

Glendview

APARTMENTS

713-645-2525

WWW.LINEBACKERPROPERTIES.COM

FOR SALE

Glenview, 8311 Winkler Dr, Houston, TX 77017

OVERVIEW

Units:	202
Avg Rent:	\$1,005
Avg Size:	778
Date Built:	1955
Date Rehabbed:	2019
Rentable Sq. Ft.:	139,393
Acreage:	5.68
Occupancy:	96%
Class:	C

PRICING

Terms:	All Cash
Price	MARKET

INVESTMENT HIGHLIGHTS

- ◆ Offered All Cash or New Loan
- ◆ Excellent Location in U of H/ I-45 South submarket of SE Houston
 - ◆ Excellent Upside Potential
 - ◆ Great Area Job Base
- ◆ Only Minutes From Hobby Airport
 - ◆ Close Proximity to I-45
 - ◆ All Bills Paid
- ◆ Six Complete Upgraded Units Get a \$200/mo Bump
- ◆ Ten Units With Upgraded Flooring Get a \$50/mo Bump
- ◆ Value Add Opportunity

TOURS BY APPOINTMENT ONLY

www.linebackerproperties.com



FOR INFORMATION ABOUT THIS PROPERTY PLEASE CONTACT

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KET ENTERPRISES INCORPORATED

1770 St. James Place | Suite 382 | Houston, TX 77056
www.ketent.com
Broker License #406902



Glenview, 8311 Winkler Dr, Houston, TX 77017







Financial Information **TAX Information**

Current Street Rent with a 15% Increase	2,801,642	\$233,470 / Mo		
Estimated Gross Scheduled Income	2,801,642	\$233,470 / Mo	Number of Units	202
Estimated Loss to Lease (2% of Total Street Rent)	(56,033)	2%	Avg Unit Size	778
Estimated Vacancy (7% of Total Street Rent)	(196,115)	7%		
Est Concessions and Rental Losses (2% of Total Street Rent)	(56,033)	2%	Net Rentable Area	139,393
Estimated Utilities Income (entry for franchise tax purposes)	152,000	\$752 / Unit / Yr	Land Area (Acres)	5.68
Estimated Other Income	122,664	\$607 / Unit / Yr	Units per Acre	35.594
Estimated Total Rental Income	2,768,125			
ESTIMATED TOTAL PRO-FORMA INCOME	2,768,125	\$230,677 / Mo		

Est Mkt Rent (Dec-24)	\$203,937
3 Mo Avg	\$197,714
Physical Occ (Dec-24)	96%
Est Ins per Unit per Yr	\$1,181
Property Tax Information	
Tax Rate (2024)	2.014811
2024 Tax Assessment	\$12,198,052
Est 2024 Taxes	\$245,768
Est Future Tax Assessment	\$12,198,052
Est Future Taxes	\$245,768
<small>Tax details are per owner</small>	

	MODIFIED ACTUALS - Jan '24 thru Dec '24	PRO-FORMA
3 Mo Avg Income Annualized	\$2,372,568	\$2,768,125

EXPENSE	FIXED EXPENSES		FIXED EXPENSES	
	Fixed Expenses		Fixed Expenses	
Fixed Expenses				
Taxes	\$222,432	\$1,101 per Unit	\$245,768	\$1,217 per Unit <small>2023 Tax Rate & Future Assessment</small>
Insurance	\$239,716	\$1,187 per Unit	\$239,716	\$1,187 per Unit
Total Fixed Expense		\$462,148		\$485,484
		\$2,288 per Unit		\$2,403 per Unit
Utilities		Utilities		Utilities
Electricity	\$144,374	\$715 per Unit	\$144,374	\$715 per Unit
Water & Sewer	\$256,575	\$1,270 per Unit <small>water leak discovered & repaired in Sept.</small>	\$128,288	\$635 per Unit <small>after implementing water saving devices</small>
Gas	\$25,624	\$127 per Unit	\$25,624	\$127 per Unit
Telephone & Internet	\$2,902	\$14 per Unit	\$2,902	\$14 per Unit
Trash	\$24,171	\$120 per Unit	\$24,171	\$120 per Unit
Total Utilities		\$453,646		\$325,359
		\$2,246 per Unit		\$1,611 per Unit
Other Expenses		Other Expenses		Other Expenses
General & Admin & Marketing	\$24,455	\$121 per Unit	\$52,520	\$260 per Unit
Repairs & Maintenance	\$55,583	\$275 per Unit	\$101,000	\$500 per Unit
Labor Costs	\$261,827	\$1,296 per Unit	\$288,010	\$1,426 per Unit
Contract Services	\$21,058	\$104 per Unit	\$21,058	\$104 per Unit
Management Fees	\$70,743	2.98% \$350 per Unit	\$82,537	2.98% \$409 per Unit
Total Other Expense		\$433,666		\$545,125
		\$2,147 per Unit		\$2,699 per Unit
Total Operating Expense		\$1,349,460		\$1,355,967
		\$6,680 per Unit		\$2,699 per Unit
Reserve for Replacement		\$60,600		\$60,600
		\$300 per Unit		\$300 per Unit
Total Expense		\$1,410,060		\$1,416,567
		\$6,980 per Unit		\$7,013 per Unit
Net Operating Income (Actual Underwriting)		\$962,508		\$1,351,558
Asking Price		Market		Market



NOTES: ACTUALS: Income and Expenses calculated using owner's 12/24 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 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.

GLENVIEW

Property Overview

Style: Two-story garden-style apartment community
Location: U of H/I-45 South submarket, SE Houston, TX
Year Build: 1955
Travel: 2 miles from William P. Hobby Airport, 11 miles from downtown Houston

Operational Details

Utility Setup: All Bills Paid (individual electric meters)
Insurance: Recently renewed at a lower rate
Parking: Reserved parking increased from \$30 to \$35/mo
Security: 32 cameras on property

Property Details

Laundry: 1 laundry room (CSC contract is expired)
Structural Updates:
14 stairwells replaced
Roofs replaced 10 years ago
Pitched roofs replaced 2018
Boilers:
1 Large Boiler (1.5 years old, serves 8 buildings)
3 smaller boilers (~5 years old)
Habitability: Recently Passed, Five-year gas pressure test Passed
Wiring: Copper
Parking: per owner 323 spaces, no covered parking

Potential Upgrades

Empty Slab: Potential for tenant storage units
Laundry: owner operate
Parking: covered parking
Utilities: water-saving devices, window screens

Unit Features

Floorplans: Versatile with private patios or balconies
Amenities: Ceiling fans, walk-in closets
Appliances: most Electric ranges and 18 gas stoves
Upgraded Flooring: 10 units receive \$50/mo bumps
Remodeled Units: 6 units receive \$200/mo bumps



202
units



1955
year built



96%
occupancy



96%
leased

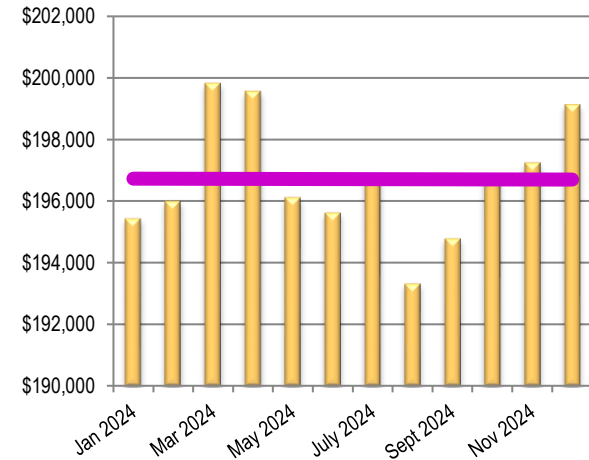


PROPERTY INFORMATION			EXISTING MORTGAGE		TAXING AUTHORITY - HARRIS COUNTY	
Age:	1955	# of Stories:	2	Mortgage Balance	ACCT NO: 0591840170001	
Rehabbed:	2019	Buildings:	19	Amortization	HOUSTON ISD	\$0.868300
* Please verify wiring		Units/Acre	35.59	P & I	HARRIS COUNTY	\$0.350070
Elec Meter:	Individual	Open Parking:	Yes	Type	HARRIS CO FLOOD CNTRL	\$0.031050
A/C Type:	HVAC/Window Units	Covered Parking:	No	Assumable	PORT OF HOUSTON AUTHY	\$0.005740
Water:	Master	Garage Parking:	No	Monthly Escrow	HARRIS CO HOSP DIST	\$0.143430
Gas:	Master			Origination Date	HARRIS CO EDUC DEPT	\$0.004800
EWG:	ABP	Construction Quality:	C	Due Date	HOU COMMUNITY COLLEGE	\$0.092231
Plumbing:	Cast Iron	Submarket:	U of H/I-45	Interest Rate	CITY OF HOUSTON	\$0.519190
Wiring:	Copper					
Roof:	Mixed	Concessions: No reported leasing concession		Yield Maintenance		
Materials:	Brick/Wood			Transfer Fee	2024 Tax Rate/\$100	\$2.014811
Paving:	Asphalt				2024 Tax Assessment	\$12,198,052
This is an All Bills Paid property					HCAD Improvement Sq.Ft.	153,884

