

Weslaco/Edinburg

PORTFOLIO



Broker's Price Opinion

Weslaco/Edinburg Portfolio | Various | Weslaco, TX 78596

OVERVIEW

Units:	43
Avg Rent:	\$700
Avg Size:	714
Date Built:	1976
Date Rehabbed:	N/A
Rentable Sq. Ft.:	30,695
Acreage:	1.82
Occupancy:	95%
Class:	C

PRICING

Terms	All Cash
Price Opinion	\$2,355,495
Price Per Unit	\$54,779
Price Per Sq. Ft.	\$76.74
Stabilized NOI	\$203,872

INVESTMENT HIGHLIGHTS

- ◆ All Cash or New Loan
- ◆ Located in the Rio-Grand Valley of South Texas
- ◆ Surrounding area experiencing strong retail growth
 - ◆ This is a portfolio consisting of 4 properties
 - ◆ Assets are in close proximity
 - ◆ Blue collar profile
 - ◆ Excellent value-add asset



FOR INFORMATION ABOUT THIS PROPERTY PLEASE CONTACT

HASHIR SALEEM

Broker/Senior Associate
hashir@ketent.com
713-355-4646 ext 106



KET ENTERPRISES INCORPORATED

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

WESLACO/EDINBURG PORTFOLIO

The Weslaco/Edinburg Portfolio consists of three assets in Weslaco and one in Edinburg, comprising 43 units with an average size of 714 square feet. The owner has successfully increased rents on renovated units by up to \$230 per unit per month, with an opportunity to further drive revenue by renovating the remaining five classic units. The portfolio maintains strong occupancy at 95%, outperforming market comparables averaging 94% occupancy. The Weslaco/ Edinburg Portfolio is being offered free and clear of existing debt.

McAllen-Edinburg-Mission MSA's population exceeds 914,000. The properties are near several major employers, including Doctor's Hospital at Renaissance, The University of Texas Rio Grande Valley, and Edinburg Regional Medical Center. The entire portfolio (starting in Edinburg) can be driven in 27 minutes.



43
units



1976
year built



N/A
rehabbed



95%
occupancy



Financial Information		Existing Loan Parameters		Operating Information	
Price Opinion	\$2,355,495	Proposed Loan 65%	\$1,531,072	Est Mkt Rent (Sep-25)	\$30,080
Price Per Unit	\$54,779	Amortization (months)	360	3 Mo Avg	\$31,035
Price Per Sq. Ft.	\$76.74	Debt Service	\$68,898	Physical Occ (Sep-25)	95%
Stabilized NOI	\$203,872	Monthly I.O.	\$5,741.52	Est Ins per Unit per Yr	\$834
Stabilized Value Capped @ 8.5%	\$2,398,495	Interest Rate	4.50%	Property Tax Information	
Est Rehab/Upgrade @ \$1,000/unit	\$43,000	Date Due	10 Years	2025 Tax Rate/\$100	2.45935
Est. Entrepreneurial Profit		Est Res for Repl/Unit/Yr	\$300	2025 Tax Assessment	\$1,881,475
Est. Carry to Stabilization	\$0	Yield Maintenance	Pre-Payment Penalty	Est 2025 Taxes	\$46,272
Calculation of Value	\$2,355,495	Transfer Fee	1%+app+legal	Est Future Tax Assessment	\$1,881,475
				Est Future Taxes	\$46,272

Interest rates fluctuate daily

Current Street Rent with a 10% Increase	397,056	\$33,088 / Mo		
Estimated Gross Scheduled Income	397,056	\$33,088 / Mo	Number of Units	43
Estimated Loss to Lease (2% of Total Street Rent)	(7,941)	2%	Avg Unit Size	714
Estimated Vacancy (2% of Total Street Rent)	(7,941)	2%		
Estimated Concessions and Other Rental Losses (2% of Total Street Rent)	(7,941)	2%	Net Rentable Area	30,695
Estimated Utilities Income	7,969	\$185 / Unit / Yr	Land Area (Acres)	1.82
Estimated Other Income	8,502	\$198 / Unit / Yr	Units per Acre	23.660
Estimated Total Rental Income	389,704			
ESTIMATED TOTAL PRO-FORMA INCOME	389,704	\$32,475 / Mo		

MODIFIED ACTUALS - Oct '24 thru Sept '25 Annualized				PRO-FORMA			
3 Months Income Annualized				\$389,704			
EXPENSE				EXPENSE			
FIXED EXPENSES				FIXED EXPENSES			
Fixed Expenses		Fixed Expenses		Fixed Expenses		Fixed Expenses	
Taxes	\$41,064	\$955 per Unit	Estimated	\$46,272	\$1,076 per Unit	2025 Tax Rate & Future Assessment Estimated	
Insurance	\$35,852	\$834 per Unit		\$35,852	\$834 per Unit		
Total Fixed Expense							
			\$76,916			\$82,124	
			\$1,789 per Unit			\$1,910 per Unit	
Utilities		Utilities		Utilities		Utilities	
Electricity	\$5,928	\$138 per Unit		\$5,928	\$138 per Unit		
Water/Sewer	\$17,752	\$413 per Unit		\$17,752	\$413 per Unit		
Total Utilities			\$23,680			\$23,680	
			\$551 per Unit			\$551 per Unit	
Other Expenses		Other Expenses		Other Expenses		Other Expenses	
General & Admin & Marketing	\$14,808	\$344 per Unit	Included in Mgmt Fee	\$14,808	\$344 per Unit	Included in Mgmt Fee	
Repairs & Maintenance	\$31,812	\$740 per Unit		\$31,812	\$740 per Unit		
Labor Costs	\$0	\$ per Unit		\$0	\$ per Unit		
Contract Services	\$6,869	\$160 per Unit		\$6,869	\$160 per Unit		
Management Fees	\$18,150	4.87%		\$13,640	3.50%		
Total Other Expense			\$422 per Unit			\$317 per Unit	
			\$71,638			\$67,128	
			\$1,666 per Unit			\$1,561 per Unit	
Total Operating Expense			\$172,234	\$4,005 per Unit		\$172,932	
Reserve for Replacement			\$10,750	\$250 per Unit		\$12,900	
Total Expense			\$182,984	\$4,255 per Unit		\$185,832	
Net Operating Income (Actual Underwriting)			\$189,430			\$203,872	
Price Opinion			\$2,355,495	As Is		\$2,398,495	All In
Cap Rate			8.04%			8.50%	
Proposed Debt			1,531,072			1,531,072	
Equity			824,423			867,423	
Estimated Debt Service			68,898			68,898	
Cash Flow			120,532			134,974	
Cash on Cash			14.62%			15.56%	

