Beautiful Landscaping
- Business Center
- Cable Available
- Dog Park
- Easy Access to Freeways
- Easy Access to Shopping
- Gated Access
- On-call Maintenance
- On-site Maintenance
- Part-time Courtesy Patrol
- Shimmering Swimming Pool with Hot Tub



Wood Buring Fireplaces*	All-electric Kitchen
Updated Lighting and Plumbing Fixtures	Balcony or Patio
Hot Water Heaters in All Units	Carpeted Floors and Wood Style Flooring
	Ceiling Fans
	Central Air and Heating
	Den or Study*
	Dishwasher
	Mini Blinds
	Refrigerator
	Walk-in Closets
Washer and Dryer Connections	



## STRUCTURE OVERVIEW

- ❖ Enables property to qualify for an exemption from ad valorem property taxes.
- ❖ Housing Finance Corporation (HFC) and developer form a partnership and record a regulatory agreement, with a portion of the units deed-restricted for moderate income households. A synthetic ground lease is implemented at closing, and the land is deeded to the HFC. Developer retains ownership of the improvements and leases the land from the HFC with a 99- year lease term.
- ❖ Developer will remain the owner/operator and will continue to oversee day-to- day operations of the asset. HFC will be a passive partner.
- ❖ All costs will be capitalized with conventional financing – the loan shall pay all upfront costs associated with the partnership.

## AFFORDABILITY

- ❖ 50% of units income restricted for 80% of AMI households (Income restriction based on 4 person household, regardless of household size)
- ❖ 40% of units income restricted for 160% AMI households (Income restriction based on 4 person household, regardless of household size)
- ❖ 10% of units market rate
- ❖ 35% rent to income ratio
  - o The regulatory agreement will not permit developers to charge tenants more than 35% of their annual income in annual rent



