



CONTEMPO

apartment homes

Broker Price Opinion

The Contempo | 2508 - 2512 Southmore Blvd | Houston, TX 77004

OVERVIEW

Total Units:	20
Avg Mkt Rent/Unit:	\$1,171
Avg Mkt Rent/SF:	\$1.52
Avg Unit SF:	770
Date Built:	1935/1965
Date Renovated:	2016-2019
Total SF:	15,396
Total Acreage:	0.66
Occupancy:	100%
Class:	B+
Terms:	Cash/New Loan

INVESTMENT HIGHLIGHTS

- ◆ All Cash or New Loan Basis
- ◆ Located in the U of H/I-45 South submarket of Houston
- ◆ Property has been extensively rehabbed and updated "to the studs" per owner
- ◆ Excellent Inner Loop location
- ◆ Convenient to the University of Houston, Texas Southern University, Downtown Business District and the Texas Medical Center
- ◆ Excellent Drive-by on Southmore Blvd
- ◆ Located in Third Ward - government and civic partnerships have begun to revitalize the area
- ◆ Student housing gets premium rental rates
- ◆ Seller may consider carrying preferred equity!
- ◆ Per Owner, the Property is Fully Leased with 6 AirBnB units
- ◆ 6 Units are Leased as a Hospitality Unit Beginning in April

FOR MORE INFORMATION PLEASE CONTACT

PRICING

Ask Price	\$2,600,000
Price Per Unit	\$130,000
Price Per Sq. Ft.	\$168.88
Stabilized NOI	\$169,981



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The Contempo

The Contempo, is a two story, apartment community located in the U of H/ I-45 South submarket of Houston, Texas. The asset was built in 1935 and 1965 and per HCAD was very extensively remodeled in 2016 and 2019.

The Contempo is perfect for the young professional or student who wants to live close to work and school. It's just a short drive to the University of Houston, Texas Southern University, Rice University, Downtown, Midtown, Eado and the Medical Center and right around the corner are the best restaurants and bars in Houston!

Reportedly the property has been extensively rehabbed to the studs to include landscaping, new appliances, flooring, roofs, a/c's etc. The asset appears to be very clean.

The property is located in the 77004 zip code, and the area is known as Third Ward. Property values are appreciating nicely here! IMPORTANT: all units are master leased to Air B n B. Whisper price is \$2,600,000.

Per owner, the airbnb does not cover any building related coverage. Although, airbnb does have its own insurance coverage. Tenants pay electric.



20
units



1935/1965
year built



2016-2019
rehabbed



100%
occupancy

Financial Information		Proposed Loan Parameters		Operating Information	
Ask Price	\$2,600,000	New Loan @ 65% of Asking	\$1,690,000	Est Mkt Rent (Dec-24)	\$23,416
Price Per Unit	\$130,000	Amortization (months)	360	Avg Mo 2024	\$23,340
Price Per Sq. Ft.	\$168.88	Debt Service	\$104,780	Physical Occ (Nov-24)	100%
Stabilized NOI	\$169,981	Monthly I.O.	\$8,732	Est Ins per Unit per Yr	\$1,200
		Interest Rate	6.20%	Property Tax Information	
		Date Due	10 yr	Tax Rate (2024)	2.092362
		Est Res for Repl/Unit/Yr	\$300	2024 Tax Assessment	\$1,914,066
		Yield Maintenance	Pre-Payment Penalty	Est 2024 Taxes	\$40,049
		Transfer Fee	1%+app+legal	Est Future Tax Assessment	\$1,888,197
				Est Future Taxes	\$39,508

Seller reports that taxes are under protest

Current Street Rent with a 6% Increase	297,847	\$24,821 / Mo			
Estimated Gross Scheduled Income	297,847	\$24,821 / Mo	Number of Units	20	
Estimated Loss to Lease (2% of Total Street Rent)	(5,957)	2%	Avg Unit Size	770	
Estimated Vacancy (4% of Total Street Rent)	(11,914)	4%	Net Rentable Area	15,396	<i>Income is based on the November 2034 collections from owners rent roll.</i>
Estimated Concessions and Other Rental Losses (2% of Total Street)	(5,957)	2%	Land Area (Acres)	0.66	
Estimated Utilities Income	7,360	\$368 / Unit / Yr	Units per Acre	30.349	
Estimated Other Income	3,500	\$175 / Unit / Yr			
Estimated Total Rental Income	284,879				
ESTIMATED TOTAL PRO-FORMA INCOME	284,879	\$23,740 / Mo			

	MODIFIED ACTUALS		PRO-FORMA	
December 2024 YTD Income	\$280,077		\$284,879	
EXPENSE	FIXED EXPENSES		FIXED EXPENSES	
Fixed Expenses	Fixed Expenses		Fixed Expenses	
Taxes	\$42,150	\$2,108 per Unit	\$39,508	\$1,975 per Unit <small>2024 Tax Rate & Future Assessment</small>
Insurance	\$7,000	\$350 per Unit	\$24,000	\$1,200 per Unit <small>Estimated</small>
Total Fixed Expense		\$49,150		\$63,508
		<i>\$2,458 per Unit</i>		<i>\$3,175 per Unit</i>
Utilities	Utilities		Utilities	
Electricity	\$1,434	\$72 per Unit	\$1,434	\$72 per Unit
Water & Sewer	\$636	\$32 per Unit	\$636	\$32 per Unit
Gas	\$1,771	\$89 per Unit	\$1,771	\$89 per Unit
Trash	\$3,131	\$157 per Unit	\$3,757	\$188 per Unit
Total Utilities		\$6,972		\$7,598
		<i>\$349 per Unit</i>		<i>\$380 per Unit</i>
Other Expenses	Other Expenses		Other Expenses	
General & Admin & Marketing	\$0	\$ per Unit	\$0	\$ per Unit
Repairs & Maintenance	\$23,548	\$1,177 per Unit <small>All R&M charges are CapEx, per owner</small>	\$23,548	\$1,177 per Unit
Labor Costs	\$0	\$ per Unit	\$0	\$ per Unit
Contract Services	\$0	\$ per Unit	\$0	\$ per Unit
Management Fees	\$0	0.00% \$ per Unit	\$14,244	5.00% \$712 per Unit
Total Other Expense		\$23,548		\$37,792
		<i>\$1,177 per Unit</i>		<i>\$1,890 per Unit</i>
Total Operating Expense		\$79,670		\$108,898
		<i>\$3,984 per Unit</i>		<i>\$1,890 per Unit</i>
Reserve for Replacement		\$6,000		\$6,000
		<i>\$300 per Unit</i>		<i>\$300 per Unit</i>
Total Expense		\$85,670		\$114,898
		<i>\$4,284 per Unit</i>		<i>\$5,745 per Unit</i>
Net Operating Income (Actual Underwriting)		\$194,407		\$169,981
Ask Price		\$2,600,000		\$2,600,000
Cap Rate		7.48%		6.54%
Proposed Debt		1,690,000		1,690,000
Equity		910,000		910,000
Estimated Debt Service		104,780		104,780
Cash Flow		89,627		65,201
Cash on Cash		9.85%		7.16%

NOTES: ACTUALS: Income and expenses calculated using owner's December 2024 YTD 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 5% of Gross Income, Other expenses are Estimated for the Pro Forma. Please note that \$303,399.57 Mortgage Interest was removed from the above expenses.

