

GREENSPPOINT OFFICE BUILDING

397 N SAM HOUSTON PKY E

OFFERING MEMORANDUM



FRITSCHÉ ANDERSON
REALTY PARTNERS

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397 N SAM HOUSTON PARKWAY E

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A photograph of a modern, multi-story glass building at night, with its windows reflecting the city lights. The building has a curved facade and is surrounded by some landscaping and a parking lot. The image is overlaid with a dark blue filter and a horizontal orange line.

INVESTMENT OVERVIEW

OFFERING SUMMARY



PROPERTY HIGHLIGHTS:

- On site security services / guard
- Pylon Signage on Beltway 8 Frontage Road
- Covered/Garage Parking
- Lighting in Parking Lot & Garage
- (2) Elevator Access
- On Site Management
- Close Proximity to IAH, Greenspoint Mall, Hyatt Regency
- National Credit Tenants
- Immediate Access to Beltway 8

PROPERTY SUMMARY:

ADDRESS:	397 N Sam Houston Parkway E, Houston, TX 77060
TOTAL RBA:	63,973 SF
TOTAL AREA:	68,000 SF
LAND ACRES:	3.07 AC
TOTAL SPACES:	(27)
TOTAL SPACES LEASED:	(24)
% LEASED:	88%
MAJOR TENANT(S):	Bank OZK, NetJets, OB Hospital Group, US Legal Support
VACANT SPACE:	(3)

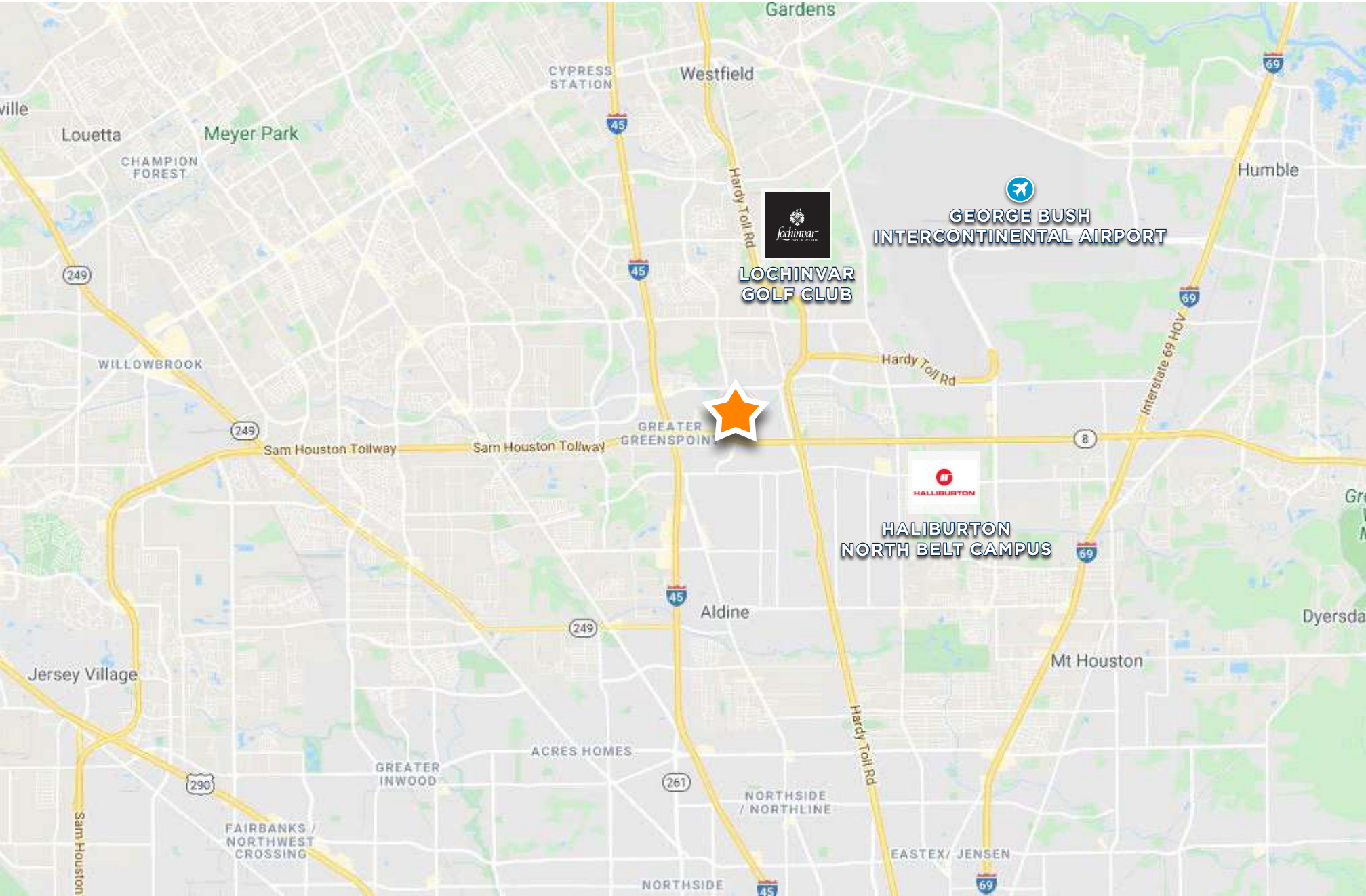
FINANCIAL SUMMARY:

