



SONOMA

APARTMENTS


KET
KET ENTERPRISES INCORPORATED


HOUSTON INCOME PROPERTIES INC.

APARTMENTS FOR SALE

Sonoma | 7703 Seton Lake Dr | Houston, TX 77086

OVERVIEW

| | |
|-------------------|----------------|
| Units: | 232 |
| Avg Rent: | \$937 |
| Avg Size: | 651 |
| Date Built: | 1983 |
| Date Rehabbed: | 2019 |
| Rentable Sq. Ft.: | 151,080 |
| Acreage: | 5.76 |
| Occupancy: | 93% |
| Class: | B- |

PRICING

| | |
|----------------|--------------------|
| Asking Price | Market |
| Stabilized NOI | \$1,148,411 |

INVESTMENT HIGHLIGHTS

- ◆ Located in the Beltway 8/Hwy 249 submarket of Houston
 - ◆ Strong Industrial Submarket
 - ◆ Excellent Visibility On Hwy 249
 - ◆ Strong Value Add Opportunity
- ◆ Close Proximity To North Cypress & Cypress Fairbanks Medical Center
 - ◆ Per Owner, Approximately \$3,031,721 Spent On CapEx



FOR INFORMATION ABOUT THIS PROPERTY PLEASE CONTACT



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| Financial Information | | | Proposed Loan Parameters | | | Operating Information | | | |
|--|----------------|-------------------|-----------------------------------|------------------|--|-------------------------|------------------|-----------------------------------|----------------|
| Asking Price | Market | | Mortgage Balance | | | Est Mkt Rent (Aug-23) | | \$217,323 | |
| Price Per Unit | | | Amortization (months) | | | 3 Mo Avg | | \$216,660 | |
| Price Per Sq. Ft. | | | Debt Service | | | Physical Occ (Aug-23) | | 93% | |
| Stabilized NOI | \$1,148,411 | | P & I (floating) | | | Est Ins per Unit per Yr | | \$1,250 | |
| | | | Interest Rate | | | 5.75% | | | |
| | | | Date Due | | | 10 yr from closing | | | |
| | | | Est Res for Repl/Unit/Yr | | | \$300 | | | |
| | | | Yield Maintenance | | | Yes | | | |
| | | | Transfer Fee | | | 1%+app+legal | | | |
| Prelim settlement shown for 2023 value - Owner will litigate | | | | | | | | | |
| Current Street Rent with a 4% Increase | 2,712,194 | \$226,016 / Mo | | | | | | | |
| Estimated Gross Scheduled Income | 2,712,194 | \$226,016 / Mo | Number of Units | 232 | | | | | |
| Estimated Loss to Lease (2% of Total Street Rent) | (54,244) | 2% | Avg Unit Size | 651 | | | | | |
| Estimated Vacancy (5% of Total Street Rent) | (135,610) | 5% | | | | | | | |
| Est Concessions and Rental Losses (2% of Total Street Rent) | (54,244) | 2% | Net Rentable Area | 151,080 | | | | | |
| Estimated Utilities Income | 141,624 | \$610 / Unit / Yr | Land Area (Acres) | 5.76 | | | | | |
| Estimated Other Income | 102,892 | \$444 / Unit / Yr | Units per Acre | 40.308 | | | | | |
| Estimated Total Rental Income | 2,712,612 | | | | | | | | |
| ESTIMATED TOTAL PRO-FORMA INCOME | 2,712,612 | \$226,051 / Mo | | | | | | | |
| | | | MODIFIED ACTUALS | | | PRO-FORMA | | | |
| 3 Mo Avg Income Annualized | | | \$2,599,925 | | | \$2,712,612 | | | |
| EXPENSE | | | FIXED EXPENSES | | | FIXED EXPENSES | | | |
| Fixed Expenses | Fixed Expenses | | | | | Fixed Expenses | | | |
| Taxes | \$333,526 | \$1,438 per Unit | based on T12 | | | \$389,820 | \$1,680 per Unit | 2022 Tax Rate & Future Assessment | |
| Insurance | \$168,984 | \$728 per Unit | part of a master insurance policy | | | \$290,000 | \$1,250 per Unit | Estimated | |
| Total Fixed Expense | | \$502,510 | | | | | \$679,820 | | |
| | | \$2,166 per Unit | | | | | \$2,930 per Unit | | |
| Utilities | Utilities | | | | | Utilities | | | |
| Electricity | \$12,591 | \$54 per Unit | | | | \$12,591 | \$54 per Unit | | |
| Water & Sewer | \$122,281 | \$527 per Unit | | | | \$122,281 | \$527 per Unit | | |
| Gas | \$23,503 | \$101 per Unit | | | | \$23,503 | \$101 per Unit | | |
| Utility Billing | \$10,004 | \$43 per Unit | | | | \$10,004 | \$43 per Unit | | |
| Trash Removal & Valet Waste | \$28,872 | \$124 per Unit | | | | \$28,872 | \$124 per Unit | | |
| Total Utilities | | \$197,250 | | | | | \$197,250 | | |
| | | \$850 per Unit | | | | | \$850 per Unit | | |
| Other Expenses | Other Expenses | | | | | Other Expenses | | | |
| General & Admin & Marketing | \$59,000 | \$254 per Unit | | | | \$59,000 | \$254 per Unit | | |
| Repairs & Maintenance | \$33,299 | \$144 per Unit | | | | \$26,052 | \$112 per Unit | | |
| Labor Costs | \$317,060 | \$1,367 per Unit | | | | \$317,060 | \$1,367 per Unit | | |
| Contract Services | \$134,041 | \$578 per Unit | | | | \$134,041 | \$578 per Unit | | |
| Management Fees | \$85,162 | 3.28% | \$367 per Unit | | | | \$81,378 | 3.00% | \$351 per Unit |
| Total Other Expense | | \$628,562 | | | | | \$617,532 | | |
| | | \$2,709 per Unit | | | | | \$2,662 per Unit | | |
| Total Operating Expense | | | \$1,328,323 | \$5,726 per Unit | | | \$1,494,602 | \$2,662 per Unit | |
| Reserve for Replacement | | | \$69,600 | \$300 per Unit | | | \$69,600 | \$300 per Unit | |
| Total Expense | | | \$1,397,923 | \$6,026 per Unit | | | \$1,564,202 | \$6,742 per Unit | |
| Net Operating Income (Actual Underwriting) | | | \$1,202,002 | | | | \$1,148,411 | | |
| Asking Price | | | Market | | | | Market | | |

