

TEXAS REALTORS PRESENTATION

By John S. Baen, Ph.D.

Professor of Real Estate and TAA Endowed Professor

Winter Meeting, Austin, Texas

February 8-12-2019

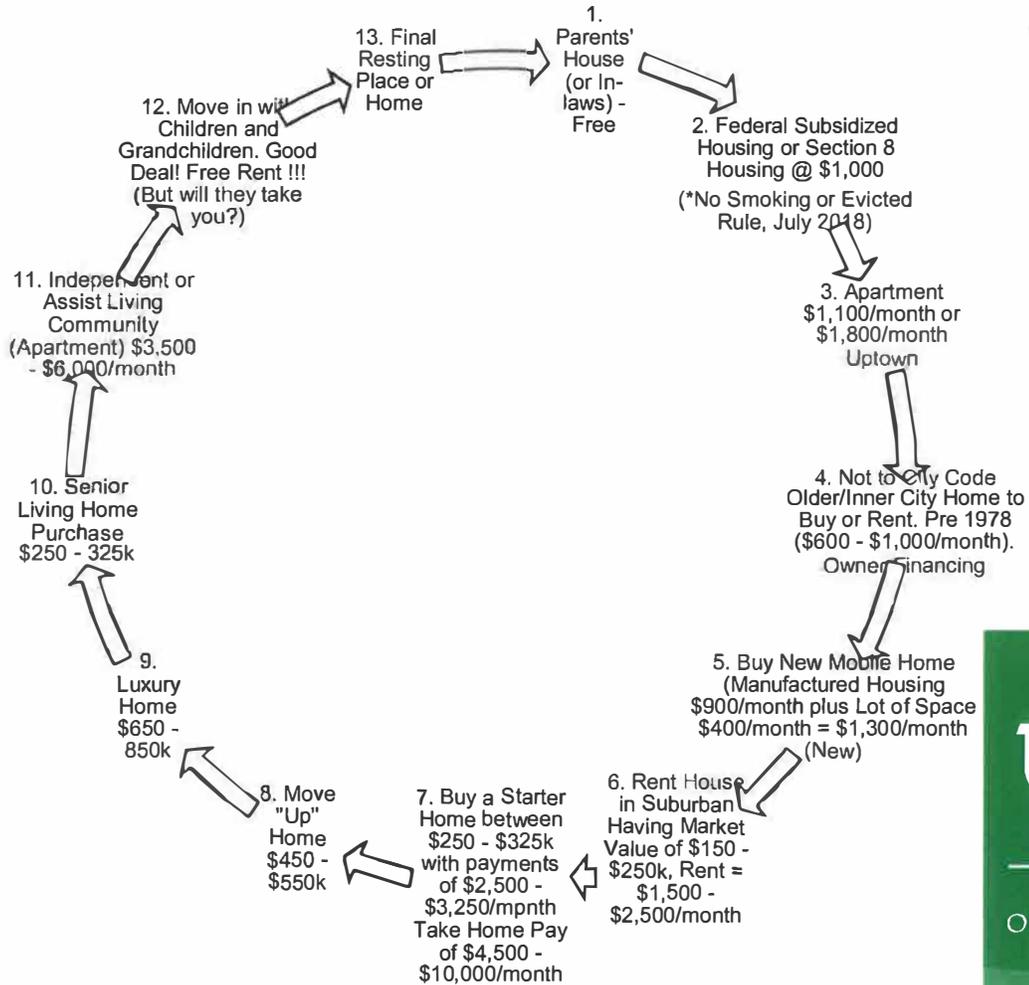
- I. The Current and Future Supply and Demand Snapshot of Housing in Texas 2019 – 2024 (3 mins)
- II. The Implications and Potential Impact of the New IRS Tax Law and Housing Market Segmentations and Demand (3 mins)
- III. Expanding Your Services Offered and Your Education, Saving Your Clients and Yourselves through Property Investment Knowledge (15-20% of Market!) (3 mins)
- IV. Affordable Housing Now and in the Future - Lowering Clients Expectations (3 mins)
- V. Conclusions and Recommendations (3 mins)

Texas Housing Options 2019 – 2023

The 2019 – 2023 Perspective on Housing (Various Steps/Options Missed by Most People)

By John S. Baen Ph.D.

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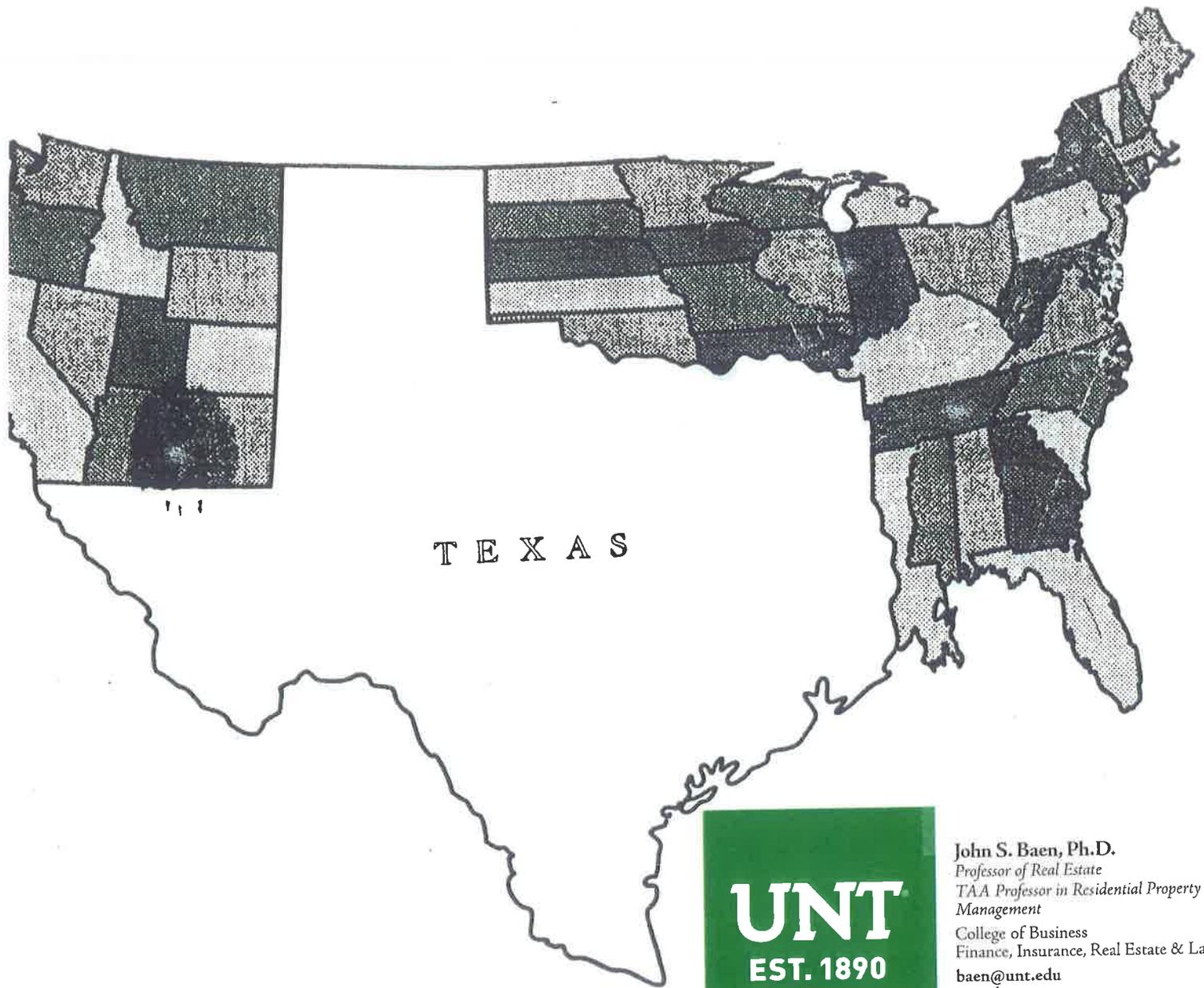
I. The Current and Future Supply and Demand Snapshot of Housing in Texas 2019 – 2024