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.
12/13/2024 Contempo

2024 KET RENT COMPARABLE TAX ANALYSIS

Property	Address	Yr Built	Units	Impr Sq.Ft.	Impr Value	Impr Value/Unit	Impr Value/Sq.Ft.
2524 Binz Street	2524 Binz Street	1963	8	2,800	\$458,707	\$57,338	\$163.82
2417 Rosedale Street	2417 Rosedale Street	1955	8	2,688	\$215,198	\$26,900	\$80.06
5415 Scott	5415 Scott	1945	58	38,921	\$3,378,664	\$58,253	\$86.81
Southmore Place	3710 Southmore	1975	72	54,934	\$3,519,646	\$48,884	\$64.07
Nubia Square	3711 Southmore	1972	192	150,811	\$6,954,644	\$36,222	\$46.11
The Contempo	2508-2512 Southmore	1935/1965	20	14,914	\$1,914,066	\$95,703	\$128.34
Averages		1962	60	44,178	\$2,740,154	\$53,883	\$94.87





UNIT MIX

Address	Type	No. Units	Sq Ft	Total SqFt	Market Rent	Total Rent	+EWG	Rent/SF
2508								
	1 Bed/1 Bath	1	750	750	\$1,220	\$1,220	+E	\$1.63
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,200	\$1,200	+E	\$1.60
	1 Bed/1 Bath	1	750	750	\$1,400	\$1,400	+E	\$1.87
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,200	\$1,200	+E	\$1.60
	1 Bed/1 Bath	1	750	750	\$1,300	\$1,300	+E	\$1.73
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,374	\$1,374	+E	\$1.83
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
	1 Bed/1 Bath	1	750	750	\$1,050	\$1,050	+E	\$1.40
	1 Bed/1 Bath	1	750	750	\$1,076	\$1,076	+E	\$1.43
2512								
A	2 Bed/1 Bath	1	790	790	\$1,247	\$1,247	+E	\$1.58
B	2 Bed/1 Bath	1	916	916	\$1,247	\$1,247	+E	\$1.36
C	2 Bed/1 Bath	1	791	791	\$1,247	\$1,247	+E	\$1.58
D	2 Bed/1 Bath	1	899	899	\$1,247	\$1,247	+E	\$1.39
Resident pays: E(Electric); W(Water/Sewer); G(Gas)								
11/24 RR		20	770	15,396	\$1,171	\$23,416	+EW	\$1.52
TOTALS AND AVERAGES		Total Units	Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	+EWG	Average Rent/ SF

AMENITIES

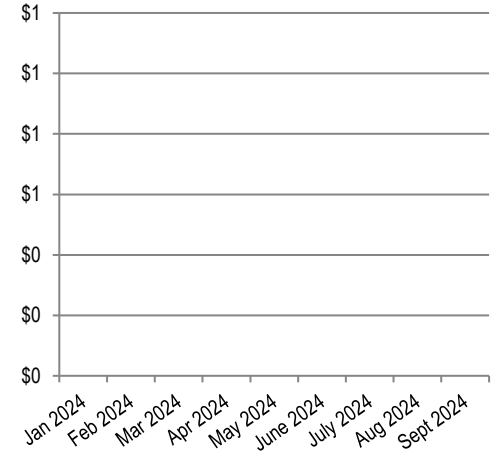
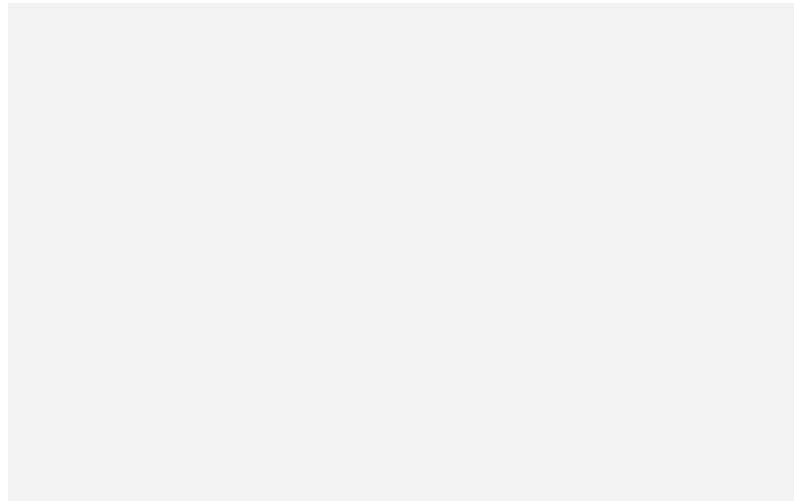
- ✓ Ovens
- ✓ Range
- ✓ New flooring
- ✓ New Appliances
- ✓ Garbage Disposal
- ✓ Dishwashers
- ✓ Faux Wood Flooring
- ✓ Modern Light Fixtures
- ✓ Ceramic Backsplash
- ✓ Washer/Dryer In all Units
- ✓ Gated Entry

PROPERTY INFORMATION				EXISTING MORTGAGE		TAXING AUTHORITY - HARRIS COUNTY	
Age:	1935/1965	# of Stories:	2	Mortgage Balance	?	ACCOUNT ID: 061118000009;10	
Rehabbed:	2016-2019	Buildings:	3	Amortization		Houston ISD	\$0.868300
		Units/Acre	30.35	P & I		Harris County	\$0.385290
Elec Meter:	Indiv	Parking:	30 Surface Spaces	Type		Harris County Flood Control	\$0.048970
A/C Type:	HVAC	Covered Parking:	No	Assumable		Port of Houston Authority	\$0.006150
Water:	RUBS	Garage Parking:	No	Monthly Escrow		Harris County Hospital District	\$0.163480
Gas:	Master Metered			Origination Date		Harris County Education Dept	\$0.004799
EWG:	+E	Construction Quality:	B+	Due Date		Houston Community College	\$0.096183
		Submarket:	0	Interest Rate		City of Houston	\$0.519190
Wiring:	Copper (?)	Concessions: Currently there are no reported leasing concessions		Yield Maintenance		Greater SE Management Dist	\$0.000000
Roof:	Pitched			Transfer Fee		2024 Tax Rate/\$100	\$2.092362
Materials:	Brick/Wood					2024 Tax Assessment	\$1,914,066
Paving:	Concrete					HCAD Improvement Sq.Ft.	14,914
Resident pays for E(Elec); W(Water);G(Gas)							

COLLECTIONS

Total \$280,077

- Jan 2024
- Feb 2024
- Mar 2024
- Apr 2024
- May 2024
- June 2024
- July 2024
- Aug 2024
- Sept 2024
- Oct 2024
- Nov 2024
- Dec 2024