NOTES: ACTUALS: Income and Expenses calculated using owner's 7/23 operating statement and 8/23 income summary. PRO FORMA: Income is Pro Forma as Noted. Taxes were calculated using 2022 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. THIS IS A BROKER PRICE OPINION OR COMPARATIVE MARKET ANALYSIS AND SHOULD NOT BE CONSIDERED AN APPRAISAL. This represents an estimated sales price for this property. It is not the same as an opinion of value in an appraisal developed by a licensed appraiser under the Uniform Standards of Professional Appraisal Practice. In making any decision that relies upon my work, you should know that I have not followed the guidelines for development or an appraisal or analysis contained in the Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation.

SONOMA

Sonoma Apartments is located in the heart of the Beltway 8/Hwy 249 submarket of NW Houston, TX. The asset was constructed in 1983 and per HCAD was renovated in 2019. The property offers an array of amenities including a swimming pool, playground, laundry facilities and interior amenities including walk-in closets upgraded kitchens and more.

Beltway 8/Hwy 249 is located about 20 miles northwest of Downtown Houston and is a great option for people seeking a lower key setting. Away from the hustle and bustle of Downtown Houston, families stroll the neighborhood and converse with fellow community members. Golf fans spend hours on the green at the Inwood Forest Golf Club before retiring to the country club. Complemented by tree-lined streets, Beltway 8/Hwy 249 features apartments and single-family houses for every budget. The neighborhood is predominantly residential, but there are plenty of amenities nearby.

Per owner there are 2 non revenue units. One belongs to the manager and the other to the maintenance man. The roofs were replaced in 2018. Total capex spent since acquisition in September 2018 is \$3,031,721, per owner. The majority went into unit interior upgrades and playground improvements. *CapEx summary available upon request.*

Sonoma Apartments offers a classic value add opportunity for an investor to upgrade the interiors! The existing debt saw a huge increase in the rate cap escrow from \$2,639.29 to \$36,662.59. The Brokers suggest a new loan at 65% - 70% of LTV at a rate of 5.75% as of 7/31/2023 (rates vary daily). The Owner has the insurance on a master policy and the Owner may be willing to let a Buyer assume the policy if the Owner retains management.



232
units



1983
year built



93%
occupancy



PROPERTY INFORMATION

EXISTING MORTGAGE

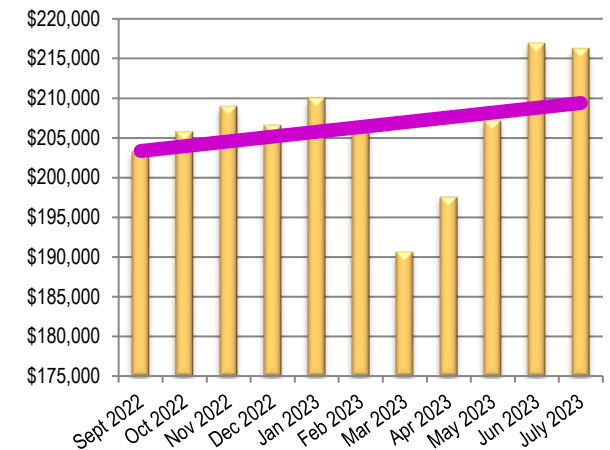
TAXING AUTHORITY - HARRIS COUNTY

| | | | | | | | | | |
|--|--------------|-----------------------|--|-------------------|-----------------------|-------------------------|------------|--------------|--|
| Age: | 1983 | # of Stories: | 2 | Mortgage Balance | \$15,847,000 | ACCT NO: 1151980000004 | | | |
| Rehabbed: | 2019 | Buildings: | 16 | Amortization | 360 | KLEIN ISD | \$1.230000 | | |
| | | Units/Acre | 40.31 | P & I (floating) | \$99,538 | HARRIS COUNTY | \$0.343730 | | |
| Elec Meter: | Indiv | Open Parking: | 319 Spaces | Type | Floating/Variable | HARRIS CO FLOOD CNTRL | \$0.030550 | | |
| A/C Type: | HVAC-Indiv | Covered Parking: | No | Assumable | Yes | PORT OF HOUSTON AUTHY | \$0.007990 | | |
| Water: | Boiler-RUBS | Garage Parking: | No | Monthly Escrow | \$71,463 | HARRIS CO HOSP DIST | \$0.148310 | | |
| Gas: | N/A | | | Origination Date | Nov 19 2021 | HARRIS CO EDUC DEPT | \$0.004900 | | |
| EWG: | EW | Construction Quality: | B | Due Date | Dec 1 2031 | LONE STAR COLLEGE SYS | \$0.107800 | | |
| | | Submarket: | Beltway 8/Hwy 249 | Interest Rate | 30 day SOFR + 2.64 | HC EMERG SRV DIST 20 | \$0.100000 | | |
| Wiring: | Copper | | | Rate Cap Escrow | \$36,662.59 | HC EMERG SRV DIST 1 | \$0.091200 | | |
| Roof: | Pitch | Concessions: | Currently, there are no reported leasing concessions | Yield Maintenance | Locked until Sep 2022 | NORTHWEST PARK MUD | \$0.378000 | | |
| Materials: | Brick/Hardie | | | Transfer Fee | 1%+app+legal | 2022 Tax Rate/\$100 | | \$2.442480 | |
| Paving: | Concrete | | | Servicer | Berkadia | 2023 Tax Assessment | | \$21,776,801 | |
| Resident pays for E(Elec); W(Water);G(Gas) | | | | See notes below | | HCAD Improvement Sq.Ft. | | 164,197 | |
| | | | | | | | | | |