ASKING PRICE:	\$6,000,000 (\$88.24/PSF)
NOI (CURRENT):	\$480,891
CAP RATE (CURRENT):	8.01%
CAP RATE (PRO-FORMA):	9.95%

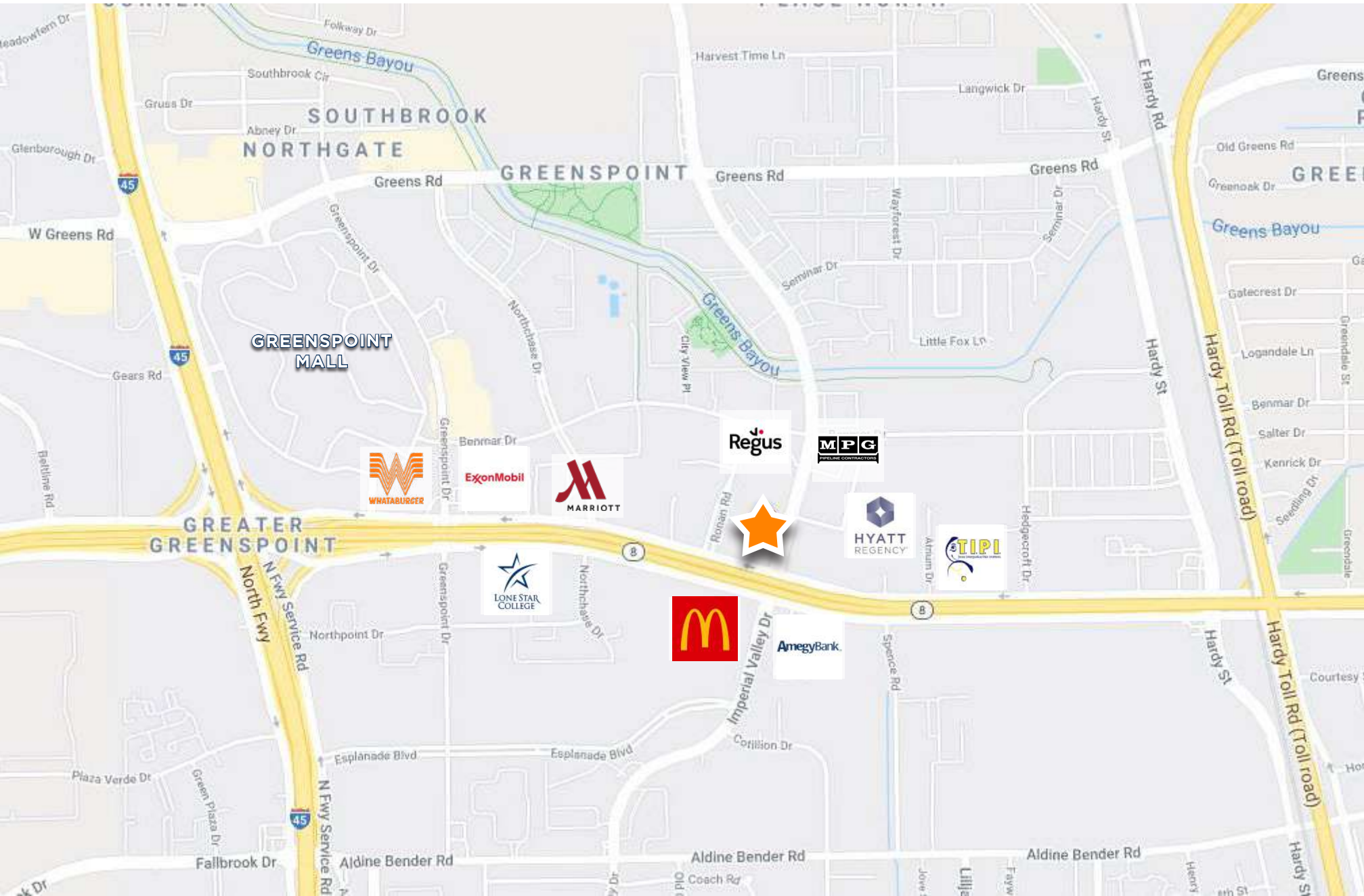
PROPERTY FEATURES:

