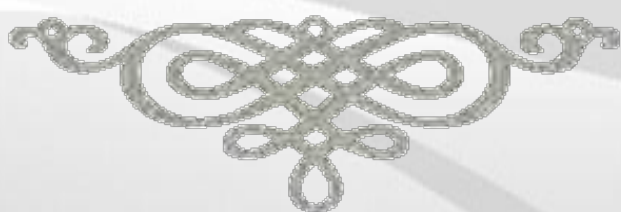




Vista del Sol

apartment homes



Vista del Sol

apartment homes

701 Preston Avenue, Pasadena, TX 77503

APARTMENTS FOR SALE

Units:	264
Avg Size:	870
Date Built:	1963
Rentable Sq. Ft.:	229,560
Acreage:	10.20
Occupancy:	88%
Class:	C+

Asking Price

MARKET

INVESTMENT HIGHLIGHTS

- ▶ [Available Assumption Only](#)
- ▶ Located in the Pasadena Area of SE Houston
- ▶ Ideal for Long Term Hold
- ▶ Excellent Opportunity to Assume Low Interest Loan
- ▶ Close Proximity to the Houston Ship Channel, an Excellent Petrochemical Job Base
- ▶ Extensive Interior Upgrades Completed in 2010 & 2016
- ▶ Area Plants are Booming
- ▶ Explosive Area Job Growth
- ▶ Blue Collar Profile
- ▶ The Ship Channel Reportedly Will Add 100,000 Jobs



FOR MORE INFORMATION PLEASE CONTACT:

KET ENTERPRISES INCORPORATED

4205 San Felipe | Suite 355 | Houston, Tx 77027
www.ketent.com
Broker License #0406902

Tom Wilkinson

Broker/Vice President

twilk4@ketent.com
713-355-4646 ext 102







Physical Information		Financial Information		Existing Debt		Operating Information	
Number of Units	264	Asking Price	MARKET	Current Mortgage	\$11,100,000	Est Mkt Rent (Apr-18)	\$204,017
Avg Unit Size	870	Price Per Unit		Amortization (Months)	384	6 Mo Avg	\$199,351
Net Rentable Area	229,560	Price Per Sq. Ft.		Debt Service	\$521,700	Physical Occ (Apr-18)	88%
Land Area (Acres)	10.20	Stabilized NOI	\$1,055,990	Monthly Interest Only	\$43,475	Est Ins per Unit per Yr	\$472
Units per Acre	25.882			Interest Rate	4.70%	Property Tax Information	
Date Built	1963			Date Due	07/06/27	2018 Tax Rate/\$100	2.95060
Water Meter	RUBS			Est Res for Repl/Unit/Yr	\$250	2018 Preliminary Tax Assessme	\$8,802,985
Elec Meter	Indiv			Yield Maintenance	Yes	Est 2018 Taxes	\$259,741
Roof Style	Flat			Interest Only Until July 2019		Est Future Tax Assessment	\$11,950,999
Heating/Coolin	Indiv-HVAC			AVAILABLE ASSUMPTION ONLY		Est Future Taxes	\$352,626

MODIFIED ACTUALS	PRO-FORMA
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INCOME

PRO-FORMA INCOME			
Current Street Rent with a 10% Increase	2,693,024	\$224,419 / Mo	
Estimated Gross Scheduled Income	2,693,024	\$224,419 / Mo	
Estimated Loss to Lease (2% of Total Street Rent)	(53,860)	2%	
Estimated Vacancy (7% of Total Street Rent)	(188,512)	7%	
Estimated Concessions and Other Rental Losses (4% of Total Street Rent)	(107,721)	4%	
Estimated Utilities Income	126,992	\$481 / Unit / Yr	
Estimated Other Income	182,466	\$691 / Unit / Yr	
Estimated Total Rental Income	2,652,389		
ESTIMATED TOTAL PRO-FORMA INCOME	2,652,389	\$221,032 / Mo	

Jan thru Mar 2018 Income Annualized \$2,392,208

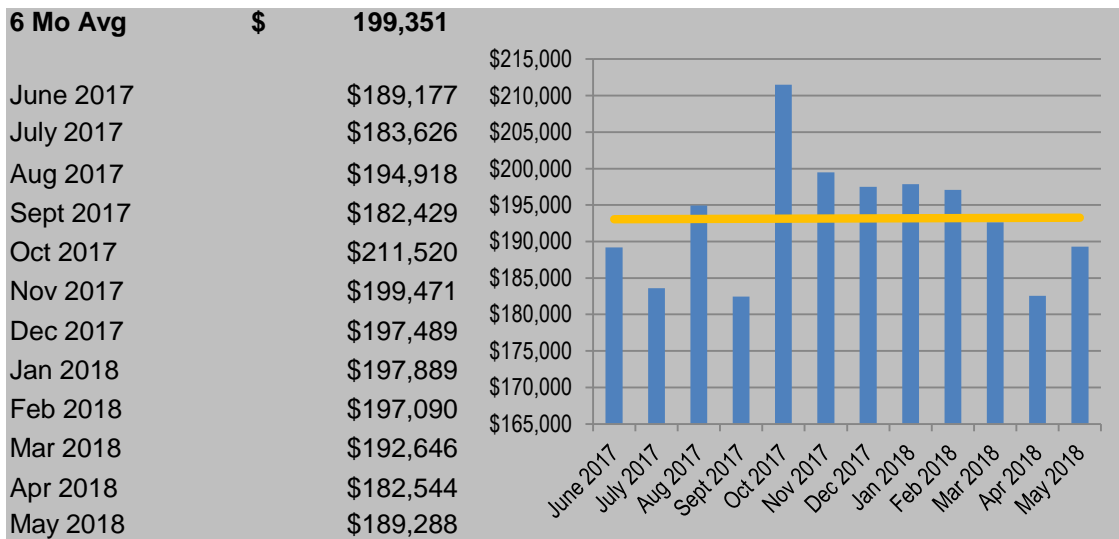
EXPENSE	May '17 thru April '18 Expenses		4/18 operating statement	Estimated Expenses		2017 Tax Rate & Est Future Assessment	Estimated
Fixed Expenses							
Taxes	\$193,401	\$733 per Unit		\$361,997	\$1,371 per Unit		
Insurance	\$124,678	\$472 per Unit		\$124,678	\$472 per Unit		
Total Fixed Expense			318,079	\$1,205 per Unit			486,675
Utilities							
Electricity	\$131,187	\$497 per Unit		\$131,187	\$497 per Unit		
Water/Sewer	\$171,471	\$650 per Unit		\$171,471	\$650 per Unit		
Gas	\$0	\$ per Unit		\$0	\$ per Unit		
Total Utilities			302,659	\$1,146 per Unit			302,659
Other Expenses							
General & Admin & Marketing	\$81,549	\$309 per Unit		\$68,640	\$260 per Unit		
Repairs & Maintenance	\$97,746	\$370 per Unit		\$105,600	\$400 per Unit		
Labor Costs	\$358,653	\$1,359 per Unit		\$358,653	\$1,359 per Unit		
Contract Services	\$128,601	\$487 per Unit		\$128,601	\$487 per Unit		
Management Fees	\$59,503	2.49% \$225 per Unit		\$79,572	3.00% \$301 per Unit		
Total Other Expense			726,052	\$2,750 per Unit			741,065
Total Operating Expense			1,346,789	\$5,101 per Unit			1,530,399
Reserve for Replacement			66,000	\$250 per Unit			66,000
Total Expense			1,412,789	\$5,351 per Unit			1,596,399
Net Operating Income (Actual Underwriting)			979,419				1,055,990
Asking Price			MARKET				MARKET
Cap Rate							
Existing Debt			11,100,000				11,100,000
Equity							
Proposed Debt Service			521,700				521,700
Cash Flow			457,719				534,290
Cash on Cash							

NOTES: ACTUALS: Income and Expenses were calculated based on 4/18 operating statement. **PRO FORMA:** Income is Pro Forma as Noted. Taxes were calculated using 2017 Tax Rate & Est Future Assessment. Insurance is estimated. Management Fees calculated as 3.0% 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.

PROPERTY INFORMATION		CURRENT MORTGAGE		TAXING AUTHORITY Harris County	
Age:	1963	Mortgage Balance	\$11,100,000	Account No. 0402180030045	
Elec Meter:	Indiv	Debt Service	\$521,700	Deer Park ISD	\$1.556700
A/C Type:	Indiv-HVAC	Amortization	384	Harris County	\$0.418010
Water:	RUBS	Monthly Interest Only	\$43,475	Harris County Flood Control	\$0.028310
Wiring:	Copper?	Type		Port of Houston Authority	\$0.012560
Roof:	Flat	Assumable	Yes	Harris County Hospital District	\$0.171100
Paving:	Asphalt	Monthly Escrow	\$250	Harris County Education Dept	\$0.005195
Materials:	Brick/Wood	Origination Date		San Jacinto Community College	\$0.183335
# of Stories:	2	Due Date	07/06/27	City of Pasadena	\$0.575388
Buildings:	34	Interest Rate	4.70%		
Surface Parking:	336	Yield Maintenance	Yes		
Garage Parking:	No	Transfer Fee	1%+App+Legal	2018 Tax Rate/\$100	\$2.950598
Est Units/Acre:	25.88	Loan Type		2018 Preliminary Tax Assessment	\$8,802,985
Keymap:	537L	AVAILABLE ASSUMPTION ONLY		CAD Net Rentable Square Feet	228,990

COLLECTIONS



PLEASE DO NOT VISIT THE SITE WITHOUT AN APPOINTMENT MADE THROUGH THE BROKER.