COLLECTIONS

Total \$2,360,553

Jan 2024	\$195,438	12 Mo Avg	\$196,713
Feb 2024	\$195,999		
Mar 2024	\$199,828		
Apr 2024	\$199,563	9 Mo Avg	\$196,588
May 2024	\$196,126		
June 2024	\$195,620		
July 2024	\$196,724	6 Mo Avg	\$196,330
Aug 2024	\$193,326		
Sept 2024	\$194,787		
Oct 2024	\$196,757	3 Mo Avg	\$197,714
Nov 2024	\$197,254		
Dec 2024	\$199,131		



FINANCIAL HIGHLIGHTS

Per owner, insurance was recently renewed at \$176,915, \$90K less than last year. As of June 2024 CapEx totals \$169,270. (see capex summary) Delinquencies as of September 2024 total \$4,490.

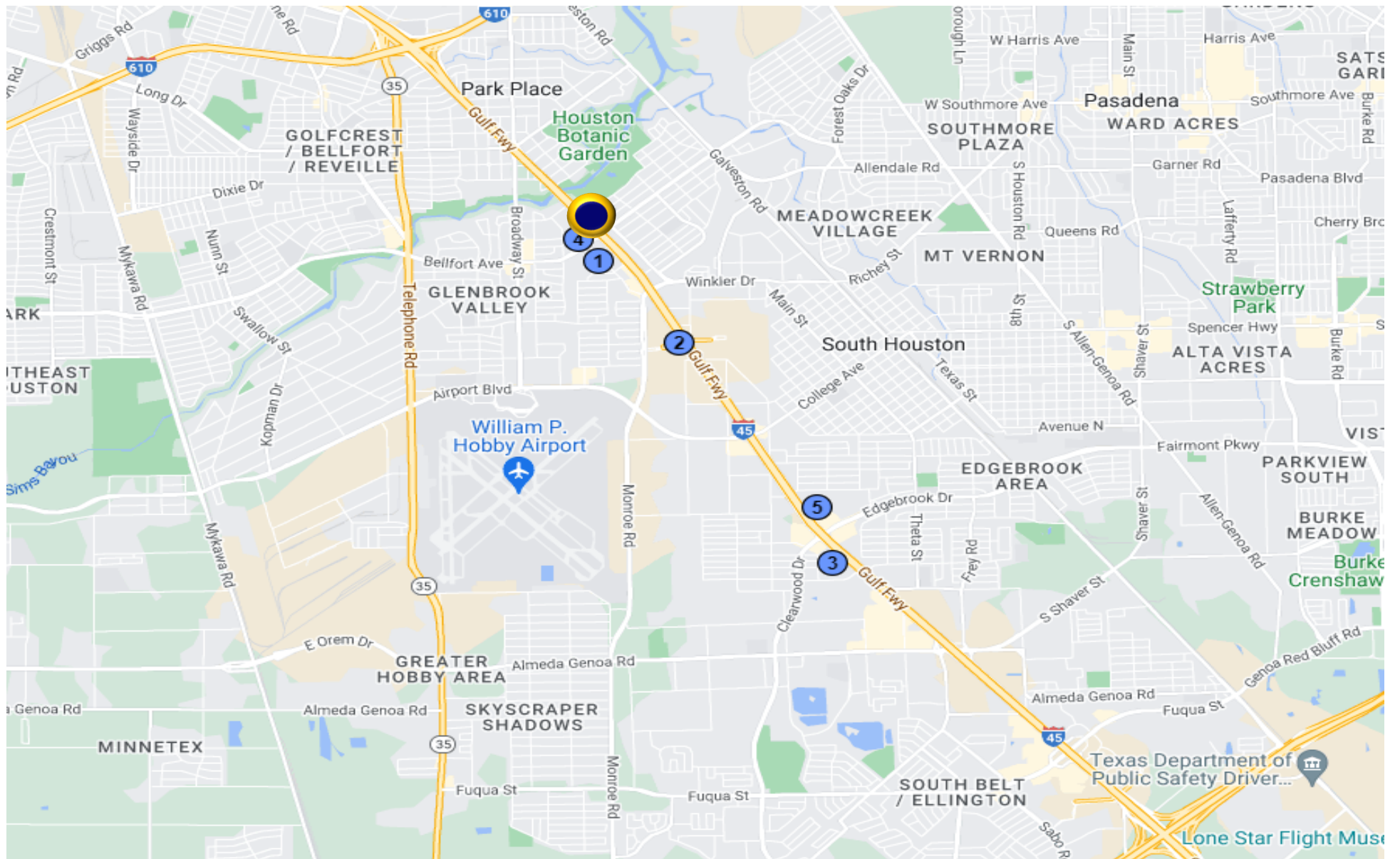
* Building 16 & 18 have gas stoves. Within the last year the property passed their 5-year Gas Test.

Account	Jul 2023 Actual	Aug 2023 Actual	Sep 2023 Actual	Oct 2023 Actual	Nov 2023 Actual	Dec 2023 Actual	Jan 2024 Actual	Feb 2024 Actual	Mar 2024 Actual	Apr 2024 Actual	May 2024 Actual	Jun 2024 Actual	Adjusted Total
INCOME													
8110 Capital Expenses													
8113 Capex Appliances	3,443	1,835	866	2,598	2,263	2,732	596	2,697	974	1,125	1,909	0	21,038
8116 Capex Automatic Gates	24	0	0	0	0	0	48	78	608	0	0	0	758
8119 Capex Boiler	644	0	357	0	11,983	0	996	2,532	-897	1,289	0	0	16,904
8122 Capex Building Exterior Repairs	3,063	1,229	11,270	2,162	0	0	0	0	0	898	0	44	18,666
8125 Capex Building interior repairs	115	756	1,587	1,280	1,504	0	50	1,147	1,666	858	485	0	9,448
8127 Habitability requirements	0	0	0	0	0	13,600	0	0	0	0	0	0	13,600
8128 Capex cameras - surveillance	0	780	0	0	0	0	0	0	0	0	0	0	780
8131 Capex Carpet/flooring	1,448	650	1,596	2,883	3,311	120	2,210	810	785	120	2,536	0	16,469
8134 Capex Doors and hardware	271	0	0	0	9	202	0	541	47	0	1,506	566	3,142
8137 Capex Electrical Replacements	2,046	151	164	0	1,850	0	0	0	18	0	0	0	4,229
8149 Capex Fire Safety Replacements	0	0	259	0	0	0	0	0	0	0	0	0	259
8150 Gutters	291	705	0	0	0	0	0	0	0	0	0	0	996
8151 Capex HVAC	850	6,262	5,122	456	1,756	1,597	861	2,109	1,062	1,803	4,595	837	27,310
8155 Capex - lighting	112	2,127	125	65	252	0	0	390	61	0	779	32	3,943
8164 Capex Plumbing Replacements	1,062	2,672	796	0	544	0	0	0	390	134	0	0	5,598
8165 Capex - Playground	0	410	0	0	0	0	0	0	0	0	0	0	410
8173 Capex Roof repairs	0	0	0	0	900	0	0	1,550	1,100	0	1,200	0	4,750
8176 Capex Stairs repairs/replacements	184	0	0	0	0	0	46	0	0	0	19,000	0	19,230
8177 Toilet replacement	0	317	0	101	0	102	204	0	0	254	107	0	1,085
8183 Capex window replacement	0	0	0	0	0	0	0	0	0	655	0	0	655
TOTAL	13,553	17,894	22,142	9,545	24,372	18,353	5,011	11,854	5,814	7,136	32,117	1,479	169,270