NOTES: ACTUALS: Income and Expense is based on Sept 2025 Trailing Statement. PRO FORMA: Income is Pro Forma as Noted. Taxes were calculated using 2025 Tax Rate & Future Assessment. Insurance is estimated. Management Fees calculated as 3.5% of Gross Income, Other expenses are Estimated for the Pro Forma.

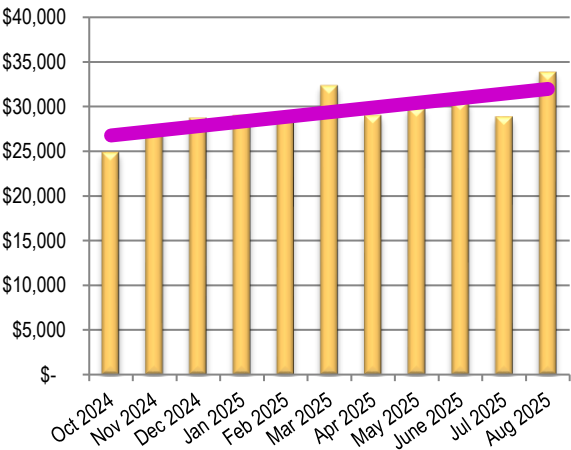
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PROPERTY INFORMATION				EXISTING MORTGAGE		TAXING AUTHORITY - HILDAGO COUNTY	
Age:	1976	# of Stories:	2	Mortgage Balance		ACCT ID: 321829; 322216; 138351; 262203	
Rehabbed:	N/A	Buildings:	13	Amortization		City of Weslaco/Edinburg	\$0.658350
		Units/Acre	23.66	P & I		Drainage District #1	\$0.112300
Elec Meter:	Indiv	Open Parking:	Yes	Type		Hidalgo County	\$0.575000
A/C Type:	HVAC	Covered Parking:	No	Assumable		South Texas College	\$0.162000
Water:	RUBS	Garage Parking:	No	Monthly Escrow		South Texas School	\$0.049200
Gas:	RUBS			Origination Date		Weslaco ISD/Edinburg ISD	\$0.902500
EWG:	EWG	Construction Quality:	C	Due Date			
Plumbing:	Copper	Submarket:	Weslaco/Edinburg	Interest Rate			
Wiring:	Copper		Texas				
Roof:	Flat	Concessions:		Yield Maintenance			
Materials:	Brick/Wood Siding			Transfer Fee	1%+Legal+App	2025 Tax Rate/\$100	\$2.459350
Paving:	Asphalt/Concrete		N/A			2025 Tax Assessment	\$1,881,475
Resident pays for E(Elec); W(Water);G(Gas)							

COLLECTIONS

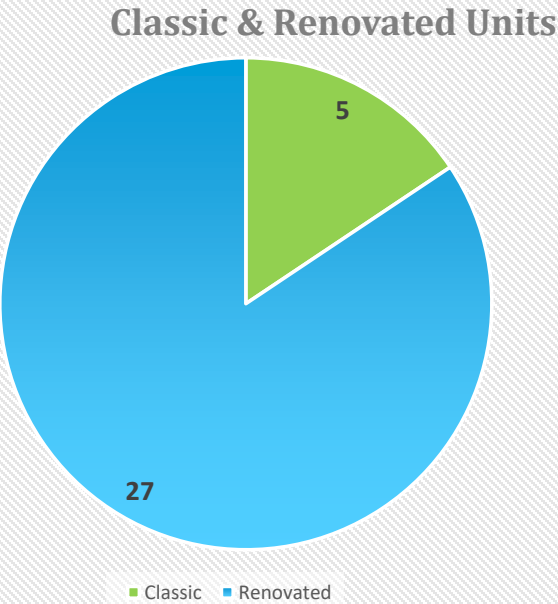
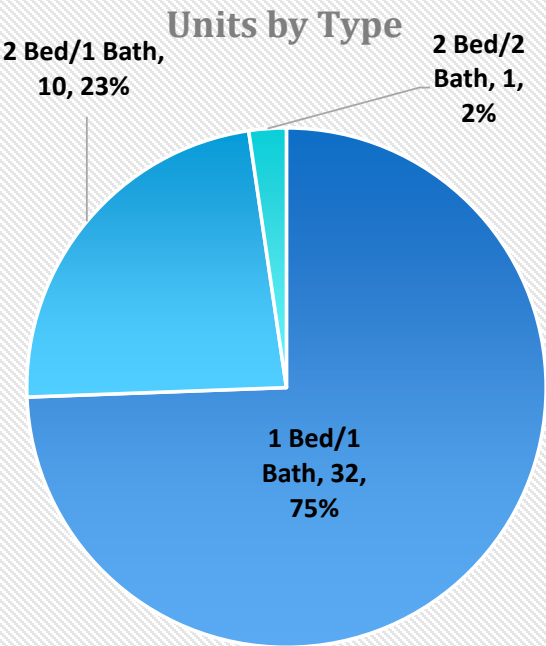
Total Income	\$	352,596		
Oct 2024	\$	24,854	12 Mo Avg	\$ 29,375
Nov 2024	\$	27,406		
Dec 2024	\$	28,699		
Jan 2025	\$	28,988	9 Mo Avg	\$ 30,271
Feb 2025	\$	29,022		
Mar 2025	\$	32,313		
Apr 2025	\$	28,973	6 Mo Avg	\$ 30,368
May 2025	\$	29,766		
June 2025	\$	30,482		
Jul 2025	\$	28,820	3 Mo Avg	\$ 31,035
Aug 2025	\$	33,802		
Sept 2025	\$	29,471		