PROPERTY HIGHLIGHTS

Vista del Sol is a brick and wood, Class "C+" quality project located in Pasadena, Texas approximately 9 miles southeast of downtown Houston. The property has excellent access to Hwy 225, Loop 610, and Beltway 8. Strong job base due to its proximity to all of the petrochemical facilities in Pasadena. Working class tenant profile. The property was renovated in 2003/2004, at a cost of \$1,600,000, with all new roofs and additional exterior upgrades in 2009/2010. The 2010/2016 rehab also included upgraded interiors, redesigned units with crown molding and ceramic tile flooring. The property is located in the Deer Park School District, which is a plus and zoned to the following schools: *Parkwood Elementary for Kindergarten thru 2nd and Deepwater Elementary for 3rd grade thru 5th grade. Deepwater Jr for 6th grade thru 8th grade, Deer Park North for 9th grade and Deer Park South for 10th grade thru 12th grade.*

There is great job growth in the area and Pasadena is a "barriers to entry" city for apartments, i.e., Pasadena requires very low density and a \$2M lifetime performance bond, effectively eliminating new construction. Consequently, existing housing stock will eventually rise in value since it will not be economically feasible to build new apartments.

The existing debt offers excellent cash on cash potential. This is an exceptional opportunity to assume a low interest rate loan on a solid, performing property in a stable, growing market.

Please do not visit the property without an appointment. No Exceptions!







UNIT MIX

Unit Type	Bed/Bath	No. Units	Sq Ft	Total SqFt	Market Rent	Total Rent	Rent/SF
Flat	1 Bed/1 Bath	51	655	33,405	\$654	\$33,354	\$1.00
Flat	1 Bed/1 Bath	54	655	35,370	\$674	\$36,396	\$1.03
Flat	1 Bed/1 Bath	9	655	5,895	\$679	\$6,111	\$1.04
Flat	1 Bed/1 Bath	6	655	3,930	\$699	\$4,194	\$1.07
Flat	2 Bed/1 Bath	17	930	15,810	\$785	\$13,345	\$0.84
Flat	2 Bed/1 Bath	19	930	17,670	\$805	\$15,295	\$0.87
Flat	2 Bed/1 Bath	7	930	6,510	\$810	\$5,670	\$0.87
Flat	2 Bed/1 Bath	5	930	4,650	\$830	\$4,150	\$0.89
Flat	2 Bed/2 Bath	18	965	17,370	\$810	\$14,580	\$0.84
Flat	2 Bed/2 Bath	20	965	19,300	\$830	\$16,600	\$0.86
Flat	2 Bed/2 Bath	6	965	5,790	\$835	\$5,010	\$0.87
Flat	2 Bed/2 Bath	4	965	3,860	\$855	\$3,420	\$0.89
Flat	3 Bed/2 Bath	22	1,250	27,500	\$944	\$20,768	\$0.76
Flat	3 Bed/2 Bath	22	1,250	27,500	\$964	\$21,208	\$0.77
Flat	3 Bed/2 Bath	2	1,250	2,500	\$969	\$1,938	\$0.78
Flat	3 Bed/2 Bath	2	1,250	2,500	\$989	\$1,978	\$0.79

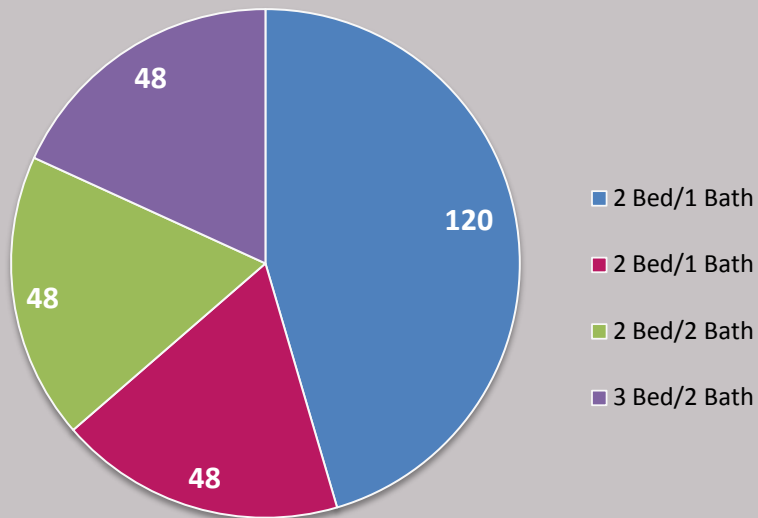
Source: Owner's Rent Roll 4/30/18

264 870 229,560 \$773 \$204,017 \$0.89

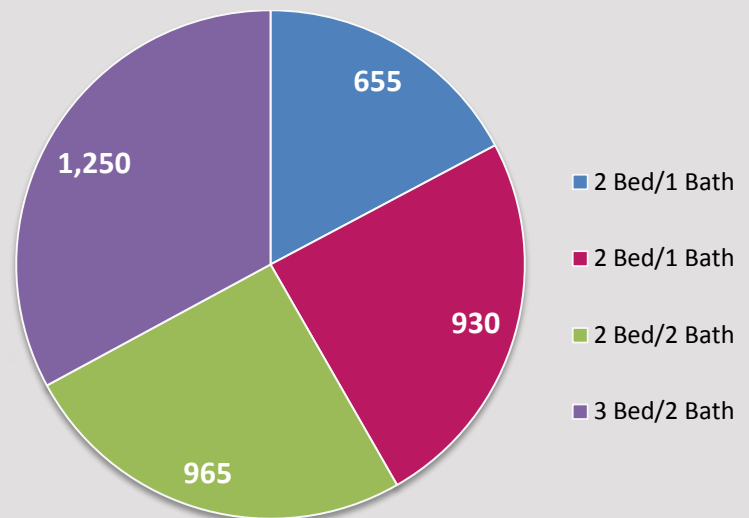
TOTALS AND AVERAGES

Total Units	Average Sq. Ft.	Total Sq. Feet	Average Rent/Unit	Total Rent	Average Rent/ SF
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UNIT TYPE



UNIT SIZE







Apartment Features*

- Air Conditioning
- Cable Ready
- Ceiling Fans
- Faux Hardwood Floors*
- Oversized Closets
- Small Dogs Allowed
- Ceramic Tile Flooring*
- Carpet
- Garbage Disposal
- Range
- Refrigerator
- 2" Mini-Blinds*
- Crown Molding*

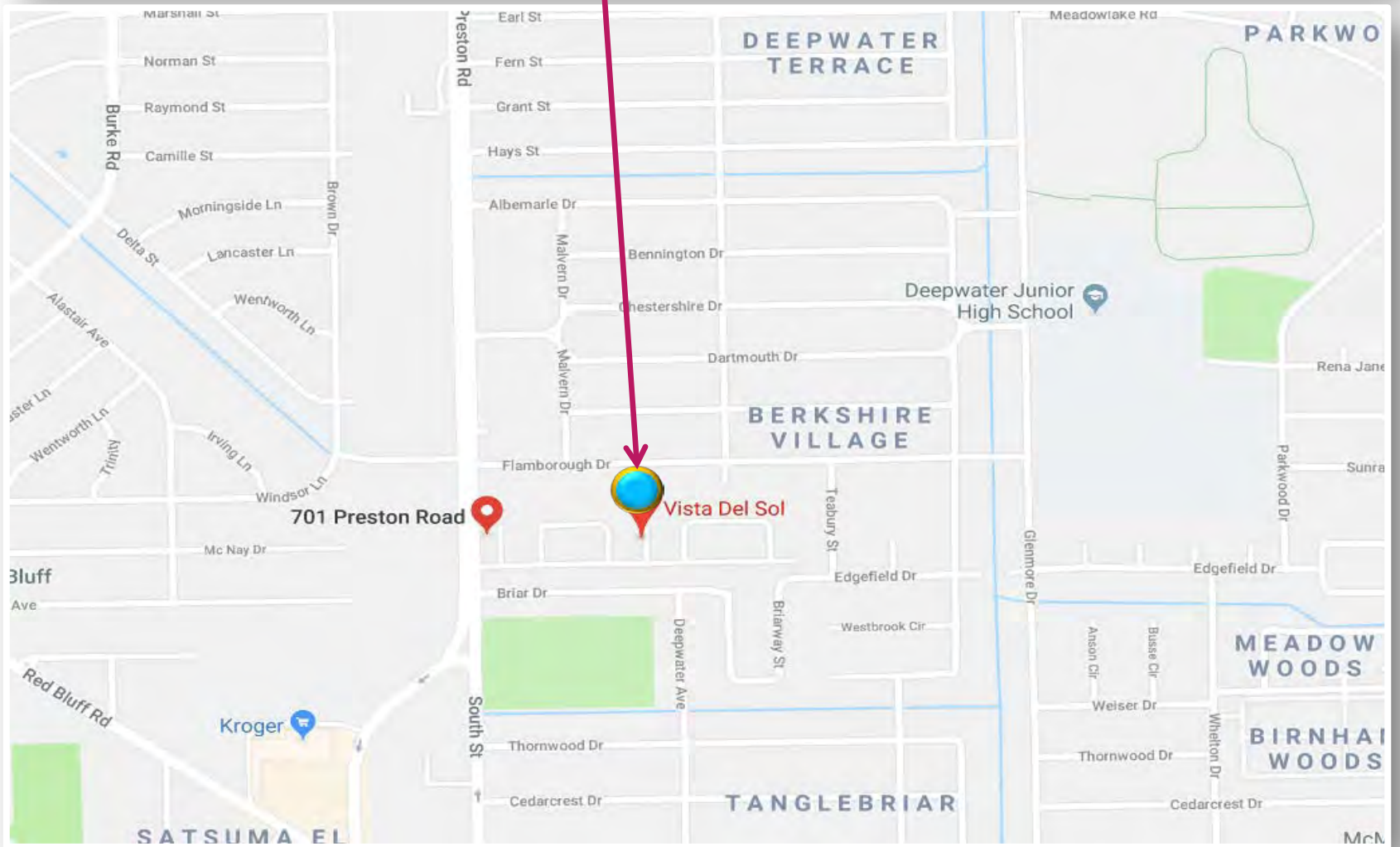
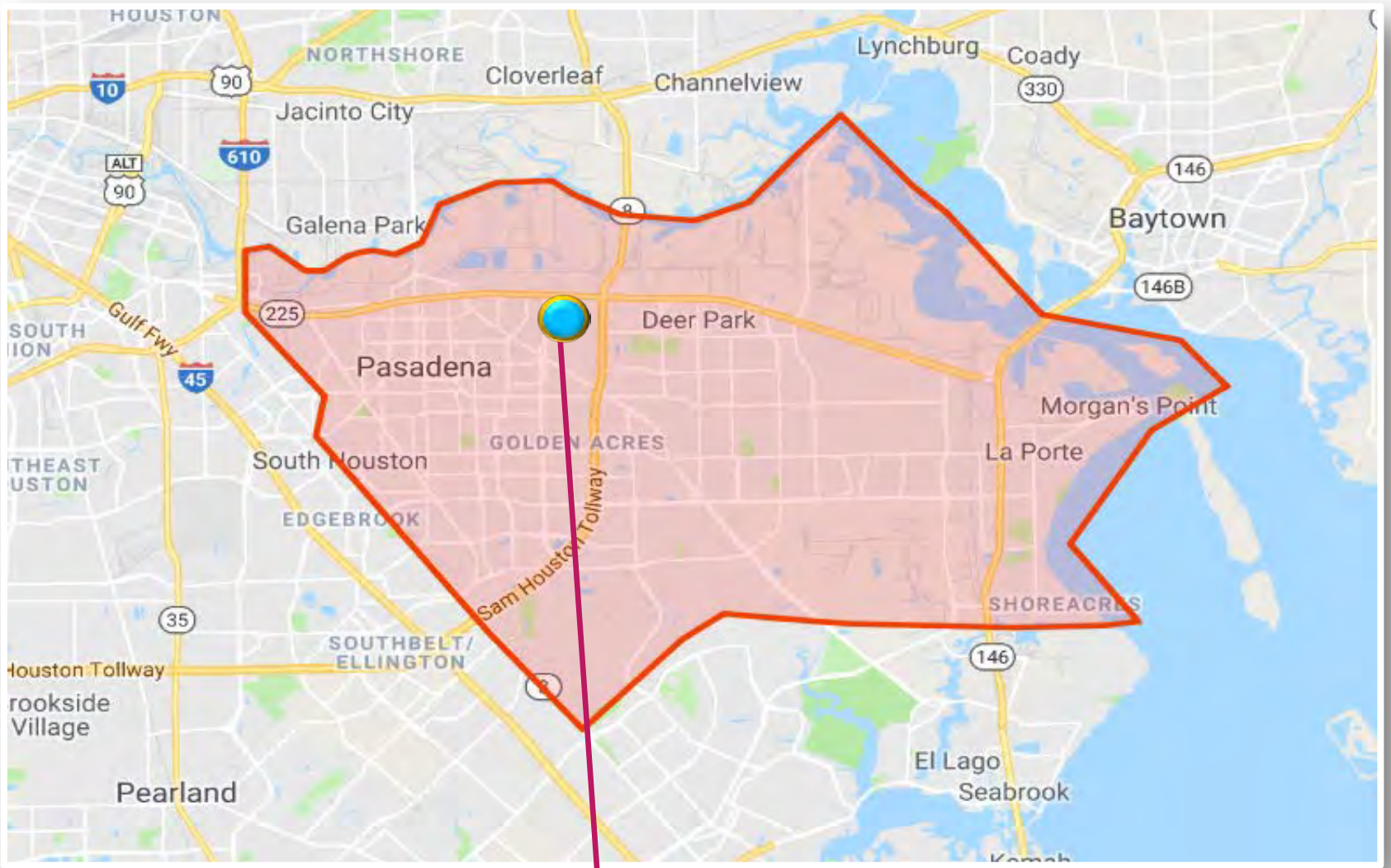