2024 KET RENT COMPARABLE TAX ANALYSIS

Property	Address	Yr Built	Units	Impr Sq.Ft.	Impr Value	Impr Value/Unit	Impr Value/Sq.Ft.
Bellestone Villas	8200 Stone St	1970	60	53,922	\$4,459,877	\$74,331	\$82.71
Casa Grande	8800 Gulf Freeway	1967	62	50,215	\$4,832,366	\$77,941	\$96.23
Del Lago	9800 Hollock St.	1983	159	135,791	\$15,201,156	\$95,605	\$111.95
Reserve at Belfort	7987 Belfort Ave	1955	204	126,362	\$7,188,167	\$35,236	\$56.89
The Redford	1221 Redford	1979	856	702,934	\$78,186,121	\$91,339	\$111.23
8311 Winkler	8311 Winkler	1955	202	153,884	\$12,198,052	\$12,198,052	\$79.27
Averages		1968	257	203,851	\$20,344,290	\$2,095,417	\$89.71

Glenview, 8311 Winkler Dr, Houston, TX 77017











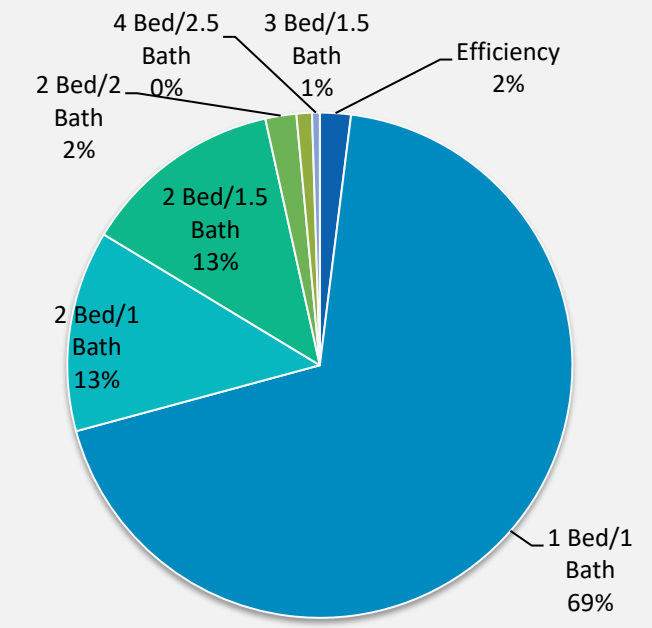
UNIT MIX

Type	No. Units	Sq Ft	Total SqFt	Average Rent	Total Rent	+EWG	Rent/SF
1 Bed/1 Bath	48	585	28,080	\$876	\$42,034	+EW	\$1.50
1 Bed/1 Bath	43	602	25,886	\$920	\$39,550	+EW	\$1.53
1 Bed/1 Bath	48	681	32,688	\$981	\$47,070	+EW	\$1.44
2 Bed/1 Bath	26	829	21,554	\$1,195	\$31,065	+EW	\$1.44
2 Bed/1.5 Bath	26	865	22,490	\$1,192	\$30,993	+EW	\$1.38
2 Bed/2 Bath	4	900	3,600	\$1,216	\$4,865	+EW	\$1.35
3 Bed/1.5 Bath	2	995	1,990	\$1,363	\$2,725	+EW	\$1.37
4 Bed/2.5 Bath	1	1,025	1,025	\$1,425	\$1,425	+EW	\$1.39
Efficiency	4	520	2,080	\$823	\$3,290	+EW	\$1.58

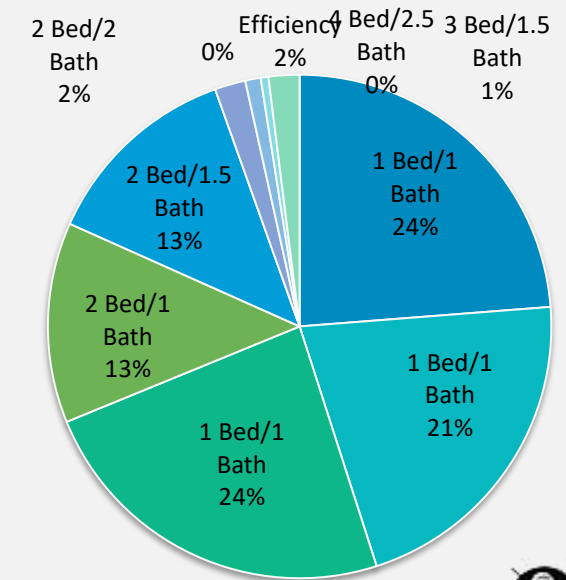
Owner's 1/7/25 Rent Roll	202	778	139,393	\$1,005	\$203,018	+EW	\$1.46
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TOTALS AND AVERAGES	Total Units	Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	+EWG	Average Rent/ SF
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UNITS BY TYPE