Income based on Tasador Appraisal Lease-up Calculations 1/21/25





UNIT MIX								
Floorplan	Type	No. Units	Sq Ft	Total SqFt	Market Rent	Total Rent	+EWG	Rent/SF
1920 E Iowa Rd, Edinburg, TX 78542								
Renovated	2 Bed/1 Bath	9	725	6,525	\$760	\$6,840	EWG	\$1.05
Classic	2 Bed/1 Bath	1	725	725	\$760	\$760	EWG	\$1.05
Renovated	2 Bed/2 Bath	1	1,045	1,045	\$920	\$920	EWG	\$0.88
Total Units	11							
222 S Westgate Dr, Weslaco, TX 78596								
Renovated	1 Bed/1 Bath	11	700	7,700	\$670	\$7,370	EWG	\$0.96
Classic	1 Bed/1 Bath	1	700	700	\$670	\$670	EWG	\$0.96
Total Units	12							
301 E 4th St, Weslaco, TX 78596								
Renovated	1 Bed/1 Bath	10	700	7,000	\$680	\$6,800	EWG	\$0.97
Classic	1 Bed/1 Bath	2	700	1,400	\$680	\$1,360	EWG	\$0.97
Total Units	12							
713 S Illinois Ave, Weslaco, TX 78596								
Renovated	1 Bed/1 Bath	7	700	4,900	\$670	\$4,690	EWG	\$0.96
Classic	1 Bed/1 Bath	1	700	700	\$670	\$670	EWG	\$0.96
Total Units	8							
Source: Owner's 9/22/25 Rent Roll		43	714	30,695	\$700	\$30,080	EWG	\$0.98
TOTALS AND AVERAGES		Total Units	Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	EWG	Average Rent/ SF





FEATURES & AMENITIES

Black/Stainless Steel Appliances*

Hardwood Style Floors*

Two-Tone Paint*

Ceiling Fans*

Pet Friendly

Modern Square Showerhead*

Gooseneck Faucets with Sprayer and Double-Sink*

Painted Cabinets wit Brushed Nickel Hardware*

New Electrical Fixtures*

Resurfaced Countertops*

Laundry Facilities at All Properties (except 1920 Iowa Drive)

Highly-Rated Edinburg ISD

**In Select Units*

LOCATION OVERVIEW

The McAllen-Edinburg-Mission metro is located 250 miles south of San Antonio near the Texas-Mexico border and is composed of Hidalgo County. The metro's proximity to Mexico makes trade and logistics important drivers of the local economy. The Rio Grande River also runs through the area, providing recreational opportunities for locals and visitors.

The area is dominated by local agriculture, border-zone factories, and commerce related to the port of entry at Reynosa into Mexico. Like other border towns, the area has a dominant Hispanic heritage, high growth rate, and a low cost of living. The area is in the center of a broad, flat agricultural area known locally as "The Valley" dotted with vegetable and citrus growing interspersed with small towns and expanding suburbs. The more middle-class Edinburg, 5 miles north, is home to the University of Texas Pan American campus, the largest higher education facility in south Texas. Mission is an agricultural center west. McAllen, which has a reputation for being quieter than the border towns of Brownsville and Laredo, has a nice downtown area and is nicknamed "City of Palms." The city of McAllen, located at the southern tip of Texas, is within an hour-and-a-half flight from Houston and is the international stop over for flights to the interior of Mexico. The city has a new convention center surrounded by hotels, shopping and restaurants.

Economic Developments:

1. Sam's Club Warehouse in Weslaco

- A new ~\$25 million Sam's Club is under construction at FM 1015 & Barbee Drive. 22 acre site, expected completion is September 2026. Expected to bring over 200 jobs.




2. Shops at Westgate in Weslaco - Down the Street from 222 S. Westgate. \$6 MM project at Westgate Dr & Business 83. Anchored by H-E-B. More than 145 jobs, multiple new retail buildings over 8,000 sq ft each.