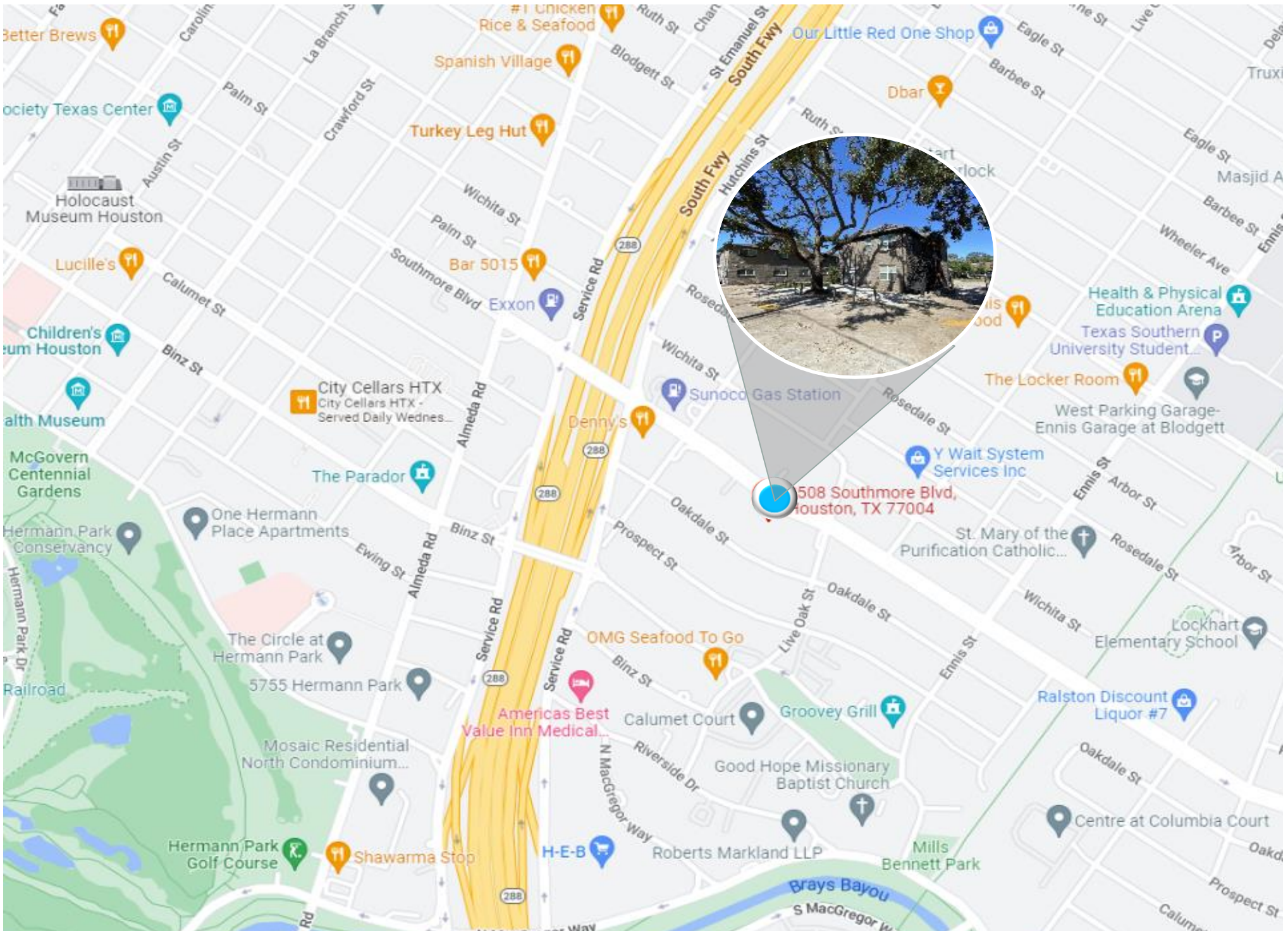
FINANCIAL HIGHLIGHTS

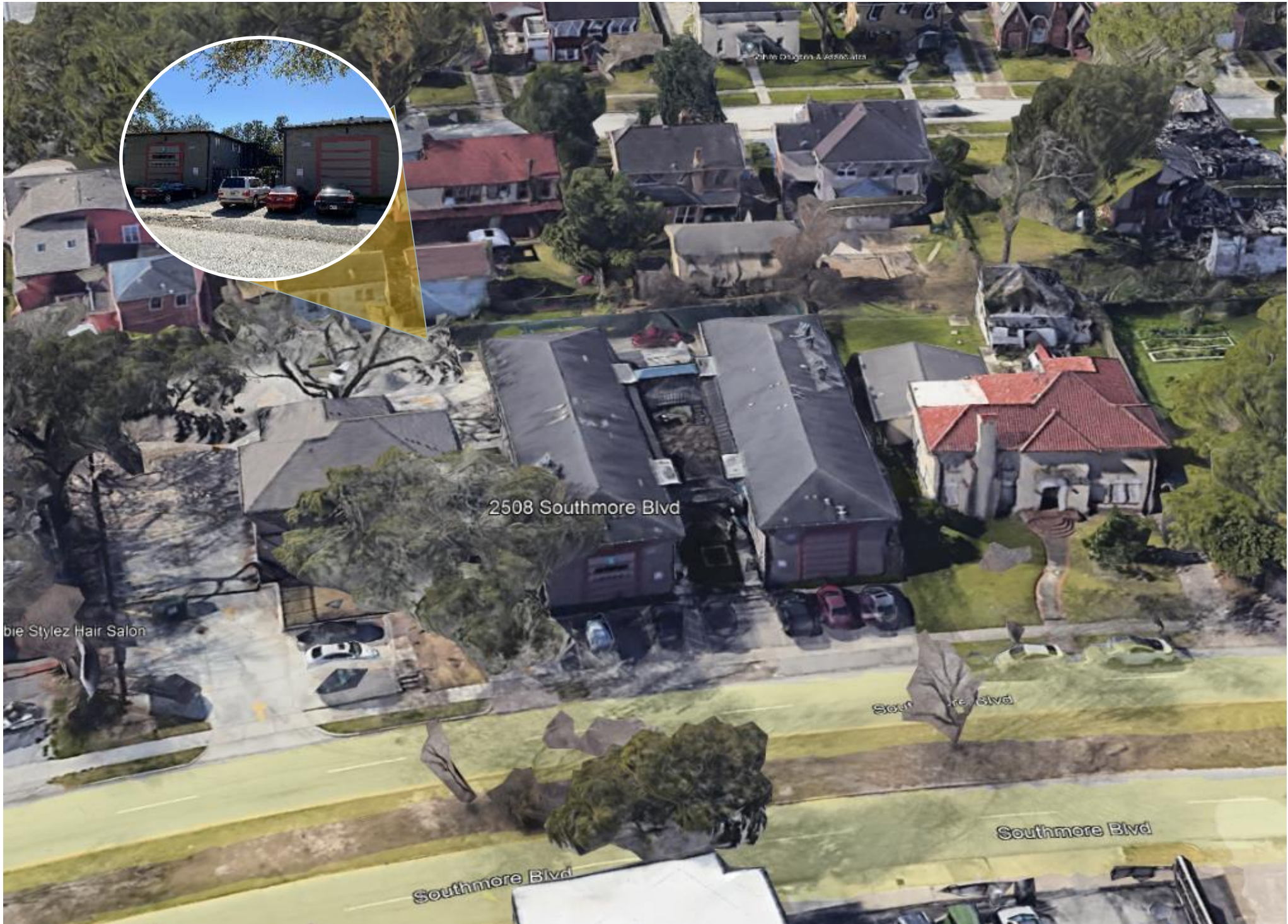
The Seller just leased six units to AirBnB, commencing in April, 2023. Note that collections and expenses are estimated for the periods shown above in yellow. The property offers an investor a chance to take on cash flow from day one. Seller is possibly amenable to owner financing. Ask the broker for details.



LOCATION OVERVIEW

- A historic sector of Houston, Third Ward is a hub for further education, housing not only the University of Houston, but Texas South University as well.
- The art museums, sports stadium, and youthful presence make Houston's Third Ward a desirable neighborhood. Families appreciate the easy access to public schools as well, including Yates High School. Enjoy community spaces like Emancipation Park, or check out local businesses such as the Nook Café, a popular university hangout with coffee, pastries, beer, and wine.
- Inside the 610 Loop, Third Ward has easy proximity to Downtown Houston, Midtown, and Fourth Ward. Located directly north of town. Bounded by Interstates 69 and 45
- Third Ward is nestled just a few miles east of Hermann Park, housing a golf course, Japanese Garden, and the Houston Zoo.