Property Features*

- Swimming Pool
- New Playground Equipment
- Furnished Apartments
- On-Site Management
- Recreation Room
- 4 Clothes Care Facilities
- On-Site Maintenance

*In Select Units





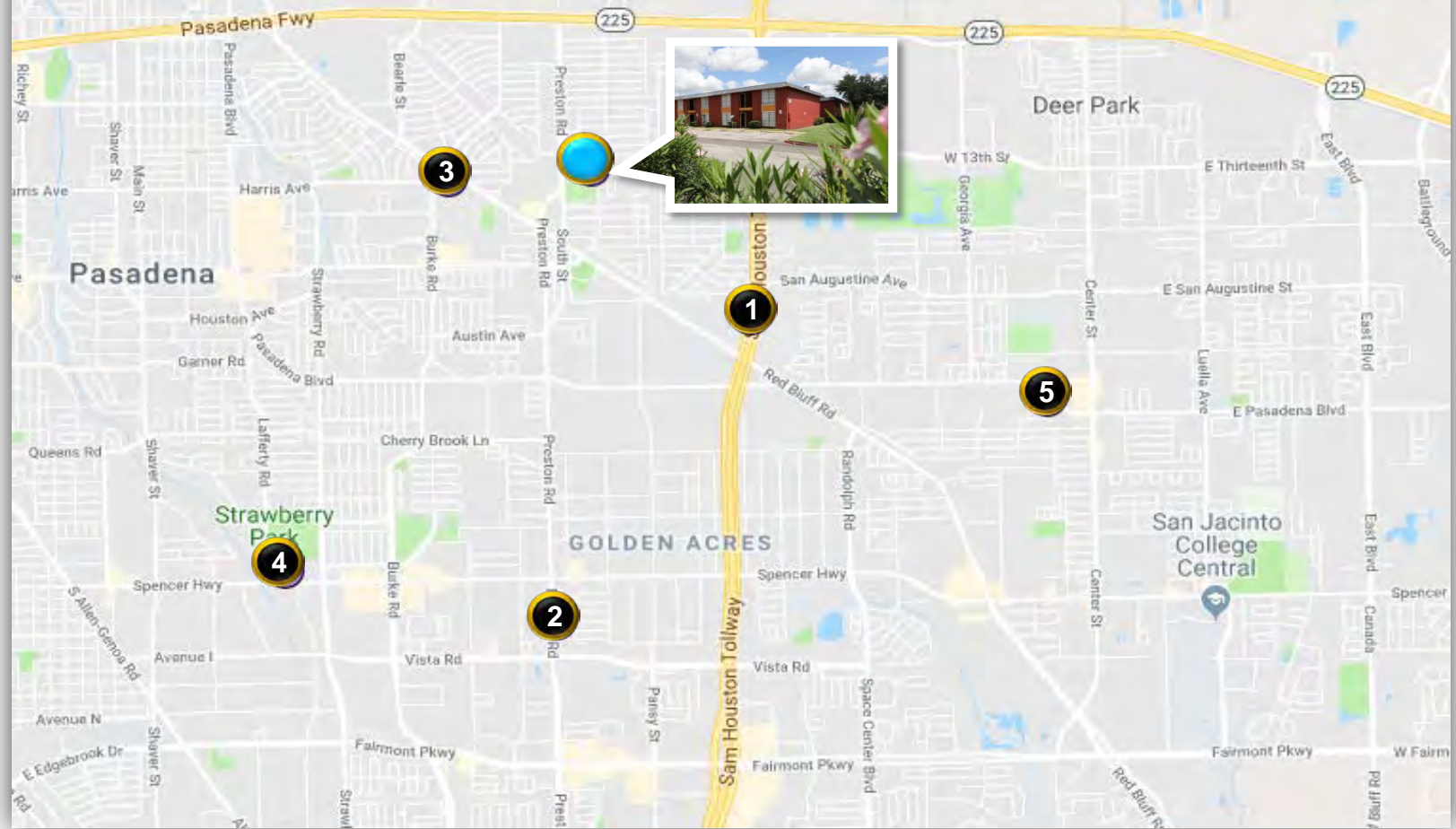


Rent Comparables (Apartment Data Services - June 2018)

	Property Name	Year Built	Occ	#Units	Avg SF	Avg Rent	EWG	P/SF
1	San Augustine 1516 E Sam Houston Pkwy S	1979	85%	331	851	\$939	+EW	1.103
2	Willow Springs 3402 Preston Rd.	1984	95%	252	761	\$957	+EW	1.258
3	Quarters on Red Bluff 2300 Red Bluff	1976	95%	170	849	\$962	N/A	1.133
4	Parkside Place 3101 Spencer Hwy	1971	93%	309	864	\$992	N/A	1.148
5	Villages at Parktown 500 W Pasadena Blvd.	1969	72%	309	1135	\$1,241	+EWG	1.093
Totals/Averages Comps		1976	89%	274	892	\$1,023		\$1.147

Resident Pays E(Electric), W(Water), G(Gas)

Vista del Sol 701 Preston Ave.	1963	88%	264	870	\$773	+EW	\$0.89
Sub-Market Averages - Southeast		91%	23,205	849	\$849		\$1.000
Houston Market Averages		90%	643,906	882	\$1,031		\$1.169





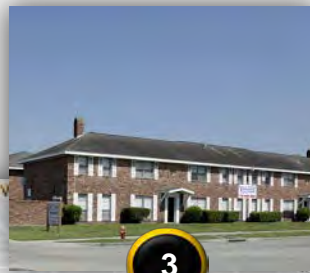
	Property Name	Date Sold	Price	Total Sq. Ft.	Price/Unit	Price/SF	Built	Units
1	Sandridge 4025 Burke	Asking	\$42,840,000	386,252	\$85,000	\$110.91	1981	504
2	Parkside Place 3101 Spencer Hwy	07/14/17	\$19,260,000	275,582	\$60,000	\$69.89	1971	321
3	Belle Chase 3002 Strawberry	11/01/17	\$3,500,000	47,600	\$62,500	\$73.53	1968	56
4	Red Pines 3823 Red Bluff	07/28/17	\$13,664,000	178,050	\$56,000	\$76.74	1964	244
5	Willow Springs 3402 Preston	02/05/16	\$19,250,000	191,808	\$76,389	\$100.36	1984	252
Totals/Averages Comps			\$19,702,800	215,858	\$67,978	\$86.29	1974	275
Vista del Sol 701 Preston Ave.			MARKET	229,560			1963	264