3. Starbucks Coming to North Edinburg. New Starbucks location set to open fall of 2025 at 3325 N Business Hwy 281.

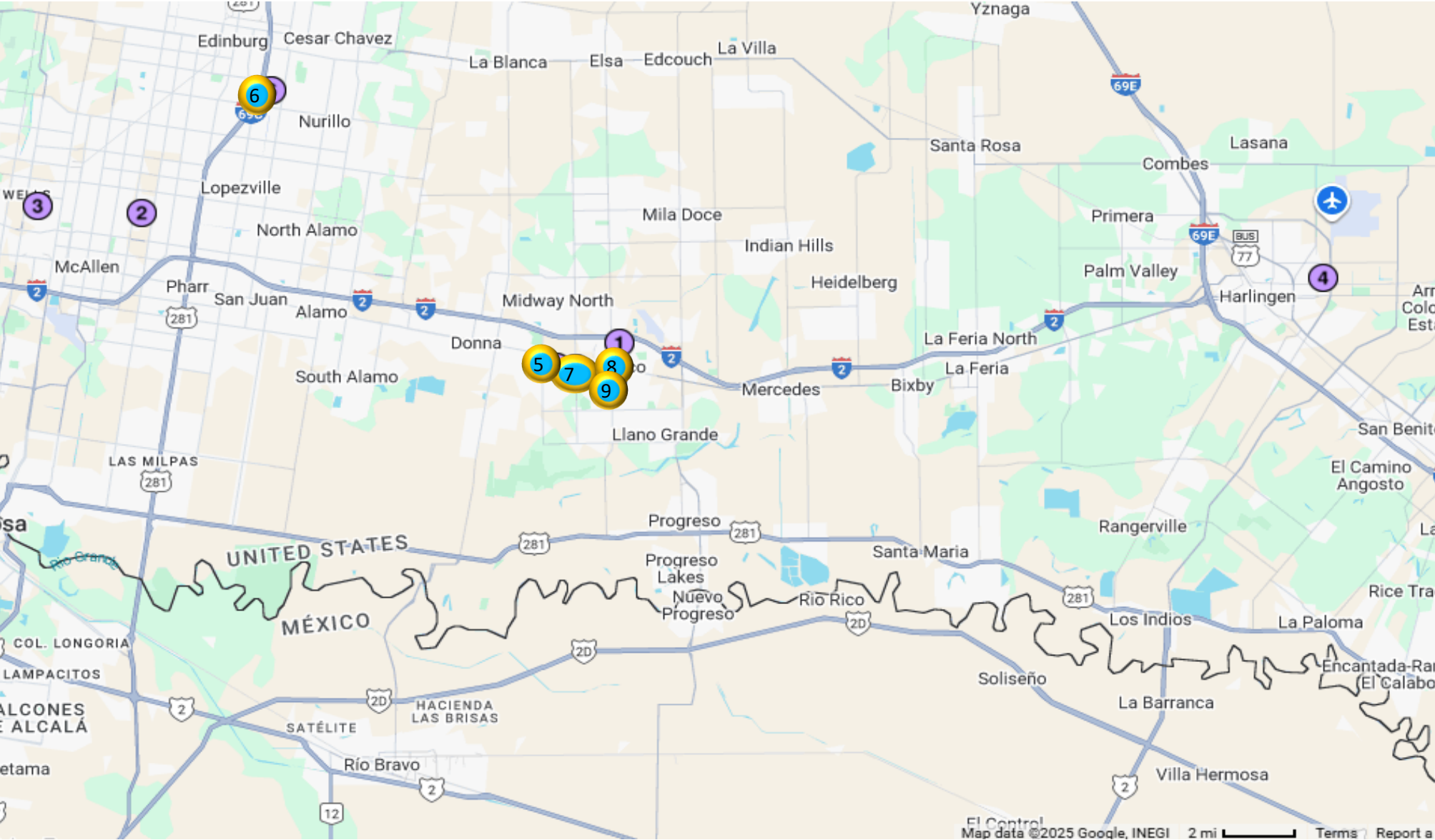
4. H-E-B Major Expansion / Renovation in Edinburg. The biggest H-E-B in Edinburg (McColl & Freddy Gonzalez Dr) is undergoing a \$34MM renovation/expansion. Will expand to 110,000 sq ft. Improvement to facade, curbside, etc. Expected completion early 2027.



Sonesta Court

Property Name		Yr Blt	Rehabbed	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
1	Pike Plaza 509 E Pike Blvd	2007	N/A	90%	21	866	\$814		0.940
2	Doninion Apartments 1008 E Daffodil	2006	N/A	96%	24	820	\$779		0.950
3	Steele Properties 2501 N 31st Lane	1985	N/A	88%	26	570	\$599		1.050
4	Sonesta Court 701 Sonesta Court	2007	N/A	100%	8	742	\$824		1.110
*Resident Pays E(Electric), W(Water), G(Gas)									
Totals/Averages Comps		2001		94%	20	750	\$759		\$1.013
	Weslaco/Edinburg Portfolio 222 S Westgate	1976	N/A	95%	43	714	\$700		\$0.780