ACCESS:	Regular Business Hours
ROADS:	Beltway 8 & Imperial Valley Drive
SIGNAGE:	Pylon signage on BW8
HVAC:	Tenant controlled
PARKING:	4.00/1,000 SF
YEAR BUILT:	1979
YEAR RENOVATED:	2019 - 2020

REGIONAL MAP



LOCAL MAP



PROPERTY PHOTOS







A photograph of a modern, multi-story glass building at night, with its windows reflecting the city lights. The building has a curved facade and is surrounded by some landscaping and a parking lot. The image is overlaid with a dark blue filter and two horizontal orange lines.

FINANCIAL ANALYSIS

RENT ROLL 2021

SUITE	LEASE FROM	LEASE TO	RBA	TOTAL RENT
100	9/30/2018	9/30/2022	11,838	\$19,616.46
110	MANAGEMENT OFFICE		400	\$0.00
115	VACANT		2,500	\$0.00
120	1/1/2021	1/1/2023	1,000	\$1,000.00
125	4/1/2018	10/31/2022	1,700	\$2,051.75
150	5/1/2021	5/1/2023	1,700	\$1,000.00
200	5/1/2021	5/1/2024	17,000	\$17,000.00
300	3/1/2020	5/31/2023	8,915	\$8,100.00
325	6/1/2015	5/8/2022	1,800	\$1,800.00
330	5/1/2021	5/1/2023	1,800	\$800.00
350	4/1/2021	4/1/2023	1,000	\$1,700.00
375	11/1/2019	1/31/2023	2,350	\$2,350.00
400	VACANT		5,633	\$0.00
410	6/1/2015	7/30/2023	2,950	\$1,850.00
415	5/1/2020	5/1/2023	2,000	\$2,000.00
475 A,B & C	5/1/2020	5/1/2023	360	\$1,250.00
475D	VACANT		150	\$0.00
475E	4/1/2021	3/31/2022	150	\$350.00
475F	4/1/2021	3/31/2022	130	\$350.00
475G	12/1/2019	11/30/2022	130	\$325.00
475H	12/1/2019	11/30/2022	217	\$350.00
475I	5/1/2021	1/1/2022	400	\$500.00
475J	5/1/2021	1/1/2022	150	\$300.00
475K	8/1/2019	7/31/2022	150	\$325.00
475L	1/1/2021	12/1/2022	150	\$300.00
475M	6/1/2020	5/31/2022	400	\$650.00
TOTAL:			63,973 SF	\$63,918.21