UNITS BY SIZE



FLOOR PLANS

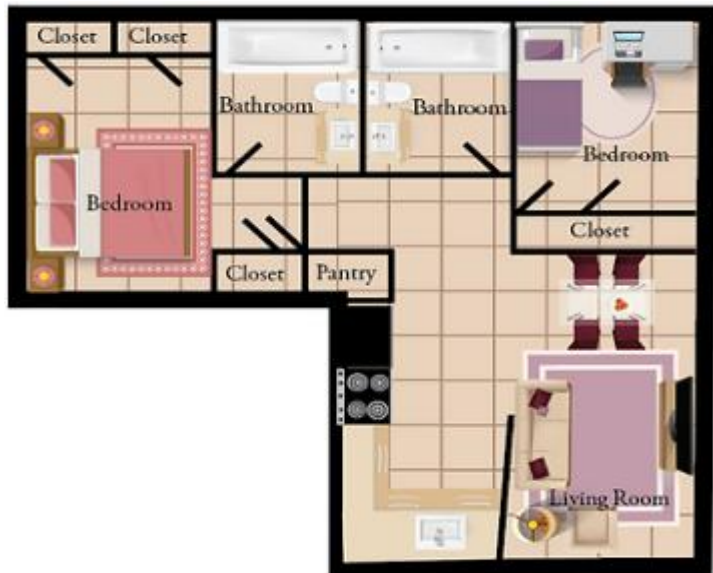


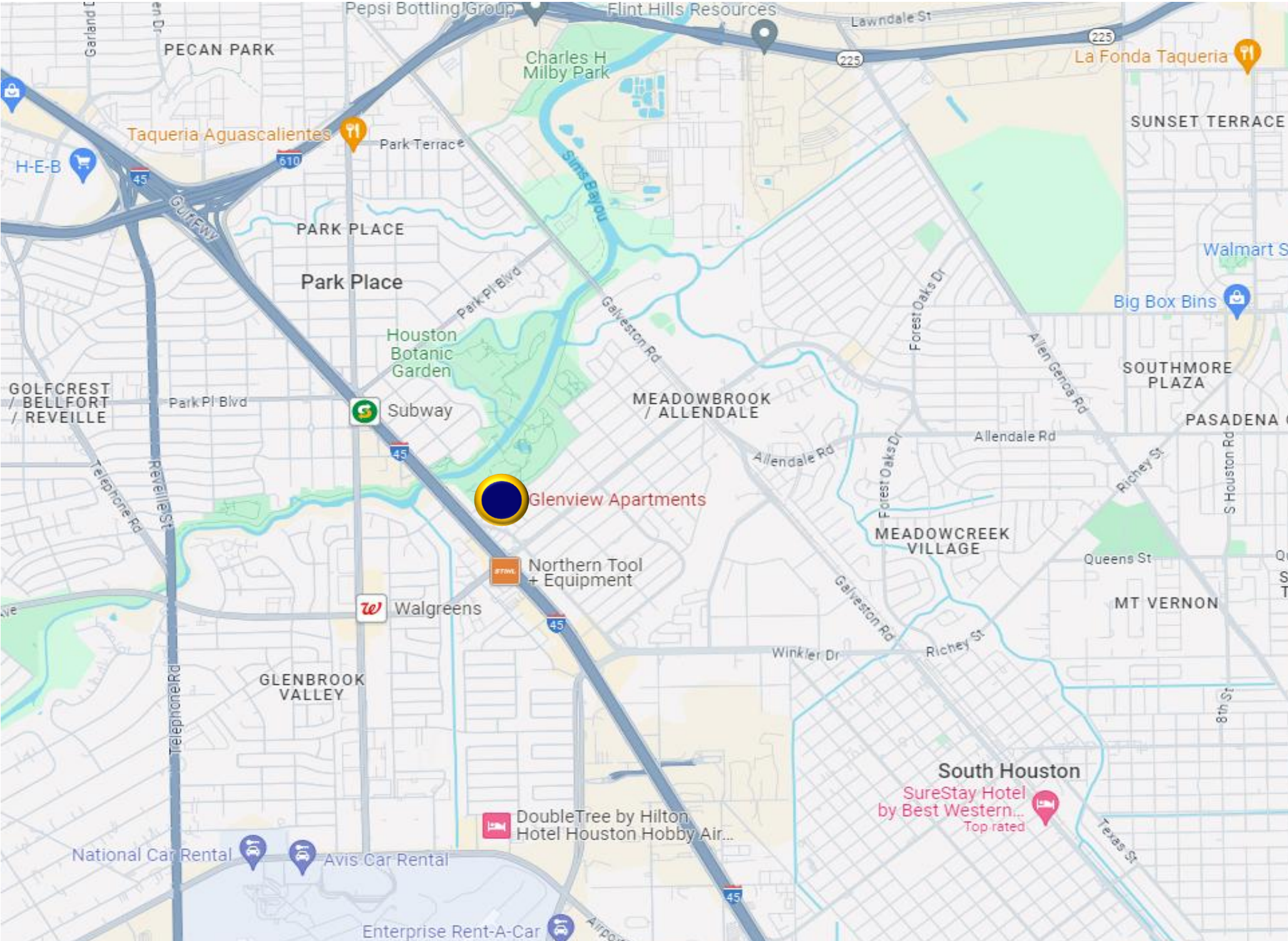
FEATURES & *Amenities*

- Laundry Facilities
- Gated
- Courtyard
- Grill
- High Speed Internet Access
- Air Conditioning
- Heating
- Ceiling Fans
- Smoke Free
- Cable Ready
- Storage Space
- Kitchen
- Oven
- Range
- Refrigerator
- Carpet
- Walk-In Closets
- Balcony
- Playgrounds