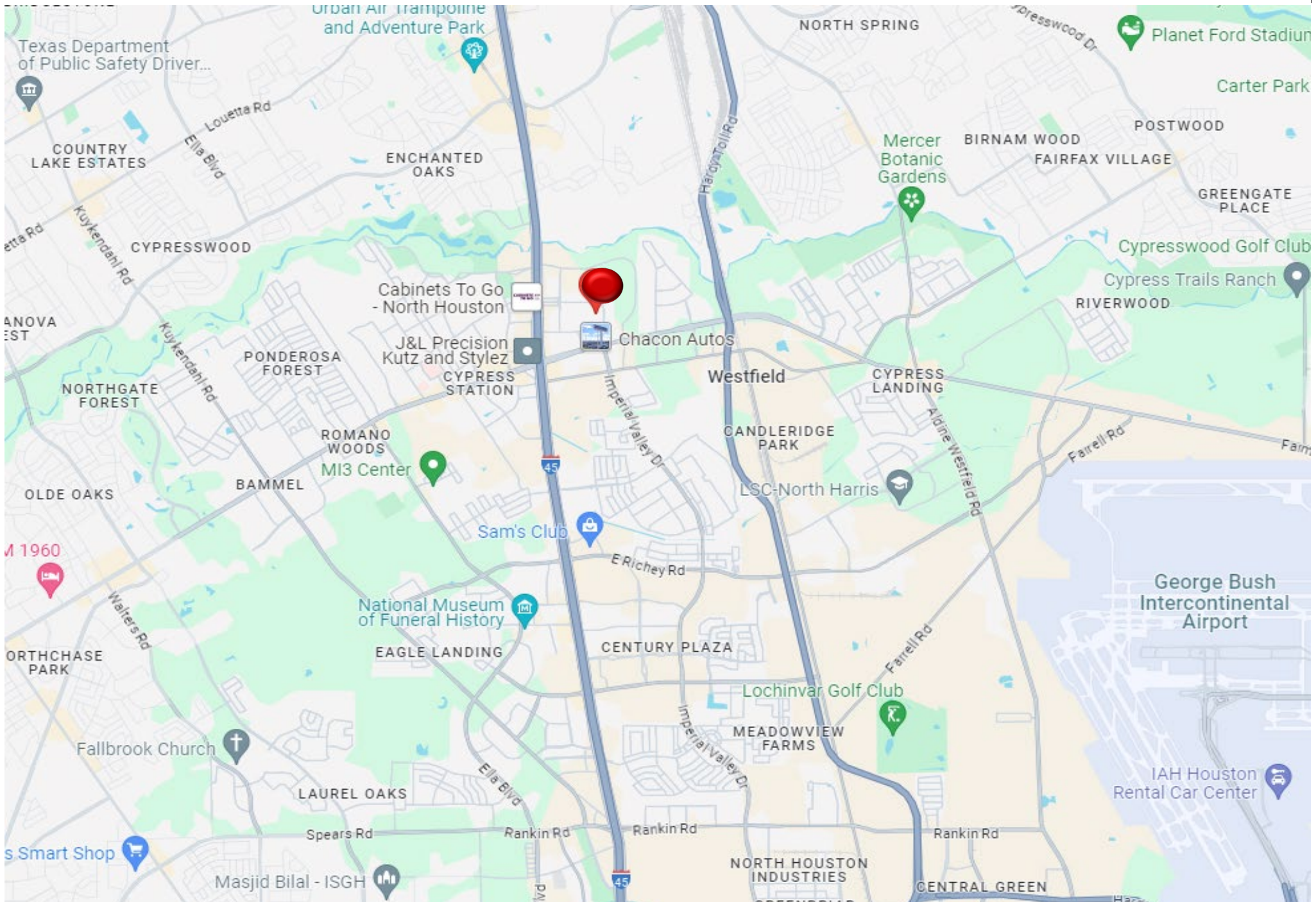








22715 Imperial Valley Drive, Houston, TX 77073









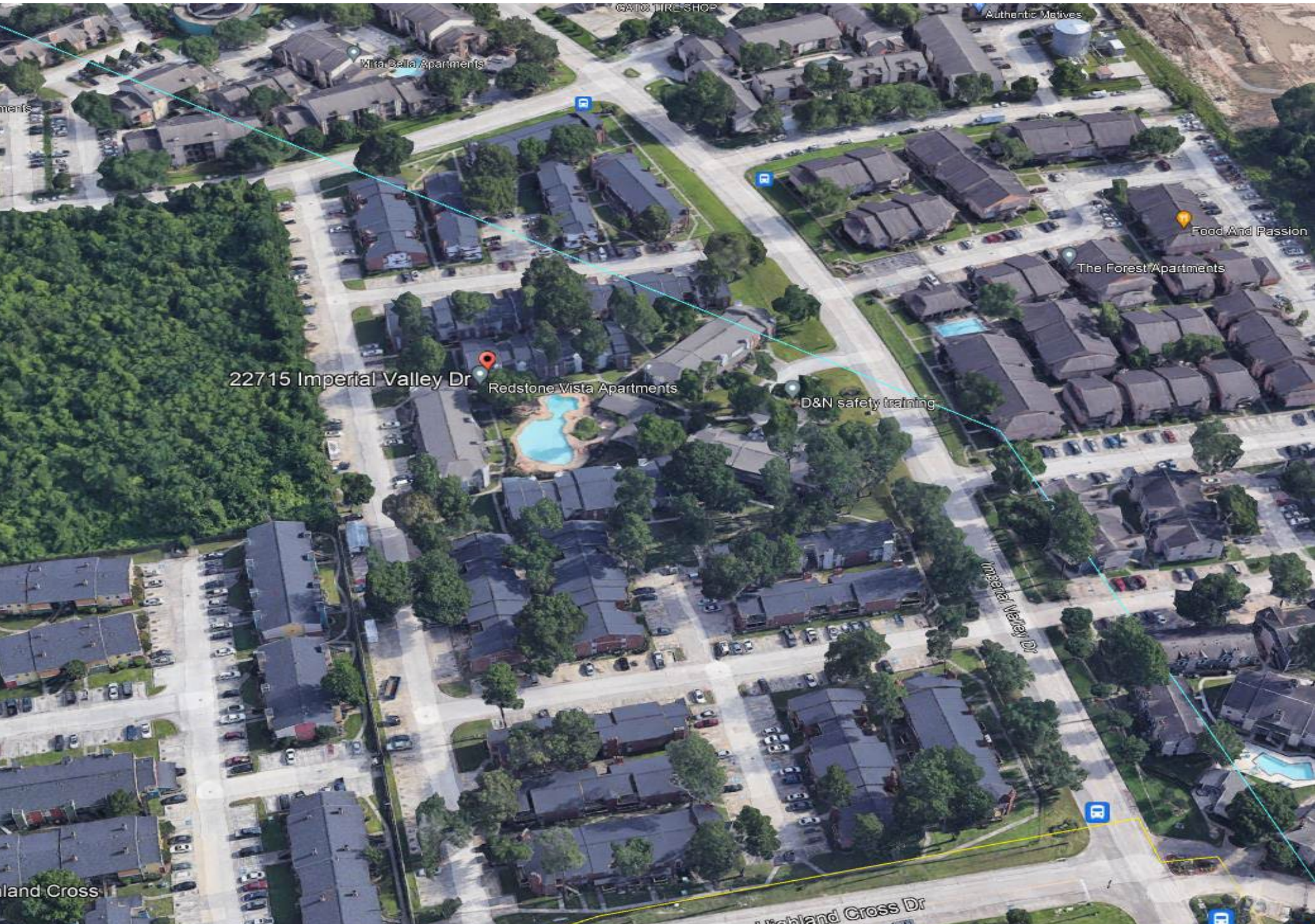