EXPENSE SUMMARY / TENANT HIGHLIGHTS

EXPENSE TYPE	MONTHLY COST
WATER	\$1,522.62
ELECTRIC	\$6,194.32
PHONE (AT&T)	\$334.25
TRASH	\$162.58
JANATORIAL	\$2,183.06
ENTRANCE CONTROLS	\$244.00
ELEVATOR	\$508.14
PEST CONTROL	\$135.00
LANDSCAPING	\$500.00
MAINTENANCE	\$2,200.00
TAX & INSURANCE	\$6,860.00
MISCELLANEOUS	\$3,000.00
TOTAL:	\$23,843.97

MONTHLY GROSS	\$63,918.21
MONTHLY EXPENSES	(\$23,843.97)
MONTHLY NET:	\$40,074.24
GROSS OPERATING INCOME	\$767,018.52
EXPENSES	(\$286,127.64)
NET OPERATING INCOME:	\$480,890.88
MANAGEMENT OFFICE	400 SF
VACANT SF	8,283 SF
OCCUPIED SF	55,690 SF

TENANT HIGHLIGHTS:



A photograph of a modern, multi-story office building with a glass facade, taken at night. The image has a blue color tint. A horizontal orange line runs across the middle of the frame, passing behind the text. The building's windows reflect the surrounding environment. In the foreground, there is a parking lot with a few cars and some landscaping.

MARKET OVERVIEW

MARKET ANALYSIS — GREENSPPOINT (CLASS B)

INVENTORY SF

7.1M

PRIOR PERIOD 7.1 M

UNDER CONSTRUCTION SF

0 SF

PRIOR PERIOD 0 SF

12 MO NET ABSORP SF

252 K

PRIOR PERIOD (275) K

VACANCY RATE

30.6 %

PRIOR PERIOD 29.6%

MARKET RENT/SF

\$15.62

PRIOR PERIOD \$15.77

MARKET SALE PRICE/SF

\$36.00

PRIOR PERIOD N/A

MARKET CAP RATE

10.4 %

PRIOR PERIOD N/A

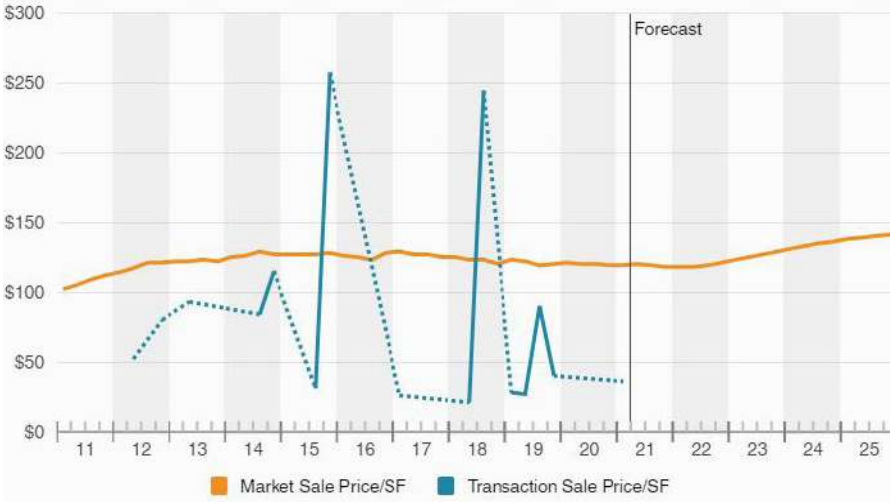
AVAILABILITY	
VACANT SF:	2.23 M
SUBLET SF:	45.9 K
AVAILABILITY RATE:	31.7%
AVAILABLE SF:	2.24 M
AVAILABLE ASKING RENT/SF:	\$15.19
OCCUPANCY RATE:	68.4%

