



Leaders In
Texas
Multi-Family
Brokerage



HOUSTON INCOME PROPERTIES, INC.
PHONE: 713.783.6262
LICENSE #0393404 | HIPAPT.COM

33 *of* YEARS of IMPACT

Founded to Specialize in Multi-Family Investment Dispositions in Texas. With two locations, one in Houston and one in Austin, we have become experts in the Texas Multi-Family Market. All of our efforts have been focused in the Texas Markets for the last 33 years, with an emphasis on the Houston, Austin, Dallas and San Antonio Markets and their surrounding sub-markets. This unyielding focus has given us a better understanding of the opportunities posed by each of these Texas Markets.

Our Track record is extensive, including brokered transactions totaling over 6 billion dollars. This has been accomplished by an innovative sales approach unique to each transaction. In addition our firm has sold over 205 R.E.O. Sales, Stalking Horse Sales and Note Sales.



MARKETING SERVICES:

EACH OF OUR CLIENTS' UNIQUE DISPOSITION NEEDS ARE SATISFIED BY THE FIRM'S PROFESSIONAL ADVISORS. THESE PROFESSIONALS ARE SUPPORTED BY A PROPRIETARY OWNER AND INVESTOR DATABASE WHICH SPANS THE GLOBE. THIS REAL TIME INFORMATION PLUS ONE OF THE MOST EXPERIENCED PROFESSIONAL SALES STAFF, PROVIDES THE BROADEST POSSIBLE EXPOSURE TO QUALIFIED BUYERS.

OUR SALES ADVISORS DEVELOP AND EXECUTE INTELLIGENT AND EFFICIENT MARKETING INITIATIVES TO ENSURE A SUCCESSFUL TRANSACTION TO A QUALIFIED INVESTOR. BECAUSE OF THIS WE CLOSE A MUCH HIGHER PERCENTAGE OF OUR TRANSACTIONS THAN THE MARKET AVERAGE.

ABOUT OUR ADVISORS:

HOUSTON INCOME PROPERTIES, INC. EMPLOYS THE BEST AVAILABLE PROFESSIONALS IN THE FIELD. WE RECRUIT, TRAIN, MOTIVATE, AND RETAIN PEOPLE BY PROVIDING REWARDING LONG TERM CAREER PATHS FOR ALL EMPLOYEES. OUR STAFF COVERS THIS MARKET WITHOUT THE FRAGMENTATION, UNWIELDINESS AND ASSOCIATED LOSS OF INFORMATION INHERENT TO LARGER ORGANIZATIONS. THE COMPUTERIZED SYSTEM WE UTILIZE FOR FILE MAINTENANCE AND DISSEMINATION OF INFORMATION HAS BEEN WORKED OUT OVER A NUMBER OF YEARS AND IS EFFECTIVE BECAUSE IT FOSTERS CLOSE COOPERATION FROM THE STAFF. OUR ADVISORS UNDERSTAND THAT SUCCESSFUL REAL ESTATE OWNERSHIP REQUIRES TIMELY INFORMATION AND SKILLFUL ADVICE.





VALUATION AND ADVISORY

As Texas's population has continued to grow, the demand for multifamily investment properties has significantly increased. As a result, the multifamily segment has become a very fluid and dynamic investment marketplace. Our exclusive focus on the multifamily segment, allows us to be in constant contact with active multifamily investors, lenders, & property management companies, and receive information directly from the source regarding investment criteria such as Cap Rate, Cash-on>Returns, and fluctuations in the market. Incessantly attaining this information firsthand and being able to adjust accordingly, is a fundamental basis for determining the value of a multifamily asset.

In addition to receiving real-time market data, The Multifamily Firm utilizes innovative technology to continuously track & record buyer/investor activity, and new sales in the market. By leveraging this technology, we are able to identify the financial metrics and/or investment criteria attributed to these new sales and fine-tune the underwriting of our property valuations accordingly. Furthermore, this data is stockpiled in our system, which enables us to take a step back and detect changes in the marketplace as they occur!