COLLECTIONS

Total \$2,486,919

| | | | |
|-----------|-----------|-----------|-----------|
| Sept 2022 | \$203,306 | 12 Mo Avg | \$206,372 |
| Oct 2022 | \$205,772 | | |
| Nov 2022 | \$208,954 | | |
| Dec 2022 | \$206,583 | 9 Mo Avg | \$206,779 |
| Jan 2023 | \$210,078 | | |
| Feb 2023 | \$206,834 | | |
| Mar 2023 | \$190,661 | 6 Mo Avg | \$205,899 |
| Apr 2023 | \$197,577 | | |
| May 2023 | \$207,171 | | |
| Jun 2023 | \$216,900 | 3 Mo Avg | \$216,660 |
| July 2023 | \$216,251 | | |
| Aug 2023* | \$216,830 | | |



FINANCIAL HIGHLIGHTS

The current loan is interest-only until January 2027 (5 years from the origination date of 11/2021). It is a 10-year loan with maturity on 12/2031. Terms are SOFR (capped at 2.32%) + 2.64% spread. All in rate would be 4.96%. *August collections are based on owner's 8-23 income summary.



2022 KET RENT COMPARABLE TAX ANALYSIS

| Property | Address | Yr Built | Units | Impr Sq.Ft. | Impr Value | Impr Value/Unit | Impr Value/Sq.Ft. |
|----------------------|------------------------|----------|-------|-------------|--------------|-----------------|-------------------|
| Coronado Park | 7610 Fallbrook | 1983 | 144 | 107,955 | \$10,355,338 | \$71,912 | \$95.92 |
| 51 Ten Townhomes | 5110 Azalea Trace Dr | 1983 | 256 | 210,186 | \$18,673,174 | \$72,942 | \$88.84 |
| Costa Mesa | 14150 Tomball Pkwy | 1979 | 152 | 132,540 | \$12,601,454 | \$82,904 | \$95.08 |
| Briar Park | 10401 Bammel N Houston | 1983 | 80 | 74,336 | \$7,048,522 | \$88,107 | \$94.82 |
| Willowbrook Crossing | 7150 Smiling Wood | 1982 | 206 | 155,494 | \$20,757,613 | \$100,765 | \$133.49 |
| Sonoma | 7703 Seton Lake Dr | 1983 | 232 | 164,197 | \$21,776,801 | \$93,866 | \$132.63 |
| Averages | | 1982 | 178 | 140,785 | \$15,202,150 | \$85,083 | \$106.80 |

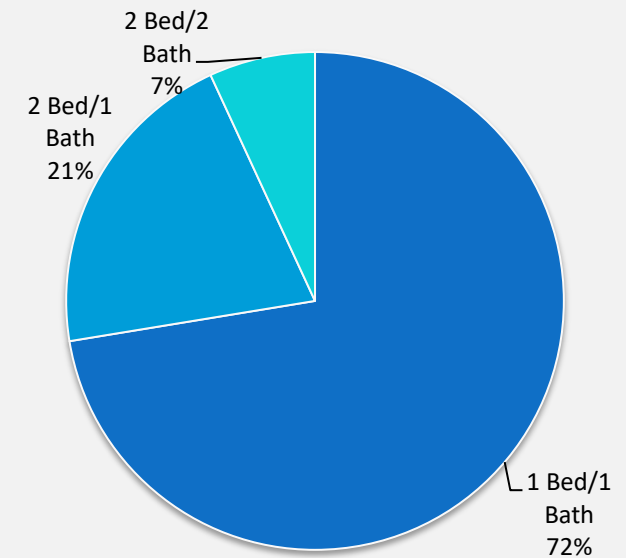


UNIT MIX

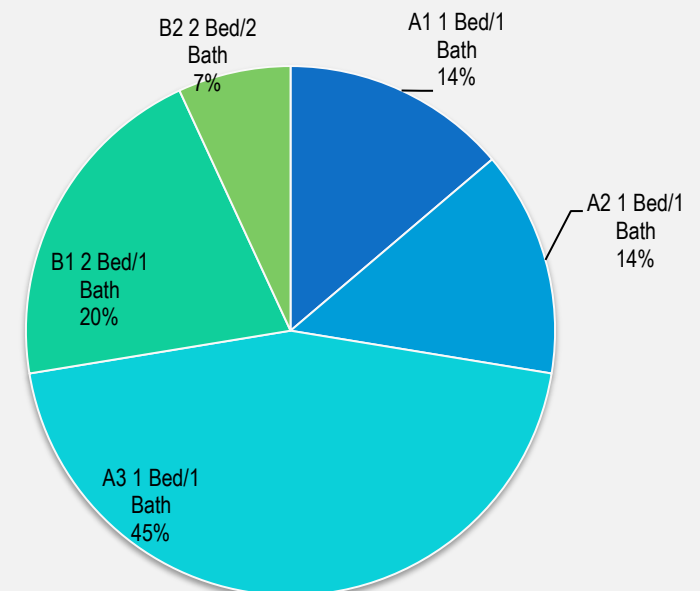
| Floorplan | Type | No. Units | Sq Ft | Total SqFt | Market Rent | Total Rent | +EWG | Rent/SF |
|---------------------|--------------|--------------|-----------------|----------------|-------------------|------------|------|------------------|
| A1 | 1 Bed/1 Bath | 32 | 476 | 15,232 | \$813 | \$26,031 | +EW | \$1.71 |
| A2 | 1 Bed/1 Bath | 32 | 540 | 17,280 | \$835 | \$26,713 | +EW | \$1.55 |
| A3 | 1 Bed/1 Bath | 104 | 625 | 65,000 | \$881 | \$91,608 | +EW | \$1.41 |
| B1 | 2 Bed/1 Bath | 48 | 825 | 39,600 | \$1,124 | \$53,963 | +EW | \$1.36 |
| B2 | 2 Bed/2 Bath | 16 | 873 | 13,968 | \$1,188 | \$19,008 | +EW | \$1.36 |
| | | | | | | | | |
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| | | | | | | | | |
| | | | | | | | | |
| Source: 7/23 RR | | 232 | 651 | 151,080 | \$937 | \$217,323 | | \$1.44 |
| TOTALS AND AVERAGES | | Total Units | Average Sq. Ft. | Total Sq. Feet | Average Rent/Unit | Total Rent | +EWG | Average Rent/ SF |