The value of lower half of home market will double in 5 years!

1. Unbelievable growth is coming to Texas
2. The supply and affordability will shrink with unintended consequences
 - Interest rates are low – It's a supply problem!
 - People “stuck” in their homes or rental units
 - Multi-family homes living in single family homes! 1-4 single family home = 4 families in a single home
 - Price spikes that will amaze all – California prices?
 - We do not have a demand problem, we have a supply problem! And cities that discriminate problems!
3. You are in the:
 - Right place – TEXAS
 - Right business – REAL ESTATE
 - Right time – NOW - 2024

But will be out of business without more products and a range of property prices!

- Fewer will be in the business
- We must get more affordable housing
- Lower, affordable priced homes should earn a higher commission rate!
- Higher tech sellers of luxury homes will be purchased by higher tech buyers at lower commission rates?



TEXAS



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January 8th
2019

14

1,800

DALLAS BUSINESS JOURNAL

companies left California in a year

mostly

bound for Texas

In the past three years, California companies – like Toyota Motor North America, Kubota Tractor Corporation, Charles Schwab Corp. and Jamba Juice, among others – have announced corporate moves or regional hub launches in North Texas.

Forty-three of the 123 corporate headquarters that have relocated to DFW since 2010 came from California, according to the Dallas Regional Chamber.

**STATES THAT
GAINED THE MOST
FROM CALIFORNIA
RELOCATION**

- ▶ 1. Texas, which has held the first-place distinction for at least a decade

Jan 6, 2018

RELOCATIONS

Texas remains U-Haul's top destination

For the third year in a row, more trucks head to Lone Star State

There's a good chance that moving truck you saw last week on the interstate was headed to Texas.

Texas was truck and trailer provider U-Haul's No. 1 growth state in 2018 for the third year

in a row.

Texas beat out second-place Florida and South Carolina as the fastest-growing state for U-Haul's business.

The rental company looked at data from 2 million of its moves to rank the states with the largest net gains in moves for the year. A lot of them were headed to the Dallas-Fort Worth area.

"North Texas is truly burst-

ing at the seams," Kevin Flanagan, president of U-Haul Co. of Northwest Dallas, said in a statement.

"McKinney, Frisco and the entire Dallas-Fort Worth metroplex has been growing substantially in recent years," he said.

U-Haul said Texas truck arrivals were up 5 percent from the state's 2017 totals.

Locations in Houston, Dal-

las-Fort Worth and the Austin area saw some of the largest influxes of U-Haul traffic, the company said.

While lots of moving traffic was headed to the Lone Star State, U-Haul said many of its trucks were outbound from other parts of the country. Illinois, California and Michigan were the bottom three for 2018.

Steve Brown

Want to Buy Want to Buy Want to Buy

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Bill Pays Closing Costs
Sell Quick Without Repairs

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Real Estate Broker Also buys Notes, Lots, & Houses to be Moved

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and to reject any or all bids and to select the proposal deemed most advantageous to the Town.

Prebid: 12/19/18 at 10:00am local time, Addison Airport Offices, 16051 Addison Rd, Suite 220, Addison, TX 75001

Auction Sales Auction Sales

TV Mini-Series Post Production - Online Auction
Over 500 lots of Antique & Contemporary Furniture, Decor & unusual items.
Dallas, TX - Closes January 8th.
INFO: JonesSwenson.com

Want to Buy Want to Buy

Outdoor System & Amplifier bid#19-77 acceptor 1/24/19 at Building Rd., Del of which opened. I not be con Specific informati on www.b The Town right to w formalize any or all select the deemed m advantage Town.

Temp House or Buy or Rent or Own Fr.

CASH FOR HOUSES®

America's Original Home Buyer - Since 1987

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Juanita Couch
Broker
JuanitaCouch1@yahoo.com



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Northstar Group, LLC Constructi Royse City currently proposals Royse City Project.

Proposals Tuesday, Jan 23 at 2:00 p.m. emailed to day@nstar faxed to 97 mailed/del Denton Tx Coppell, T

Bid Docum obtained by Chadd Gull chadd@nstar

Best Cash Offer For Your House!

Turn Your Unwanted House Into Cash

HOUSE HUNTERS of Dallas.com

30 Years Buying Homes in DFW Metroplex

\$\$\$ More Money For You \$\$\$
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Just Quick Cash! 7 Day Closings!

We Buy Houses In Any Condition Or Location



Eileen Petroski
Licensed Realtor

Legal

Notice to F Proc

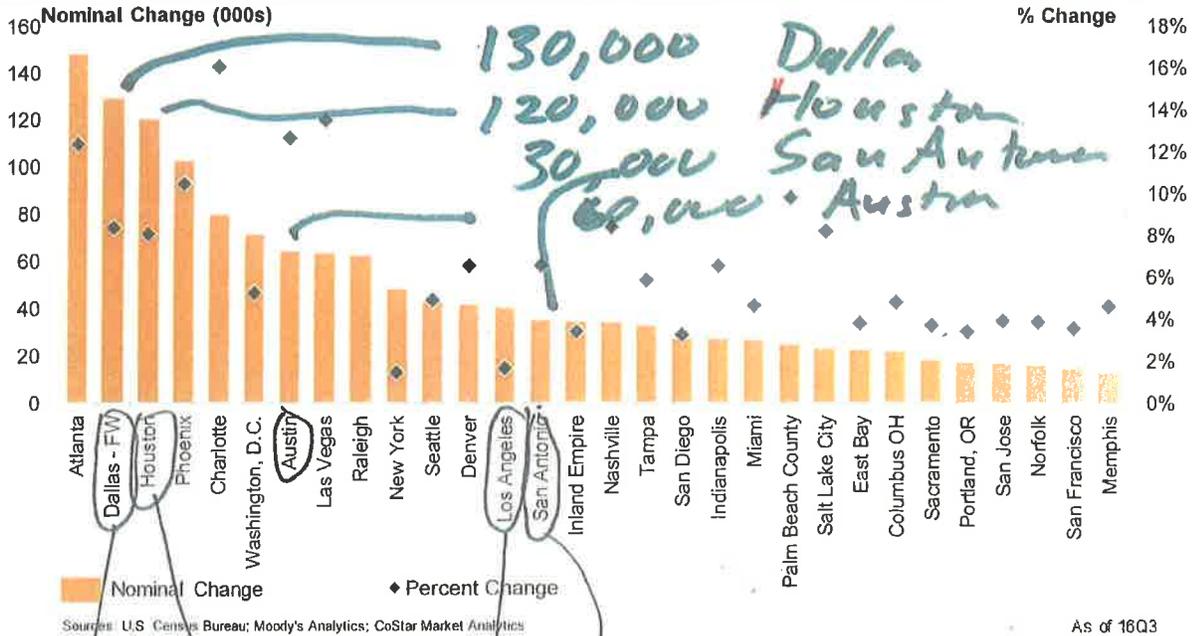
National Pr Inc. (NPD) United Heal Company, President (Hwy, Rich 75080, is a 5 dental HMC accepting or from qualifi to become p providers of Service betw 23, 2019, and 2019. All int individuals forward th qualificat above ad QA. #3579