INVENTORY	
EXISTING BUILDINGS:	81
UNDER CONSTRUCTION AVG SF:	0
12 MO DEMOLISHED SF:	0
12 MO OCCUPANCY % AT DELIVERY:	N/A
12 MO CONSTRUCTION STARTS SF	0
12 MO DELIVERED SF:	0
12 MO AVG DELIVERED SF:	0

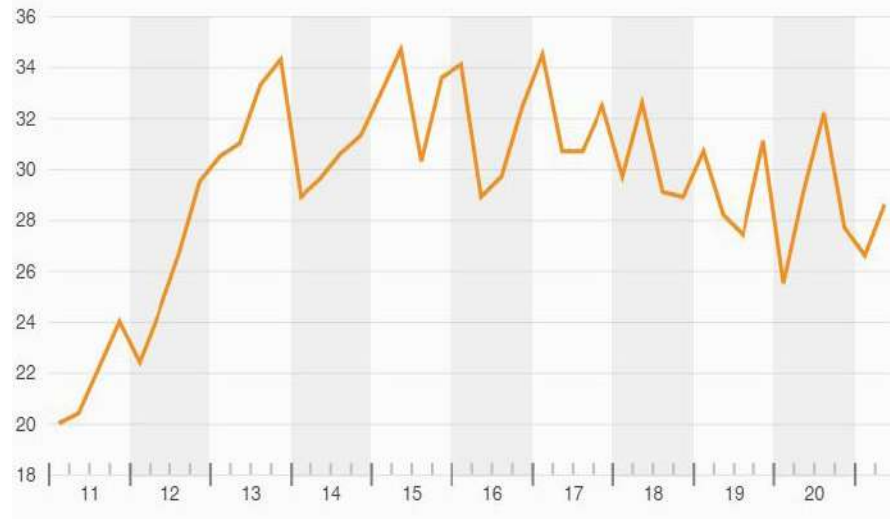
SALES PAST YEAR	
ASKING PRICE PER SF:	N/A
SALE TO ASKING PRICE DIFFERENTIAL:	N/A
SALES VOLUME:	\$6 M
PROPERTIES SOLD:	5
MONTHS TO SALE::	3.8
FOR SALE LISTINGS:	8
TOTAL FOR SALE SF:	469 K

DEMAND	
12 MO NET ABSORP:	252,441 SF
12 MO LEASED SF:	414,867 SF
MONTHS ON MARKET:	26.6
MONTHS TO LEASE:	11.3
MONTHS VACANT:	24.2
24 MO LEASE RENEWAL RATE:	26.9%
POPULATION GROWTH 5 YRS:	4.2%