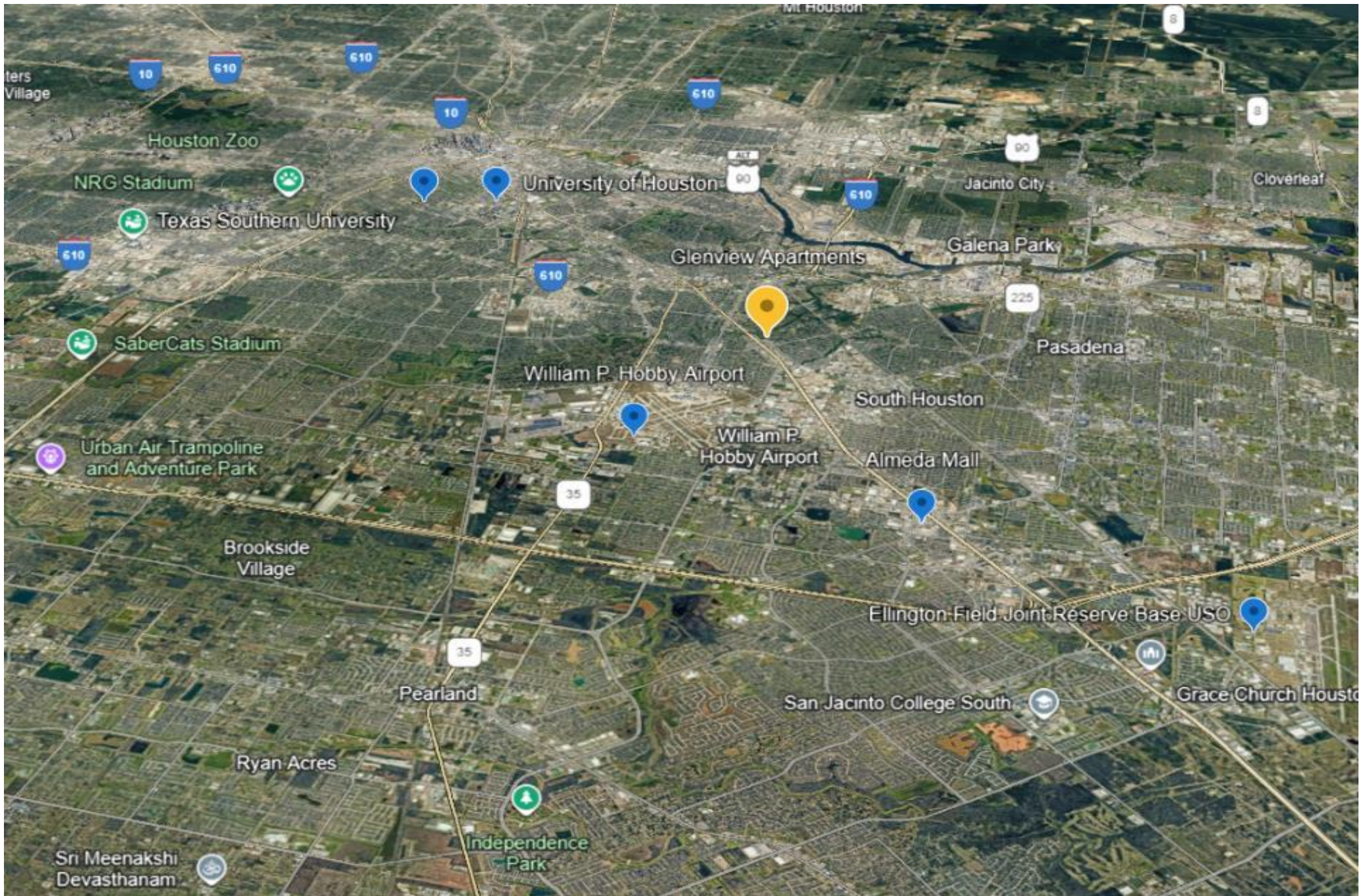
FLOOR PLANS

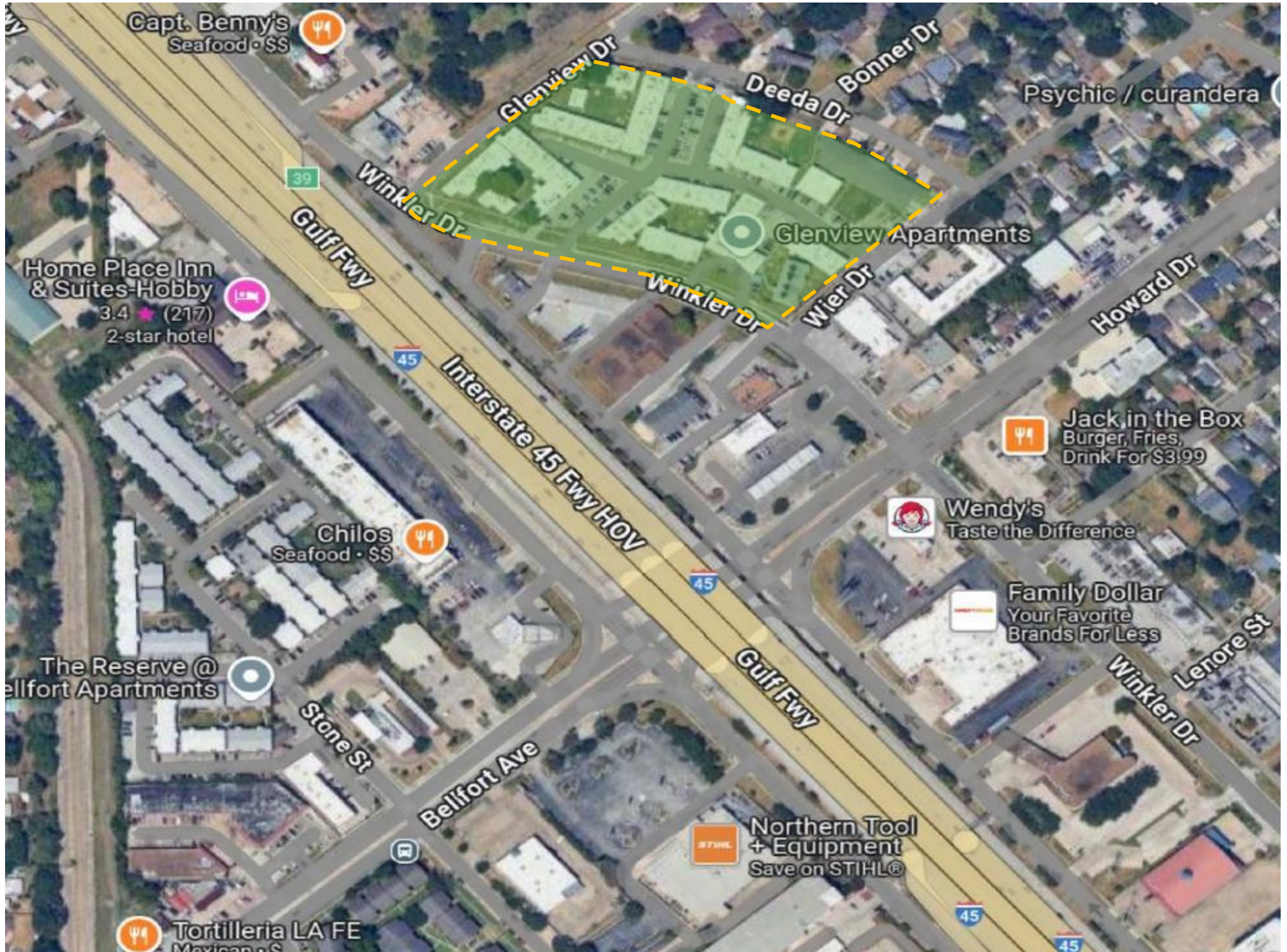





LOCATION OVERVIEW

- Located near the Greater Hobby area of Houston. This mostly blue-collar area sits nearly 14 miles southeast of downtown.
- Residents enjoy more space and lower cost of living than neighborhoods closer to the city, clearing up budgets and schedules.
- The area is within close proximity to Texas Southern University, The University of Houston and William P. Hobby Airport, while downtown Houston is just a 20 minute drive away.
- Major business districts convenient are Hobby Airport, Ellington Field, Downtown Houston, the University of Houston, Texas Southern University and Houston Community College.
- The area has a diverse selection of restaurants that serve everything from bubble tea to Tex-Mex, and shops selling antiques or sporting gear. Greater Hobby also provides plenty of green spaces and recreation space for residents to enjoy without having to venture far from their apartments, such as Blackhawk Park.
- Access to major highways is I-45 and Loop 610.



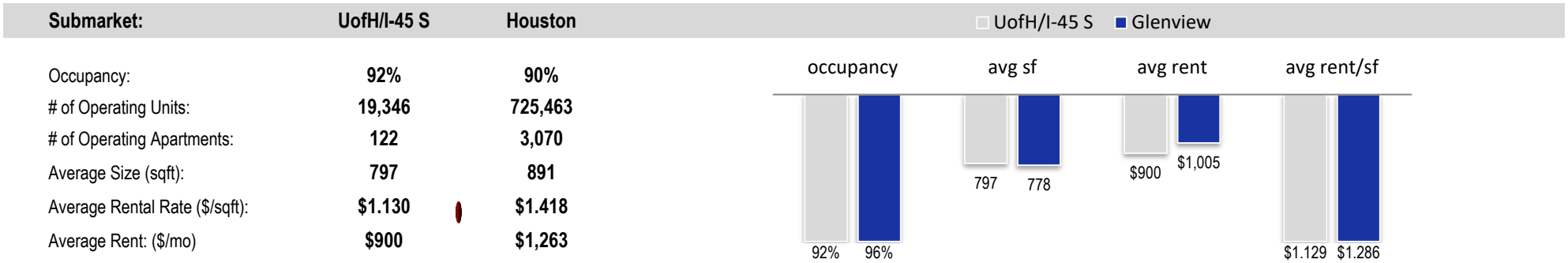


RENT COMPARABLES (2024 MRI Apartment Data)

Property Name	Yr Blt	Rehabbed	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
1 Bellestone Villas 8200 Stone St	1970	2015	97%	60	812	\$1,112	EWG	1.370
2 Casa Grande 8800 Gulf Freeway	1967	N/A	98%	62	730	\$1,190	+E	1.630
3 Del Lago 9800 Hollock St.	1983	2020	90%	159	830	\$1,129	+EWG	1.360
4 Reserve at Bellfort 7987 Bellfort Ave	1955	2019	96%	204	791	\$1,044	+EW	1.321
5 The Redford 1221 Redford	1979	N/A	35%	856	807	\$896	+EWG	1.110
Totals/Averages Comps	1971		83%	268	794	\$1,078		\$1.358
 Glenview 8311 Winkler	1955	2019	96%	202	778	\$1,005	ABP	\$1.286

ABP = all bills paid = \$0.17 (est.)

\$0.17 has been removed from total per/SF to align with properties with utility RUBS