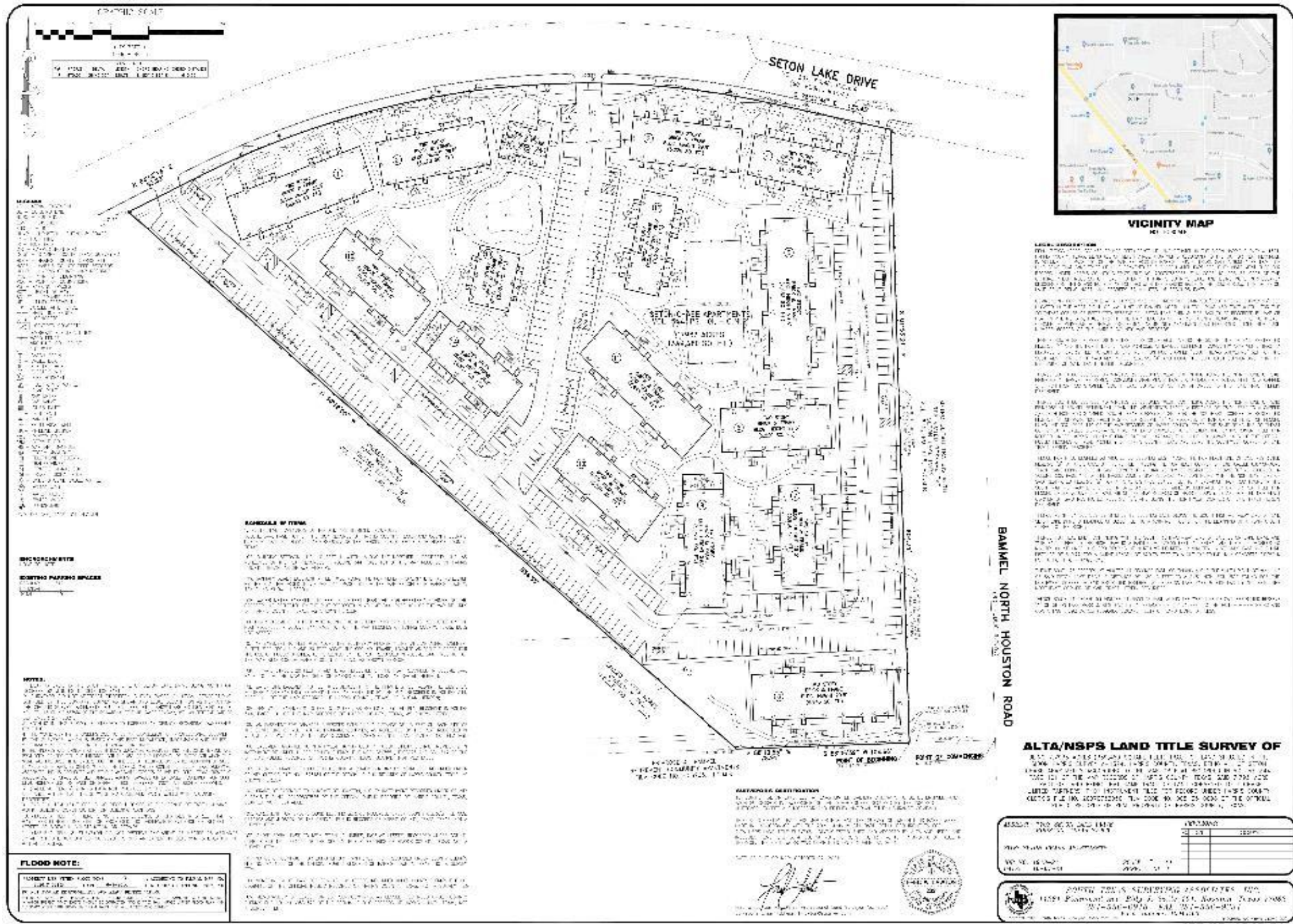
UNITS BY TYPE



UNITS BY RENOVATION









One Bedroom | One Bath
540 Sq Ft



One Bedroom | One Bath
625 Sq Ft



One Bedroom | One Bath
476 Sq Ft



Two Bedroom | One Bath
825 Sq Ft



Two Bedroom | Two Bath
873 Sq Ft



FEATURES & AMENITIES

Washer/Dryer Hookup*

Fireplace*

Private Patios*

Walk-In Closets*

Air Conditioning

Heating

Ceiling Fans

Cable Ready