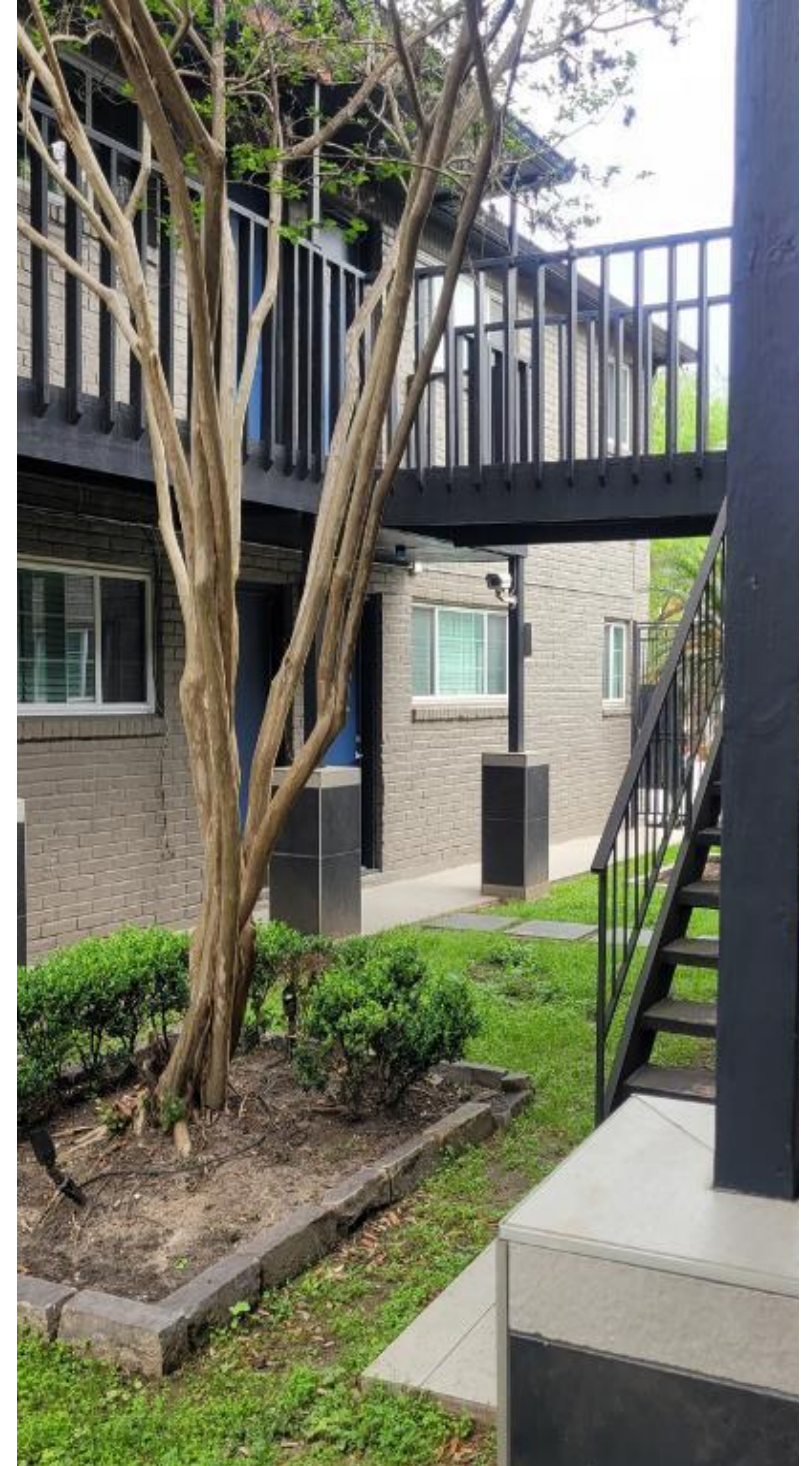
2508 Southmore Blvd

bie Stylez Hair Salon

Southmore Blvd

Southmore Blvd

Southmore Blvd







The Contempo



2524 Binz Street



2417 Rosedale Street




5415 Scott



Southmore Place



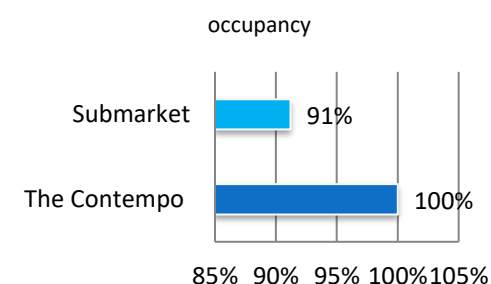
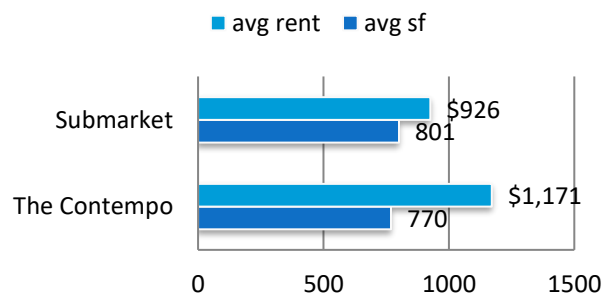
Nubia Square

	Property Name	Yr Blt	Rehabbed	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
1	2524 Binz Street 2524 Binz Street	1963	2005	100%	8	700	\$952	EG	1.360
2	2417 Rosedale Street 2417 Rosedale Street	1955	N/A	100%	8	726	\$973	EG	1.340
3	5415 Scott 5415 Scott	1945	2016	84%	58	662	\$858	EG	1.296
4	Southmore Place 3710 Southmore	1975	2020	85%	72	725	\$897	E	1.237
5	Nubia Square 3711 Southmore	1972	2013	97%	192	743	\$840	EW	1.131
*Resident Pays E(Electric), W(Water), G(Gas)									
Totals/Averages Comps		1962		93%	68	711	\$905		\$1.273
	The Contempo 2508-2512 Southmore	1935/1965	2016-2019	100%	20	770	\$1,171	+EW	\$1.521

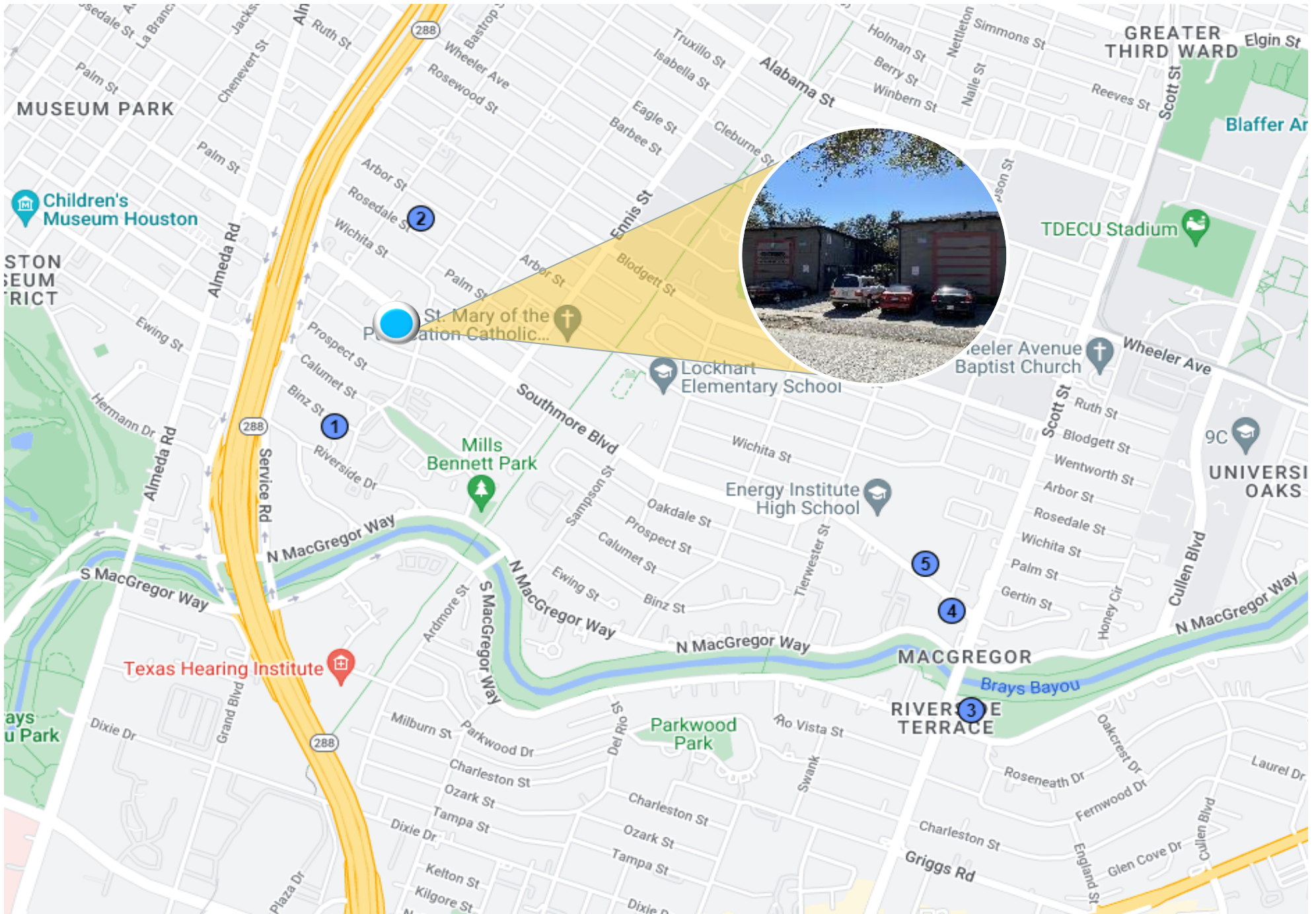
* Note that Contempo units are 100% leased to AirBnB