SALE PRICE COMPARISON



MONTHS ON MARKET






MARKET ANALYSIS — 397 N SAM HOUSTON PARKWAY E

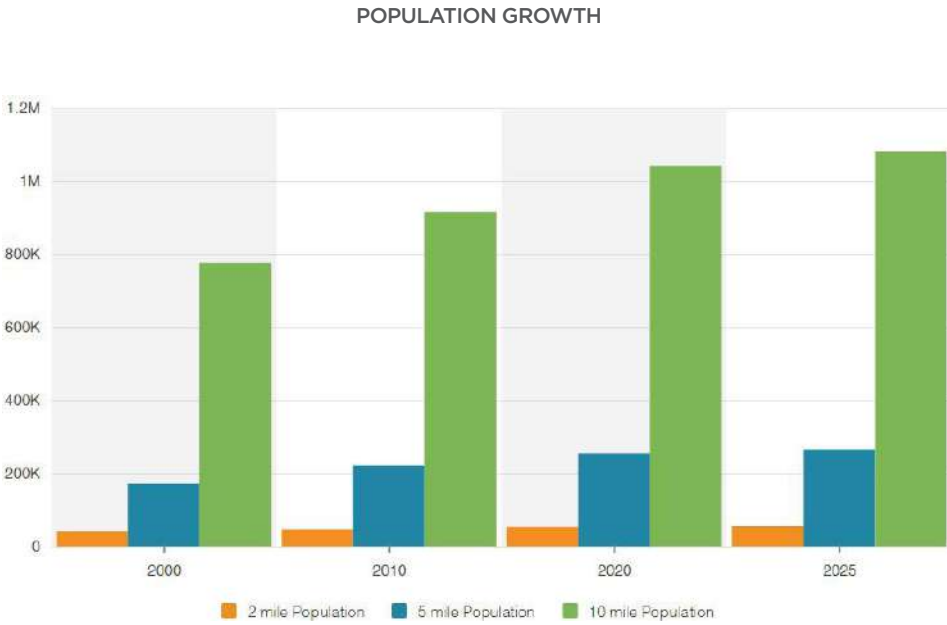
INVENTORY	PROPERTY	SUBMARKET 1-3 STAR	SUBMARKET
EXISTING BUILDINGS:	1	106	119
INVENTORY SF:	68K	7.8 M	11 M
AVERAGE BUILDING SF:	—	73.5 K	92.6 K
UNDER CONSTRUCTION SF:	—	0	0
12 MO DELIVERED SF:	—	0	0

SALES	PROPERTY	SUBMARKET 1-3 STAR	SUBMARKET
12 MO TRANSACTIONS:	—	3	8
MARKET SALE PRICE/SF:	—	\$115	\$121
AVG MARKET SALE PRICE :	—	\$8.5 M	\$11.2 M
12 MO SALES VOLUME:	—	\$6.9 M	\$22.1 M
MARKET CAP RATE:	—	8.8%	8.6%

TRAFFIC COUNTS

	COLLECTION STREET	CROSS STREET	VOLUME
	Beltway 8	Imperial Valley Dr E	135,483
	Ronan Rd	Ronan Park Pl S	22,056
	Imperial Valley Dr	Benmar Dr S	18,355