1



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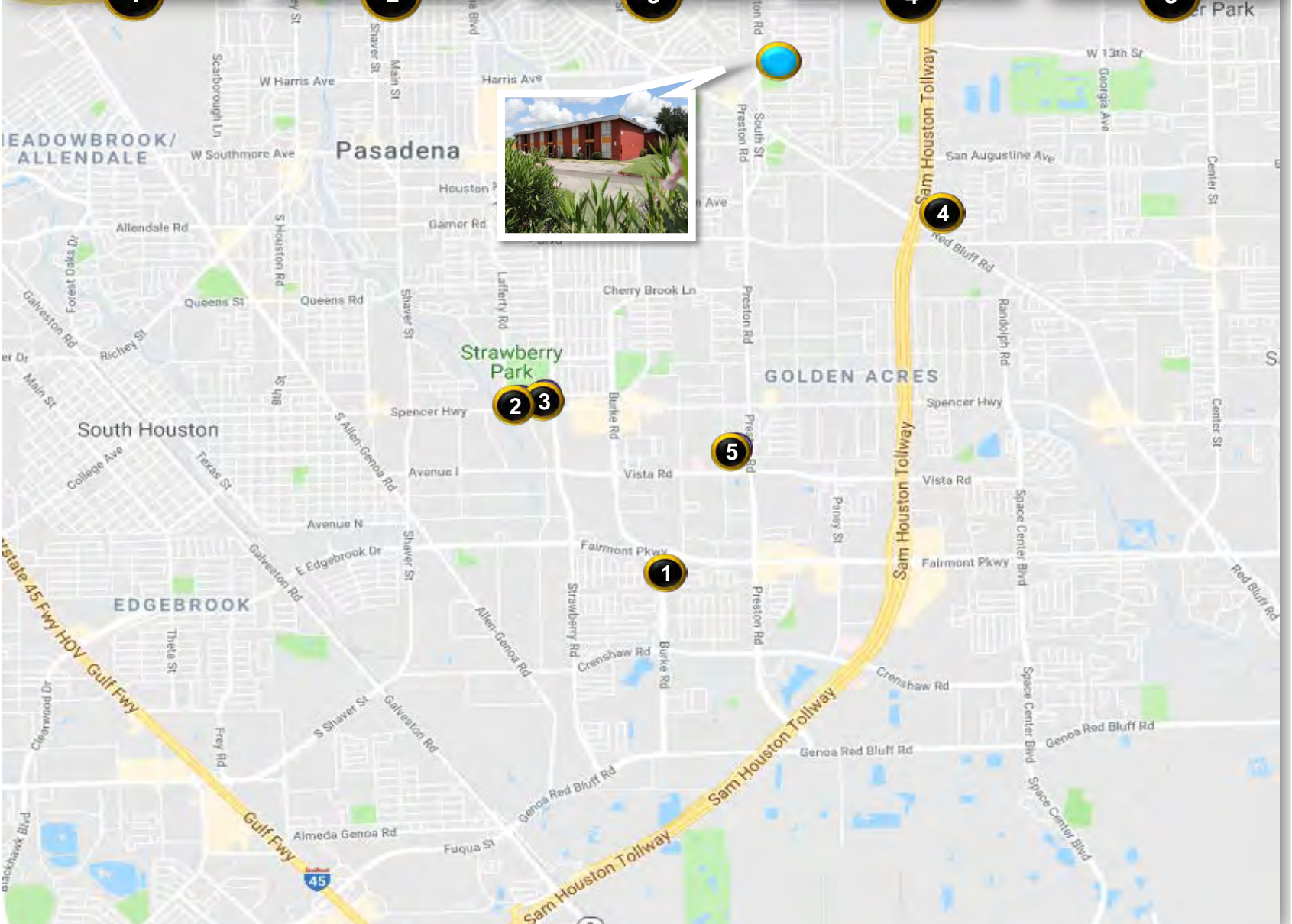
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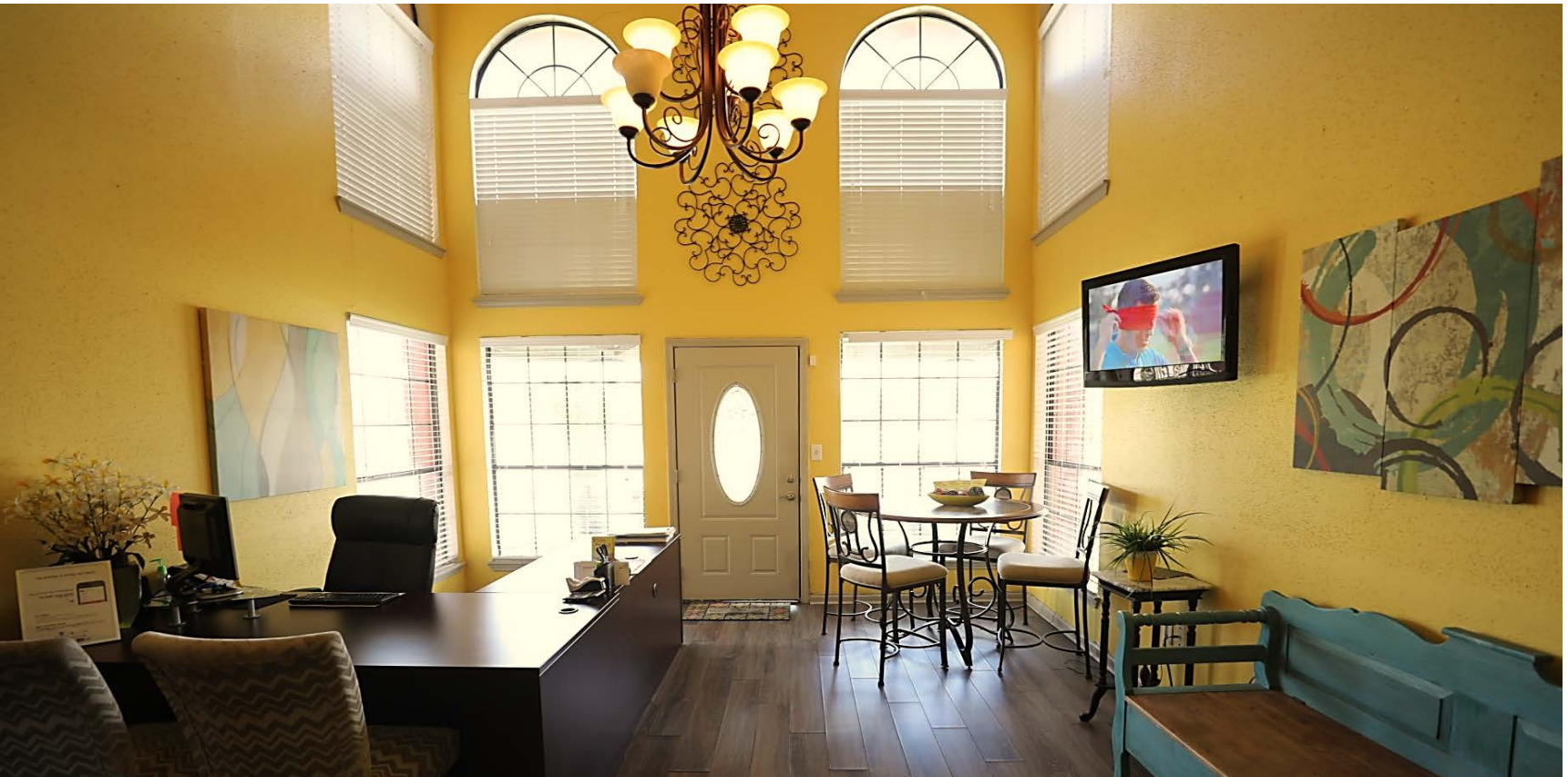


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City of Pasadena Texas

PASADENA, TEXAS is a predominately blue collar community with employment in Pasadena closely linked to the ship-channel industries, Bayport Industrial District, and the NASA/Johnson Space Center in nearby Clear Lake. San Jacinto College and Texas Chiropractic College are located in Pasadena with The Texas Medical Center, the University of Texas Medical Branch (UTMB), the University of Houston and Rice University only a short commute away.

The area has excellent access to I-45 and the Gulf Freeway sub-market, Sam Houston Tollway, Loop 610, State Highway 225 and is approximately 9 miles east of the Houston Central Business District. Houston's three primary employment centers - the Central Business District, the Galleria/West Loop Corridor and Greenway Plaza - are only about a 20 to 30 minute commute.

Pasadena is part of the Bay Area Houston Market Area. The Bay Area Market encompasses parts of Harris and Galveston counties and spans all or part of twelve cities which include Houston, Pasadena, La Porte, League City, Seabrook, Kemah, Webster, Nassau Bay, Seabrook, Friendswood and several smaller municipalities.



77% of the residents within a 1 mile radius of the Vista del Sol Apartments are Latin American