JAN 2017
 U.S. Census / Moody's Analytics / CoStar Analytics

Texas 310,000 Young Adult
 60,000/Year

Projected 5 Year Growth Among 20-34 Year Olds *

mu.

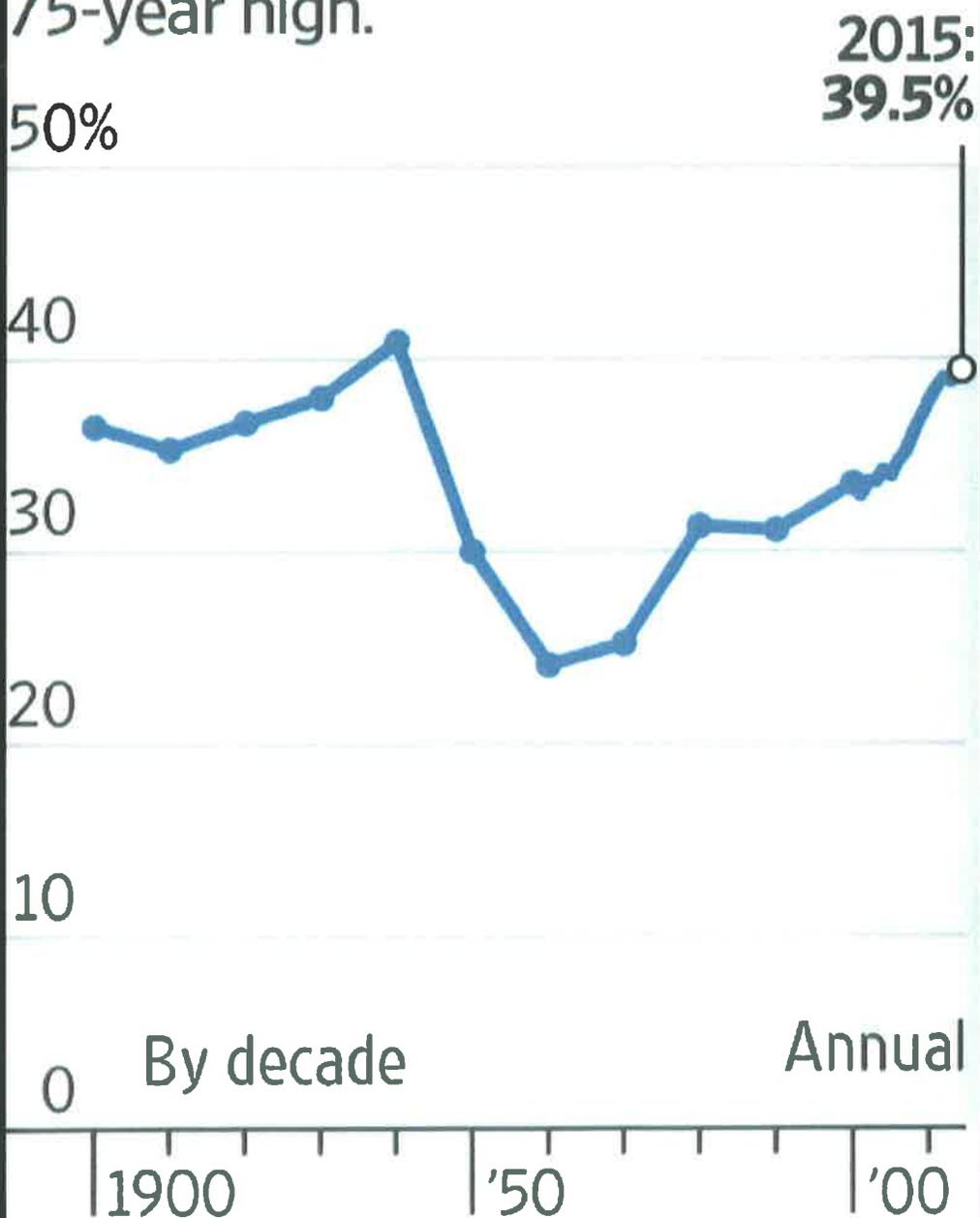


↑ 70% ↑ 68%
 LA 40,000 10% change
 10%

Rate of Change
 + Absolute #s

Welcome Home

The percentage of 18- to 34-year-olds living with parents and other family members hit a 75-year high.



Notes: 1900 to 1970 data are from the



“Male, 38, still living with his parents.
They asked us to keep him overnight,
so they could change the locks.”

Dallas Morning

\$2.49

Dallas, Texas, Monday, December 24, 2018

fully operational

could

U.S. becoming nation of renters, report says

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REAL ESTATE

DALLAS

House not first on millennials' lists

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"Rentership rates and multifamily as a percentage of all housing are generally highest in New York City, Los Angeles, Washington, D.C., San Francisco and Dallas, researchers in the new report conclude. "Multifamily housing will likely thrive most in markets and submarkets where for-sale housing is prohibitively expensive."

While Dallas-area homes sell for much lower prices than in other big-city U.S. markets,

"America is becoming a nation of renters," Clarion Partners' new report says. "Unlike previous generations, though, home ownership doesn't seem to be a priority for millennials."

That's good news for North Texas apartment builders, who have the largest new supply of units in the country on the way during the next couple of years.

WALL STREET JOURNAL

FRIDAY, JANUARY 4, 2019 - VOL. CCLXXIII NO. 1

Survey finds they would invest windfall before buying home

By STEVE BROWN
Real Estate Editor
stevebrown@dallasnews.com

Don't count on those millennials for another homebuying boom — at least no time soon.

When asked what they'd do with a \$100,000 cash windfall, buying a house wasn't at the top of millennials' shopping list. The largest share of these young consumers said they'd use the money to make short-term investments.

