

# Townhomes for Sale

Audrey Lane Townhomes | 353-391 Audrey Ln | Houston, TX 77015

•		•	•
OVERVIEV	V	PRICIN	IG .
Total Units:	19	Pricing	Market
Avg Mkt Rent/Unit:	\$1,325	Price Per Unit	
Avg Mkt Rent/SF:	\$1.02	Price Per Sq. Ft.	
Avg Unit SF:	1,294	Stabilized NOI	\$170,554
Date Built:	1980		
Date Renovated:	2024		
Total SF:	24,588		
Total Acreage:	1.19		
Occupancy:	<b>79%</b>		
Class:	B-		
Terms:	All Cash		
	INIVESTMEN	IT LICUI ICUTS	

#### INVESTMENT HIGHLIGHTS

- ♦ Available on a new loan or all cash
- ◆ Seller has completed interior renovations in 14 units
- ♦ Seller completed exterior renovations and replaced the roofs in 2024
  - ◆ Estimated cost to complete renovations is approximately \$50K
  - ♦ Located in the I-10 East/Woodforest/Channelview submarket
  - ◆ Ample employment in the nearby petro-chemical industries
    - ♦ Blue-collar profile



## FOR INFORMATION PLEASE CONTACT

## **TOM WILKINSON**

Broker/Vice President twilk4@ketent.com 713-355-4646 ext 102



## KET ENTERPRISES INCORPORATED

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

							du a la Camard	
Financial Information			Proposed Lo	an Parameters		Opera	ting Information	
Pricing	Market		New Loan @ 65% of Value			Est Mkt Rent (Apr-25)	\$25,175	
rice Per Unit			Amortization (months)	360		3 Mo Avg	\$20,655	
rice Per Sq. Ft.			Debt Service			Physical Occ (Apr-25)	79%	
tabilized NOI	\$170,554		Monthly I.O.			Est Ins per Unit per Yr	\$795	
			Interest Rate	5.75%			y Tax Information	
			Date Due	10 Years		2024 Tax Rate/\$100	2.145467	
			Est Res for Repl/Unit/Yr	\$300		2024 Tax Assessment	\$1,734,557	
			Yield Maintenance	Yes		Est 2024 Taxes Est Future Tax Assess	\$37,214	
			Transfer Fee	1%+app+legal		Est Future Tax Assess Est Future Taxes	ment \$1,835,000 \$39,369	
			Interest Or	aly for 3 years		Lot rature raxes	<b>403,003</b>	
Current Street Rent with a 7% Increase	323,247	\$26,937 / Mo						
stimated Gross Scheduled Income	323,247	\$26,937 / Mo	Number of Units	19				
stimated Loss to Lease (2% of Total Street Rent)	(6,465)	2%	Avg Unit Size	1294	There isn't an of	fficial HOA board in place, but th	nere are 2 other units in the complex	1
stimated Vacancy (5% of Total Street Rent)	(16,162)	5%	711 g Cilii Cili		owed by differen	t individuals. The common expe	enses such as trash, water, gas, and	d
stimated Concessions and Other Rental Losses (2% of Total Stree	(6,465)	2%	Net Rentable Area	24,588	landscaping are e	essentially shared with this other	r 2 owners. The new owner bills each	ch
estimated Utilities Income (after implementing RUBS)					of the	em \$175 a month to cover their	ournous or trie expenses.	
Estimated Other Income (association fees)	10,000	\$526 / Unit / Yr	Land Area (Acres)	1.19				
Estimated Other Income (association lees)	4,200	\$221 / Unit / Yr	Units per Acre	15.966				
ESTIMATED TOTAL PRO-FORMA INCOME	308,355 308,355	\$25,696 / Mo						
		MODIFIED ACTUA	LS			PRO-FORM	1A	
		40.00.00						
8 Month Average Income		\$247,864				\$308,355		
EXPENSE	MODIFIED ACT	UAL EXPENSES	Apr '24 thru Mar '25		MODIFIED EXPENSES			
Fixed Expenses		Fixed Expense	S			Fixed Exper	nses	
axes	\$33,353	\$1,755 per Unit	3/25 Trailing Operating Statement		\$39,369	\$2,072 per Unit	2024 Tax Rate & Future Assessmen	nt
nsurance	\$15,101	\$795 per Unit			\$18,121	\$954 per Unit	Estimated	
Total Fixed Expense			\$48,454 \$2,550 per Unit				\$57,491 \$3,026 per Unit	
Jtilities		Utilities				Utilities		
Electricity	\$0	\$ per Unit			\$0	\$ per Unit		
Vater/Sewer/Drainage	\$5,402	\$284 per Unit			\$13,500	\$711 per Unit		
Vater Treatment	\$0	\$ per Unit			\$0	\$ per Unit		
rash	\$0	\$ per Unit			\$0	\$ per Unit		
Sas	\$5,612	\$295 per Unit			\$8,000	\$421 per Unit		
Cable/Internet	\$0	\$ per Unit			\$0	\$ per Unit		
Itility Billing Fees	\$0	\$ per Unit			\$0	\$ per Unit		
otal Utilities			\$11,014				\$21,500	
			\$580 per Unit				\$1,132 per Unit	
Other Expenses	-	Other Expense	s			Other Expe	nses	
General & Admin & Marketing	\$0	\$ per Unit			\$5,700	\$300 per Unit		
Repairs & Maintenance abor Costs	\$0 ©0	\$ per Unit			\$9,500	\$500 per Unit		
	\$0 \$0.050	\$ per Unit			\$0	\$ per Unit		
Contract Services	\$8,258	\$435 per Unit			\$8,258	\$435 per Unit		
Management Fees	\$0	0.00%	\$ per Unit		\$27,752	9.00%	\$1,461 per Unit	
otal Other Expense			\$8,258	\$435 per Unit			\$51,210	\$2,695 per U
otal Operating Expense			\$67,726	\$3,565 per Unit	lower than n	ormal	\$130,200	\$6,853 per U
eserve for Replacement			\$7,600	\$400 per Unit			\$7,600	\$400 per Uni
Total Expense			\$75,326				\$137,800	
Net Operating Income			\$172,538				\$170,554	
sking Price			Market	As Is			Market	All In
Cap Rate Proposed Debt								
equity								
Estimated Debt Service Cash Flow Cash on Cash			172,538				170,554	