Fiestas Patrias Celebrations at Pasadena Town Square Mall



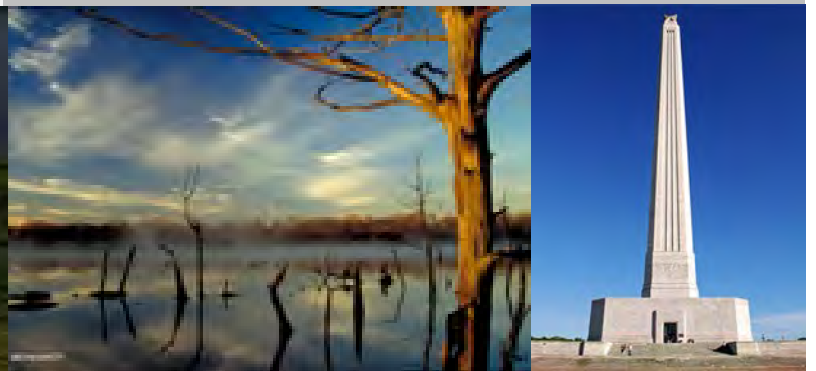
PETRO-CHEMICAL INDUSTRIES

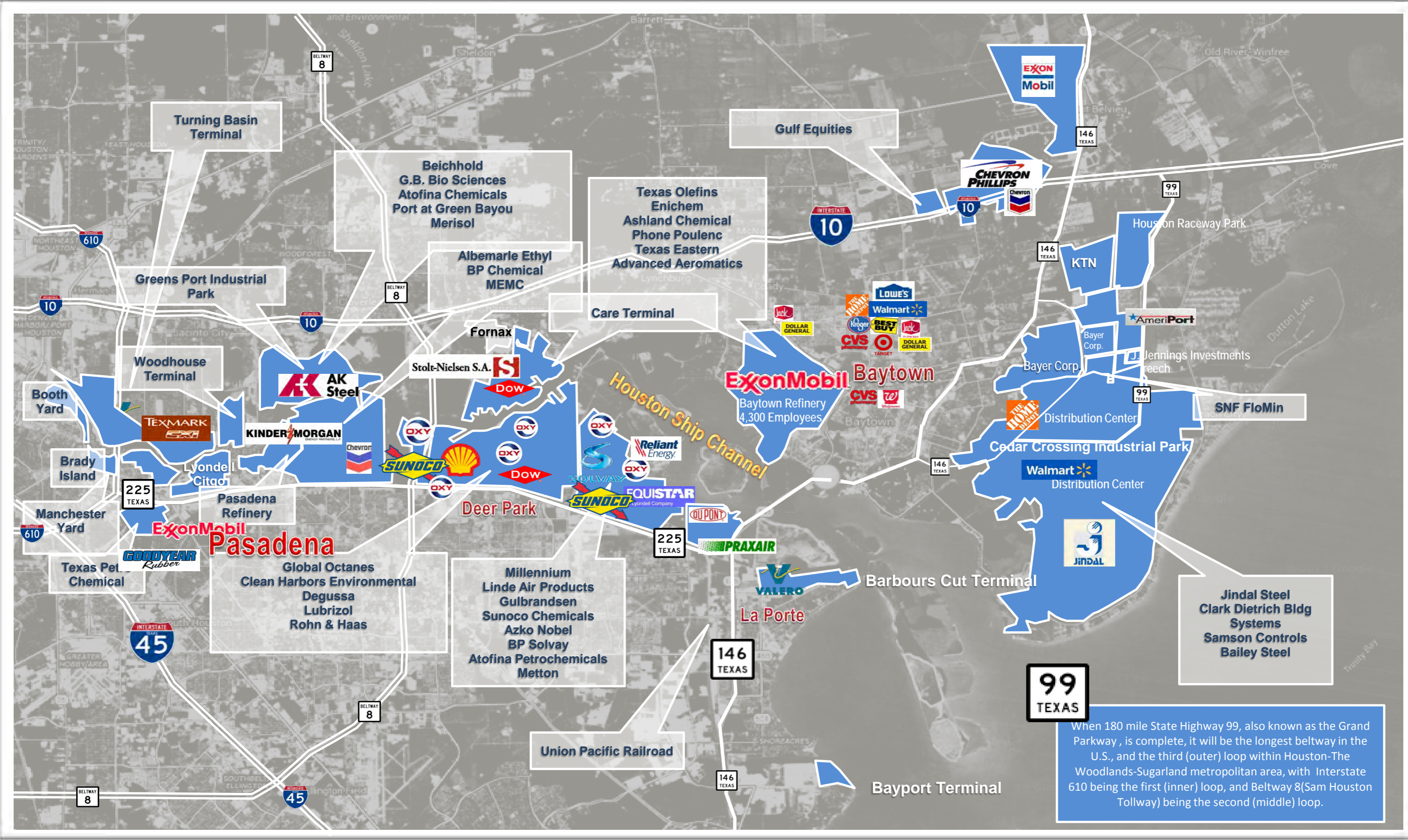
Houston Ship Channel/Port of Houston

- The Port's \$15 billion petrochemical complex is the nation's largest, containing over 430 refining and manufacturing companies and over 35,000 employees.
- The 10th largest port in the world, the Port of Houston is #1 in US foreign tonnage, #1 in North America for break-bulk and project cargo, #1 in North America for steel, #1 port in North America for petroleum, #1 petrochemical complex in North America.
- 25-mile long complex in East Houston with 150 industrial companies; \$178.5 billion state-wide economic impact.
- Busiest port in the US with over 8,000 vessel calls linking Houston to 1,053 ports and 203 countries.
- Explosive area job growth fueled by the port, cruise terminal, refining industry, and liquid natural gas terminals - Between 2012 and 2015, the Houston port region spent \$35 billion in capital and maintenance investments, creating 110,000 direct jobs and 154,100 indirect jobs.



- Port of Houston projects imports and exports of containerized cargo to increase 11% annually over the next four years.
- New Bayport Container and Cruise Terminal is estimated to generate and support over 30,000 jobs in its first ten years (2007 - 2017) with a \$796 million economic impact; expected to generate and support over 60,000 new jobs through 2030 at build out with a total economic impact of \$2.43 billion
- William P. Hobby Airport, just a short distance from the Property, employing over 4,000 has completed a \$160 Million renovation.
- Ellington International Airport, located approximately 10 miles south of Pasadena, is undergoing a \$500 Million renovation.





Turning Basin Terminal

Gulf Equities

Beichhold
G.B. Bio Sciences
Atofina Chemicals
Port at Green Bayou
Merisol

Texas Olefins
Enichem
Ashland Chemical
Phone Poulenc
Texas Eastern
Advanced Aeromatics

Greens Port Industrial Park

Albemarle Ethyl
BP Chemical
MEMC

Care Terminal

Woodhouse Terminal

Fornax

ExxonMobil Baytown
Baytown Refinery
4,300 Employees

KTN

Houston Raceway Park

Booth Yard

AK Steel

Stolt-Nielsen S.A.

Bayer Corp.

AmeriPort

TEXMARK

KINDER MORGAN

DOW

CVS

Bayer Corp.

Jennings Investments
Freesh

SNF FloMin

Brady Island

Lyondel Citad

Deer Park

Cedar Crossing Industrial Park

Walmart
Distribution Center

Manchester Yard

Pasadena Refinery

Millennium
Linde Air Products
Gulbrandsen
Sunoco Chemicals
Azko Nobel
BP Solvay
Atofina Petrochemicals
Metton

VALERO

Barbours Cut Terminal

Jindal Steel
Clark Dietrich Bldg
Systems
Samson Controls
Bailey Steel

GOODYEAR Rubber

Global Octanes
Clean Harbors Environmental
Degussa
Lubrizol
Rohn & Haas

La Porte

99
TEXAS

When 180 mile State Highway 99, also known as the Grand Parkway, is complete, it will be the longest beltway in the U.S., and the third (outer) loop within Houston-The Woodlands-Sugarland metropolitan area, with Interstate 610 being the first (inner) loop, and Beltway 8 (Sam Houston Tollway) being the second (middle) loop.

Union Pacific Railroad

Bayport Terminal

146
TEXAS

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TEXAS

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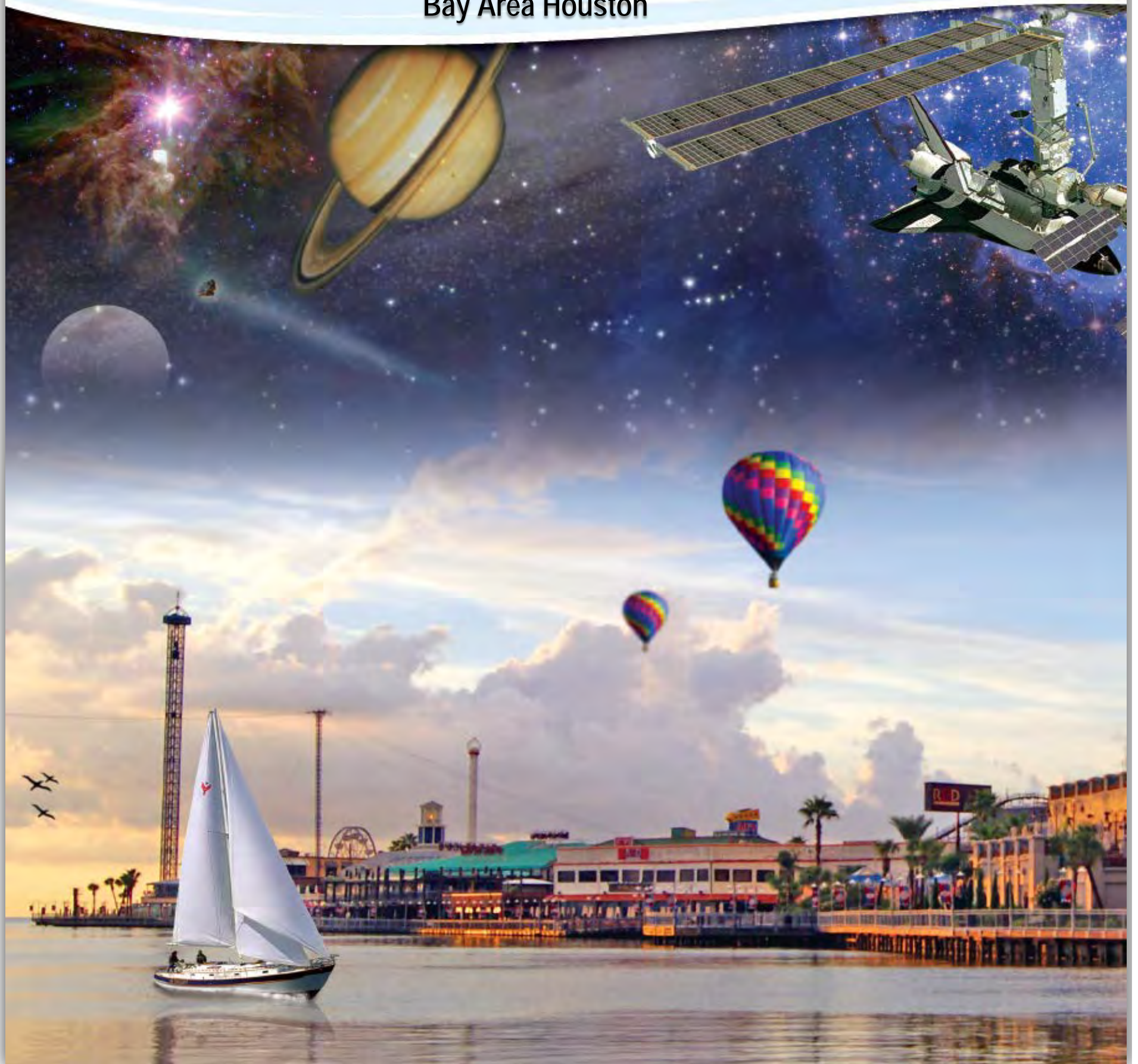
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Bay Area Houston



The Bay Area Houston Economic Partnership and the Galveston County Economic Alliance

The Bay Area Houston Economic Partnership supports the aspirations of 13 cities, Harris and Galveston counties, the Port of Houston Authority, regional businesses, and dozens of other businesses in its service area. BAHEP's role is complex, but essential to sustaining the region's economy and high quality of life. The Bay Area Houston is a region that surrounds the Galveston Bay estuary of Southeast Texas in the United States within the Houston MSA. Simply referred to as the "Bay Area". The Bay Area has a diverse economy with much of it built around aerospace, petrochemicals, healthcare and high tech industries. The region's economy is closely tied to the rest of the Houston area though the mix of local businesses is somewhat unique. The tourism industry attracts millions of visitors each year with attractions ranging from Space Center Houston, Kemah Boardwalk to the bay itself. Ecotourism, in particular, is a growing sector with destinations such as the Armand Bayou Nature Center.