Spending the money on a house was tied with paying off

student loans and other debts as their second most likely use of the money, according to a new survey by real estate investor Clarion Partners. The company owns thousands of apartments across the U.S.

For those millennials who would put the lump of cash into savings, their top reason for wanting the nest egg was for emergencies or improving their financial comfort. Saving the money for a house down payment was last on their wish list, according to the survey.

The new data on millennial attitudes is part of a broader study of U.S. rental property demand.

Stocks Slide
As Growth
Fears Spread

Really!
100,000
2550
1/27/19

ANCE CDs

\$50,000 MINIMUM DEPOSIT

2.55% APY*

FOR 14-MONTHS

21-Month CD: 2.90% APY**
30-Month CD: 3.05% APY**

NYT 2-9-2017

The Upshot

Almost Half of Young Adults Get Rent Help From Parents

By QUOCTRUNG BUI

Almost half of people in their early 20s have a secret, one they don't usually share even with friends: Their parents help them pay the rent.

Moving into adulthood has never been easy, but America's rapidly changing labor market is making it harder to find economic security at a young age. Skilled work is increasingly con-

29 percent of the median monthly housing costs in America's metro areas.

The choice of career path matters. Those in the art and design fields get the most help, an average of \$3,600 a year. People who work in farming, construction, retail and personal services get the least.

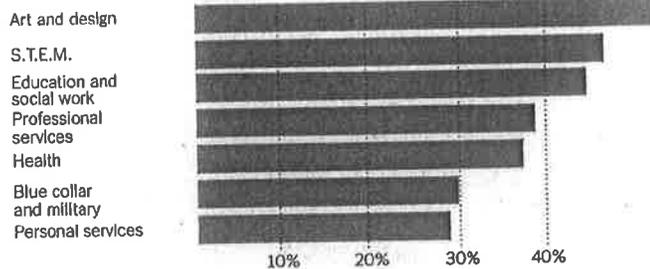
Patrick Wightman, an assistant professor at the University of Arizona who helped The Upshot analyze the data from a nationally representative cohort of more than 2,000 young people from 2007 to 2013, says this division has to do with the higher barriers of entry into fields like art, education, health and law. Some jobs in science, technology, engineering, management and law have clearer and more substantial payoffs after years of internships and postgraduate training. But pay in art, design and education is low in the early years, and for some people, it remains low.

Young people are also taking longer to graduate from college or technical school, if they graduate at all. Although two-thirds of high school students go to college, only half end up gradu-



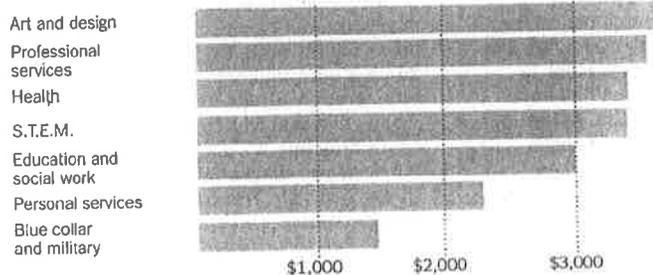
Who Gets Money From Their Parents?

Pct. of people in their early 20s who get parental help, by desired field



How Much Do They Receive?

Average annual amount of parental support, by desired field



Among 22- to 24-year-olds who receive some kind of support for living expenses. "Blue collar" includes jobs in construction, manufacturing and agriculture. "Personal services" includes jobs in food, personal care and office support. "Professional services" includes jobs in management, finance and law.

the 1980s, Mr. Wightman found, fewer than half of this age group received any parental support. But by 2010 nearly 70 percent of them did.

Living expenses account for only 20 percent of the help that parents give to their children. According to the survey, the bulk of the support comes in the form of lump-sum gifts for things like a down payment on a house or capital to start a business.

Mr. Wightman said that parental help, "just by being there, influences the decisions that you make, in the major you pick, where you go to college and the type of work that you want to go into."

The data for this article came from the P.S.I.D. Transition to Adulthood Supplement. The supplement, run by the Institute of Social Research at the University of Michigan, tracked young people from 2007 to 2013. It allowed researchers to learn about the demographics of the parents an ask more detailed questions of young people about what kind financial support they receive specifically for living expense

©2017 NYT

II. The Implications and Potential Impact of the New IRS Tax Law and Market Segmentations and Demand

1. April 15, 2019, there will be huge pains all over Texas – Big house owners!
2. Sub S corps, LLCs, and limited partnerships will have top 20% income (after tax) tax free!
3. The rent/buy decision is getting cloudy for expensive homes
4. The \$24,000 standard deduction vs. Itemized deduction, perceptions and homes
5. The maximum \$10,000 in property deduction is phased out at “about” \$350,000 (Tax rate dependent)
 - Any taxes over \$10,000 will actually cost pre-tax and after-tax dollars more! (Say tax rate is 3%+/-)
 - Say: \$350,000 home = \$10,000 tax deduction (saves \$4,000 in taxes if in 40% tax bracket)

Vs

Say: \$550,000 home having \$200,000 in taxable value not deductible = $\$200,000 \times 3\% = \$6,000$ “taxes”
If in 40% tax bracket actually costs home owner \$10,000 pre-tax dollars!!!
6. Maximum \$750,000 mortgage debt interest deduction will impact some mega home buyers and current owners! (New listings?)

One luxury home builder believes that 40% of all their buyers are stretching to buy or are “wannabes”

After tax is a big deal to them and will reduce demand after the economics of local taxes and interest over \$750,000 loan is realized

7. Maximum gifting of real estate or assets in large estates – Lifetime one-time gifting raised to \$11,500,000 while still alive! (Expires in 2024)
8. Large luxury houses on “AG” land could easily be purchased in two (2) tracts:
 - a. Big house on one tract with one acre
 - b. The 20-acre “estate” on the other tract @ \$100,000/Ac “Say”
 - Low local tax rate and “value” Ag
 - Tax deductible interest 100% due to being a “farm” so no \$750,000 mortgage limitation

APRIL 15, 2019!
Howls.

Form **1040**

Department of the Treasury—Internal Revenue Service
U.S. Individual Income Tax Return

Label

(See instructions on page 16.)

Use the IRS label. Otherwise, please print or type.

Presidential

L A B E L H E R E	For the year Jan. 1–Dec. 31, 2004, or other tax year beginning _____, 2004, ending _____, 20	
	Your first name and initial	Last name
	If a joint return, spouse's first name and initial	Last name
	Home address (number and street). If you have a P.O. box, see page 16.	Apt. no.
City, town or post office, state, and ZIP code. If you have a foreign address, see page 16.		

Form **1040EZ**

Department of the Treasury—Internal Revenue Service
Income Tax Return for Single and Joint Filers With No Dependents (P)

Label

(See page 11.)
Use the IRS label.

L A B E L	Your first name and initial	Last name
	If a joint return, spouse's first name and initial	Last name
	Home address (number and street). If you have a P.O. box, see page 11.	