Submarket:	U of H/I-45 South	Houston
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Occupancy:	91%	89%
# of Operating Units:	19,611	769,994
# of Operating Communities:	157	3,244
Average Size (sqft):	801	895
Average Rental Rate (\$/sqft):	\$1.160	\$1.430
Average Rent: (\$/mo)	\$926	\$1,276

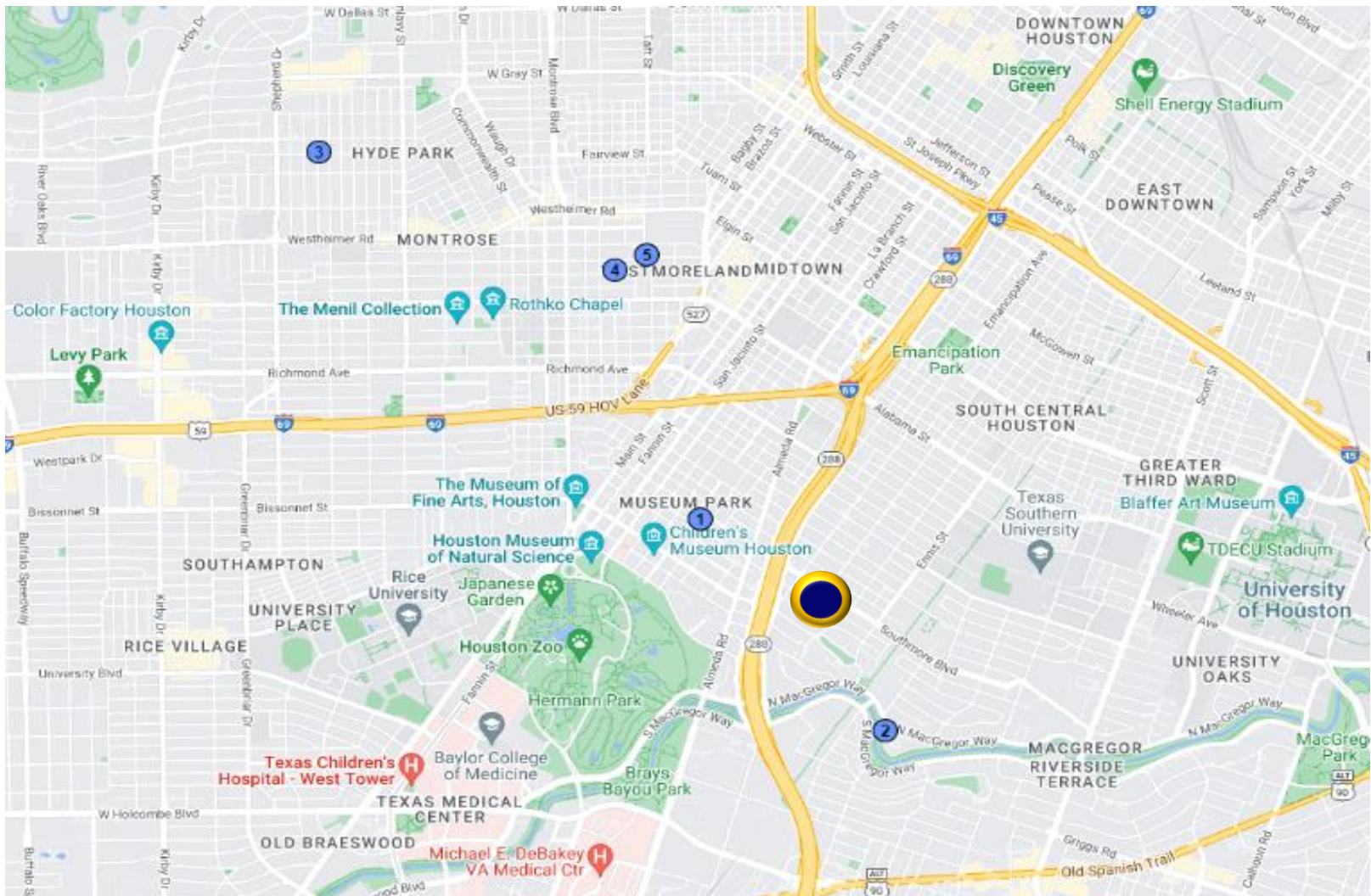


The Contempo | 2508 - 2512 Southmore Blvd | Houston, TX 77004



SALES COMPARABLES (Sorted by Price/Sq. Ft.)

	Property Name	Date Sold	Price	Sq. Ft.	Price/Unit	Price/SF	Built	Units	
1	5201 Crawford	5201 Crawford	6/20	\$1,500,000	12,048	\$93,750	\$124.50	1959	16
2	Appian Way	3200 N McGregor	4/21	\$6,240,000	36,400	\$120,000	\$171.43	1963	52
3	1923 McDuffie Street	1923 McDuffie Street	5/22	\$1,650,000	8,880	\$137,500	\$185.81	1950	12
4	614 Kipling	614 Kipling	3/20	\$1,700,000	12,932	\$113,333	\$131.46	1958	15
5	Garrott House	3414 Garrott	1/20	\$1,040,000	6,250	\$130,000	\$166.40	1961	8
Totals/Averages Comps				\$2,426,000	15,302	\$118,917	\$155.92	1958	21
	The Contempo	2508-2510 Southmore Blvd		\$2,600,000	15,396	\$130,000	\$168.88	1935/1965	20



SUBJECT

The Contempo



5201 Crawford



Appian Way



1923 McDuffie Street



614 Kipling



Garrott House

The Contempo is located in Houston's Third Ward. One of Houston's Six Historic Wards, this is a neighborhood full of culture and hosts both The University of Houston and Texas Southern University. The location is very close to downtown and an assortment of other neighborhoods. Commuting to many of Houston's business center's is very convenient.

Originally created as one of the city's numbered political subdivisions shortly after Houston's founding in 1836, Third Ward has undergone significant boundary changes and population transformations in its 180-year-plus history. For most Houstonians, Third Ward is best known as a predominantly African American community with a rich history and cultural legacy along with a renewed sense of purpose and commitment. Third Ward has a rich cultural legacy as well. It gave birth to the critically acclaimed black Ensemble Theatre, the Houston Museum of Art and Culture, and Project Row Houses. It has been the home of international muralist John Biggers (deceased), music icon Beyoncé, jazz musician Jason Moran, and actress Phylicia Allen Rashad. The El Dorado Ballroom (2310 Elgin) was a historical hotspot that hosted music legends from Count Basie to B. B. King and Sam Lightnin' Hopkins.