Bellestone Villas



Casa Grande



Del Lago

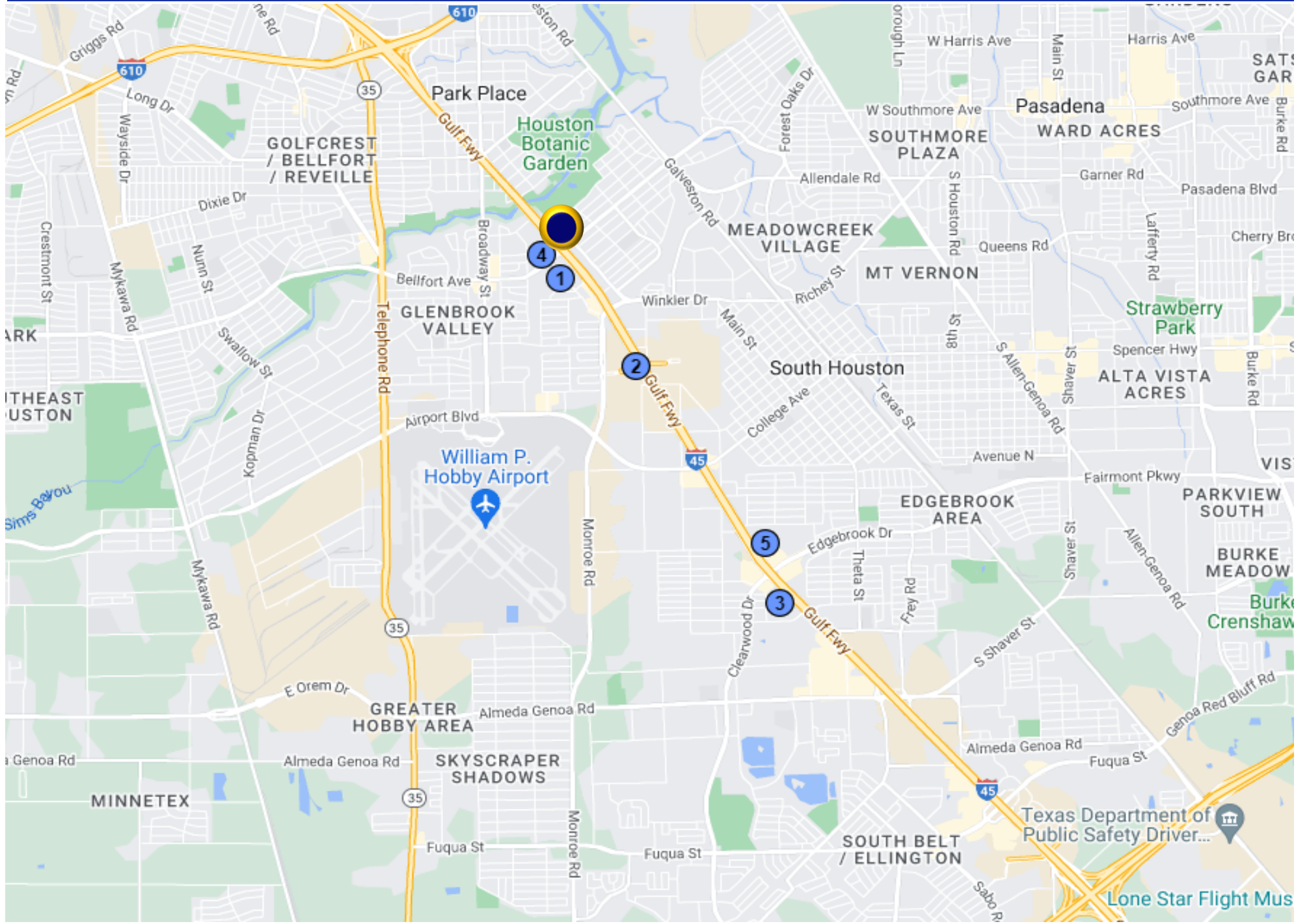


Reserve at Bellfort



The Redford

Glenview, 8311 Winkler Dr, Houston, TX 77017

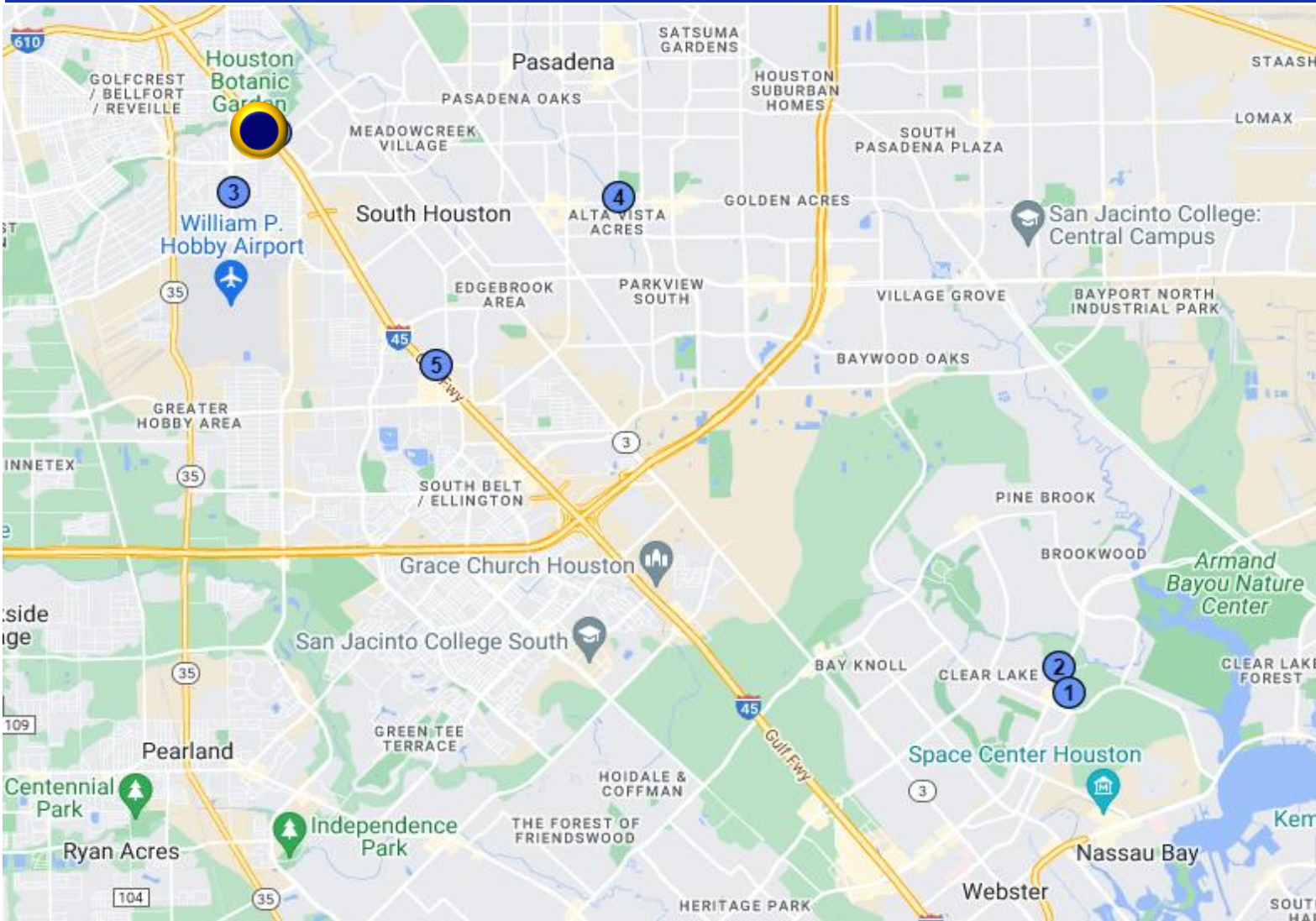


SALES COMPARABLES

	Property Name	Address	Date Sold	Price	Sq. Ft.	Price/Unit	Price/SF	Built	Units
1	Clear Lake	300 Cyberonics	11/1/2023	\$22,200,000	226,704	\$90,984	\$97.93	1979	244
2	Rosemont	2801 Bay Area Blvd	03/03/23	\$65,000,000	681,356	\$83,763	\$95.40	1979	776
3	Plaza at Hobby Airport	8501 Broadway	09/01/21	\$23,000,000	227,848	\$70,122	\$100.94	1975	328
4	Parkside Place	3101 Spencer Hwy	07/01/23	\$27,000,000	275,582	\$84,112	\$97.97	1971	321
5	Del Mar	10909 Gulf Frwy	06/01/22	\$51,480,000	412,356	\$94,632	\$124.84	1978	544

Totals/Averages Comps				\$37,736,000	364,769	\$84,723	\$103.42	1976	443
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 Glenview 8311 Winkler				Market	139,393			1955	202
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Glenview



Clear Lake



Rosemont



Plaza at Hobby Airport



Parkside Place



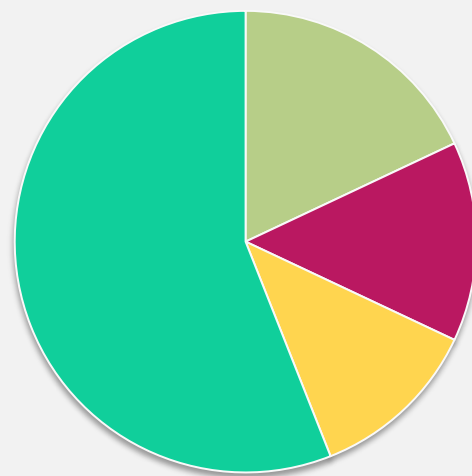
Del Mar

SUMMARY PROFILE

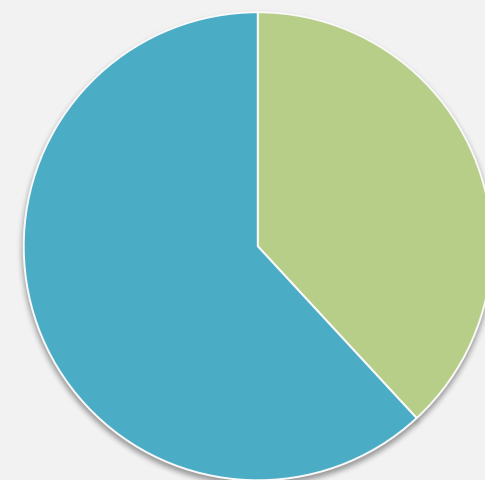
2000-2010 Census, 2021 Estimates with 2026 Projections
 Calculated using Weighted Block Centroid from Block Groups