Source: www.baygroupmedia.com

NASA

For more than four decades, NASA's Johnson Space Center has led our nation and the world on a continuing adventure of human exploration, discovery and achievement. Although Houston is referred to as "Space City," JSC is actually located near Clear Lake in the Bay Area Houston. The JSC civil service workforce consists of about 3,000 employees, the majority of whom are professional engineers and scientists. Of these, approximately 110 are astronauts. About 50 companies provide contractor personnel to JSC. More than 12,000 contractors work onsite or in nearby office buildings and other facilities.



PETRO/CHEM REFINING

The Bay Area Houston is one of the world's largest manufacturing centers for petrochemicals, and the \$15 billion petrochemical complex at the Houston Ship Channel is the largest in the country. Supporting the industry is a complex of several thousand miles of pipeline connecting 200 chemical plants, refinery, salt domes and fractionation plants along the Texas Gulf Coast. Houston has more than 400 chemical manufacturing establishments with more than 35,000 employees. Houston has two of four largest U.S. refineries. ExxonMobil's complex in Baytown is one of the oldest in the area and one of the largest of its kind in the world. Houston dominates the U.S. production of three major resins: polyethylene (38.7% of U.S. capacity); polyvinyl chloride (35.9% of U.S. capacity) and polypropylene (48.4% of U.S. capacity).

BOATING

Bay Area Houston is at home on the water. Thousands of miles of coastline offer residents ample opportunity to enjoy the water through recreational boating and fishing, and in turn have created economic opportunity for industries that cater to this lifestyle. The region is host to several prestigious, long-standing yachting/sailing organizations and marinas such as Lakewood Yacht Club in Seabrook, Houston Yacht Club in Shoreacres, Texas Corinthian Yacht Club and Waterford Yacht Club in Kemah. Our proximity to the water and attractions like the Kemah Boardwalk and nearby Galveston Island bring a considerable amount of tourism dollars into our economy. The inshore bays and offshore waters of the Gulf of Mexico offer some of the world's finest fishing and seafood.

HEALTHCARE

The healthcare industry makes up a significant portion of the Bay Area Houston's economy. A multitude of hospitals, private practices, multi specialty clinics, specialty doctors and emergency care centers serve the region. Some of the major healthcare providers include Bayshore Medical Center, CHRISTUS St. John Hospital, Clear Lake Regional Medical Center, Cornerstone Hospital, Devereux Texas Treatment Network, Houston Physicians' Hospital, Innovative Alternatives, Inc, M.D. Anderson Clinical Care Center in the Bay Area, Kindred Healthcare, Memorial Hermann Southeast Hospital, Moody Health Center, New Dimensions Home Healthcare Plus, Inc, San Jacinto Methodist Hospital, St. Luke's Patients Medical Center, Texas Oncology, The Eye Clinic of Texas and The University of Texas Medical Branch, which has over 40 Bay Area locations.

PORT OF HOUSTON

The Port of Houston is a 25-mile-long complex of diversified public and private facilities located just a few hours by ship from the Gulf of Mexico. The port is consistently ranked 1st in the United States in foreign waterborne tonnage; 1st in U.S. imports; 2nd in U.S. export tonnage and 2nd in the U.S. in total tonnage. It is also the nation's leading breakbulk post, handling 65 percent of all major U.S. project cargo. As one of the world's busiest ports, the Port of Houston is a large and vibrant component of the regional economy. A 2007 study by Martin Associates says ship channel-related businesses contribute to more than 785,000 jobs throughout Texas while generating nearly \$118 billion of statewide economic impact. Additionally, more than \$3.7 billion in state and local tax revenues are generated by business activities related to the port.

AEROSPACE

Houston is home to more than 450 companies with a connection to the space industry and more than 120 that are involved in aviation. From 2009 to 2010, Houston's total trade in aircraft, spacecraft and parts grew 14% to \$1.54 billion. NASA's close proximity has cultivated an impressive presence of research, engineering and technology firms. Notable companies include Boeing, Lockheed Martin, Space X, Ares Corporation, MEI Technologies Inc., ATK Laumch Systems, MicroTesla Ltd., Barrios Technology, Inc., Neptec USA, Inc., Coleman & Associates, Nimco Instruments, Polygon Aerospace, Hernandez Engineering Inc., Jacobs Engineering, Honeywell Aerospace, S & K Aerospace, Inc., Houston Technology Center, J & P Technologies, L-3 STRATIS and Wyman-Gordon Company.

HOUSTON, TEXAS

2018 BACK ON TRACK



REGION IN PERSPECTIVE

The City of Houston, the largest city in Texas and the fourth largest city in the United States, is located on the coastal prairies of southeast Texas and is home to a diverse array of industries and cultures. Houston is located in Harris County, the nation's third most populous county. The Houston region, officially designated as the Houston - Woodlands - Sugar Land Metropolitan Statistical Area (MSA), comprises Harris County and eight other counties: Austin, Brazoria, Chambers, Fort Bend, Galveston, Liberty, Montgomery, and Waller. The Houston MSA has a population of approximately 6,772,470 according to new U.S. Census Bureau estimates as of July 1, 2016. The nine county metropolitan area is the fifth-largest metropolitan area in the nation and covers 9,444 square miles. The most urbanized portions of the Houston area are in Harris County, the southern part of Montgomery County, and the eastern section of Fort Bend County. Houston is home to the tenth largest port in the world and is in close proximity to Mexico, a key trading partner. It has a temperate climate and an affordable cost of living.



Ever since its founding as a port city, Houston has been a dynamic international marketplace, attracting capital and people from all over the world. Today, Houston is the nation's fourth largest economy, and what Forbes calls "America's next great global city."

6.9 million

residents in the 9-county
Houston-The Woodlands-Sugar Land MSA



Houston MSA ranks

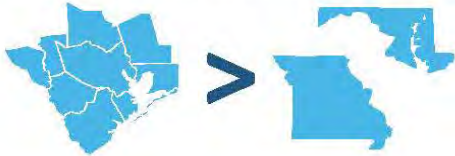
4th
in number of Hispanics

7th
in number of Blacks

7th
in number of Asians

Nation's 5th most populous metro area

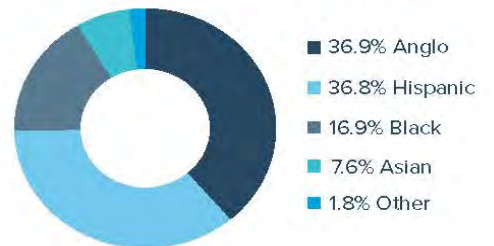
Larger than Missouri or Maryland



Houston is the nation's **4TH** most populous city

Race/Ethnicity: Houston MSA

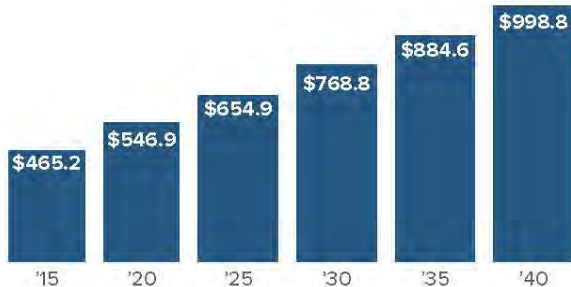
Houston today mirrors the U.S. in 5 decades



With a population of 2,303,482, according to estimates by the U.S. Census Bureau as of July 1, 2016, the population base includes a wide variety of racial and ethnic groups that give Houston a rich diversity and cosmopolitan feel. Among the nation's metropolitan areas, the Houston MSA ranked fourth in number of Hispanics (2,429,487), seventh in number of Blacks (1,122,767) and seventh in number of Asians (497,099), according to the Census Bureau's 2015 American Community Survey. Harris County covers 1,778 square miles, enough space to fit New York City, Philadelphia, Boston, Chicago, Seattle, Austin and Dallas, with room still to spare. At 655 square miles, the City of Houston is larger than six European countries, ranking just below Luxembourg and above Malta.

The City of Houston lies in three counties: Harris, Fort Bend and Montgomery. Harris County contains the bulk of the City of Houston with small portions of the city lying in Fort Bend and Montgomery counties. Houston is the county seat, or administrative center, of Harris County. Harris County contains all or part of 34 incorporated cities. The Houston MSA includes 124 incorporated communities.

If the MSA were an independent nation its economy would rank 24th largest in the world, behind Taiwan (\$523.0 billion), but ahead of Sweden (\$497.9 billion).