NOTES: ACTUALS: Income and Expenses Apr '24 thru Mar '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 9.% of Gross Income, Other expenses are Estimated for the Pro Forma.

# Audrey Lane Townhomes

The Audrey Lane Townhomes is located in the Cloverleaf neighborhood in Houston, Texas in the I-10 East sub-market. The property consists of 2 total buildings and consists of 24,624 square feet of net rentable area and is located within a townhome development with a total of 21 units. The property's 19 units have historically operated as an income producing multi-family property. The newly renovated units features a modern, sleek design with updated amenities such as stainless steel appliances, an in-unit washer and dryer, and a private garage.

The current owner purchased the property in 2024, replaced the roofs and exterior, and has renovated the interior of each unit as they became vacant (14 completed). As of the appraisal date, two of the vacant units were almost completed and move-in ready and three of the units were under renovation. According to the owner, approximately \$35,000 in construction costs remain until all the units are move-in ready. When taking the remaining construction cost and adding a 25% entrepreneurial profit the remaining cost to complete is \$43,750 – rounded to \$50,000

Cloverleaf sits just 13 miles east of Houston and is home to a classic suburban layout and family-friendly amenities. The neighborhood and its neat grid are framed by Sam Houston Tollway to the east and Interstate 10 to the south, making it a top spot for the commuting crowd. Families love the area for its highly rated schools and well-maintained parks. Most of the area's shops and restaurants can be found along the highway or Uvalde Road, and there are plenty of grocers on Freeport Street. Students will love Cloverleaf due to its proximity to San Jacinto College North Campus and affordable apartment rentals. Downtown Houston is just a 20-minute drive away thanks to all the nearby thoroughfares.

There isn't an official HOA board in place, but there are 2 other units in the complex owed by different individuals. The common expenses such as trash, water, gas, and landscaping are essentially shared with this other 2 owners. The new owner bills each of them \$175 a month to cover their portions of the expenses.