	1 Mile Radius	2 Mile Radius	3 Mile Radius
Glenview, 8311 Winkler Dr, Houston, TX 77017			
Population			
2023 Estimated Population	23,441	54,753	124,280
2028 Projected Population	26,035	60,521	134,372
2020 Census Population	23,025	53,646	122,917
2010 Census Population	23,036	52,924	120,252
Projected Annual Growth 2023 to 2028	2.2%	2.1%	1.6%
Historical Annual Growth 2010 to 2023	0.1%	0.3%	0.3%
2023 Median Age	31.3	33.1	32.4
Households			
2023 Estimated Households	8,179	18,059	39,368
2028 Projected Households	9,107	20,032	42,678
2020 Census Households	7,945	17,467	38,463
2010 Census Households	7,767	16,733	36,397
Projected Annual Growth 2023 to 2028	2.3%	2.2%	1.7%
Historical Annual Growth 2010 to 2023	0.4%	0.6%	0.6%
Race and Ethnicity			
2023 Estimated White	23.3%	25.9%	25.3%
2023 Estimated Black or African American	22.8%	16.3%	14.5%
2023 Estimated Asian or Pacific Islander	6.2%	5.1%	3.3%
2023 Estimated American Indian or Native Alaskan	1.3%	1.3%	1.3%
2023 Estimated Other Races	46.4%	51.4%	55.6%
2023 Estimated Hispanic	61.9%	69.2%	73.4%
Income			
2023 Estimated Average Household Income	\$70,720	\$70,626	\$71,572
2023 Estimated Median Household Income	\$40,207	\$46,959	\$50,623
2023 Estimated Per Capita Income	\$24,738	\$23,373	\$22,715
Education (Age 25+)			
2023 Estimated Elementary (Grade Level 0 to 8)	21.9%	22.2%	22.3%
2023 Estimated Some High School (Grade Level 9 to 11)	13.1%	12.7%	13.3%
2023 Estimated High School Graduate	31.5%	30.0%	30.1%
2023 Estimated Some College	13.6%	14.5%	15.4%
2023 Estimated Associates Degree Only	4.1%	4.3%	4.8%
2023 Estimated Bachelors Degree Only	11.4%	11.0%	9.5%
2023 Estimated Graduate Degree	4.5%	5.2%	4.5%
Business			
2023 Estimated Total Businesses	625	2,321	4,453
2023 Estimated Total Employees	4,498	25,995	44,841
2023 Estimated Employee Population per Business	7.2	11.2	10.1
2023 Estimated Residential Population per Business	37.5	23.6	27.9

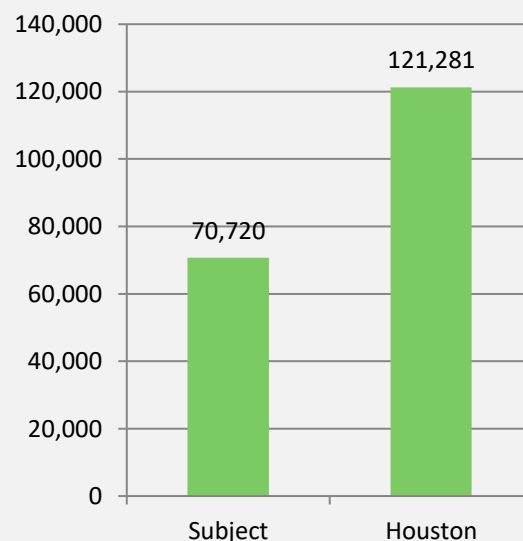
1 Mile Radius

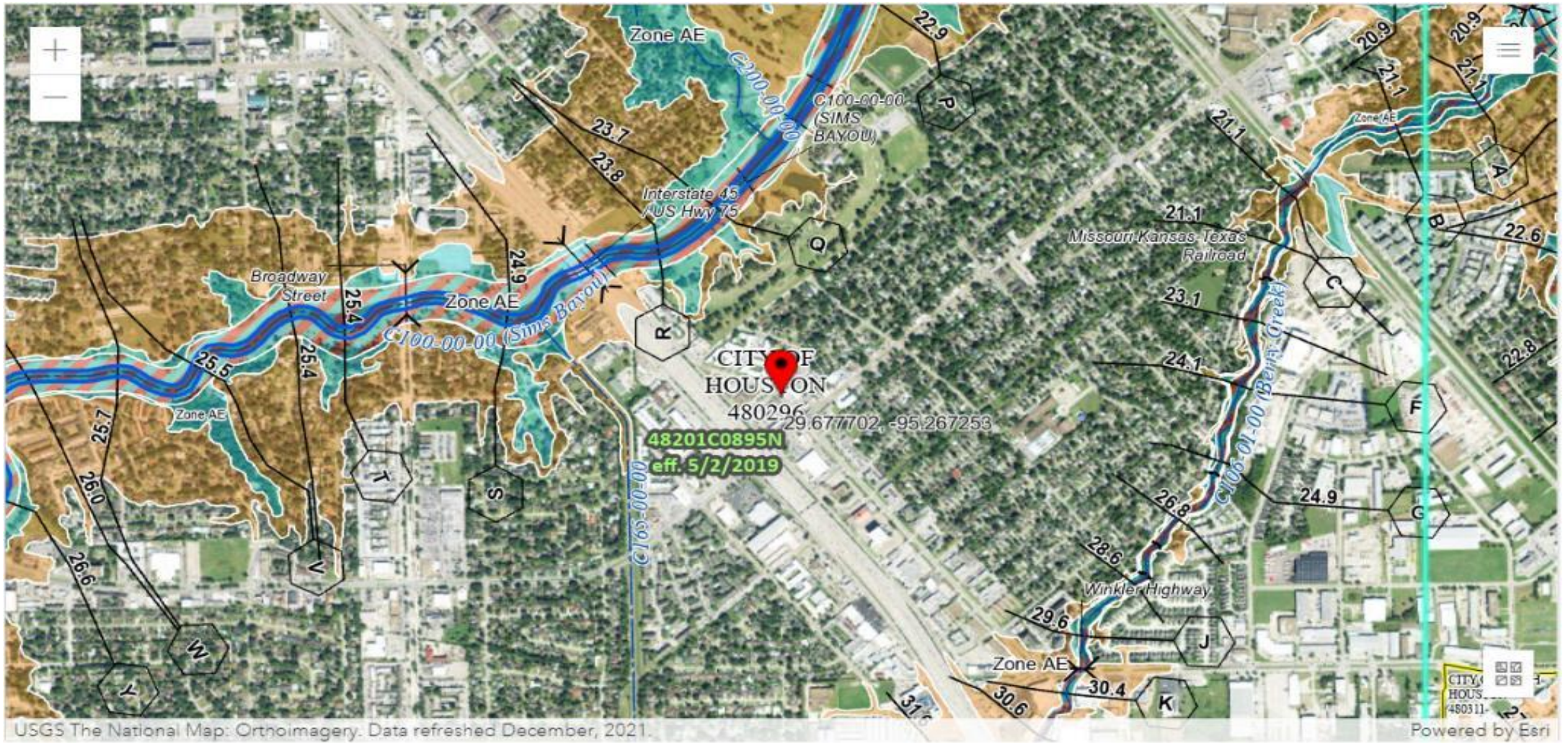


White Black Other Hispanic



Non-Hispanic Hispanic





USGS The National Map: Orthoimagery. Data refreshed December, 2021.

Powered by Esri

- PIN**
 - Approximate location based on user input and does not represent an authoritative property location
- MAP PANELS**
 - Selected FloodMap Boundary
 - Digital Data Available
 - No Digital Data Available
 - Unmapped
 - Area of Minimal Flood Hazard Zone X
 - Effective LOMRs
 - Area of Undetermined Flood Hazard Zone D
 - Otherwise Protected Area
 - Coastal Barrier Resource System Area

- SPECIAL FLOOD HAZARD AREAS**
 - Without Base Flood Elevation (BFE) Zone A, V, A99
 - With BFE or Depth
 - Regulatory Floodway Zone AE, AG, AH, VE, AR
- OTHER AREAS OF FLOOD HAZARD**
 - 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

- Cross Sections with 1% Annual Chance Water Surface Elevation**
 - 20.2
 - 17.8
- OTHER FEATURES**
 - Coastal Transect
 - Base Flood Elevation Line (BFE)
 - Limit of Study
 - Jurisdiction Boundary
 - Coastal Transect Baseline
 - Profile Baseline
 - Hydrographic Feature
- GENERAL STRUCTURES**
 - Channel, Culvert, or Storm Sewer
 - Levee, Dike, or Floodwall

HOUSTON 2024

A photograph of the Houston skyline at dusk, featuring numerous skyscrapers and buildings illuminated against a blue and orange sky. In the foreground, there are green trees and a park area. A blue diagonal graphic element is overlaid on the bottom right corner.