In the past decade or so, Third Ward has attracted an increasing number of investors due to its attractive proximity to downtown and the universities. Townhomes have been proliferating on the west side, generating fears among some that its community character may be compromised and residents displaced. This has stimulated the formation of organizations with goals of halting gentrification, promoting affordable housing, and preserving the culture.

Governmental and civic partnerships – including a number of UH-specific initiatives – have begun to revitalize and enhance Third Ward's assets while addressing the educational, health and economic disparities that continue to exist throughout this historic area.

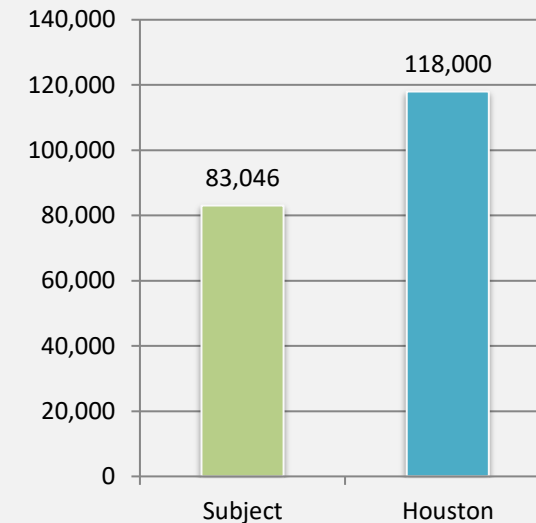
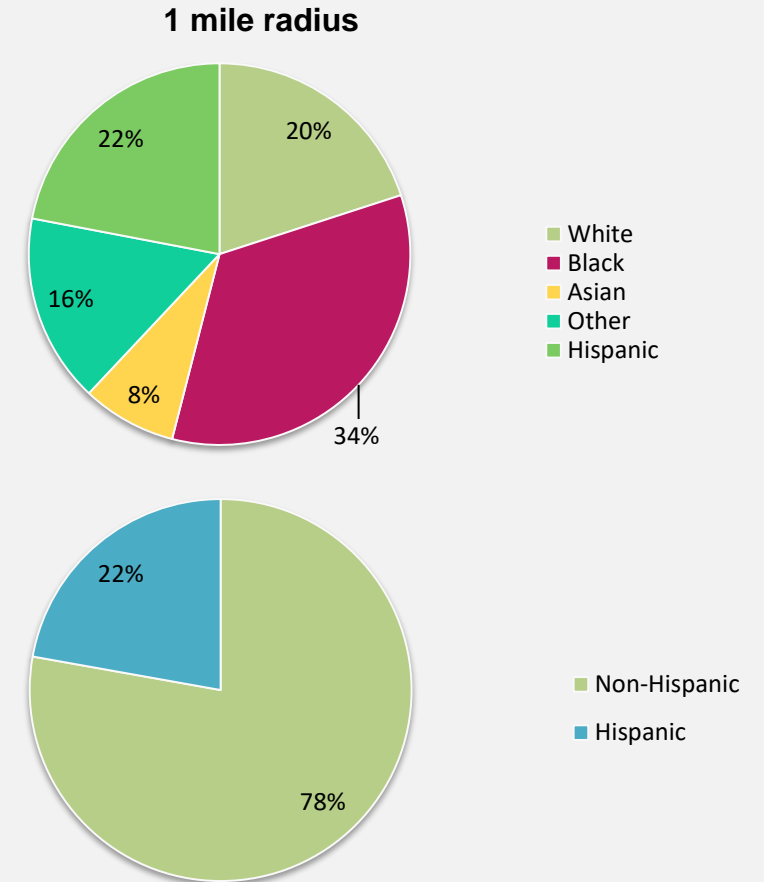
Third Ward