Capital Gains and Losses

Form 1040. ▶ See Instructions for Schedule D (Form 1040).
Schedule D-1 to list additional transactions for lines 1 and 8.

**SCHEDULE C
(Form 1040)**

Profit or Loss From Business

(Sole Proprietorship)

Department of the Treasury
Internal Revenue Service (O)

▶ Partnerships, joint ventures, etc., must file Form 1065 or 1065-B.
▶ Attach to Form 1040 or 1041. ▶ See Instructions for Schedule C (Form 1040).

Name of proprietor

Social security

**SCHEDULE E
(Form 1040)**

Supplemental Income and Loss

(From rental real estate, royalties, partnerships, S corporations, estates, trusts, REMICs, etc.)

Department of the Treasury
Internal Revenue Service (O)

▶ Attach to Form 1040 or Form 1041. ▶ See Instructions for Schedule E (Form 1040).

SCHEDULES A&B
(Form 1040)

Schedule A—Itemized Deductions

(Schedule B is on back)

Department of the Treasury
Internal Revenue Service (P)

▶ Attach to Form 1040. ▶ See Instructions for Schedules A and B (Form 1040).

Name(s) shown on Form 1040

Client and You

Your social security number

Medical and Dental Expenses	1	Caution. Do not include expenses reimbursed or paid by others.			
	2	Medical and dental expenses (see page A-2)	1		
	3	Enter amount from Form 1040, line 37 2			
	4	Multiply line 2 by 7.5% (.075).	3		
	4	Subtract line 3 from line 1. If line 3 is more than line 1, enter -0-			4
Taxes You Paid <small>(See page A-2.)</small>	5	State and local (check only one box):			
		a <input type="checkbox"/> Income taxes, or	5		
		b <input checked="" type="checkbox"/> General sales taxes (see page A-2)			
	6	Real estate taxes (see page A-3).	6	<i>100,000</i>	<i>Max</i>
	7	Personal property taxes	7	<i>1</i>	
	8	Other taxes. List type and amount ▶	8		
	9	Add lines 5 through 8			9
	Interest You Paid <small>(See page A-3.)</small>	10	Home mortgage interest and points reported to you on Form 1098	10	
11		Home mortgage interest not reported to you on Form 1098. If paid to the person from whom you bought the home, see page A-4 and show that person's name, identifying no., and address ▶	11	<i>750,000</i>	
			12	<i>Mort</i>	
12		Points not reported to you on Form 1098. See page A-4 for special rules	12		
13		Investment interest. Attach Form 4952 if required. (See page A-4.)	13		
14	Add lines 10 through 13			14	
Gifts to Charity <small>If you made a gift and got a benefit for it, see page A-4.</small>	15	Gifts by cash or check. If you made any gift of \$250 or more, see page A-4	15		
	16	Other than by cash or check. If any gift of \$250 or more, see page A-4. You must attach Form 8283 if over \$500	16		
	17	Carryover from prior year	17		
	18	Add lines 15 through 17			18
Casualty and Theft Losses	19	Casualty or theft loss(es). Attach Form 4684. (See page A-5.)			19
Job Expenses and Most Other Miscellaneous Deductions <small>(See page A-5.)</small>	20	Unreimbursed employee expenses—job travel, union dues, job education, etc. Attach Form 2106 or 2106-EZ if required. (See page A-6.) ▶	20		
	21	Tax preparation fees	21		
	22	Other expenses—investment, safe deposit box, etc. List type and amount ▶	22		
	23	Add lines 20 through 22	23		
	24	Enter amount from Form 1040, line 37 24	24		
	25	Multiply line 24 by 2% (.02)	25		
	26	Subtract line 25 from line 23. If line 25 is more than line 23, enter -0-			26
Other Miscellaneous Deductions	27	Other—from list on page A-6. List type and amount ▶			27
Total Itemized Deductions	28	Is Form 1040, line 37, over \$142,700 (over \$71,350 if married filing separately)? <input type="checkbox"/> No. Your deduction is not limited. Add the amounts in the far right column for lines 4 through 27. Also, enter this amount on Form 1040, line 39. <input type="checkbox"/> Yes. Your deduction may be limited. See page A-6 for the amount to enter.			28

**SCHEDULE C
(Form 1040)**

Profit or Loss From Business

(Sole Proprietorship)

▶ Partnerships, joint ventures, etc., must file Form 1065 or 1065-B.

Department of the Treasury
Internal Revenue Service (O)

▶ Attach to Form 1040 or 1041. ▶ See Instructions for Schedule C (Form 1040).

Name of proprietor

Social security number (SSN)

Top 20% Tax Free!

A Principal business or profession, including product or service (see page C-2 of the instructions)

B Enter code from pages C-7, 8, & 9

C Business name. If no separate business name, leave blank.

D Employer ID number (EIN), if any

2018, 2019 → 203

E Business address (including suite or room no.)
City, town or post office, state, and ZIP code

F Accounting method: (1) Cash (2) Accrual (3) Other (specify) ▶

G Did you "materially participate" in the operation of this business during 2004? If "No," see page C-3 for limit on losses Yes No

H If you started or acquired this business during 2004, check here

Part I Income

- 1** Gross receipts or sales. **Caution.** If this income was reported to you on Form W-2 and the "Statutory employee" box on that form was checked, see page C-3 and check here
- 2** Returns and allowances
- 3** Subtract line 2 from line 1
- 4** Cost of goods sold (from line 42 on page 2)
- 5** **Gross profit.** Subtract line 4 from line 3.
- 6** Other income, including Federal and state gasoline or fuel tax credit or refund (see page C-3)
- 7** **Gross income.** Add lines 5 and 6

1	
2	
3	
4	
5	
6	
7	

Part II Expenses. Enter expenses for business use of your home **only** on line 30.

- 8** Advertising
- 9** Car and truck expenses (see page C-3)
- 10** Commissions and fees
- 11** Contract labor (see page C-4)
- 12** Depletion
- 13** Depreciation and section 179 expense deduction (not included in Part III) (see page C-4)
- 14** Employee benefit programs (other than on line 19)
- 15** Insurance (other than health)
- 16** Interest:
 - 16a** Mortgage (paid to banks, etc.)
 - 16b** Other
- 17** Legal and professional services
- 18** Office expense
- 19** Pension and profit-sharing plans
- 20** Rent or lease (see page C-5):
 - 20a** Vehicles, machinery, and equipment
 - 20b** Other business property
- 21** Repairs and maintenance
- 22** Supplies (not included in Part III)
- 23** Taxes and licenses
- 24** Travel, meals, and entertainment:
 - 24a** Travel
 - 24b** Meals and entertainment
 - 24c** Enter nondeductible amount included on line 24b (see page C-5)
 - 24d** Subtract line 24c from line 24b
- 25** Utilities
- 26** Wages (less employment credits)
- 27** Other expenses (from line 48 on page 2)

19	
20a	
20b	
21	
22	
23	
24a	
24b	
24c	
24d	
25	
26	
27	

9000/16

28 **Total expenses** before expenses for business use of home. Add lines 8 through 27 in columns

28	
----	--

29 Tentative profit (loss). Subtract line 28 from line 7

29	
----	--

30 Expenses for business use of your home. Attach Form 8829

30	
----	--

31 **Net profit or (loss).** Subtract line 30 from line 29.