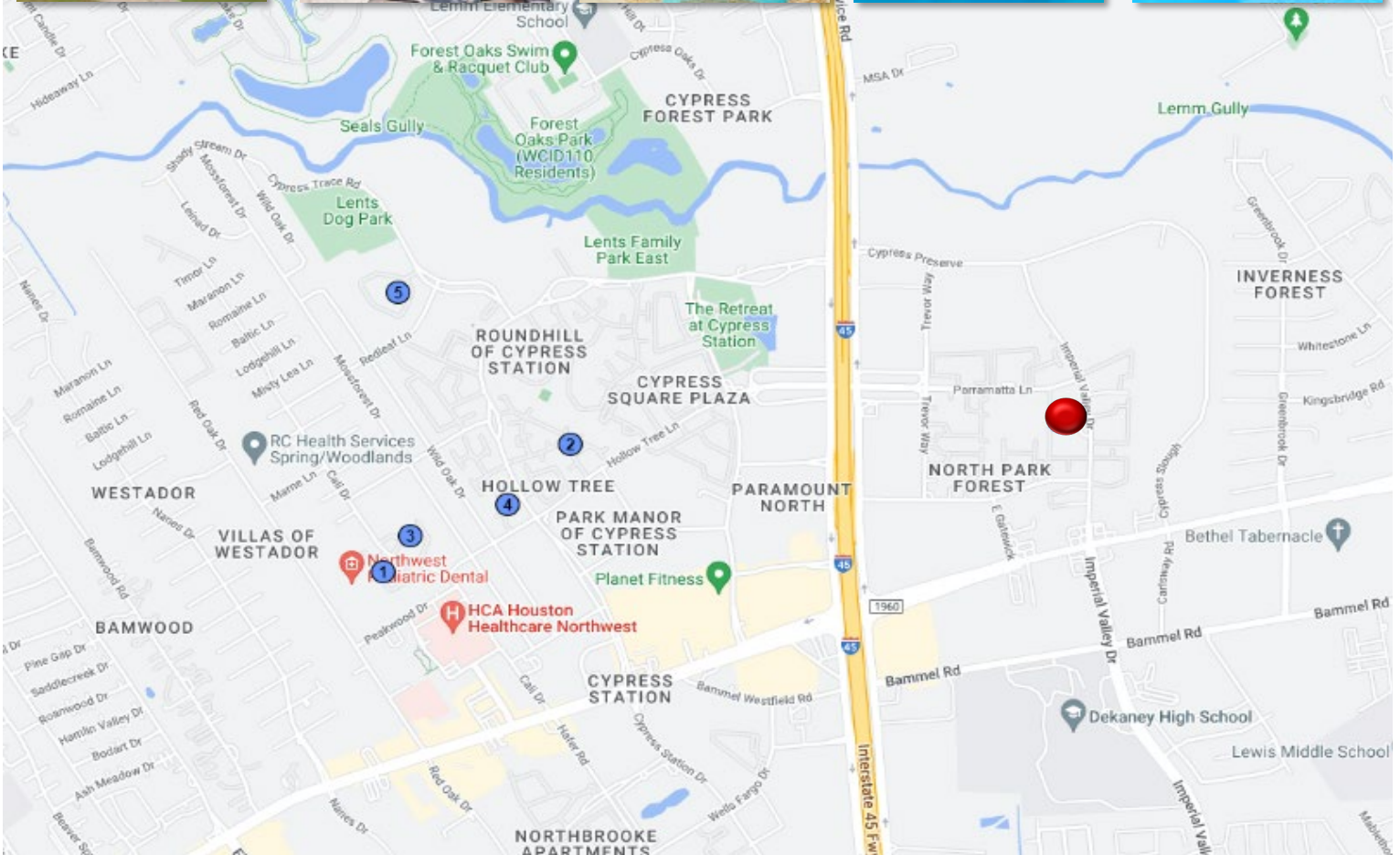
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## Rent Comparables (MRI Apartment Data 2025)