**19** units



1980 year built



2024



79% occupancy

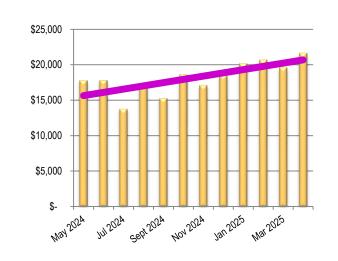




	PROPER	TY INFORMATION		EXISTING N	MORTGAGE	TAXING AUTHORITY - HARF	RIS COUNTY
Age:	1980	# of Stories:	2	Mortgage Balance	unknown	Account No: Multip	le
Rehabbed:	2024	Buildings:	2	Amortization		Galena Park ISD	\$1.171910
		Units/Acre	15.97	P&I		Harris County	\$0.385290
Elec Meter:	Indiv	Open Parking:	Yes	Туре		Harris County Flood Control	\$0.048970
A/C Type:	HVAC	Covered Parking:	Yes	Assumable		Port of Houston Authority	\$0.006150
Water:	Indiv	Carport Parking:	Yes	Monthly Escrow		Harris County Hospital District	\$0.163480
Gas:	N/A			Origination Date		Harris County Education Dept	\$0.004799
EWG:		Construction Quality:	В	Due Date		San Jacinto Community College	\$0.154868
		Submarket:	I-10 East	Interest Rate		HC FWSD 51	\$0.130000
Wiring:	Copper					HC Emerg Service District 12	\$0.050000
Roof:	Pitched	Concessions:	Current leasing	Yield Maintenance		HC Emerg Service District 6	\$0.030000
Materials:	Brick/Wood		concessions	Transfer Fee		2024 Tax Rate/\$100	\$2.145467
Paving:	Concrete		include 2 months			2024 Tax Assessment	\$1,734,557
Resident pays for E(E	lec); W(Water);G(Gas)		free			HCAD Improvement Sq.Ft.	24,588

## COLLECTIONS

		30222311		
Total Income	\$ 218,033			
May 2024	\$ 17,775	12 Mo Avg	\$	18,169
Jun 2024	\$ 17,789	12 1110 AVg	Ψ	10,100
Jul 2024	\$ 13,739			
Aug 2024	\$ 17,139	9 Mo Avg	\$	18,748
Sept 2024	\$ 15,250			
Oct 2024	\$ 18,610			
Nov 2024	\$ 17,100	6 Mo Avg	\$	19,622
Dec 2024	\$ 18,490			
Jan 2025	\$ 20,175			
Feb 2025	\$ 20,689	3 Mo Avg	\$	20,655
Mar 2025	\$ 19,636			
Apr 2025	\$ 21,641			



## FINANCIAL HIGHLIGHTS

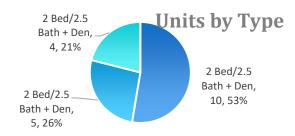


UNIT MIX									
Floorplan	Туре	No. Units	Sq Ft	Total SqFt	Market Rent	Total Rent	+EWG	Rent/SF	
Townhome	2 Bed/2.5 Bath + Den	1	1,360	1,360	\$1,450	\$1,450	+E	\$1.05	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,400	\$1,400	+E	\$0.96	
Townhome	2 Bed/2.5 Bath + Den	1	1,260	1,260	\$1,500	\$1,500	+E	\$1.02	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,400	\$1,400	+E	\$0.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,100	\$1,100	+E	\$1.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,100	\$1,100	+E	\$2.98	
Townhome	2 Bed/1 Bath + Den	1	1,224	1,224	\$1,375	\$1,375	+E	\$3.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,400	\$1,400	+E	\$4.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,400	\$1,400	+E	\$5.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,100	\$1,100	+E	\$6.98	
Townhome	3 Bed/2.5 Bath + Den	1	1,496	1,496	\$1,600	\$1,600	+E	\$7.98	
Townhome	3 Bed/2.5 Bath + Den	1	1,496	1,496	\$1,300	\$1,300	+E	\$8.98	
Townhome	3 Bed/2.5 Bath + Den	1	1,496	1,496	\$1,300	\$1,300	+E	\$9.98	
Townhome	3 Bed/2.5 Bath + Den	1	1,496	1,496	\$1,600	\$1,600	+E	\$10.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,400	\$1,400	+E	\$11.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,260	1,260	\$1,100	\$1,100	+E	\$12.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,260	1,260	\$1,450	\$1,450	+E	\$13.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,100	\$1,100	+E	\$14.98	
Townhome	2 Bed/2.5 Bath + Den	1	1,224	1,224	\$1,100	\$1,100	+E	\$15.98	

Owner's 5/25 Rent Roll	19	1,294	24,588	\$1,325	\$25,175	+E	\$1.02
TOTALS AND AVERAGES	Total Units	Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	+EWG	Average Rent/ SF













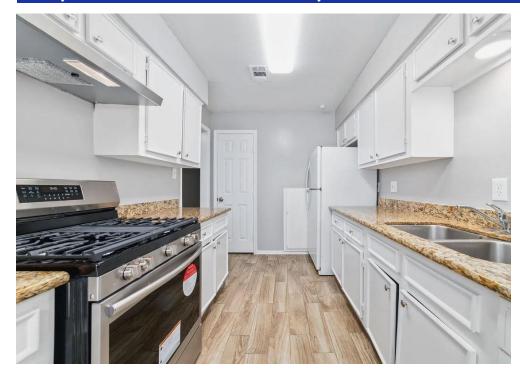
- ✓ Air Conditioning/Heating
- ✓ Washers/Dryers
- ✓ Washer/Dryer Connections
- ✓ Range
- ✓ Oven
- ✓ Refrigerator
- ✓ Tile Floors
- ✓ Hardwood Floors
- ✓ Storage Space
- ✓ Tub/Shower
- ✓ Newly Renovated Units
- ✓ Permiter Fencing
- ✓ Gated Community
- ✓ Carports