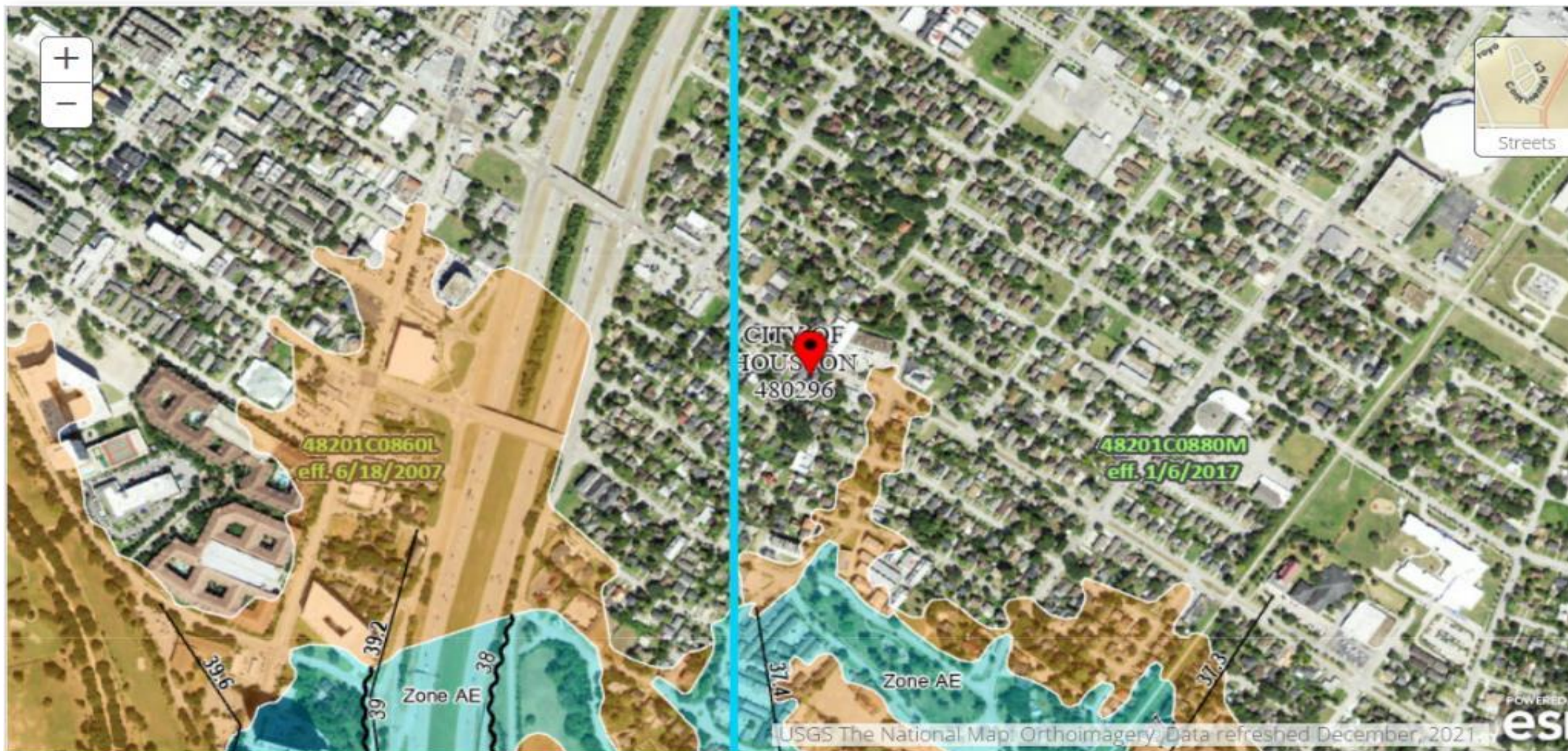


DEMOGRAPHIC SUMMARY PROFILE

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

The Contempo 2508 - 2512 Southmore Blvd Houston, TX 77004	1 Mile	2 Miles	3 Miles
Population			
2022 Estimated Population	14,884	96,463	173,919
2027 Projected Population	15,805	100,666	182,093
2020 Census Population	14,913	96,356	173,562
2010 Census Population	12,995	79,506	148,499
Projected Annual Growth 2022 to 2027	1.2%	0.9%	0.9%
Historical Annual Growth 2010 to 2022	1.2%	1.8%	1.4%
2022 Median Age	35.1	33.4	34.1
Households			
2022 Estimated Households	6,687	39,978	75,049
2027 Projected Households	7,148	42,363	79,558
2020 Census Households	6,728	39,781	74,829
2010 Census Households	5,375	29,412	59,265
Projected Annual Growth 2022 to 2027	1.4%	1.2%	1.2%
Historical Annual Growth 2010 to 2022	2.0%	3.0%	2.2%
Race and Ethnicity			
2022 Estimated White	26.2%	32.0%	36.4%
2022 Estimated Black or African American	43.2%	29.9%	24.7%
2022 Estimated Asian or Pacific Islander	9.7%	17.4%	13.4%
2022 Estimated American Indian or Native Alaskan	0.7%	0.7%	0.7%
2022 Estimated Other Races	20.2%	20.0%	24.7%
2022 Estimated Hispanic	22.2%	24.6%	30.4%
Income			
2022 Estimated Average Household Income	\$83,046	\$94,411	\$102,318
2022 Estimated Median Household Income	\$73,691	\$73,789	\$75,277
2022 Estimated Per Capita Income	\$37,883	\$41,422	\$45,548
Education (Age 25+)			
2022 Estimated Elementary (Grade Level 0 to 8)	4.2%	5.3%	6.8%
2022 Estimated Some High School (Grade Level 9 to 11)	8.1%	6.0%	6.1%
2022 Estimated High School Graduate	20.6%	17.4%	16.7%
2022 Estimated Some College	16.5%	16.1%	15.2%
2022 Estimated Associates Degree Only	4.6%	5.0%	4.9%
2022 Estimated Bachelors Degree Only	26.3%	27.9%	27.6%
2022 Estimated Graduate Degree	19.9%	22.3%	22.7%
Business			
2022 Estimated Total Businesses	1,329	11,066	17,447
2022 Estimated Total Employees	11,992	166,846	241,146
2022 Estimated Employee Population per Business	9.0	15.1	13.8
2022 Estimated Residential Population per Business	11.2	8.7	10.0





<p>PIN</p> <ul style="list-style-type: none"> Approximate location based on user input and does not represent an authoritative property location 	<p>SPECIAL FLOOD HAZARD AREAS</p> <ul style="list-style-type: none"> Without Base Flood Elevation (BFE) Zone A, V, A99 With BFE or Depth Regulatory Floodway Zone AE, AO, AH, VE, AR 	<p>OTHER AREAS OF FLOOD HAZARD</p> <ul style="list-style-type: none"> 0.2% Annual Chance Flood Hazard. Areas of 1% annual chance flood with average depth less than one foot or with drainage areas of less than one square mile Zone X Future Conditions 1% Annual Chance Flood Hazard Zone X Area with Reduced Flood Risk due to Levee. See Notes. Zone X Area with Flood Risk due to Levee Zone D 	<p>OTHER FEATURES</p> <ul style="list-style-type: none"> Cross Sections with 1% Annual Chance Water Surface Elevation Coastal Transect Base Flood Elevation Line (BFE) Limit of Study Jurisdiction Boundary Coastal Transect Baseline Profile Baseline Hydrographic Feature
<p>MAP PANELS</p> <ul style="list-style-type: none"> Selected FloodMap Boundary Digital Data Available No Digital Data Available Unmapped 	<p>OTHER AREAS</p> <ul style="list-style-type: none"> Area of Minimal Flood Hazard Zone X Effective LOMRs Area of Undetermined Flood Hazard Zone D Otherwise Protected Area Coastal Barrier Resource System Area 	<p>GENERAL STRUCTURES</p> <ul style="list-style-type: none"> Channel, Culvert, or Storm Sewer Levee, Dike, or Floodwall 	

HOUSTON 2024



Houston Metro Overview


HOUSTON

Over the last two decades, there has been a remarkable transformation in Houston. Today, the nation's fourth largest city has become a diverse, vibrant metro filled with talented people who have an undeniable spirit. The economy is strong, the city is made up of many different cultures, and the quality of life is second to none. Houston has one of the youngest, fastest-growing and most diverse populations anywhere in the world. One in four of the region's 7.3 million residents is foreign born. From 2010 to 2018, Houston added 1.1 million new residents, an 18.2 percent increase, the fastest rate of population growth among the 10 most populous U.S. Metros.

In addition to Houston's diversity as a community, Houston offers a well-developed suite of key global industries – including energy, life science, manufacturing, logistics and aerospace. As these industries digitize, Houston is a hotbed of rapid technological development thanks to its access to customers and expertise.

A thriving international city, Houston's ties stretch to all corners of the world. The region's geographic location makes it easy to move both goods and people around the globe. With one of the largest ports in the country and two international airports, Houston connects companies to the world.

Since emerging from the pandemic, metro Houston has gained well over half a million jobs. That's a decade's worth of growth in just 42 months. As of October '23, Houston added nearly 200,000 more jobs than it did before COVID. Over the past three-plus years, Houston also set records for home sales (440,00 closings), witnessed a surge in commercial construction (\$40+ billion), and handled record container traffic at the port (12.5 million TEUs). But Houston can't maintain that pace indefinitely. Like a distance runner, Houston was quick out of the blocks, but now must find a more sustainable pace. Growth will slow in '24, it may even seem sluggish, but that's only because we've watched Houston sprint through the last three years. The region needs time to catch its breath, which is what will happen in '24. Growth will pick up again in '25, not back to the rapid pace of recent years, but to a more moderate pace, one that can be maintained for the long run.



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Looking ahead, here are a few developments that will impact Houston's economy in 2024

Click on a name below for a link to Greater Houston Partnership's Expanded Article

- 
- 
- Arco del Tiempo
 - Austin Point
 - Autry Park
 - BioHub II at Generation Park
 - East Blocks
 - The Allen
 - The Commons at Hermann Park
 - The Houston Astros Entertainment District
 - The Grand at 249

HOUSTON

quick facts

4th
Largest
U.S. City

140,000
Residents Added
in 2023

102,900
Jobs Created
in 2023

vs 70,100
Jobs Projected
for 2023

Houston
\$119,000
Average Income

Houston
2.3
million residents

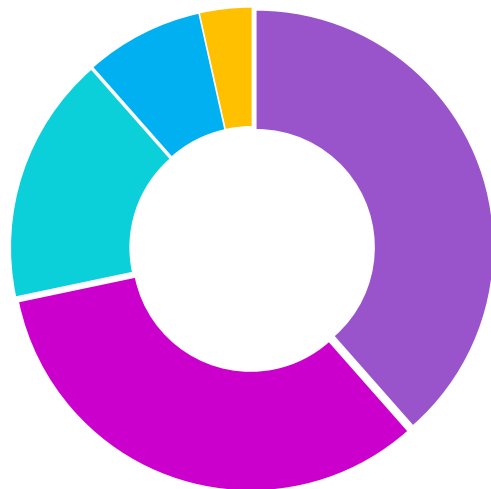
MSA
7.3
million residents

OVER 1.7 M HOUSTONIANS or
ROUGHLY 1 IN 4
were born outside the U.S.