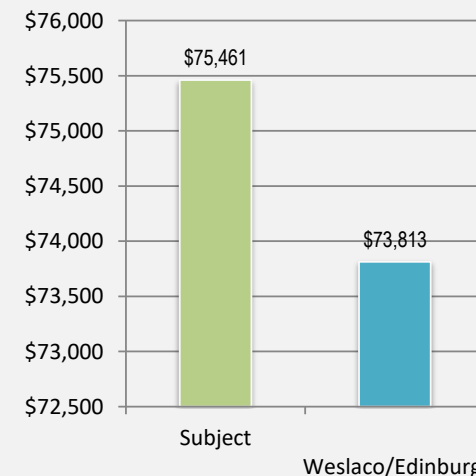
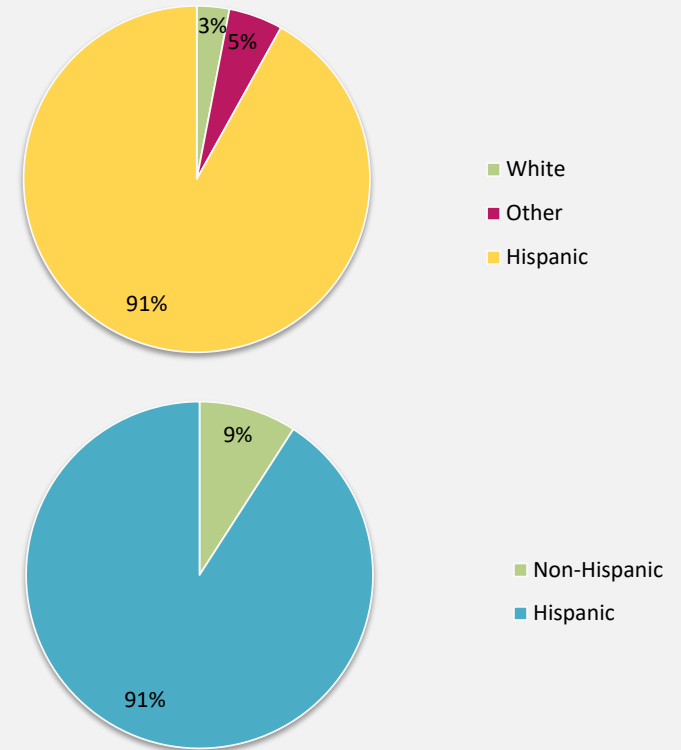


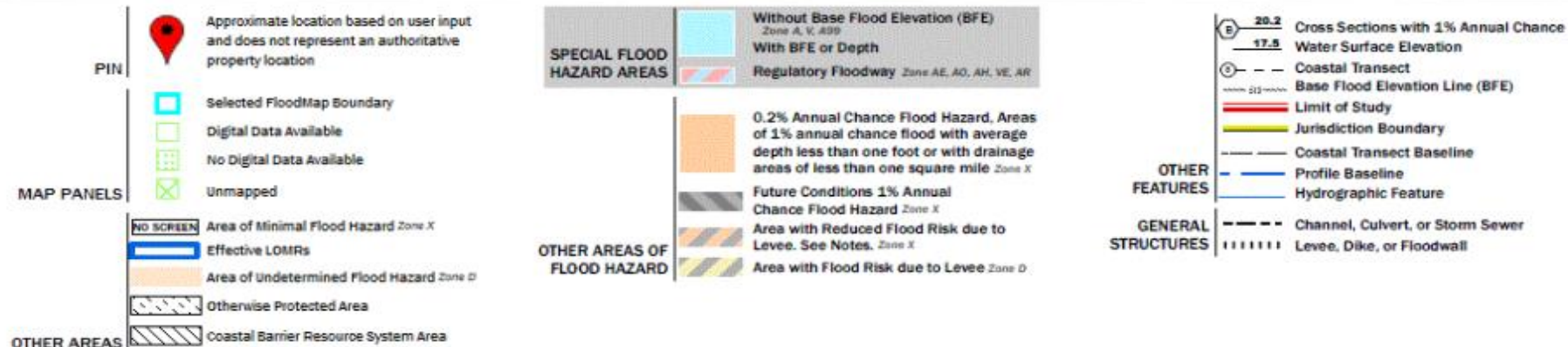
Weslaco/Edinburg Portfolio Various Weslaco, TX 78596	1 Mile	2 Miles	3 Miles
Population			
2025 Estimated Population	10,254	37,260	63,364
2030 Projected Population	10,847	39,458	66,761
2020 Census Population	8,717	33,214	56,757
2010 Census Population	8,761	32,042	53,282
Projected Annual Growth 2025 to 2030	1.2%	1.2%	1.1%
Historical Annual Growth 2010 to 2025	1.1%	1.1%	1.3%
2025 Median Age	32.6	32.7	32.7
Households			
2025 Estimated Households	3,529	12,291	20,456
2030 Projected Households	3,870	13,619	22,453
2020 Census Households	3,193	10,939	17,963
2010 Census Households	2,967	9,892	15,799
Projected Annual Growth 2025 to 2030	1.9%	2.2%	2.0%
Historical Annual Growth 2010 to 2025	1.3%	1.6%	2.0%
Race and Ethnicity			
2025 Estimated White	37.6%	38.9%	39.4%
2025 Estimated Black or African American	1.4%	1.3%	1.1%
2025 Estimated Asian or Pacific Islander	1.6%	1.2%	1.1%
2025 Estimated American Indian or Native Alaskan	1.0%	0.8%	0.8%
2025 Estimated Other Races	58.4%	57.8%	57.6%
2025 Estimated Hispanic	90.9%	91.7%	91.9%
Income			
2025 Estimated Average Household Income	\$75,461	\$75,532	\$73,813
2025 Estimated Median Household Income	\$62,596	\$61,710	\$58,956
2025 Estimated Per Capita Income	\$26,053	\$24,982	\$23,873
Education (Age 25+)			
2025 Estimated Elementary (Grade Level 0 to 8)	9.8%	14.9%	15.8%
2025 Estimated Some High School (Grade Level 9 to 11)	10.8%	11.2%	10.7%
2025 Estimated High School Graduate	20.7%	25.1%	26.9%
2025 Estimated Some College	27.4%	21.7%	20.1%
2025 Estimated Associates Degree Only	5.4%	6.1%	6.2%
2025 Estimated Bachelors Degree Only	19.9%	15.4%	14.4%
2025 Estimated Graduate Degree	6.1%	5.6%	6.0%
Business			
2025 Estimated Total Businesses	424	1,244	1,723
2025 Estimated Total Employees	4,708	12,988	17,535
2025 Estimated Employee Population per Business	11.1	10.4	10.2
2025 Estimated Residential Population per Business	24.2	29.9	36.8