Dishwasher

Disposal

Range

Refrigerator

W/D Connections for Every Floor Plan

On-Site Property Management

24/7 Emergency Maintenance

Sparkling Pool

Laundry Facilities

Pet Friendly



**only available in select units*

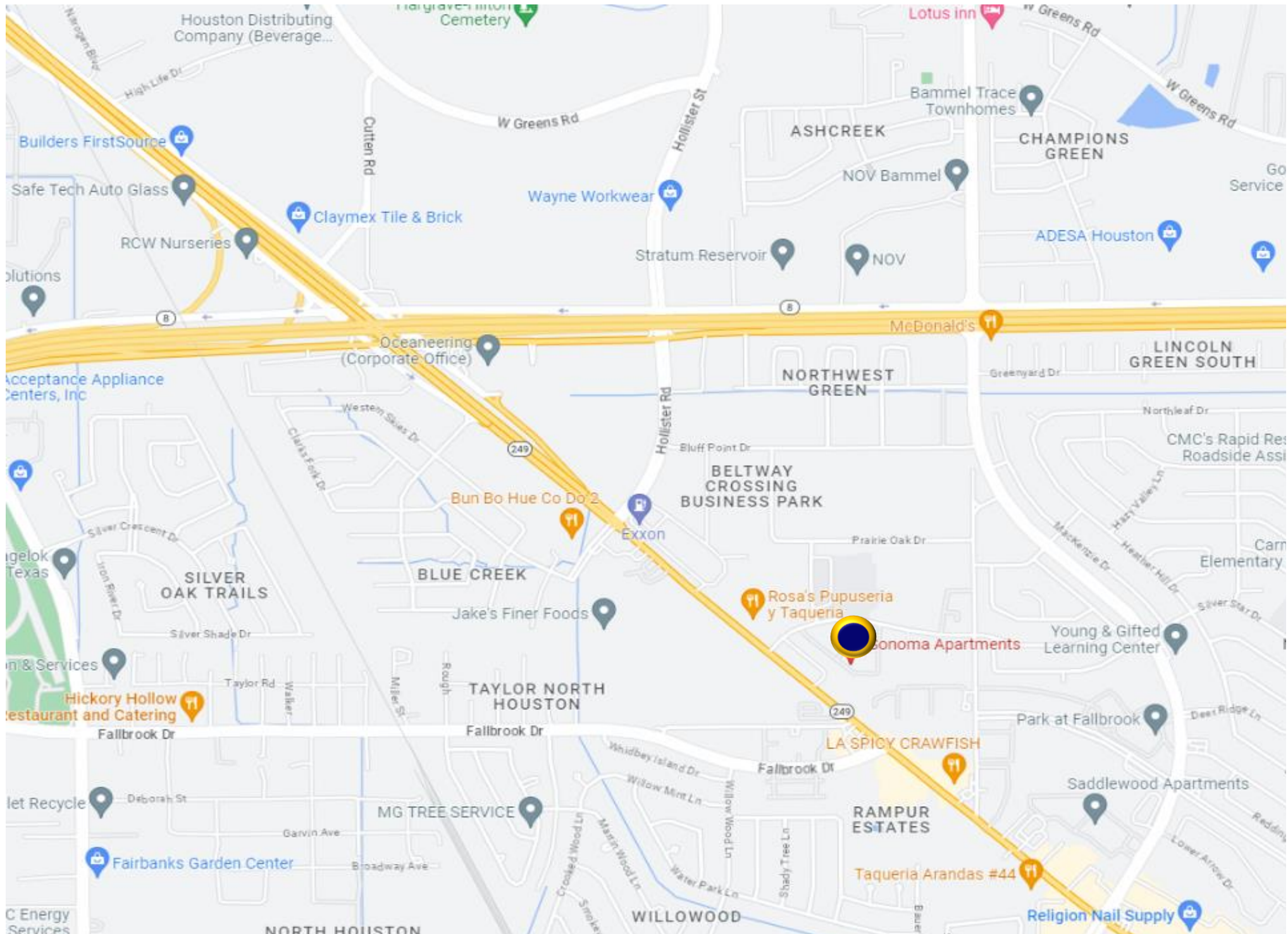





KET ENTERPRISES INCORPORATED

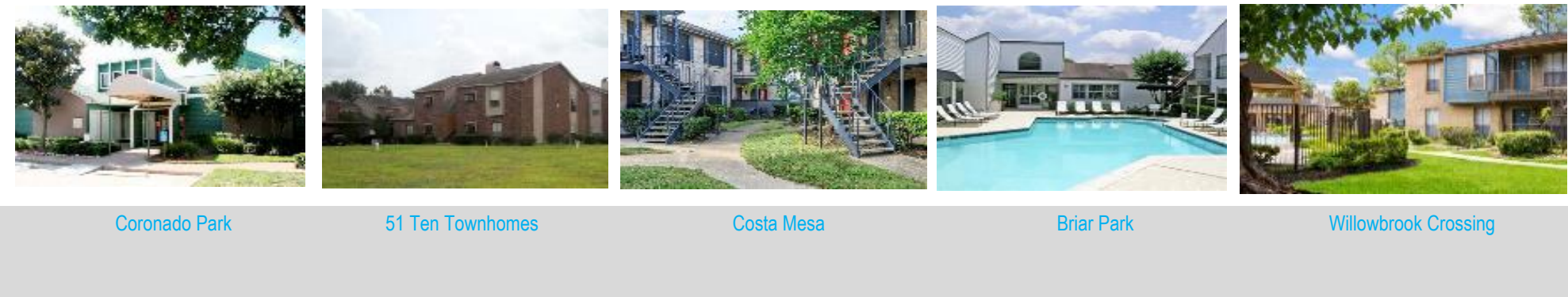
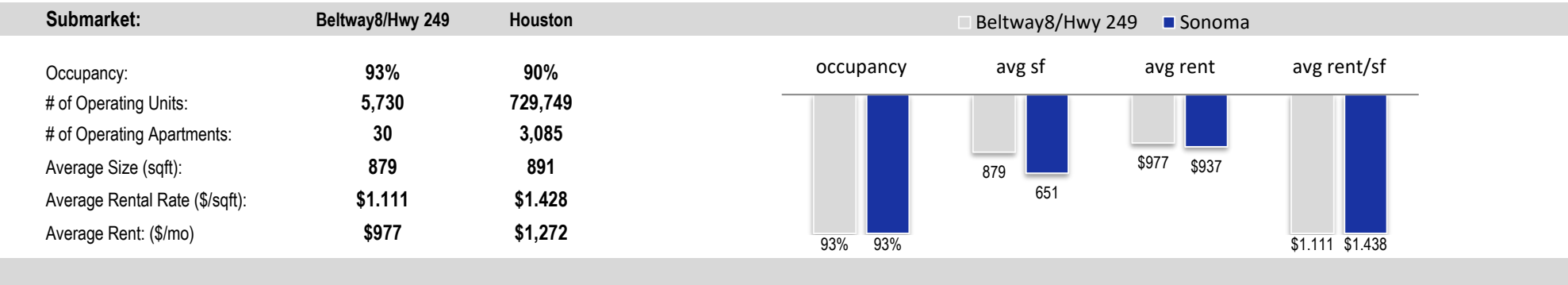


HOUSTON INCOME PROPERTIES INC.