	Property Name	Miles From Property	Year Built	Year Renovated	Occ	#Units	Avg SF	Avg Rent	+EWG	P/SF
1	Champion Court 17601 Cali Dr.	0.80	1978	2009	97%	170	714	\$885	+EWG	1.240
2	Arden Cypress Station 905 Cypress Station Dr.	0.30	1978	2023	94%	440	797	\$917	+EWG	1.150
3	Cali Crossing 17610 Cali Dr.	0.80	1978	2023	93%	134	820	\$975	+EW	1.189
4	Copper Lodge 1000 Cypress Station Dr.	0.30	1978	2023	93%	294	835	\$1,131	+EWG	1.354
5	Cypress Parc 18001 Cypress Trace Rd	0.40	1979	N/A	88%	200	1188	\$1,530	+EWG	1.288
<b>Totals/Averages Comps</b>			<b>1978</b>		<b>93%</b>	<b>248</b>	<b>871</b>	<b>\$1,083</b>		<b>\$1.24</b>
<b>Redstone Vista 22715 Imperial Valley Dr</b>			<b>1982</b>	<b>2016</b>	<b>88%</b>	<b>274</b>	<b>817</b>	<b>\$983</b>		<b>\$1.20</b>
<b>Sub Market Averages (Willowbrook/Champions/Ella)</b>					<b>91%</b>	<b>42,932</b>	<b>884</b>	<b>\$1,112</b>		<b>\$1.258</b>
<b>Houston Market Averages</b>					<b>90%</b>	<b>785,247</b>	<b>896</b>	<b>\$1,275</b>		<b>\$1.420</b>