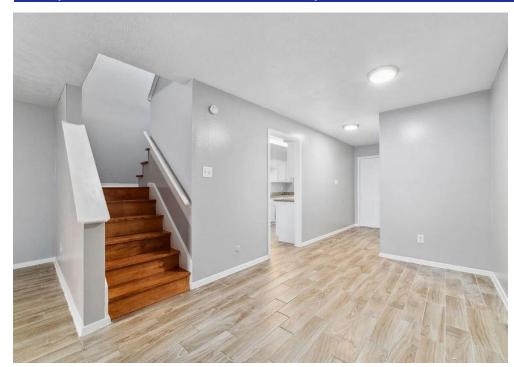








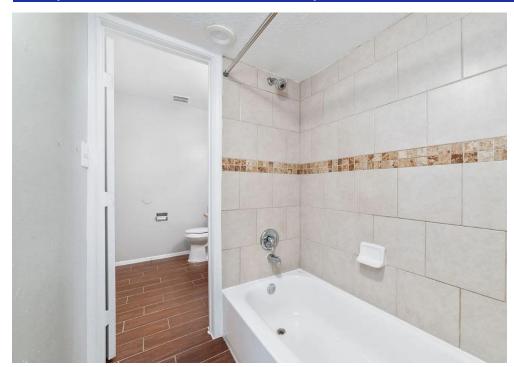














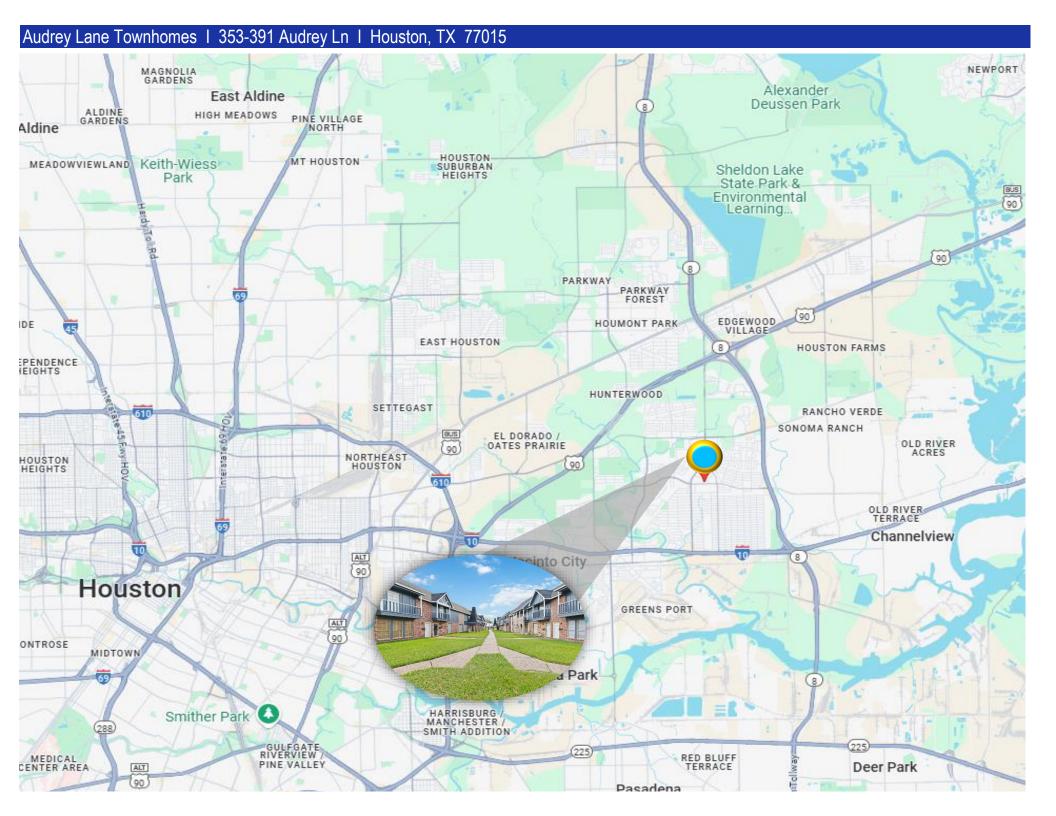


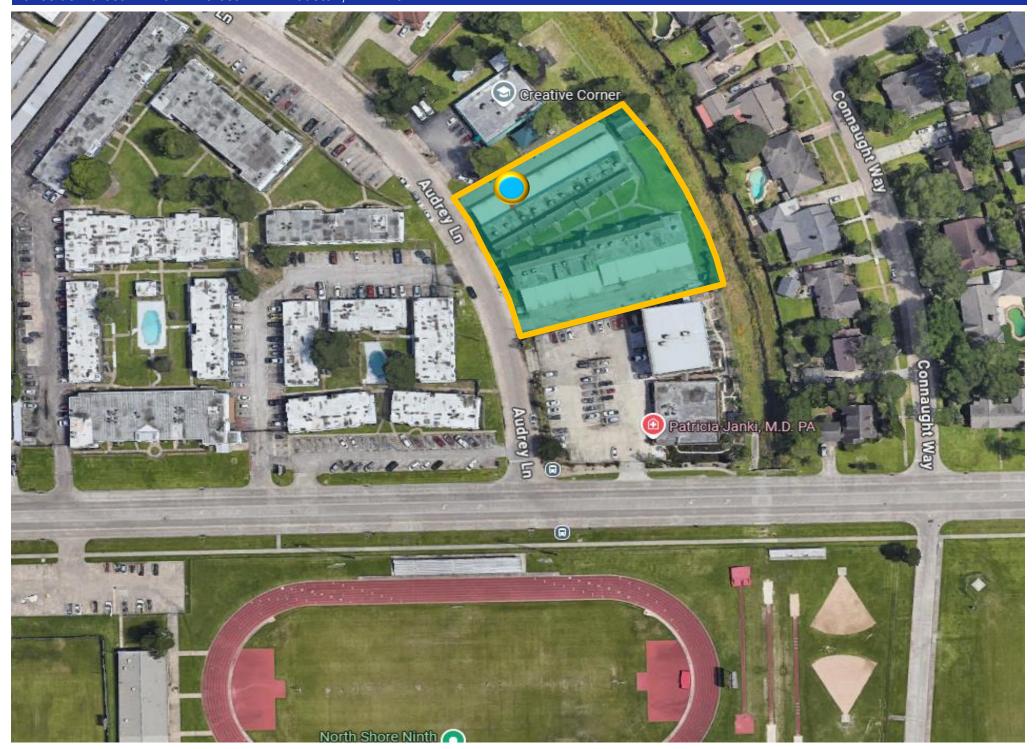


# LOCATION

- Cloverleaf sits just 13 miles east of Houston and is home to a classic suburban layout and family-friendly amenities. The neighborhood and its neat grid are framed by Sam Houston Tollway to the east and Interstate 10 to the south, making it a top spot for the commuting crowd. Families love the area for its highly rated schools and well-maintained parks.
- Most of the area's shops and restaurants can be found along the highway or Uvalde Road, and there are plenty of grocers on Freeport Street. Students will love Cloverleaf due to its proximity to San Jacinto College North Campus and affordable apartment rentals. Downtown Houston is just a 20-minute drive away thanks to all the nearby thoroughfares.

