Houston - The Woodlands - Sugarland MSA
GDP forecast (\$ billions '09 constant dollars)
Source: Perryman Group

\$192.2 billion

in trade was handled by the Houston-Galveston Customs Districts in '17

\$83.0

billion in imports (in '17)

\$109.2

billion in exports (in '17)

- 1000 Houston Firms Report Foreign Ownership
- 5,000+ Houston Companies are doing Business Abroad
- 90+ Nations have Consular Representation in Houston
- Houston has the 3rd Largest Foreign Representation in the Nation

Source: Greater Houston Partnership - Dec 2017

54.1 million

Houston airport passengers in '17

global travelers

11.2 million

domestic travelers

42.9 million

182 nonstop destinations

Since the dramatic fall of oil prices that occurred in late 2014, Houston's economy slowed significantly and grew at a lesser pace in 2015, 2016 and 2017 than its' average annual rate. Even though Houston's economy saw accelerated growth in 2017, it was well below Houston's potential. Future growth forecasts are promising as local economists forecast about 45,000 jobs or slightly more in 2018 and expect that number to increase annually through 2021.

20 foreign banks

are located in Houston from 10 nations

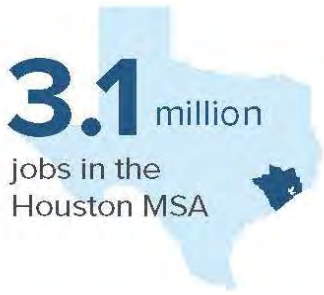
15 foreign governments

maintain trade and commercial offices in Houston

35 active foreign chambers of commerce

3.1 percent

GDP expected to more than double between '15 and '40



more jobs than 35 states

Service industries account for

4 out of **5**

workers in the region

The goods-producing sector accounts for nearly

1 in **5**

of the region's jobs



Industry Share of Houston MSA Employment

- 21.0%** Trade, Transportation, and Utilities
- 15.2%** Professional and Business Services
- 12.9%** Educational and Health Services
- 13.2%** Government
- 10.6%** Leisure and Hospitality
- 7.7%** Manufacturing
- 7.0%** Construction
- 3.4%** Other Services
- 3.2%** Finance and Insurance
- 2.9%** Mining and Logging (Upstream Energy)
- 1.8%** Real Estate and Rental and Leasing
- 1.0%** Information

Source: Texas Workforce Commission

As the energy capital of the world, Houston was brought along on a roller coaster ride. Despite the tumult that occurred in energy, Houston still managed to produce job growth primarily in industries dependent on population growth (e.g., public education, health care, leisure and hospitality). Job losses occurred primarily in sectors that include Houston's economic base (e.g., oil and gas, manufacturing).



Houston has the largest export market in the U.S.

- Port of Houston Ranks 1st in import tonnage for 26 straight years
- Port of Houston is the largest Gulf Coast container port
- Port of Houston ranks 2nd in total tonnage for 24 straight years
- The Texas Medical Center is the world's largest medical complex with \$3 billion in construction projects under
- The Texas Medical Center has 50 million developed square feet

Houston's strategic location and core strengths, including an expanding healthcare sector, cutting-edge medical advancements, technological breakthroughs across industries and strong import/export trade activity (No. 1 US port in foreign tonnage), uniquely position it to play a vital role in meeting national and global market demands. Houston has and will continue to stand as a leader among U.S. metros and the world.

Houston is home to 87,500 engineers and architects, more than any other U.S. metro area.



Approximately **230,000** people work in the region's manufacturing industry

40

of the 134 publicly-traded oil and gas exploration firms are housed in Houston

700

exploration and production firms

800

oil field service companies

located in the Houston region

2018 Economic Forecast

Harvey, tax code changes may spur apartment demand

Houston's economy was jolted in August 2017 when Hurricane Harvey slammed the Texas Gulf Coast and dumped over 50 inches of rain over a three-day period. The event caused widespread flooding, destroying homes, businesses and infrastructure. Further, the historical rainfall totals caused supply chain interruptions, halted distribution logistics and shut down the Port of Houston, manufacturing plants and retail stores for at least a week. Houston area retail spending rose the week leading up to the event and then plummeted 58.7% the week after. The good news is that Houston's resiliency led to an uptick in consumer spending within weeks after the event, mostly caused by area residents purchasing replacement items damaged by the storm.

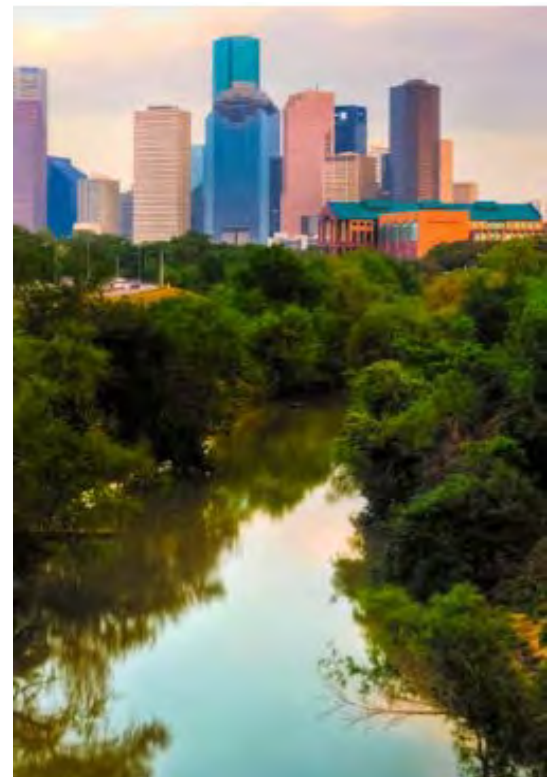
Source: Greater Houston Partnership - Dec 2017

Houston Landlords are Bullish

Source: Houston Chronicle 1/24/18

Houston apartment landlords are bullish going into the new year amid an improving job market, lower supply pipeline and a post-Harvey environment in which many Houstonians flooded out of their homes are likely to remain renters.

- "The numbers of people moving back to homes is going to be much less than anticipated," multifamily analyst Bruce McClenny said Wednesday morning at an annual meeting of the Houston Apartment Association.
- McClenny estimates about 19,000 units were leased as a result of the devastating August hurricane. Several thousand could stay in apartments.
- A healthier job market in 2018 will bolster demand for rentals.
- When the price of oil was \$52 a barrel, Patrick Jankowski, senior vice president of research for the Greater Houston Partnership, forecast 45,500 jobs would be created this year. It closed Wednesday at \$65.61. "If oil prices stay above \$60 for two quarters, my forecast will be low," he said at the Galleria-area industry event.
- Camden Property Trust recently started construction on an apartment tower downtown after it had been delayed during the energy downturn. The company's CEO said Wednesday that changes in the federal tax code will benefit renters.



▪"When you double the standard deduction and limit mortgage deduction ... you have shifted the incentives for owning a home versus renting," Ric Campo said. "Doubling that creates more income for our residents."

▪Local apartment rents could grow as much as 2 percent this year, said McClenny, president of ApartmentData.com.

▪Despite low oil prices and an oversupply of rental units the last few years, the market fared reasonably well, said Cyrus Bahrami of Alliance Residential. "We didn't have a lot of foreclosures. We structured our deals better, with less leverage," Bahrami said, referring to the industry as a whole.

▪The market hit bottom in 2016 and began to turn around last year.

▪The hurricane damaged some 15,662 units and by year's end landlords saw an annual average of \$42 in rent growth as thousands of flooded homeowners leased apartments, McClenny said.

▪"We saw the concessions go away," said landlord John Boriack. Source: Houston Chronicle 1/24/18

"When you double the standard deduction and limit mortgage deduction ... you have shifted the incentives for owning a home versus renting," Ric Campo said. "Doubling that creates more income for our residents."

Demand Surge Puts Houston on Top in 4Q 2017

Houston was the nation's leader for apartment demand in the 4th quarter 2017 as a flurry of leasing activity following Hurricane Harvey drove up the metro's overall numbers. The big surge in demand provided a shot in the arm to an apartment market which had struggled over the past two years.

The number of occupied units in the Houston metro jumped by 13,755 in the final three months of 2017. Houston's demand figure was nearly three times that of the nation's #2 metro, Dallas, which absorbed 4,715 units in the quarter.

Houston's elevated demand volumes at the end of 2017 were bolstered by displaced residents turning to apartments for alternative housing. Coupled with the changes to the tax laws the incentive for home ownership in the 25 to 40 year age group has lost the appeal it once had. Millennials are increasingly lured by apartment living that gives them more economic and personal freedom, free from the upkeep of a home.

Source: realpage.com 2/7/18

IN SUMMARY

The storm passed, businesses reopened, employees returned to work, and recovery efforts were underway. Houstonians started rebuilding their homes and replacing storm-damaged furniture and clothing. Families living in hotels and households without kitchens ate at local restaurants and cafés. Businesses took on contract workers to help with the cleanup. And wholesalers filled their warehouses and added to their payrolls to better serve the growing retail and construction trade.

Q4/17 proved to be the best fourth quarter on record for overall job growth in Houston. The region added 66,200 jobs the last three months of the year. 3 Construction, retail, restaurants, wholesale trade and employment services set records for job growth in the quarter. Granted, some of the Q4 job growth resulted from hiring that didn't occur in September being rolled into October. **But even if one subtracts anticipated September growth (10,000 jobs) from Q4/17, the region experienced its second best quarter on record.** Source: Greater Houston Partnership March 2018