Marketing Process



Pre Marketing Period

- **First 10 days**
- Produce Marketing Materials and submit for approval
- Inspect the property and meet on site management
- Teleconference with associate offices to present the new listing
- Prepare a list of qualified prospective buyers and 1031 Exchange Buyers

Marketing Period

- **Next 30 to 45 days**
- Email and Internet marketing fully initiated
- Contact Investors and local owners that might have an interest in the property
- Contact Mortgage Brokers regarding the offering
- Contact RE Brokers active in the multi-family market
- Coordinate property tours and educate buyers on the property
- Solicit associate office feedback
- Conduct status conference with seller to discuss offers and market feedback

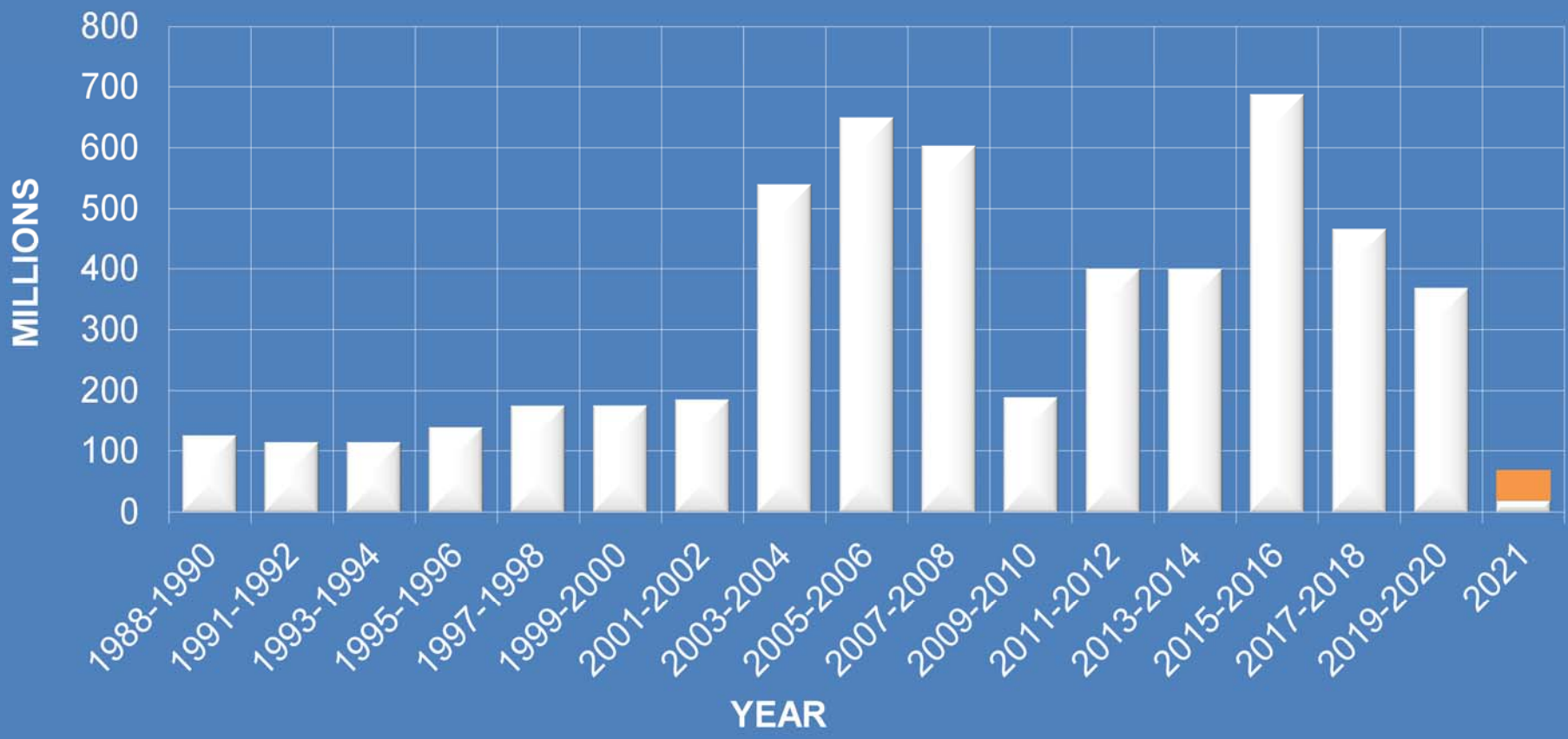
Contract Period

- **Next 10 Days**
- Collect and screen offers and buyers
- Possible Mini inspections for qualified buyers to strengthen offers
- Selection of the highest probability buyer with the shortest timing
- Attempt to obtain some initial hard Earnest Money passed through to Seller to help secure the deal
- 60 days for inspections and closing time



Sales History Since 1988 In Dollar Volume

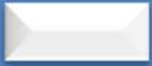
 **\$ Under Contract**
 **\$ Closed**



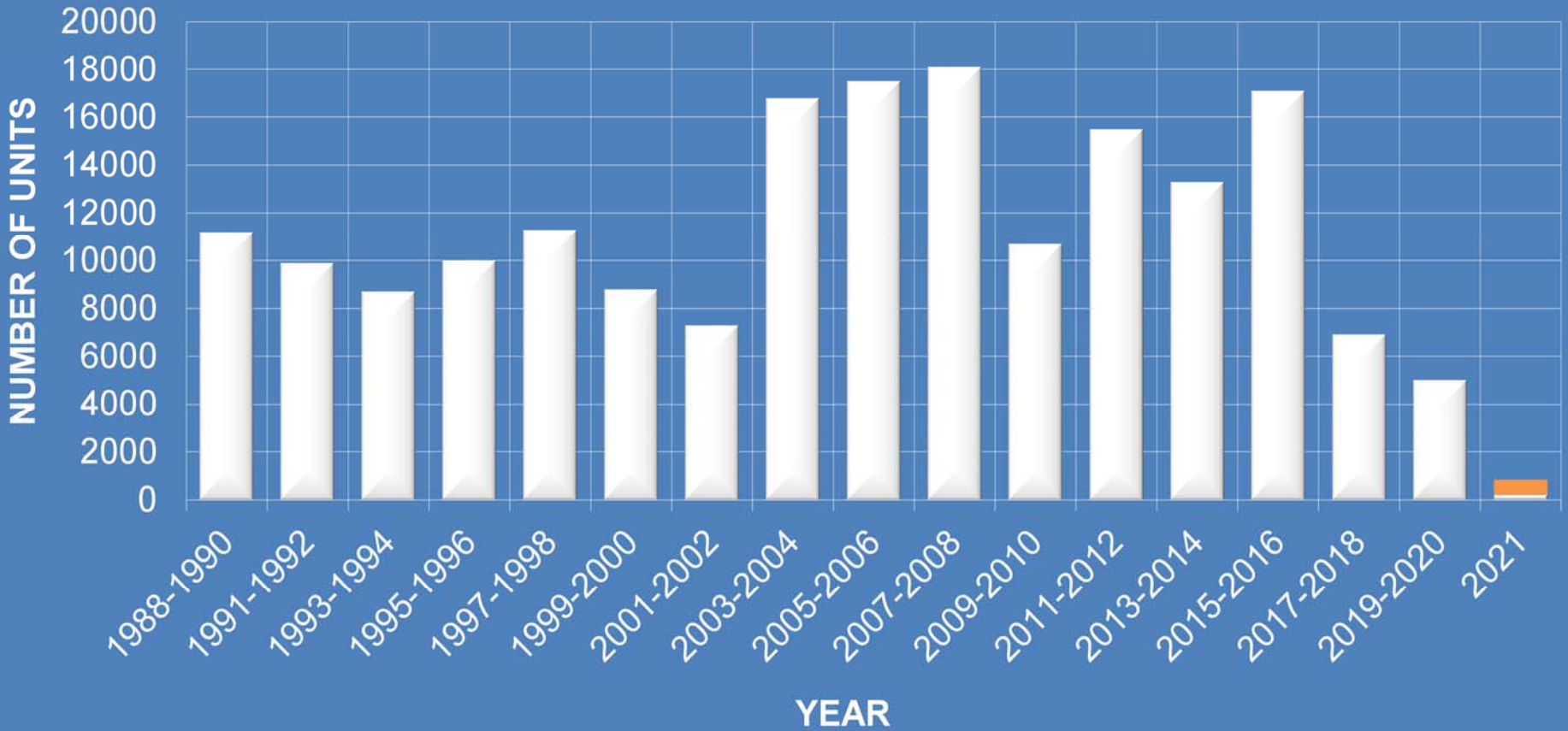
Sales History Since 1988 In No. Units Sold