- If a profit, enter on **Form 1040, line 12**, and also on **Schedule SE, line 2** (statutory employees, see page C-6). Estates and trusts, enter on Form 1041, line 3.
- If a loss, you **must go to line 32**.

31	
----	--

32 If you have a loss, check the box that describes your investment in this activity (see page C-6).

- If you checked 32a, enter the loss on **Form 1040, line 12**, and also on **Schedule SE, line 2** (statutory employees, see page C-6). Estates and trusts, enter on Form 1041, line 3.
- If you checked 32b, you **must attach Form 6198**.

- 32a** All investment is at risk
- 32b** Some investment is not at risk.

**SCHEDULE E
(Form 1040)**

Supplemental Income and Loss

(From rental real estate, royalties, partnerships, S corporations, estates, trusts, REMICs, etc.)

Department of the Treasury
Internal Revenue Service (O)

▶ Attach to Form 1040 or Form 1041. ▶ See instructions for Schedule E (Form 1040).

Name(s) shown on return

Your social security number

Top 20% Tax Fr

Part I Income or Loss From Rental Real Estate and Royalties Note. If you are in the business of renting personal property, use Schedule C or C-EZ (see page E-3). Report farm rental income or loss from Form 4835 on page 2, line 40.

1	List the type and location of each rental real estate property:	2	For each rental real estate property listed on line 1, did you or your family use it during the tax year for personal purposes for more than the greater of:	Yes	No
	A		• 14 days or	A	
	B		• 10% of the total days rented at fair rental value?	B	
C		(See page E-3.)	C		

*Rent Houses
etc S Corps
Partnership*

Income:	Properties			Totals
	A	B	C	(Add columns A, B, and C)
3 Rents received	3			3
4 Royalties received	4			4
Expenses:				
5 Advertising	5			
6 Auto and travel (see page E-4)	6			
7 Cleaning and maintenance	7			
8 Commissions	8			
9 Insurance	9			
10 Legal and other professional fees	10			
11 Management fees	11			
12 Mortgage interest paid to banks, etc. (see page E-4)	12			12
13 Other interest	13			
14 Repairs	14			
15 Supplies	15			
16 Taxes	16			
17 Utilities	17			
18 Other (list) ▶	18			
19 Add lines 5 through 18	19			19
20 Depreciation expense or depletion (see page E-4)	20			20
21 Total expenses. Add lines 19 and 20	21			
22 Income or (loss) from rental real estate or royalty properties. Subtract line 21 from line 3 (rents) or line 4 (royalties). If the result is a (loss), see page E-4 to find out if you must file Form 6198	22			
23 Deductible rental real estate loss. Caution. Your rental real estate loss on line 22 may be limited. See page E-4 to find out if you must file Form 8582. Real estate professionals must complete line 43 on page 2	23			
24 Income. Add positive amounts shown on line 22. Do not include any losses	24			24
25 Losses. Add royalty losses from line 22 and rental real estate losses from line 23. Enter total losses here	25			25
26 Total rental real estate and royalty income or (loss). Combine lines 24 and 25. Enter the result here. If Parts II, III, IV, and line 40 on page 2 do not apply to you, also enter this amount on Form 1040, line 17. Otherwise, include this amount in the total on line 41 on page 2	26			26

royalties

Paper Loss

III. Expanding Your Services Offered (High Touch Vs High Tech) and Your Education, Saving Your Clients and Yourselves through Property Investment Knowledge

1. Retirees and Baby Boomers are only making pre-tax yield of 2-3% on their retirement accounts with stock dividends and CDs! They need rental properties! And do not know it! For retired, cash flow is more important than net worth

2. Yields on Texas rental homes are 8-12% per year after tax!

Plus:

- Liquidity (can sell in 60 days max)
- Appreciation
- Loan payoff by renters
- Cash flow
- Many tax benefits
- Paper losses of depreciation that can offset other income
- Wright offs of phone, cable, truck, etc.

“I had rent houses once– I had a bad experience once.”

Then you will hate being broke and poor when you retire and miss the cash flow and appreciation!

3. Good property management is essential!!

- Learn and earn
- New service
- Investment commissions in and out
- Buy some, broker some rent houses!

Price Reduced



\$129,900

Price Decrease

Active

601 Park Lane

Denton, Texas 76205-7256

MLS#: 14003397

3 Beds, 1/0 Baths, 1,100 SqFt, Built in 1980 , 0.119 Acres

New Listing!



\$129,900

New Listing

Active

1006 S Locust Street

Denton, Texas 76201-6882

MLS#: 14008898

3 Beds, 1/0 Baths, 976 SqFt, Built in 1960 , 0.197 Acres

8-11-2017

Business

The Dallas Morning News

Rental 80,000 ↑

Sec

Invitation Homes buys rental house rival

Combined company will own more than 80,000 properties

By STEVE BROWN
Real Estate Editor
stevebrown@dallasnews.com

Two of the nation's biggest rental home companies are combining. And one of them is in North Texas.

Dallas-based Invitation Homes — which own

than 50,000 rental houses around the country — is buying Starwood Waypoint Homes.

Together, the firms will own more than 80,000 rental properties valued at more than \$11 billion. Most of the properties are in Florida and the western U.S.

“By joining forces, the combined company will be in an even stronger position to serve residents and invest-

tors,” John Bartling, president and CEO of Invitation Homes, said in a statement.

The combined firm will be headquartered in Dallas.

The New York-based investor Blackstone Group took Invitation Homes public in a stock offering earlier this year.

Blackstone Group and Starwood Waypoint bought up thousands of rental houses after the Great Recession.

While neither company has a large ownership in North Texas, the merger is further indication of prospects for the rental home sector, analysts say.

“This is an inevitable evolution in the industry,” said David Hicks, CEO of Dallas-based HomeVestors. “As big players try to compete and become profitable, they will

See RENTAL Page 3D

Rental home market just got bigger

Continued from Page 1D

do things to consolidate to try to achieve greater efficiency in their operations.

“The reality is the big players, though they have huge numbers of units, still represent way less than 5 percent of the investor market,” Hicks said. “The real estate investor business is dominated by the local guy that owns 10 or less properties.”

Invitation Homes owns nearly 50,000 houses in 13 major markets, which it identifies as Atlanta; Charlotte, N.C.; Chicago; Jacksonville,

“It is a sign that this nascent industry is continuing to mature and take on more clear lines of definition in terms of what it will look like for the long term.”