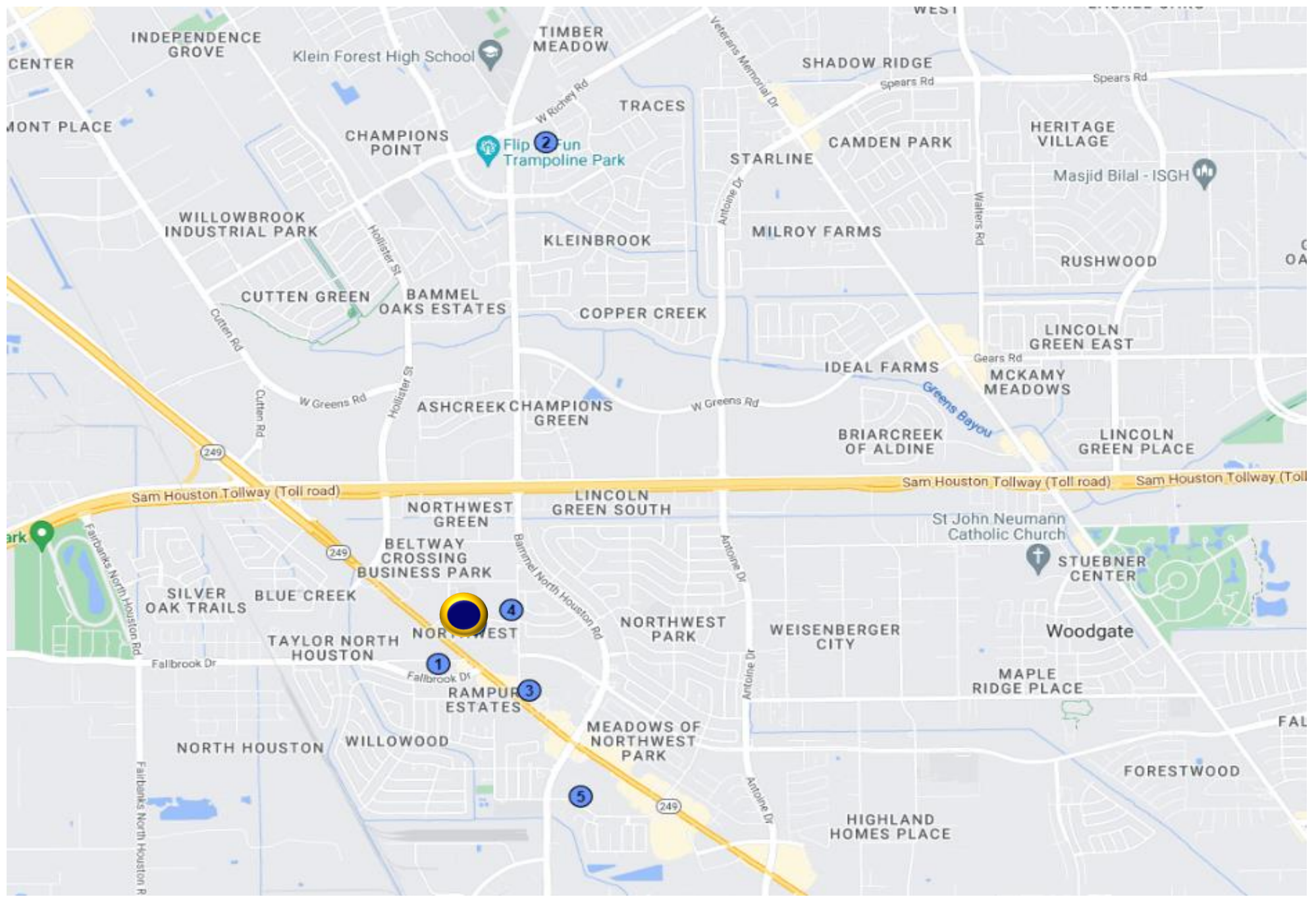




| RENT COMPARABLES (2023 MRI Apartment Data) | | | | | | | | | |
|--|---|--------|----------|-----|--------|--------|----------|-----|---------|
| Property Name | | Yr Blt | Rehabbed | Occ | #Units | Avg SF | Avg Rent | EWG | P/SF |
| 1 | Coronado Park 7610 Fallbrook | 1983 | 2017 | 95% | 144 | 725 | \$987 | EW | 1.362 |
| 2 | 51 Ten Townhomes 5110 Azalea Trace Dr | 1983 | 2000 | 86% | 256 | 817 | \$1,149 | E | 1.406 |
| 3 | Costa Mesa 14150 Tomball Pkwy | 1979 | 2023 | 97% | 152 | 883 | \$1,048 | EW | 1.187 |
| 4 | Briar Park 10401 Bammel N Houston | 1983 | 2017 | 96% | 80 | 915 | \$1,111 | EW | 1.214 |
| 5 | Willowbrook Crossing 7150 Smiling Wood | 1982 | 2012 | 95% | 206 | 747 | \$1,077 | EWG | 1.442 |
| *Resident Pays E(Electric), W(Water), G(Gas) | | | | | | | | | |
| Totals/Averages Comps | | 1982 | | 94% | 168 | 817 | \$1,081 | | \$1.322 |
|  | Sonoma 7703 Seton Lake Dr | 1983 | 2019 | 93% | 232 | 651 | \$937 | EW | \$1.438 |
| | | | | | | | | | |