Metro Houston has the **THIRD LARGEST**
number of **FORTUNE 500**
COMPANIES in the nation

If Houston were a country, it would rank as the **25th**
LARGEST ECONOMY IN THE
WORLD, exceeding Thailand and Ireland

- **3.4 Million** Houston MSA Jobs
- **1.9%** ↑ Houston Population Growth since 2022
- **35.30** Houston Median Age



- 38.5 Hispanic
- 33.2 White
- 16.8% Black
- 8.0 Asian
- 3.5 Other

- 26** Fortune 500 Headquarters
- 48** Fortune 1,000 Headquarters
- 5** Fortune Global 500
- 26** Forbes Global 2,000
- 87** Inc. 1,000
- 4** Fortune 100 Best Companies to Work For

Houston's **TEXAS MEDICAL CENTER** is the **WORLD'S LARGEST** medical complex

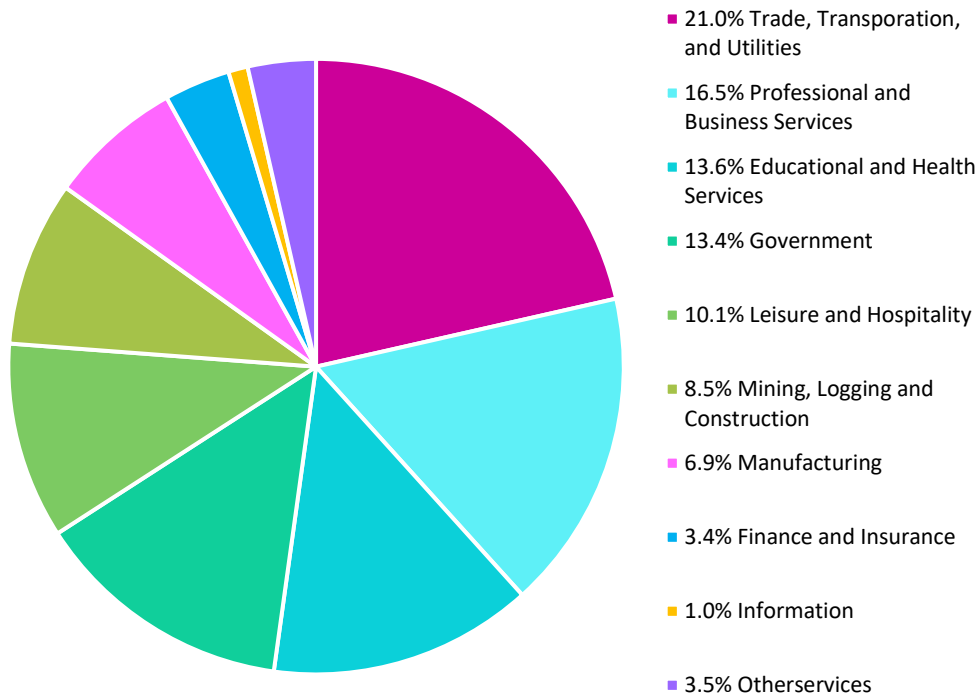
Houston is home to more than **9,100 TECH-RELATED FIRMS** including more than 1,000 venture backed startups

HOUSTON quick facts

- There are **3.4 million jobs** in the Houston MSA
- The Health, Education, and Business & Professional Services industries account for over **1 in 4** jobs in the region
- The goods-producing sector accounts for nearly **1 in 6** jobs

- Houstonians can expect the following in 2024
- Job growth below the current pace
 - More vehicles on the freeways
 - Record passenger volumes at the region's airports
 - Fewer housing starts
 - Energy prices high enough to spur an uptick in drilling
 - Minor reductions in inflation
 - No relief on interest rates until mid-year
 - And a slump in commercial construction

Industry Share of Houston MSA Employment



The Greater Houston Partnership's forecast calls for growth in admin services, arts, entertainment, recreation, energy, government, health care, hotels, manufacturing, other services, private education, professional services, restaurants and bars, retail, transportation, and wholesale trade. Job losses will occur in construction, finance and insurance, information, and real estate.

The region is projected to add 57,600 jobs on net in '24, a subpar performance compared to recent years but still a healthy gain. Houston should finish the year with total employment surpassing 3.4 million, a new record for the region.

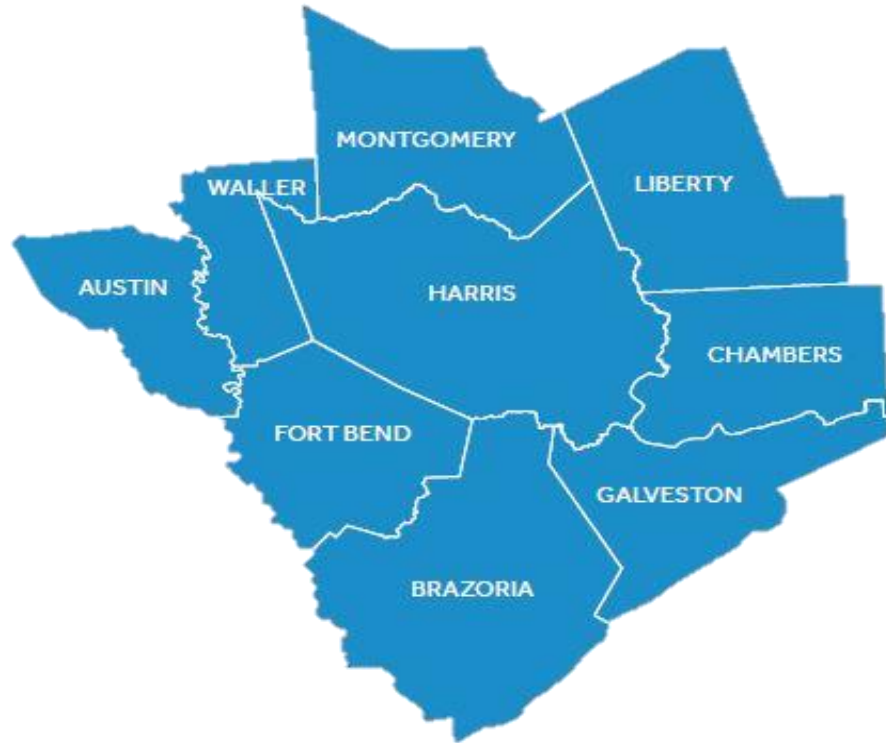
The Houston - The Woodlands - Sugar Land Metropolitan Statistical Area (MSA)

The county seat or administrative center of Harris County is the City of Houston. 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 7,340,118 residents as of July, 2022, according to estimates by the U.S. Census Bureau.]

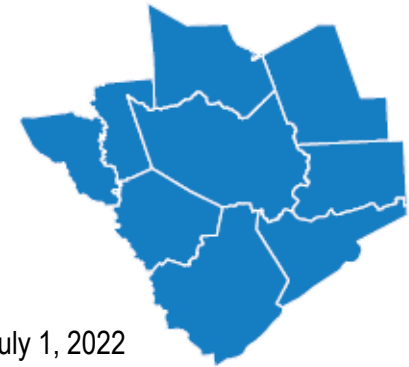


REGION IN PERSPECTIVE

THE HOUSTON-THE WOODLANDS-SUGAR LAND METROPOLITAN STATISTICAL AREA (MSA) CONTAINS NINE TEXAS COUNTIES:



Population



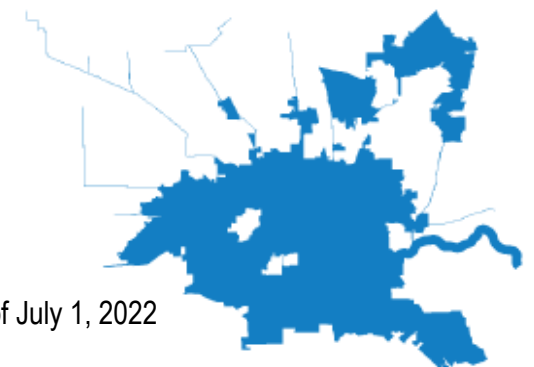
7,340,118

Nine-County Houston MSA, as of July 1, 2022



4,780,913

Harris County Population, as of July 1, 2022



2,302,878

City of Houston Population, as of July 1, 2022

Within these nine counties are 124 incorporated cities and 33 Census Designated Places (CDP)

Harris County contains the bulk of the city in addition to all or part of 33 incorporated cities and 12 CDPs

The county seat or administrative center of Harris County is the City of Houston

Small portions of Houston spread into adjacent Montgomery and Fort Bend counties



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

Approved by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-0



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