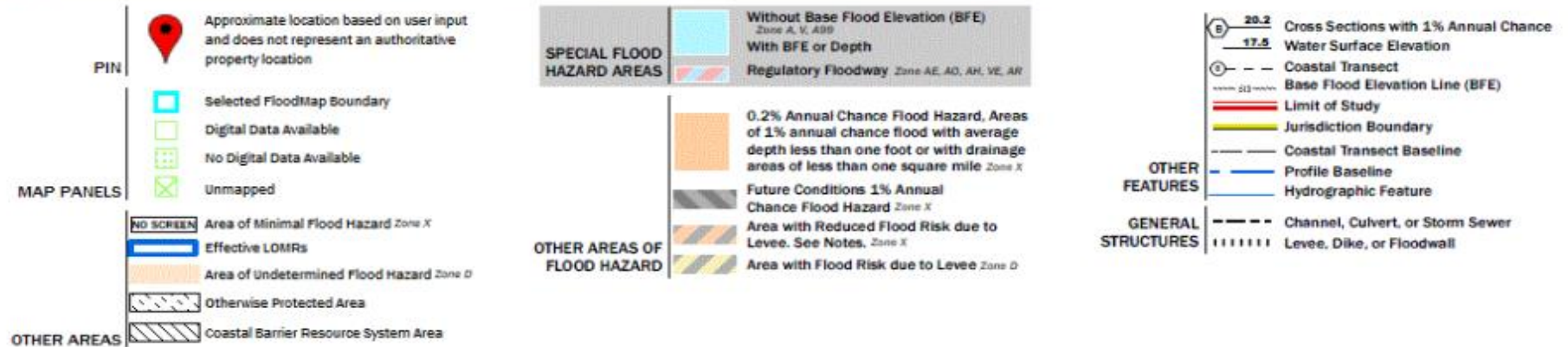
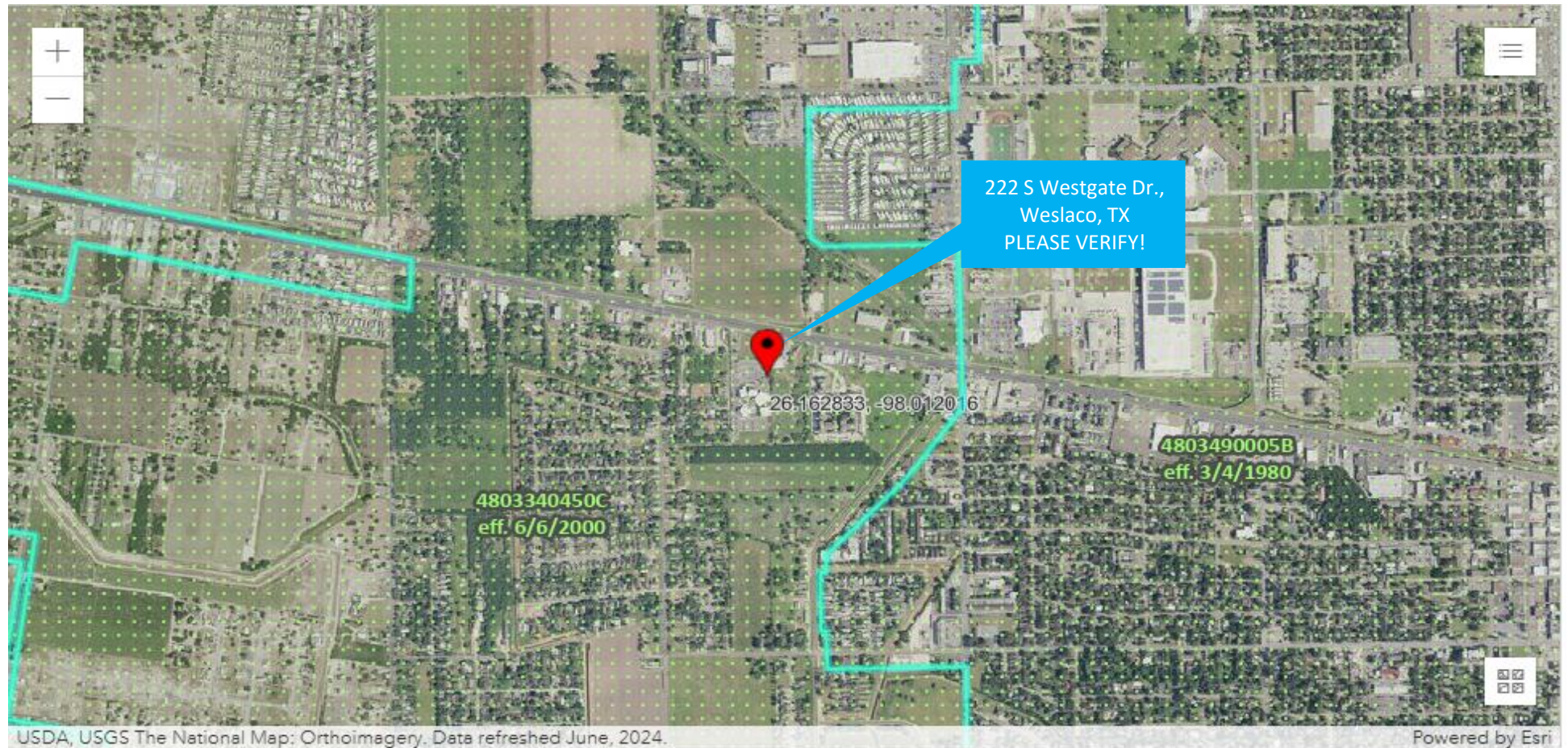
DEMOGRAPHIC SUMMARY PROFILE