The Long-Term Outlook

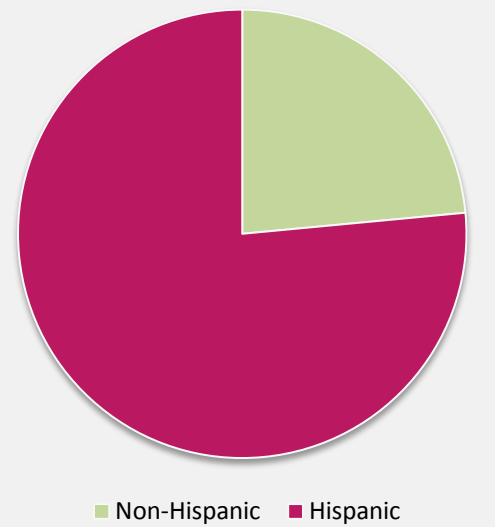
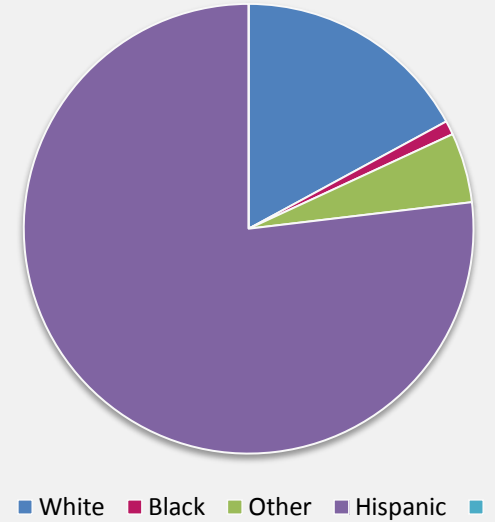
The Perryman Group, a Texas-based economic and financial analysis firm, recently released its latest GDP, population and employment forecasts. The group expects the Houston metro area's GDP to grow at a compound annual growth rate (CAGR) of 3.1 percent from '15 to '40 and reach \$998.8 billion in '40. The fastest growing sectors during this period are projected to be in management of companies and enterprises (4.3 percent CAGR), administrative and support and waste management (4.0 percent), and health care and social assistance (3.9 percent). Houston will continue to account for approximately 30 percent of the state's GDP throughout the forecast period. The Perryman Group expects Texas' GDP to grow at an annual rate of 3.2 percent from '15 to '40, outpacing the U.S. rate of 2.7 percent. The firm sees Houston's population growing at a CAGR of 1.6 percent from '15 to '40, reaching 9.9 million in '40. Wage and salary employment is expected to increase 1.7 percent annually to 4.7 million in '40. The Houston metro area is forecasted to add 3.3 million residents and an additional 1.6 million jobs during this period, accounting for 28.0 percent of Texas' population growth and one-fourth of the state's employment gains.

SUMMARY PROFILE

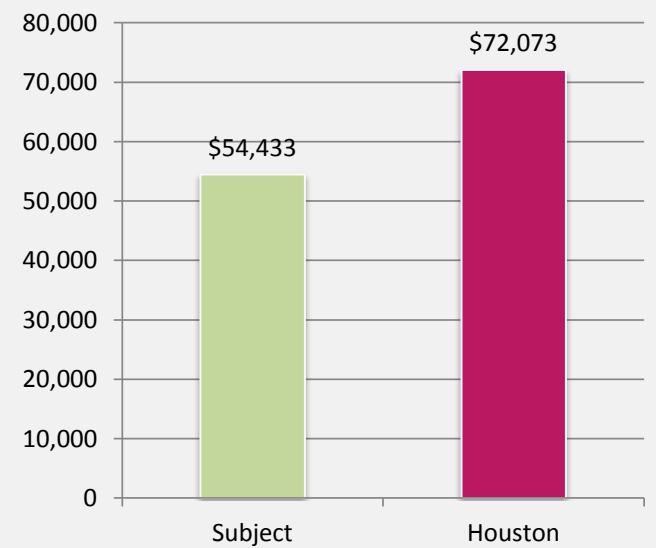
2000-2010 Census, 2018 Estimates with 2023 Projections
 Calculated using Proportional Block Groups

Vista del Sol • 701 Preston Ave. • Houston, TX 77503				
	1 Mile Radius	2 Mile Radius	3 Mile Radius	
POPULATION	2018 Estimated Population	22,147	53,646	100,187
	2023 Projected Population	23,354	56,628	106,725
	2010 Census Population	22,083	53,370	98,266
	2000 Census Population	22,222	52,656	98,401
	Projected Annual Growth 2018 to 2023	1.1%	1.1%	1.3%
	Historical Annual Growth 2000 to 2018	-	0.1%	0.1%
2018 Median Age	30.4	30.4	31.2	
HOUSEHOLDS	2018 Estimated Households	6,815	17,227	33,171
	2023 Projected Households	7,360	18,596	36,124
	2010 Census Households	6,560	16,542	31,292
	2000 Census Households	6,783	16,771	32,304
	Projected Annual Growth 2018 to 2023	1.6%	1.6%	1.8%
Historical Annual Growth 2000 to 2018	-	0.2%	0.1%	
RACE AND ETHNICITY	2018 Estimated White	74.3%	73.0%	73.0%
	2018 Estimated Black or African American	3.0%	3.3%	3.4%
	2018 Estimated Asian or Pacific Islander	0.7%	0.9%	1.2%
	2018 Estimated American Indian or Native Alaskan	0.9%	1.0%	0.9%
	2018 Estimated Other Races	21.2%	21.9%	21.4%
	2018 Estimated Hispanic	76.5%	74.1%	69.5%
INCOME	2018 Estimated Average Household Income	\$54,433	\$63,204	\$62,665
	2018 Estimated Median Household Income	\$46,021	\$48,243	\$49,489
	2018 Estimated Per Capita Income	\$16,769	\$20,320	\$20,789
EDUCATION (AGE 25+)	2018 Estimated Elementary (Grade Level 0 to 8)	20.1%	18.5%	16.3%
	2018 Estimated Some High School (Grade Level 9 to 11)	16.0%	16.0%	14.5%
	2018 Estimated High School Graduate	30.5%	31.4%	31.4%
	2018 Estimated Some College	18.9%	19.0%	20.9%
	2018 Estimated Associates Degree Only	5.7%	5.2%	6.4%
	2018 Estimated Bachelors Degree Only	6.2%	6.8%	7.2%
	2018 Estimated Graduate Degree	2.7%	3.2%	3.3%
BUSINESS	2018 Estimated Total Businesses	323	1,192	3,290
	2018 Estimated Total Employees	4,209	18,343	41,455
	2018 Estimated Employee Population per Business	13.0	15.4	12.6
	2018 Estimated Residential Population per Business	68.5	45.0	30.5

Ethnicity - 1 Mile Radius



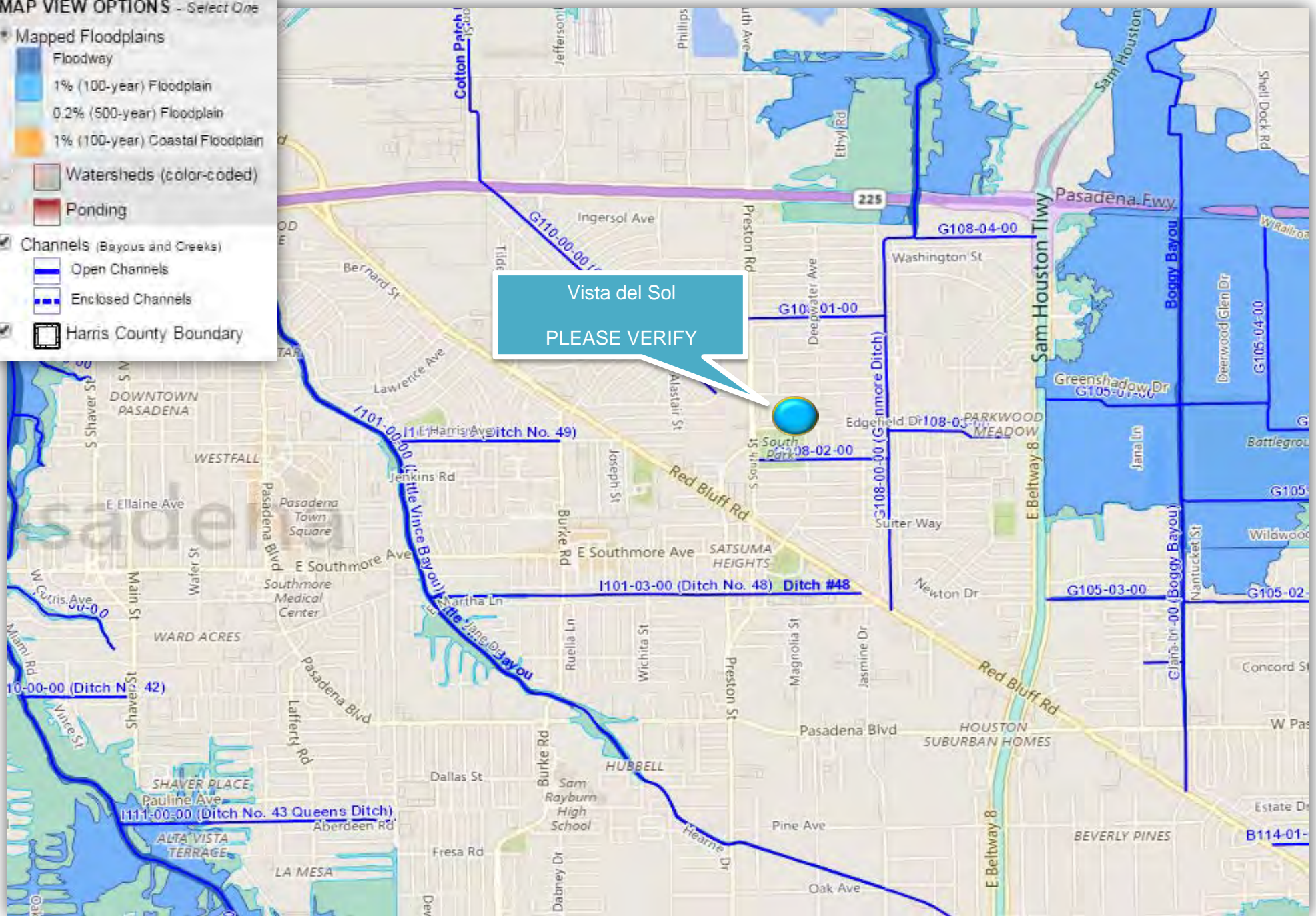
Average Income Subject - 1 Mile Radius



MAP VIEW OPTIONS - Select One

- Mapped Floodplains
 - Floodway
 - 1% (100-year) Floodplain
 - 0.2% (500-year) Floodplain
 - 1% (100-year) Coastal Floodplain
 - Watersheds (color-coded)
 - Ponding
- ☑ Channels (Bayous and Creeks)
 - Open Channels
 - Enclosed Channels
- ☑ Harris County Boundary

Vista del Sol
PLEASE VERIFY





11-2-2015



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:
 - 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

Vista del Sol

apartment homes

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FOR INFORMATION PLEASE CONTACT:

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