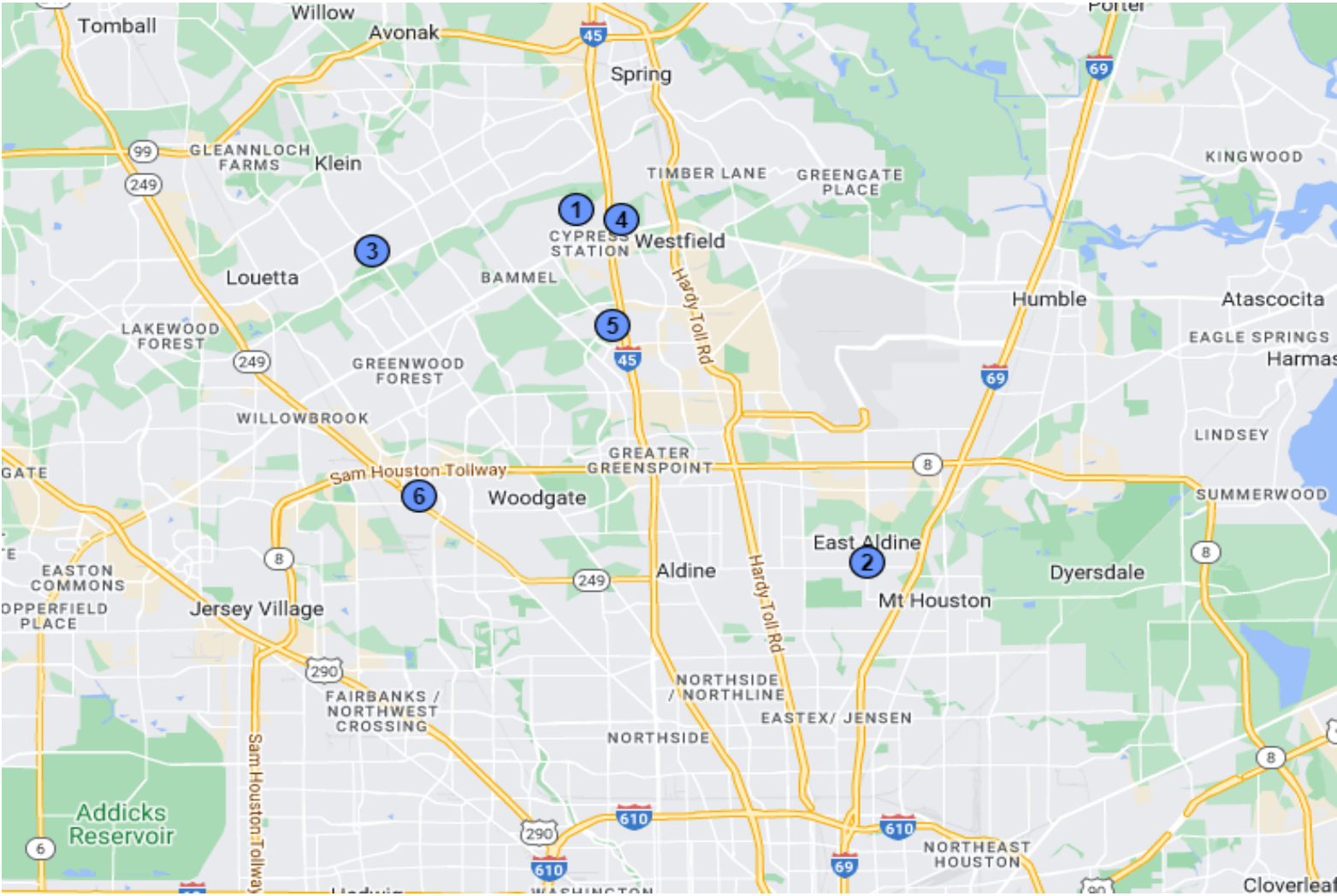
Sonoma | 7703 Seton Lake Dr | Houston, TX 77086



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

| | Property Name | Address | Date Sold | Price | Sq. Ft. | Price/Unit | Price/SF | Built | Units |
|---|--------------------|------------------------|-----------|--------------|---------|------------|----------|-------|-------|
| 1 | The 910 | 910 Cypress Station | 2/23 | \$38,000,000 | 254,078 | \$81,897 | \$149.56 | 1978 | 464 |
| 2 | Las Palmas I | 12550 JFK Blvd | 7/23 | \$14,976,000 | 162,900 | \$78,000 | \$91.93 | 1983 | 192 |
| 3 | Ellis At Champions | 16339 Stuebner Airline | 12/22 | \$18,000,000 | 149,017 | \$103,448 | \$120.79 | 1982 | 174 |
| 4 | La Monterra II | 310 Parramatta | 3/23 | \$27,216,000 | 230,896 | \$81,000 | \$117.87 | 1980 | 336 |
| 5 | Park Trails | 15215 Blue Ash Dr | 7/22 | \$21,250,000 | 159,390 | \$101,190 | \$133.32 | 1983 | 210 |
| | | | | | | | | | |

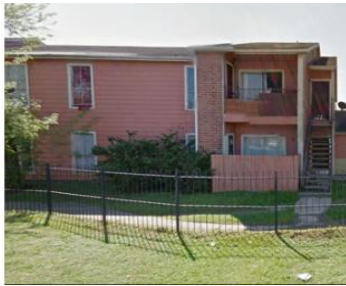
| | | | | | | | | | |
|---|--|--|--|--------------|---------|----------|----------|------|-----|
| Totals/Averages Comps | | | | \$23,888,400 | 191,256 | \$89,107 | \$120.04 | 1981 | 275 |
| <div> Sonoma 7703 Seton Lake Dr</div> | | | | Market | 151,080 | | | 1983 | 232 |