The Selena

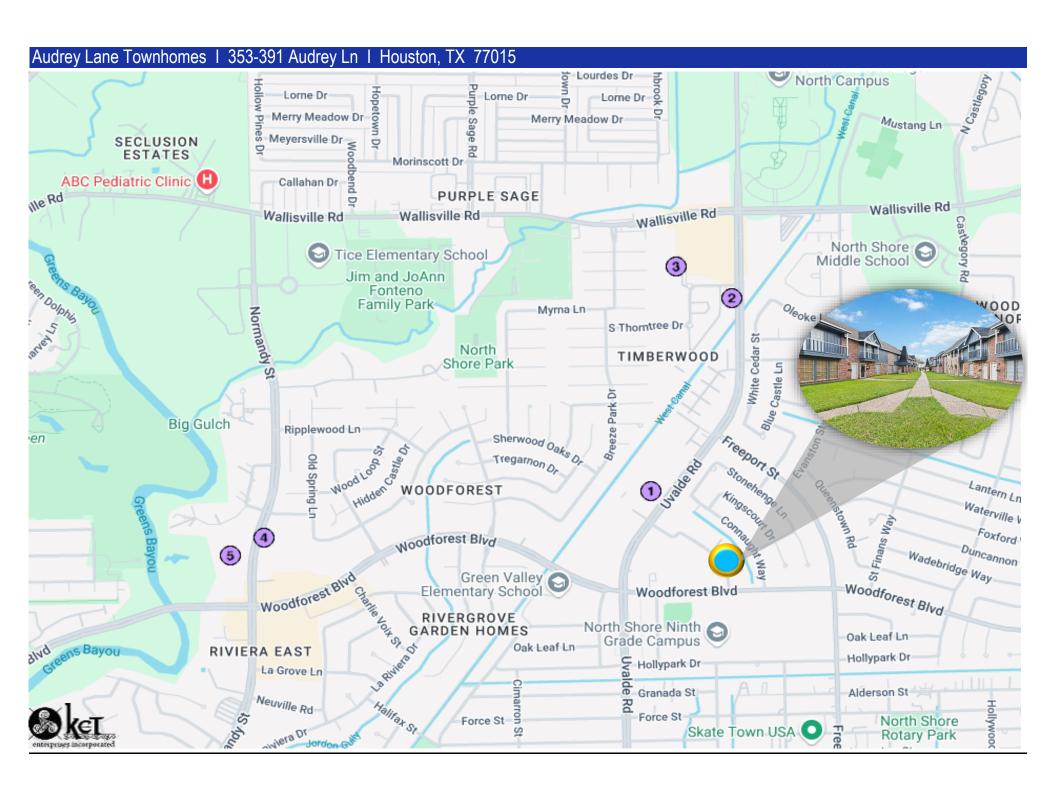
Pines of Woodforest

Thorntree

Chateaux Normandie Riverwalk Apartments

Property Name	Yr Blt	Rehabbed	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
The Selena 250 Uvalde Rd.	1976	2021	94%	435	923	\$975	EW	1.056
Pines of Woodforest 90 Uvalde Rd.	1981	N/A	100%	266	824	\$1,057	EW	1.282
Thorntree 13503 N Thorntree Dr.	1979	N/A	96%	224	756	\$1,118	EW	1.479
4 Chateaux Normandie 333 Normandy St.	2001	N/A	92%	123	1139	\$1,310	EW	1.150
5 Riverwalk Apartments 450 Normandy St.	1984	2012	100%	104	971	\$1,234	EW	1.271
*Resident Pays E(Electric), W(Water),	G(Gas)							
Totals/Averages Comps	1984		96%	230	923	\$1,151		\$1.248
Audrey Lane TH 353 Audrey Lane	1980	2024	79%	19	1,294	\$1,325	+E	\$1.024

Submarket:	I-10 East	Houston					
Occupancy:	87%	89%		■ avg rent ■ av	g sf		occupancy
# of Operating Units:	13,704	774,105		1 1	1 1		
# of Operating Communities:	211	3,262	Submarket		\$1,097	Submarket	879
Average Size (sqft):	844	895			844	Submarket	
Average Rental Rate (\$/sqft):	\$1.300	\$1.430	Audrey Lane TH		\$1	,325 Audroy Lano TH	79%
Average Rent: (\$/mo)	\$1,097	\$1,275	Addrey Lane III		129	Audrey Lane TH	/9%
				0 500	1000 15	00 7	'0% 75% 80% 85% 90°



# HOUSTON METRO OVERVIEW HOUSTON?

# HOUSTON

Houston, 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.

7.5 million people live in the ten-county Houston-Pasadena-The Woodlands MSA. The City of Houston has 2.3 million residents, the fourth most in the U.S. Nearly 1 in 4 Houstonians are foreign-born.

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.



Metro Houston is forecast to add 71,200 jobs next year and finish 2025 with over 3.5 million full-time jobs according to the Greater Houston Partnership's (GHP) annual Houston Region Economic Outlook released in December. Health care and construction industries are expected to advance the farthest, while professional and technical services, government, and restaurant and bars are also expected to realize significant gains.