No. Units Under Contract



No. Units Closed



Sampling of HIP's Recent Sales

Casa Cruz – 261 Units
Houston, Tx



Sienna Villas – 156 Units
Clute, Tx



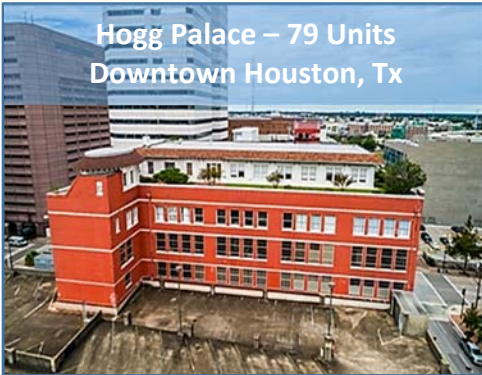
Terrace Villas – 150 Units
Clear Lake, Tx



Raintree – 228 Units
Pasadena, Tx



Hogg Palace – 79 Units
Downtown Houston, Tx



Gardenview – 309 Units
Houston, Tx



Chelsea Lane – 208
Houston, Tx



Dakota Lofts – 53 Units
Downtown Houston, Tx



Verve – 56 Units
Baytown, Tx



Oak Forest – 264 Units
Victoria, Tx



Block at Montrose – 62 Units
Houston, Tx



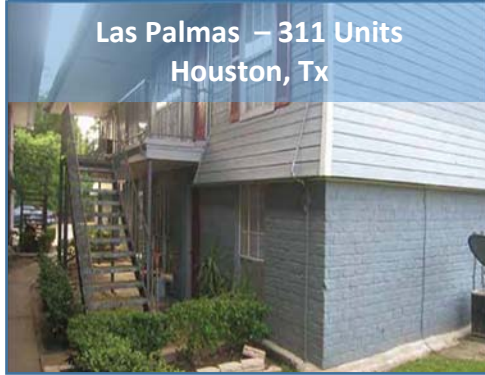
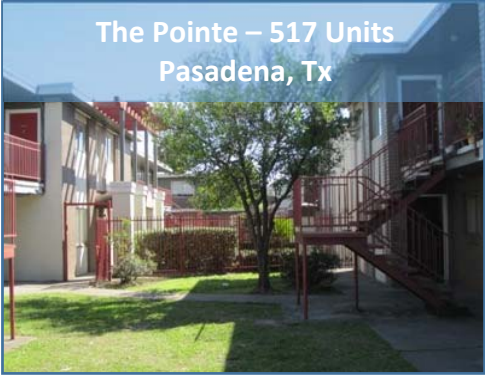
Mar Del Sol – 248 Units
Houston, Tx



Sampling of HIP's Recent Sales



Sampling of HIP's Recent Sales





Relationships
that Deliver
Results



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