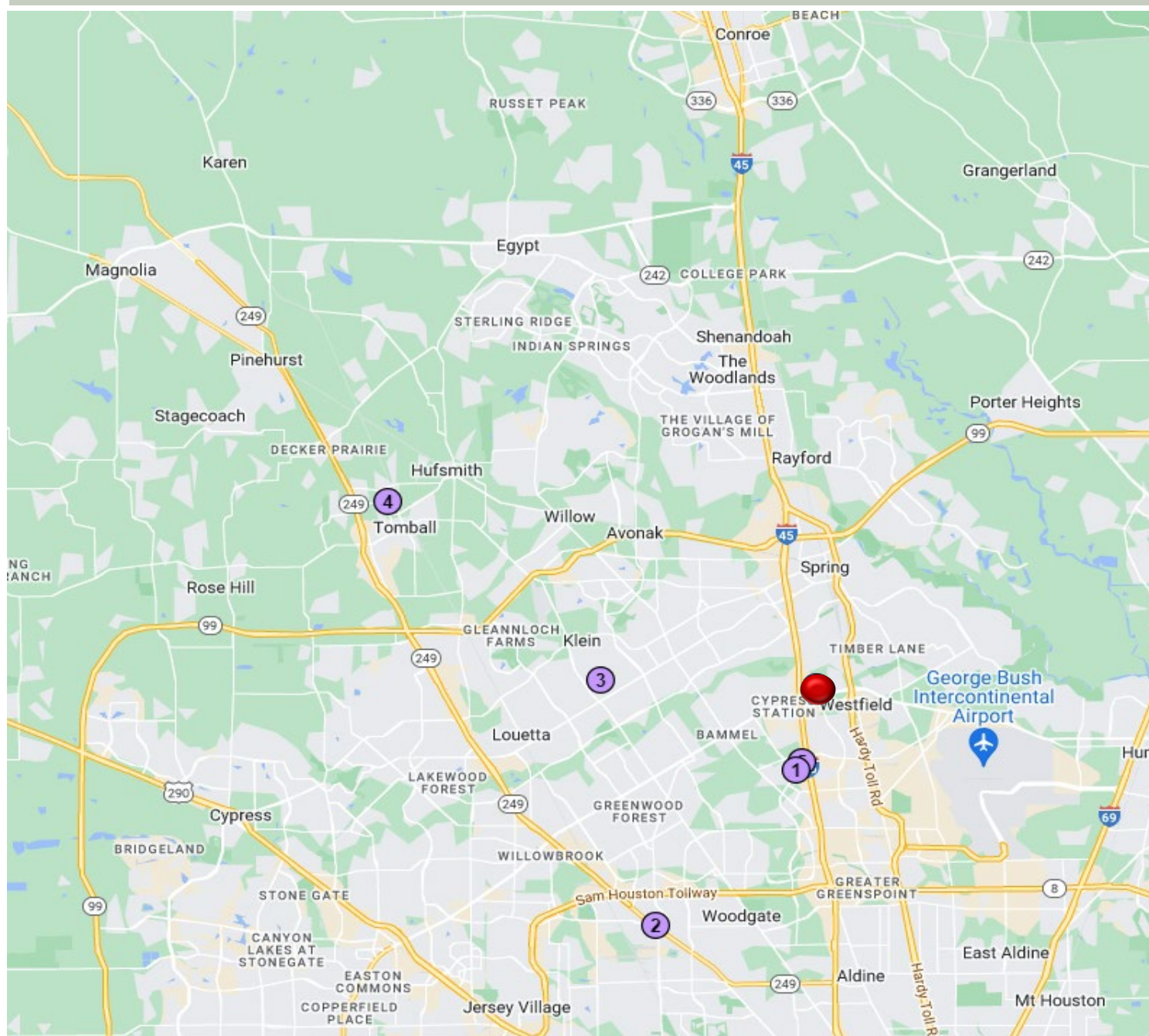








	Property Name	Date Sold	Price	Total Sq. Ft.	Price/Unit	Price/SF	Built	Units
1	Parc at Champion Forest Bella Vida 15330 Ella Blvd	05/01/23	\$33,500,000	243,174	\$94,633	\$137.76	1983	354
2	Costa Mesa 14150 Tomball Pkwy	12/05/23	\$15,000,000	129,336	\$99,338	\$115.98	1981	151
3	Cottages of Cypresswood 7203 Oakwood Glen	12/01/23	\$18,300,000	135,544	\$134,559	\$135.01	1985	136
4	Oak Bend Place 915 Baker	01/12/24	\$16,500,000	135,236	\$108,553	\$122.01	1984	152
5	Fairfield Cove 15615 Blue Ash	03/01/23	\$14,000,000	118,300	\$103,704	\$118.34	1983	135
<b>Totals/Averages Comps</b>			<b>\$19,460,000</b>	<b>152,318</b>	<b>\$108,157</b>	<b>\$125.82</b>	<b>1983</b>	<b>186</b>
<b>Redstone Vista 22715 Imperial Valley Dr</b>			<b>Market</b>	<b>223,927</b>			<b>1982</b>	<b>274</b>





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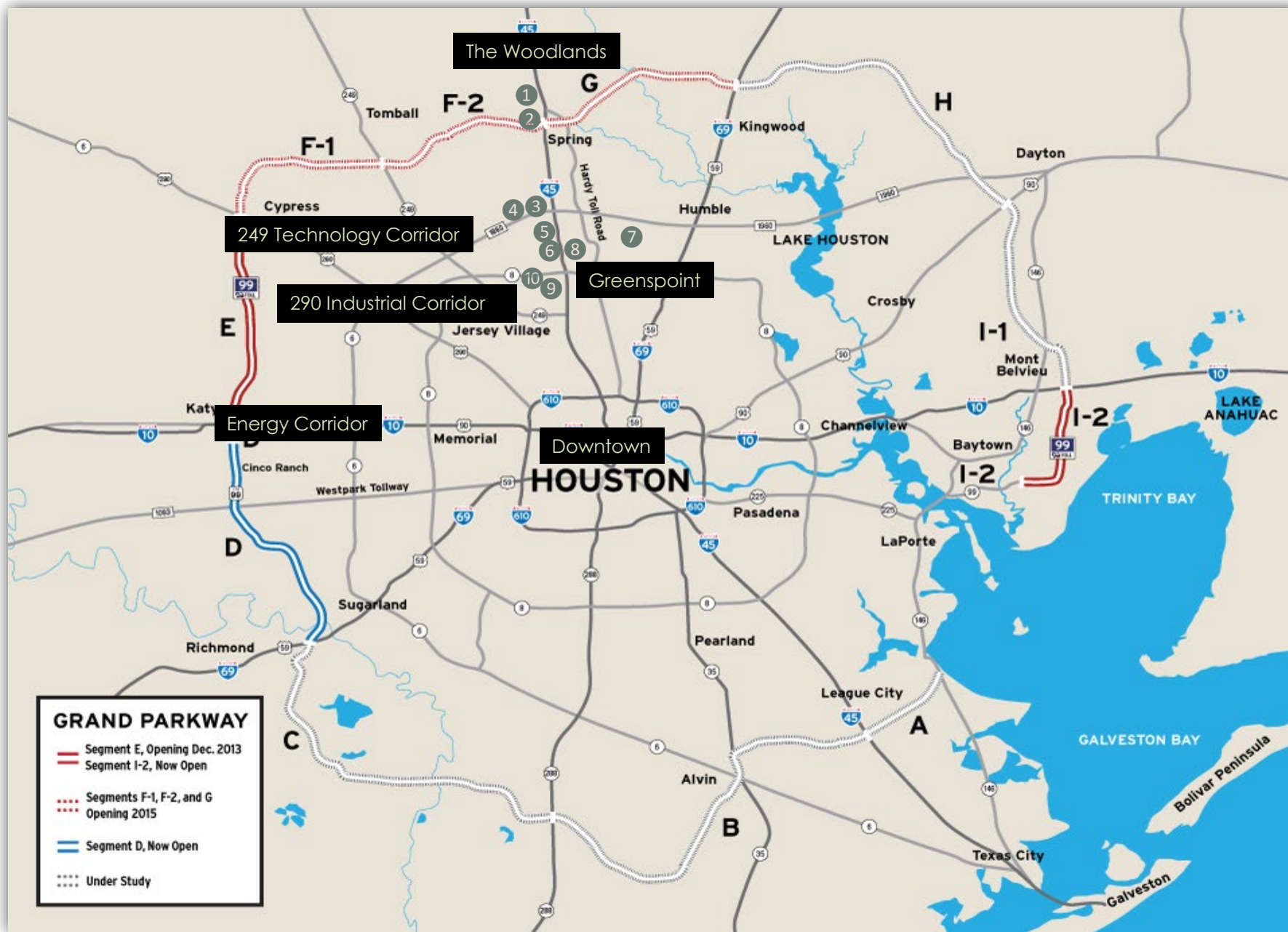