- Metro Houston has the THIRD LARGEST number of FORTUNE 500
  COMPANIES in the nation
- If Houston were a country, it would rank as the 24th LARGEST ECONOMY IN THE WORLD, exceeding Belgium's and Sweden's Gross Domestic Product
- ✓ Houston's TEXAS MEDICAL

  CENTER is the WORLD'S

  LARGEST medical complex
- ✓ Houston is home to more than 9,100 TECHRELATED FIRMS including more than
  1,000 venture backed startups

Source: U.S. Census Bureau, 2022 American Community Survey & The Greater Houston Partnership 2025

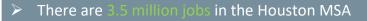
# HOUSTON quick facts



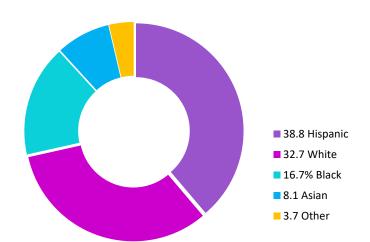




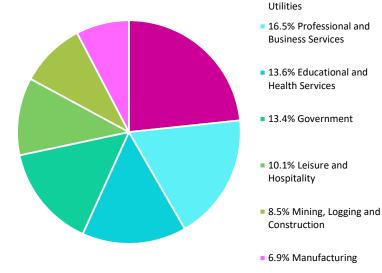
21.0% Trade, Transporation, and



- 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.







- 23 Fortune 500 Headquarters
- 44 Fortune 1,000 Headquarters
- Report Fortune Global 500
- 29 Forbes Global 2,000
- **94** Inc. 1,000
- 4 Fortune 100 Best Companies to Work For

# HOUSTON quick facts

## Area

The 10-county Houston-Pasadena-The Woodlands Metropolitan Statistical Area (MSA) covers 8,838 square land miles. If the MSA were a state, it would rank as the 47th largest, behind Vermont, New Hampshire, but ahead of New Jersey, Connecticut, Delaware, and Rhode Island.

Harris County covers 1,707 square miles, enough space to fit the cities of Austin, Boston, Chicago, New York City, and Seattle with room still to spare.

At 665 square miles, the **City of Houston** is larger in area than the cities of Chicago, Dallas, Los Angeles, New York, Phoenix and San Diego.

## Economy

If the MSA were an independent nation, it would rank as the world's 24th largest economy, behind Poland (\$688.3 Billion) and Argentina (\$632.2 Billion) but ahead of Sweden (\$585.9 Billion) and Belgium (\$582.2 Billion), according to the World Bank.

Source: Greater Houston Partnership 2025

The U.S. Bureau of Economic Analysis estimates the Houston-The Woodlands-Sugar Land MSA's Gross Domestic Product (GDP) at \$633.1 Billion in '22, making it the seventh largest U.S. metro economy.

#### If Houston were a state, its GDP would rank 14th,

behind Massachusetts (\$691.5 Billion) and Virginia (\$663.1 Billion) but ahead of Michigan (\$622.6 Billion) and Colorado (\$491.2 Billion.)



# The Houston - Pasadena - The Woodlands Metropolitan Statistical Area (MSA)

The county seat or administrative center of Harris County is the City of Houston. The ten-county Houston-Pasadena-The Woodlands MSA covers 8,838 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 10-county Houston MSA had a population of 7,510,253 residents as of July, 1, 2023, according to estimates by the U.S. Census Bureau.]

SAN JACINTO MONTGOMERY LIBERTY **AUSTIN HARRIS** CHAMBERS FORT BEND GALVESTON **BRAZORIA** 

7,510,253

Nine-County Houston MSA, as of July 1, 2023 **51h** among the nation's metropolitan areas

4,835,125
Harris County Population, as of July 1, 2023
3rd most populous county in the nation