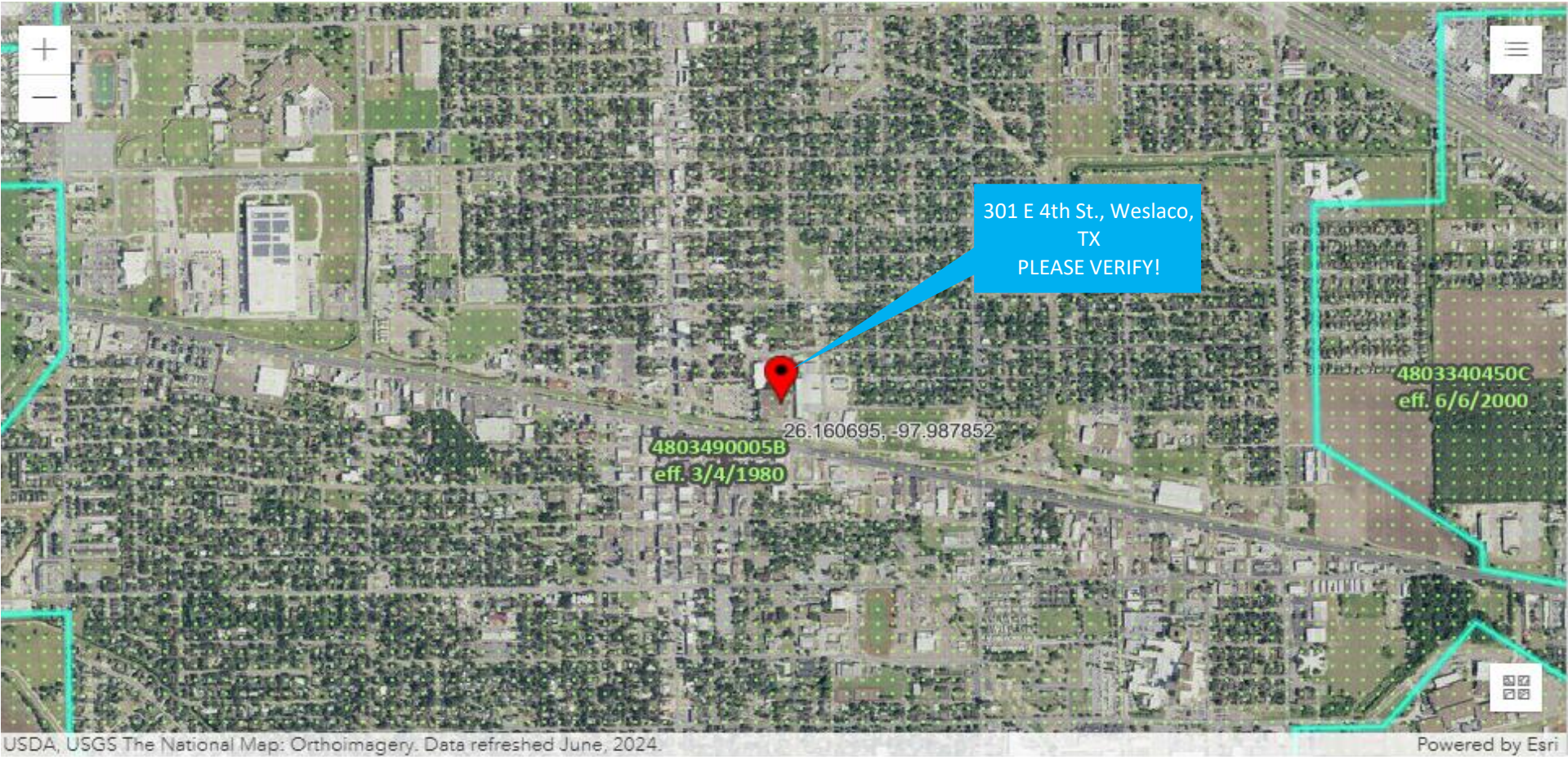
2000-2010 Census, 2025 Estimates with 2030 Projections