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## AREA INDUSTRIAL DEVELOPMENT

### 1 ExxonMobil North American Headquarters

Currently developing a 3.5 million SF campus set to bring 10,000 employees and 40,000 total jobs.

### 2 Southwestern Energy Campus

Currently developing a new campus for its 1,000 Houston employees.

### 3 Kindred Hospital

A transitional care hospital dedicated to providing care to medically complex and catastrophically ill patients.

### 4 Houston Northwest Medical Center

Medical staff of approximately 600 members offering a wide range of inpatient, outpatient and diagnostic imaging services.

### 5 Hillwood Industrial Development

Expected completion in 2015. 414,000 SF Industrial complex with 120 docks.

### 6 Farouk Systems

Farouk Systems now has more than 2,000 employees and product distribution in over 100 countries worldwide.

### 7 George Bush Intercontinental Airport

Served 39.8M passengers in 2013. 28th busiest airport in the world and 12th busiest in North America (for passenger traffic).

### 8 Rankin Road Industries

Major employers such as Schlumberger; Honeywell, Baker Hughes, Borden and several oil and gas businesses are situated along Rankin road.

### 9 Greenspoint Business District

More than 4,400 companies and 18 million SF of office, retail and industrial space.

### 10 Pinto Business Park

971 acre class "A" business park. Home to Sysco Corporation's 585,000 SF distribution center.



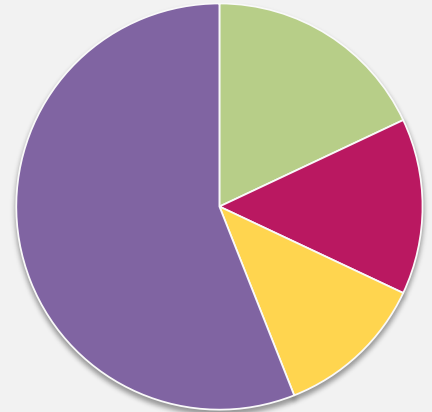
**SUMMARY PROFILE**

2000-2010 Census, 2021 Estimates with 2026 Projections

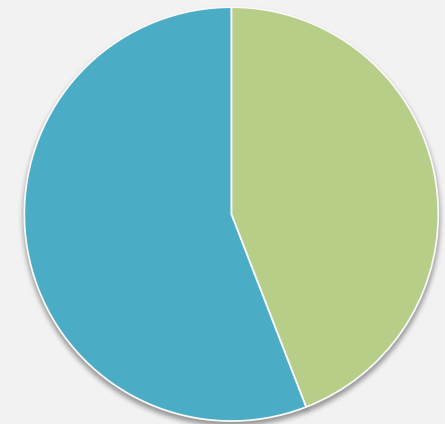
Calculated using Weighted Block Centroid from Block Groups