Daren Blomquist,
economist with ATTOM
Data Solutions

clear lines of definition in terms of what it will look like

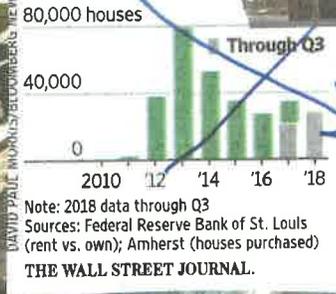
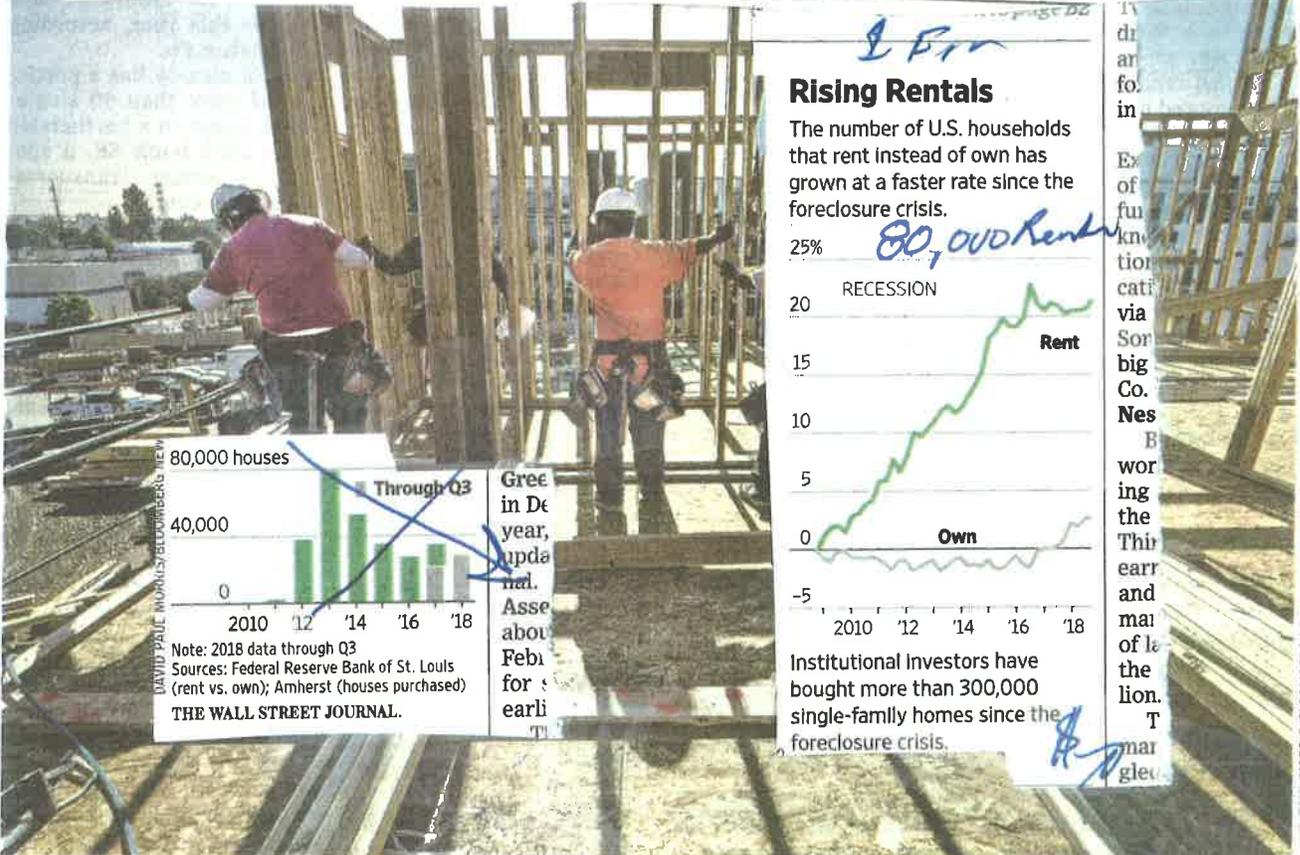
Furnit

U-Star
vs Avast
15

New York Times

Company

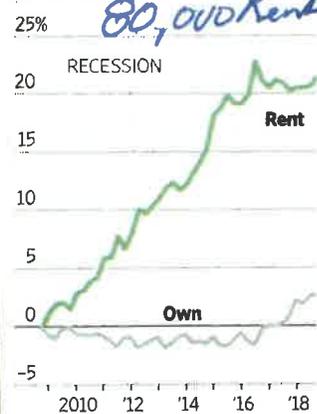
THURSDAY, JANUARY 3, 2019



Green in Dec year, updata. Asse about Feb for earli

Rising Rentals

The number of U.S. households that rent instead of own has grown at a faster rate since the foreclosure crisis.



Institutional investors have bought more than 300,000 single-family homes since the foreclosure crisis.

Townhouses under construction in Milpitas, Calif. A shortage of entry-level houses has big investors building single-family rentals.

52,000 Homes + 17,000 Home + 300,000 Rent Houses

Hungry for Houses, Landlords Start

BY RYAN DEZEMBER

Millennials aren't the only ones having a hard time finding houses to buy. So is Wall Street.

A shortage of houses in the entry-level price range where first-time buyers and big rental-home companies both shop is prompting some institutional landlords to start building new ones themselves.

These companies are racing to meet demand for rental homes from a wave of young families too saddled with student debt to buy, as well as from investors wagering that the suburban renter class that

Building

turn for institutional landlords such as **American Homes 4 Rent** and **Tricon American Homes**. Those companies and others like them emerged as bargain hunters at the depths of the housing crisis, when they gobbled up foreclosed homes by the thousands for far less than it would cost to build new ones.

The idea then was to accumulate enough homes in specific cities to make maintenance efficient and rent them to families who wanted to

maintain suburban lifestyles, keep their children in firm schools but who couldn't because of beaten-down credit and meager savings.

Surging property values since the recession have made bargains on houses harder to find. Yet those higher home prices have also improved the outlook for the rental business by making homeownership more difficult for millions of millennials.

Agoura Hills, Calif.-based **American Homes 4 Rent** has been building houses throughout the Southeast to add to its pool of more than 52,000 rental homes across the coun-

10 years," he said.

Tricon American Homes, a unit of Toronto-based **Tricon Capital Group Inc.**, started adding new homes to its stable last year and has hundreds more in the works.

The company, which has about 17,000 U.S. rental homes, made a deal in the summer with a Texas pension fund and a Singaporean sovereign-wealth fund to go on a three-year, \$2 billion home-buying binge. The group says it intends to acquire as many as 12,000 single-family properties.

Tricon has purchased new
Please turn to page B2

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May 2
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clinet

Qualifying Ratios - Fed Mortgages vs Private Rent Loans
 - Profit / Rent Controls Later?

Section D

Saturday, May 2, 2015

dallasnews.com

HOUSING

US

Rent vs Own Spread ↑↑↑↑

Rent takes a bigger bite

Over 25% of tenants

Analysis of census data by Enterprise Dallas-Fort Worth rents have in- failed to match rent increases. At

It's OK!? Private Biz

The Dallas Morning News

dallasnews.com

FROM THE COVER/NATION

Wages aren't rising as fast as rent

ing and utilities.