DEMOGRAPHICS

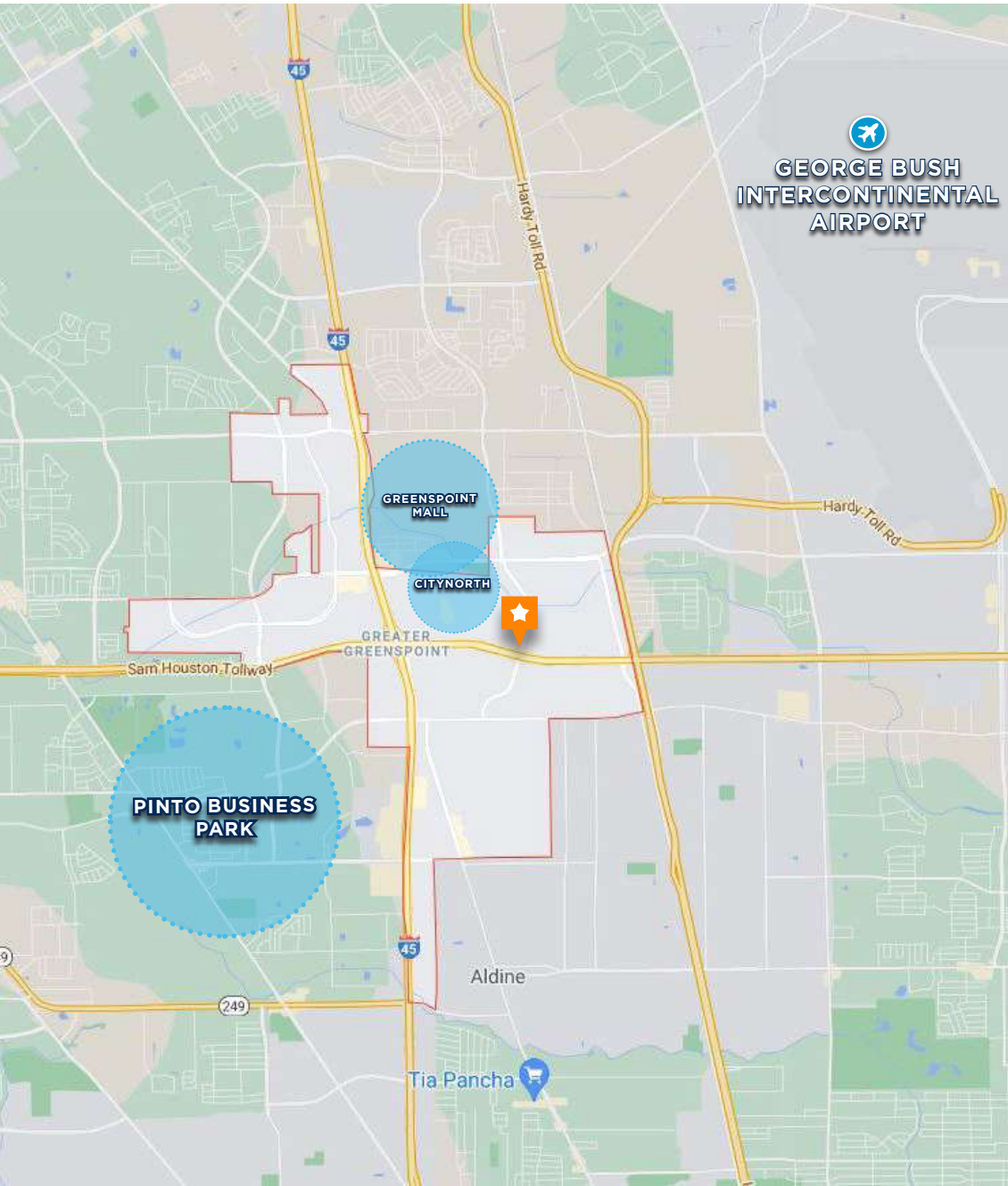


POPULATION	2 MILE	5 MILE	10 MILE
2020 TOTAL POPULATION:	51,863	254,406	1,040,923
2025 POPULATION:	53,811	264,456	1,080,664
POP GROWTH 2020-2025:	0.8%	0.8%	0.8%
MEDIAN AGE:	28.8	29.6	32.5

HOUSEHOLDS	2 MILE	5 MILE	10 MILE
2020 TOTAL HOUSEHOLDS:	16,542	75,683	346,034
HH GROWTH 2020-2025:	0.7%	0.8%	0.8%
AVG HOUSEHOLD INC:	\$36,591	\$50,853	\$69,803
AVG HOUSEHOLD SIZE:	3.1	3.4	3.0
2020 AVG HH VEHICLES:	1	2	2

HOUSING	2 MILE	5 MILE	10 MILE
MEDIAN HOME VALUE:	\$114,945	\$130,018	\$159,077
MEDIAN YEAR BUILT:	1979	1985	1982

NEIGHBORING AREA



GREENSPPOINT



MALL REDEVELOPMENT /
GREENSPPOINT AREA IMPROVEMENTS:
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MILEAGE FROM SITE

BELTWAY 8	0.01 MILES
IMPERIAL VALLEY DR	0.17 MILES
BENMAR DR	0.27 MILES
NORTHCHASE DR	0.35 MILES
I-45	1.2 MILES
HARDY TOLL ROAD	3.7 MILES
US-59	15 MILES

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