Population

2,314,157

City of Houston Population, as of July 1, 2023

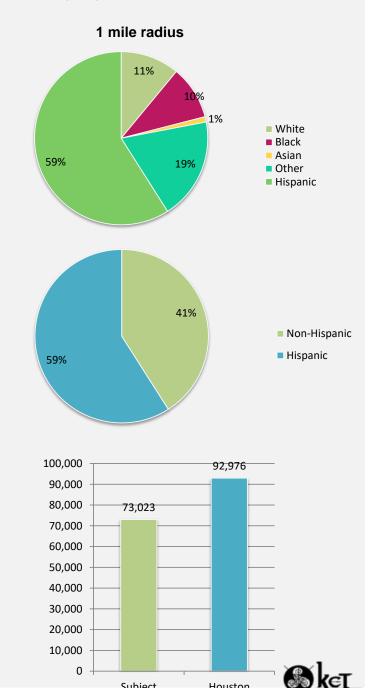
4th most populous U.S. City

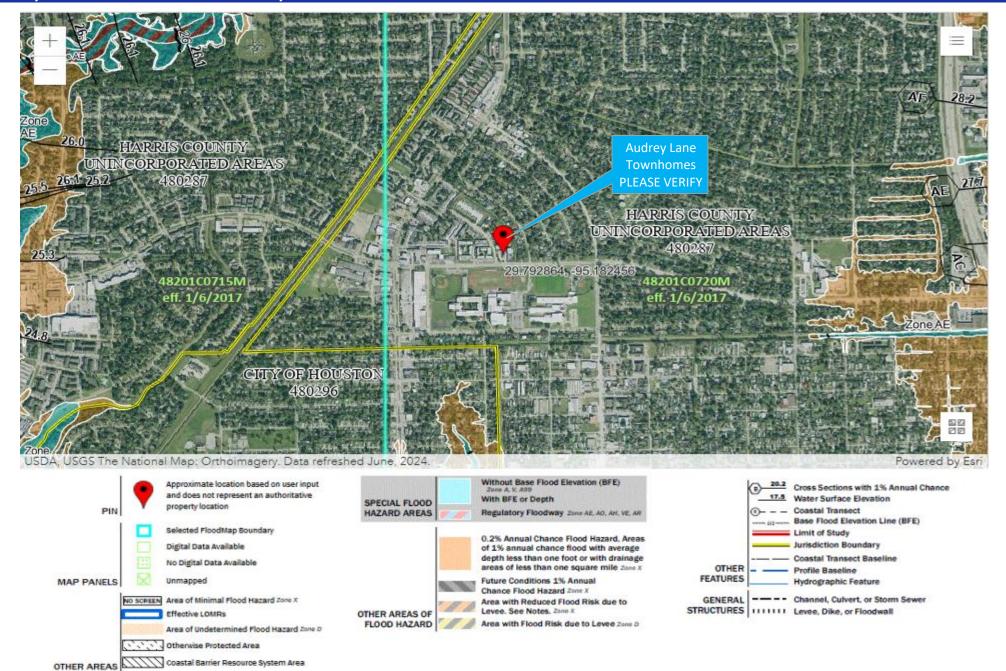
Source: Greater Houston Partnership 2025

Audrey Lane Townhomes   353-391 Audrey Ln   Houston, TX	< 1 Mile	2 Miles	3 Miles
Population			
2024 Estimated Population	24,279	66,938	116,981
2029 Projected Population	24,622	68,401	120,933
2020 Census Population	23,667	68,641	117,609
2010 Census Population	21,575	63,845	104,019
Projected Annual Growth 2024 to 2029	0.3%	0.4%	0.7%
Historical Annual Growth 2010 to 2024	0.9%	0.3%	0.9%
2024 Median Age	31.6	31.2	30.8
Households		' <u>.</u>	
2024 Estimated Households	8,052	21,611	37,281
2029 Projected Households	8,203	22,236	38,791
2020 Census Households	7,869	21,459	35,990
2010 Census Households	7,041	19,617	31,326
Projected Annual Growth 2024 to 2029	0.4%	0.6%	0.8%
Historical Annual Growth 2010 to 2024	1.0%	0.7%	1.4%
Race and Ethnicity		' <u>.</u>	
2024 Estimated White	26.2%	25.9%	26.3%
2024 Estimated Black or African American	24.7%	22.7%	21.5%
2024 Estimated Asian or Pacific Islander	2.3%	2.4%	2.5%
2024 Estimated American Indian or Native Alaskan	1.3%	1.4%	1.4%
2024 Estimated Other Races	45.4%	47.6%	48.2%
2024 Estimated Hispanic	59.0%	62.3%	64.1%
Income			
2024 Estimated Average Household Income	\$73,023	\$79,311	\$80,055
2024 Estimated Median Household Income	\$60,635	\$60,751	\$63,915
2024 Estimated Per Capita Income	\$24,231	\$25,630	\$25,552
Education (Age 25+)			
2024 Estimated Elementary (Grade Level 0 to 8)	12.7%	14.7%	15.6%
2024 Estimated Some High School (Grade Level 9 to 11)	10.4%	9.7%	10.5%
2024 Estimated High School Graduate	32.9%	31.7%	31.0%
2024 Estimated Some College	22.0%	20.0%	18.9%
2024 Estimated Associates Degree Only	7.9%	9.1%	9.0%
2024 Estimated Bachelors Degree Only	10.4%	10.5%	10.6%
2024 Estimated Graduate Degree	3.8%	4.2%	4.2%
Business			
2024 Estimated Total Businesses	571	1,715	2,903
2024 Estimated Total Employees	3,650	12,851	22,542
2024 Estimated Employee Population per Business	6.4	7.5	7.8

## DEMOGRAPHIC SUMMARY PROFILE

2000-2010 Census, 2022 Estimates with 2027 Projections Calculated using Weighted Block Centroid from Block Groups











## 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:
  - 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.

#### 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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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/Ten	ant/Seller/Landlord	Initials Date	-

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

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