Sonoma



The 910



Las Palmas I



Ellis At Champions



La Monterra II



Park Trails

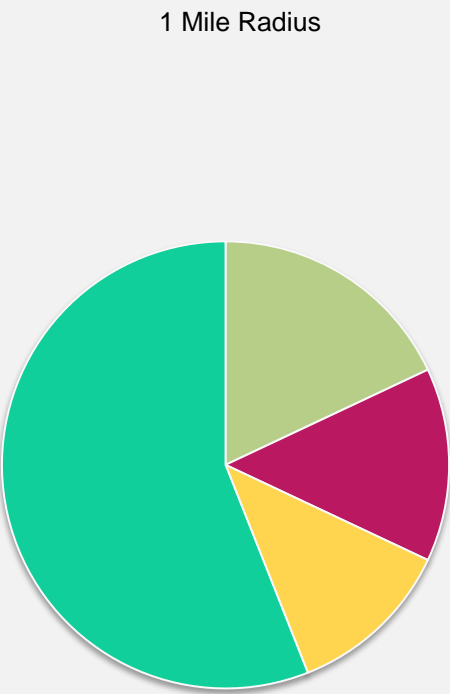




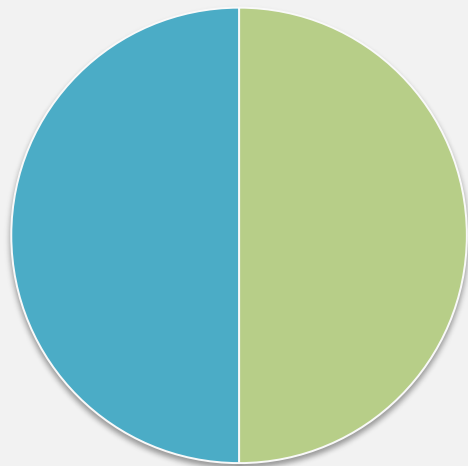
SUMMARY PROFILE

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

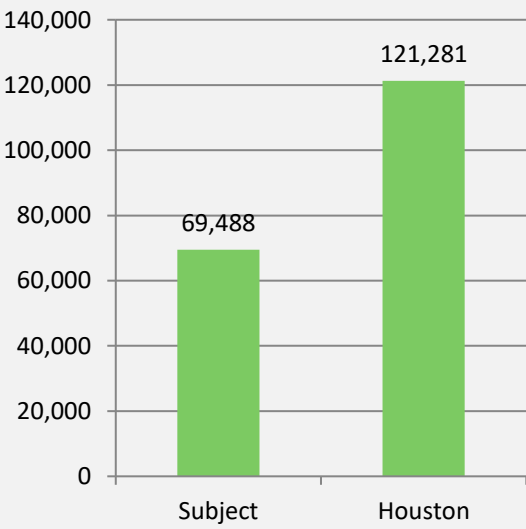
| | 1 Mile Radius | 2 Mile Radius | 3 Mile Radius |
|---|---------------|---------------|---------------|
| Sonoma 7703 Seton Lake Dr Houston, TX 77086 | | | |
| Population | | | |
| 2022 Estimated Population | 16,964 | 52,479 | 124,354 |
| 2027 Projected Population | 17,740 | 54,907 | 132,331 |
| 2020 Census Population | 17,155 | 52,608 | 124,107 |
| 2010 Census Population | 14,188 | 46,934 | 114,088 |
| Projected Annual Growth 2022 to 2027 | 0.9% | 0.9% | 1.3% |
| Historical Annual Growth 2010 to 2022 | 1.6% | 1.0% | 0.7% |
| 2022 Median Age | 31.1 | 31.8 | 32.2 |
| Households | | | |
| 2022 Estimated Households | 5,205 | 15,963 | 37,922 |
| 2027 Projected Households | 5,482 | 16,786 | 40,588 |
| 2020 Census Households | 5,248 | 15,918 | 37,656 |
| 2010 Census Households | 4,348 | 14,245 | 34,250 |
| Projected Annual Growth 2022 to 2027 | 1.1% | 1.0% | 1.4% |
| Historical Annual Growth 2010 to 2022 | 1.6% | 1.0% | 0.9% |
| Race and Ethnicity | | | |
| 2022 Estimated White | 16.6% | 18.2% | 19.8% |
| 2022 Estimated Black or African American | 36.6% | 32.6% | 27.8% |
| 2022 Estimated Asian or Pacific Islander | 6.0% | 6.1% | 5.9% |
| 2022 Estimated American Indian or Native Alaskan | 1.3% | 1.4% | 1.4% |
| 2022 Estimated Other Races | 39.5% | 41.7% | 45.1% |
| 2022 Estimated Hispanic | 50.0% | 52.7% | 57.4% |
| Income | | | |
| 2022 Estimated Average Household Income | \$69,488 | \$73,559 | \$69,891 |
| 2022 Estimated Median Household Income | \$50,708 | \$58,125 | \$53,312 |
| 2022 Estimated Per Capita Income | \$21,323 | \$22,383 | \$21,338 |
| Education (Age 25+) | | | |
| 2022 Estimated Elementary (Grade Level 0 to 8) | 11.8% | 13.6% | 15.5% |
| 2022 Estimated Some High School (Grade Level 9 to 11) | 11.1% | 11.9% | 12.4% |
| 2022 Estimated High School Graduate | 33.6% | 31.9% | 31.7% |
| 2022 Estimated Some College | 22.5% | 20.3% | 19.1% |
| 2022 Estimated Associates Degree Only | 7.9% | 7.3% | 6.1% |
| 2022 Estimated Bachelors Degree Only | 8.1% | 10.2% | 10.6% |
| 2022 Estimated Graduate Degree | 5.0% | 4.8% | 4.7% |
| Business | | | |
| 2022 Estimated Total Businesses | 485 | 1,434 | 3,071 |
| 2022 Estimated Total Employees | 2,656 | 9,614 | 28,156 |
| 2022 Estimated Employee Population per Business | 5.5 | 6.7 | 9.2 |
| 2022 Estimated Residential Population per Business | 35.0 | 36.6 | 40.5 |



White Black Other Hispanic



Non-Hispanic Hispanic





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

provided by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-0





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