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.



Growth will slow in '24, but that's only because we've watched Houston sprint through the last three years. The region needs time to catch its breath 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.

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

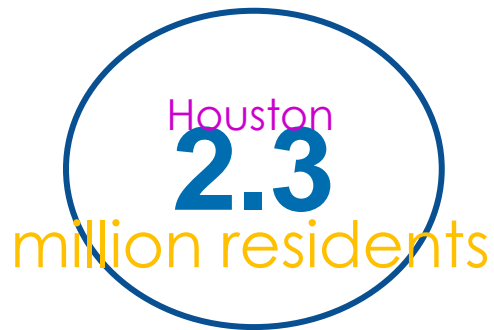
HOUSTON

quick facts

4th
Largest
U.S. City

140,000
Residents Added
in 2023

102,900 vs 70,100
Jobs Created vs Jobs Projected
in 2023 for 2023



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

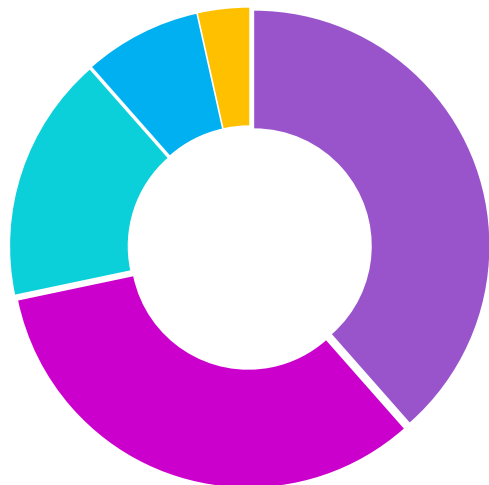
Metro Houston has the **THIRD LARGEST** number of **FORTUNE 500 COMPANIES** in the nation

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

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



- 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

Source: U.S. Census Bureau, 2022 American Community

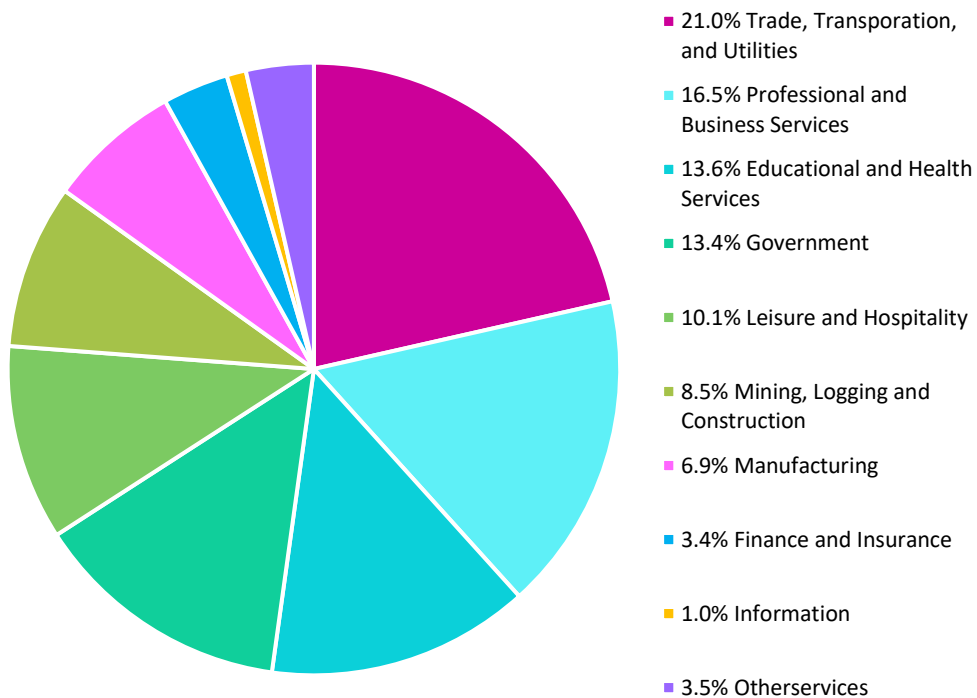
Source: Greater Houston Partnership 2024

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.

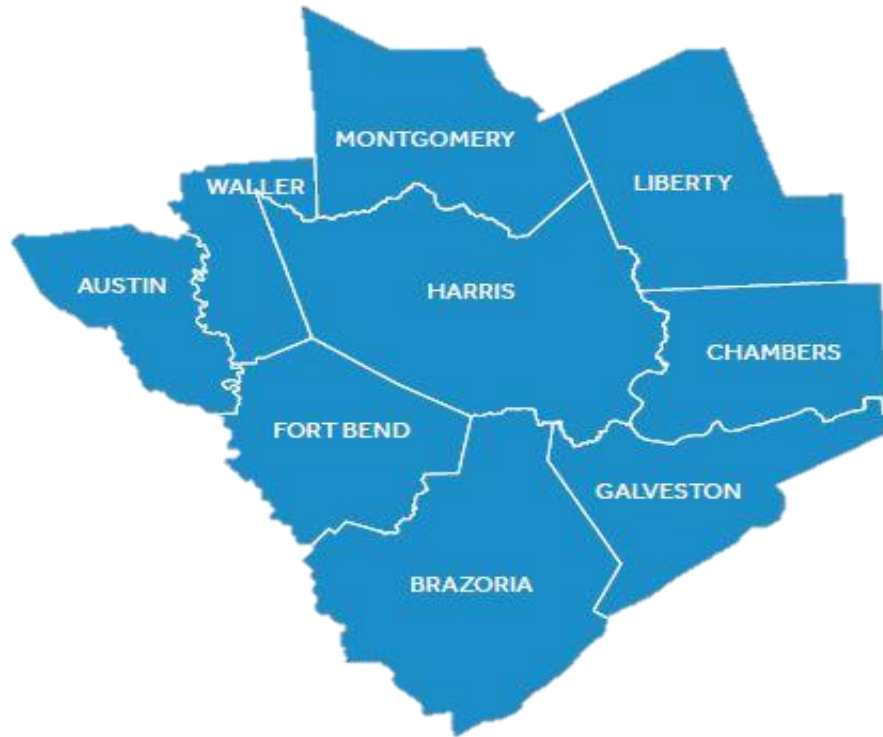
The Houston - The Woodlands - Sugar Land Metropolitan Statistical Area (MSA)

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.]

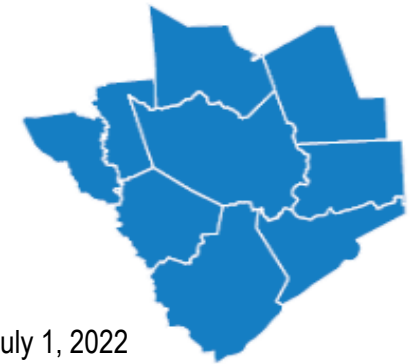


REGION IN PERSPECTIVE

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

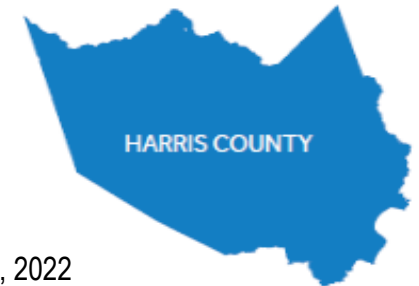


Population



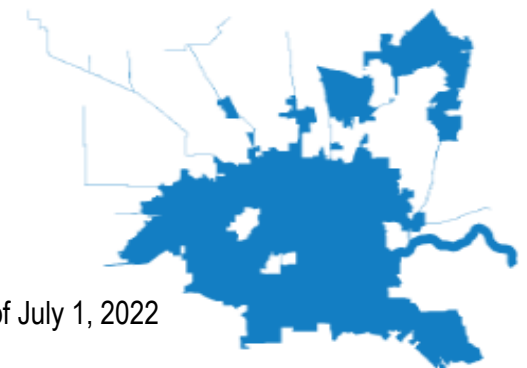
7,340,118

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.



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.

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