	1 Mile Radius	2 Mile Radius	3 Mile Radius
<b>22715 Imperial Valley Drive, Houston, TX 77073</b>			
<b>Population</b>			
2021 Estimated Population	15,035	63,144	140,563
2026 Projected Population	14,879	63,018	141,078
2010 Census Population	14,091	59,879	134,496
2000 Census Population	14,979	61,110	133,503
Projected Annual Growth 2021 to 2026	-0.2%	-	-
Historical Annual Growth 2000 to 2021	-	0.2%	0.3%
2021 Median Age	35.6	34.6	34.6
<b>Households</b>			
2021 Estimated Households	5,272	22,401	51,711
2026 Projected Households	5,294	22,740	52,994
2010 Census Households	4,758	20,261	46,984
2000 Census Households	4,892	20,222	44,878
Projected Annual Growth 2021 to 2026	-	0.3%	0.5%
Historical Annual Growth 2000 to 2021	0.4%	0.5%	0.7%
<b>Race and Ethnicity</b>			
2021 Estimated White	39.8%	52.8%	56.7%
2021 Estimated Black or African American	31.3%	18.9%	15.8%
2021 Estimated Asian or Pacific Islander	1.0%	1.3%	1.7%
2021 Estimated American Indian or Native Alaskan	0.9%	0.7%	0.8%
2021 Estimated Other Races	27.1%	26.2%	25.0%
2021 Estimated Hispanic	55.9%	62.2%	61.2%
<b>Income</b>			
2021 Estimated Average Household Income	\$44,525	\$86,144	\$99,558
2021 Estimated Median Household Income	\$34,607	\$59,181	\$69,818
2021 Estimated Per Capita Income	\$16,011	\$30,693	\$36,712
<b>Education (Age 25+)</b>			
2021 Estimated Elementary (Grade Level 0 to 8)	21.1%	18.0%	15.5%
2021 Estimated Some High School (Grade Level 9 to 11)	14.9%	14.1%	12.0%
2021 Estimated High School Graduate	30.6%	26.7%	24.9%
2021 Estimated Some College	17.4%	14.7%	14.1%
2021 Estimated Associates Degree Only	4.1%	4.0%	4.0%
2021 Estimated Bachelors Degree Only	7.2%	13.1%	18.2%
2021 Estimated Graduate Degree	4.7%	9.4%	11.4%
<b>Business</b>			
2021 Estimated Total Businesses	713	3,217	7,398
2021 Estimated Total Employees	5,743	27,039	59,231
2021 Estimated Employee Population per Business	8.0	8.4	8.0
2021 Estimated Residential Population per Business	21.1	19.6	19.0