Calculated using Weighted Block Centroid from Block Groups

1 mile radius



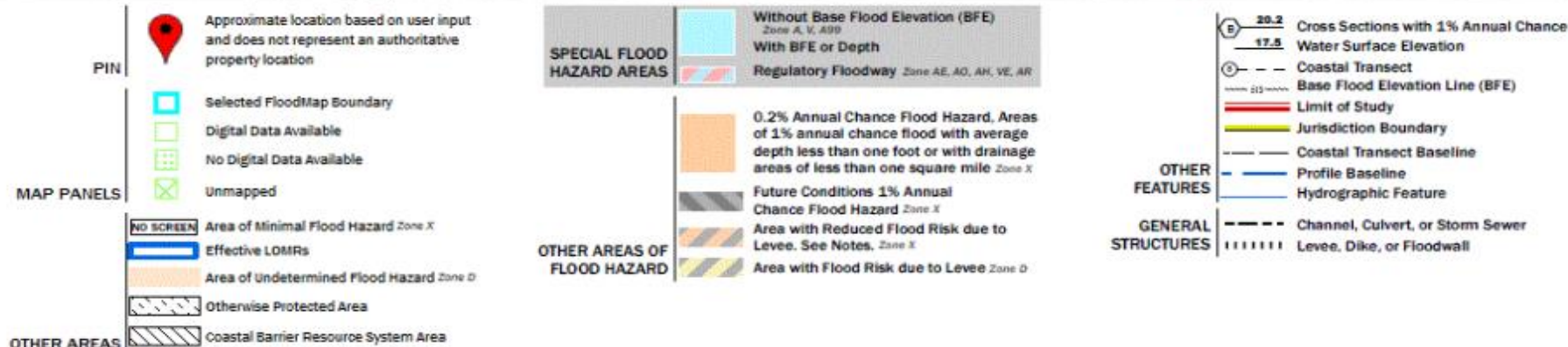
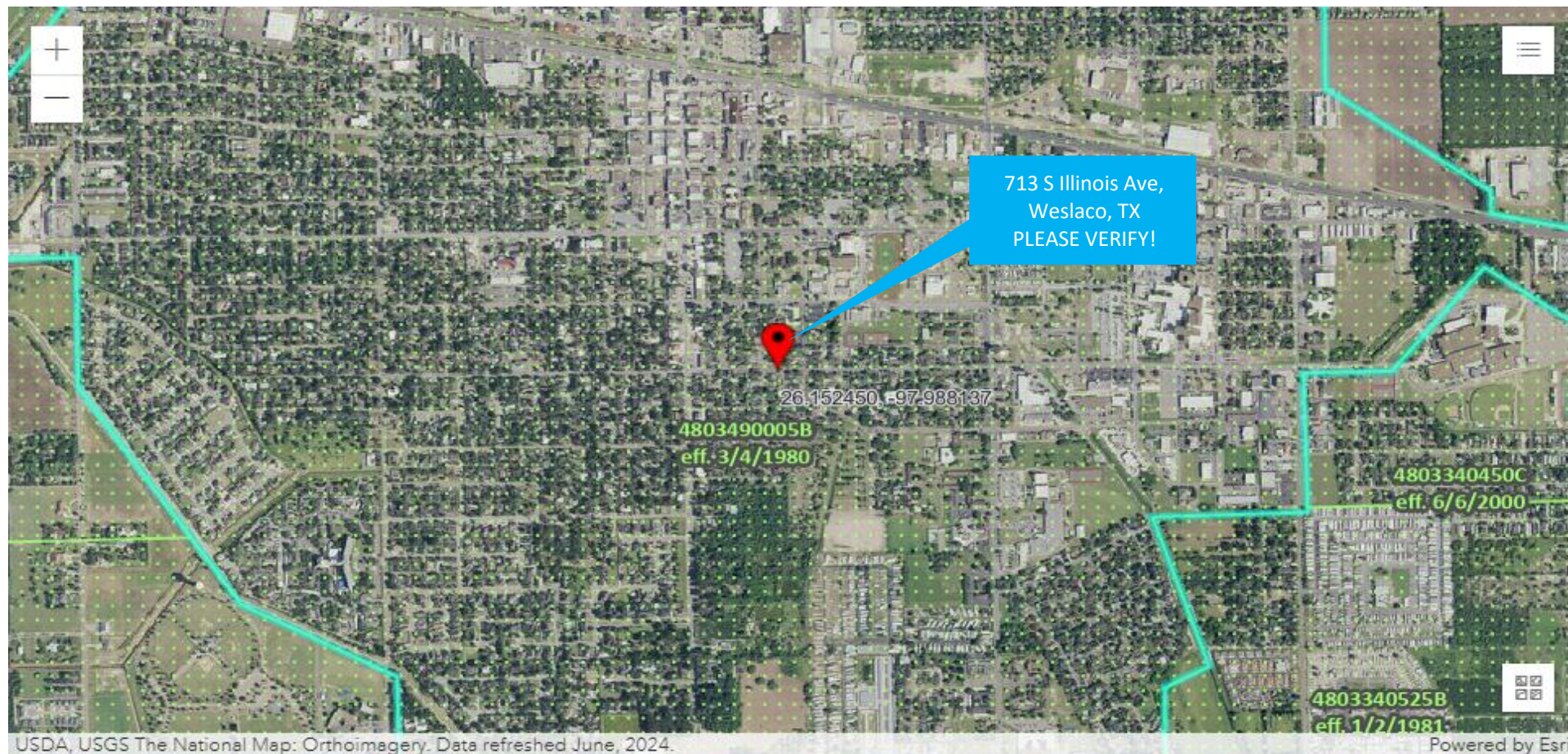




- PIN**
- Approximate location based on user input and does not represent an authoritative property location
- MAP PANELS**
- Selected FloodMap Boundary
 - Digital Data Available
 - No Digital Data Available
 - Unmapped
- OTHER AREAS**
- NO SCREEN Area of Minimal Flood Hazard Zone X
 - Effective LOMRs
 - 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, AO, 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

- OTHER FEATURES**
- 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
- GENERAL STRUCTURES**
- Channel, Culvert, or Storm Sewer
 - Levee, Dike, or Floodwall





Information About Brokerage Services

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

2-10-2025



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

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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

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

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HASHIR SALEEM

Broker/Senior Associate

hashir@ketent.com

713-355-4646 ext 106

ENTERPRISES INCORPORATED

1770 St. James Place | Suite 382 | Houston, TX 77056

www.ketent.com

Broker License #0406902



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