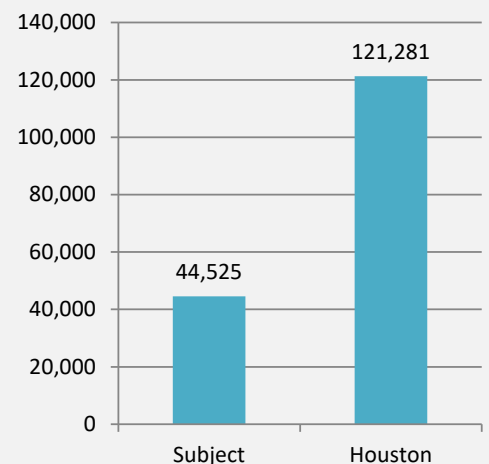
1 Mile Radius



White Black Other Hispanic



Non-Hispanic Hispanic



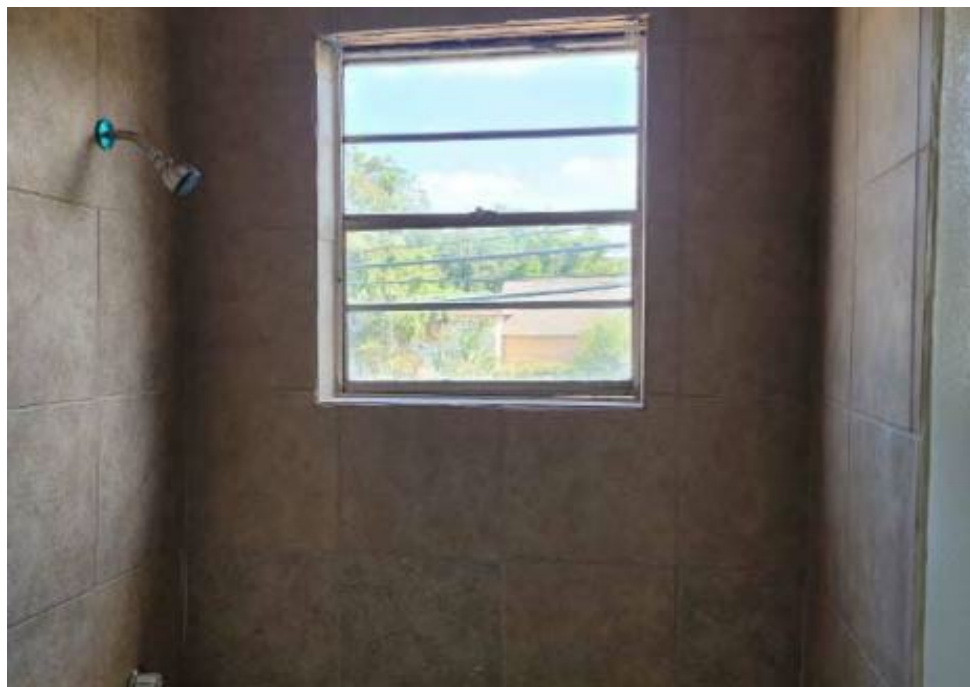


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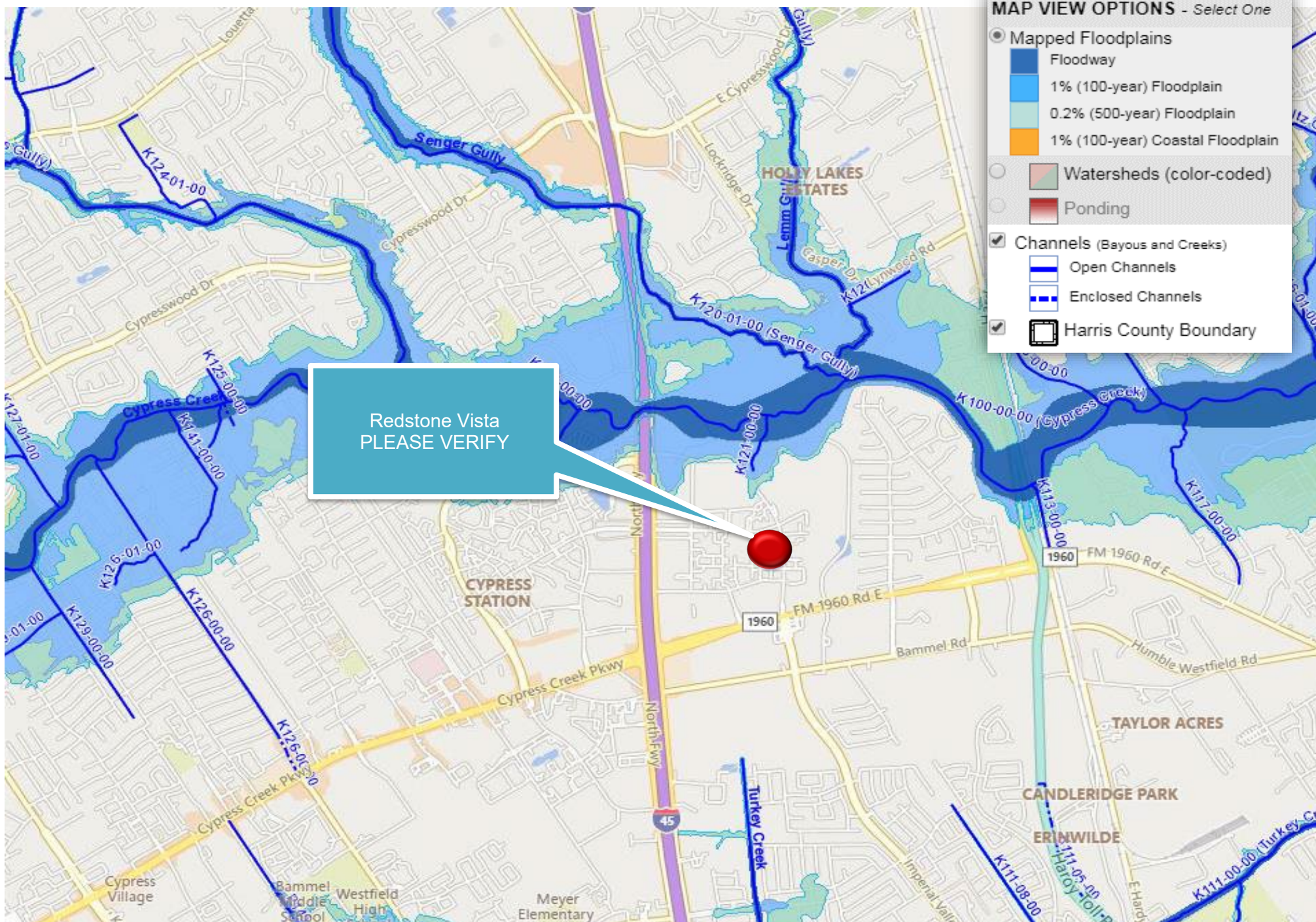




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## Information About Brokerage Services

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

2-10-2025



### 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. **An owner's agent fees are not set by law and are fully negotiable.**

**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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**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	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

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Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date



# Redstone Vista

## *apartment homes*

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