That's the finding of an anal-

tate fi
 Depa

Growth of the rent burden

or Fed Rent Controls?

For more than one-fourth of U.S. renters, the cost of housing and utilities consumes at least half of their household income. The percentage has jumped since the recession struck in 2007, according to a report by Enterprise Community Partners, a nonprofit that helps finance affordable housing.

Texas @ 22.3-23.1

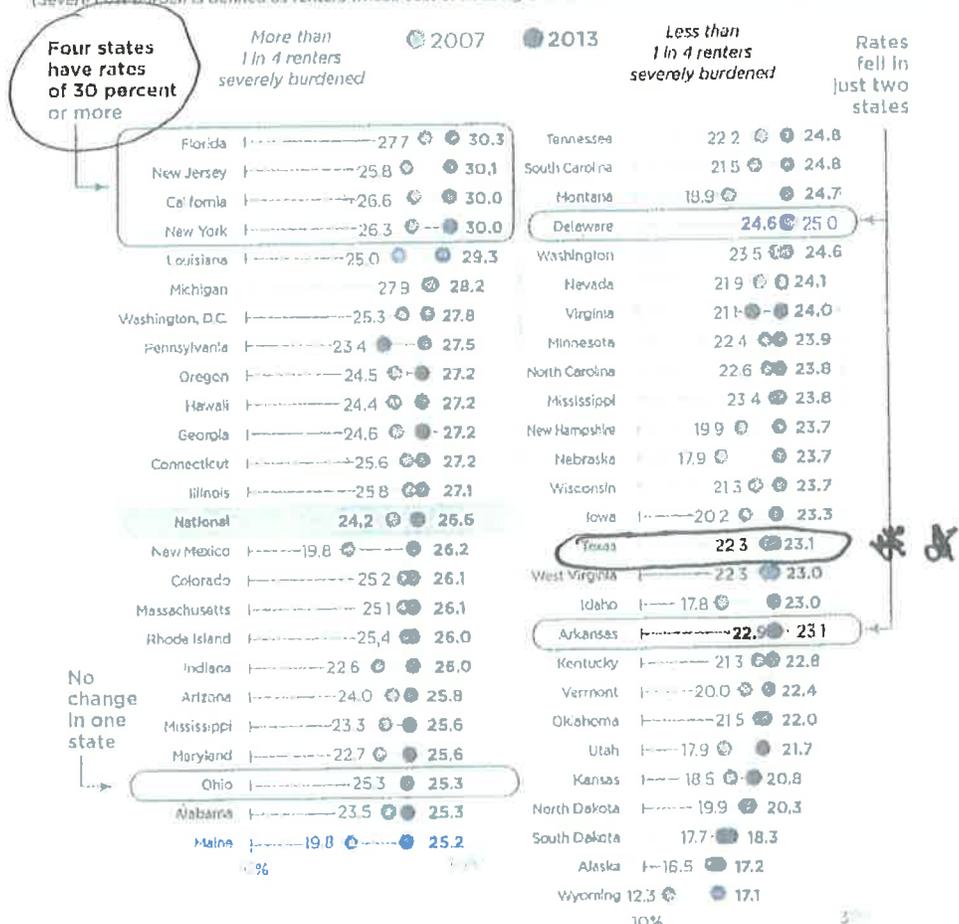
25% ~~25%~~

Percentage of renters with severe cost burden

(Severe cost burden is defined as renters whose cost of housing and utilities is at least half of their household income)

Some Renters =
 $\frac{22.50\% \text{ Rent}}{\text{Take Home PAY}}$

Double
 up?



2-15-2018

ROOM FOR RENT

\$488/month

C.F. Owner Occupied
+ 488 x 3 =

Private bed, bath, and closet available in 4 bed/4 1/2 bath
townhouse next to campus!



~~2502 W~~ Prairie Street features a small backyard, full kitchen, dining room, living room, tall ceilings, and laundry room with a washer and dryer. Critters welcome.

Please contact ~~Chitra~~ to set up a viewing! ~~204-542~~-7907

#2A

TRADITIONAL RATES OF RETURN

By: Professor John S. Baen
University of North Texas

1. GROSS RENT MULTIPLIER*

Market Value	\$	_____
Gross Scheduled Income	\$	_____
	=	\$ _____

2. CASH FLOW (Pre Tax)*

Gross Scheduled Income	\$	_____
Minus: Vacancy/Credit Loss	-	\$ _____
- Rental Income	-	\$ _____
Plus: Other Income	+	\$ _____
- Gross Operating Income	-	\$ _____
Less Operating Costs	-	\$ _____
- Net Operating Income	-	\$ _____
Less: Debt Service	-	\$ _____
- Cash Flow	-	\$ _____

3. CAPITALIZATION RATE*

Net Operating Income	\$	_____
Market Value	+	\$ _____
	=	_____ %

4. CASH-ON-CASH RETURN*

Cash Flow	\$	_____
Investment	+	\$ _____
	=	_____ %

5. TAX SAVINGS*

Net Operating Income	\$	_____
Minus: Interest	-	\$ _____
Minus: Depreciation	-	\$ _____
Equals:	=	\$ _____
Times: Investor's Tax Bracket	\$	_____ %
Equals: Tax Savings	=	\$ _____

6. NET SPENDABLE RETURN*

Cash Flow	\$	_____
Plus: Tax Savings	+	\$ _____
Equals: Net Spendable	=	\$ _____
Investment	+	\$ _____
	=	_____ %

7. EQUITY BUILDUP, TAX SAVINGS, AND CASH FLOW RETURN*

Cash Flow	\$	_____
Plus: Tax Savings	+	\$ _____
Plus: Equity Buildup	+	\$ _____
Equals: Total Return	=	\$ _____
Investment	+	\$ _____
	=	_____ %

8. EQUITY YIELD RETURN*

Cash Flow	\$	_____
Plus: Tax Savings	+	\$ _____
Plus: Equity Buildup	+	\$ _____
Plus: Appreciation	+	\$ _____
Equals: Equity Yield	=	\$ _____
Investment	+	\$ _____
	=	_____ %

↑ ONE YEAR ↑

9. ACCOUNTING RATE OF RETURN

**Total Benefits	\$	_____
Minus: Investment	-	\$ _____
Equals: Net \$ Return	=	\$ _____
# of years owned	+	_____
Equals: Average \$ Return	=	\$ _____
Investment	+	\$ _____
	=	_____ %

10. INTERNAL RATE OF RETURN

1st Year	_____ %
2nd Year	_____ %
3rd Year	_____ %
4th Year	_____ %
5th Year	_____ %
10th Year	_____ %
15th Year	_____ %

11. FINANCIAL MANAGER'S RATE OF RETURN

1st Year	_____ %	Safe Rate	_____ %
2nd Year	_____ %		
3rd Year	_____ %	Reinvest R	_____ %
4th Year	_____ %		
5th Year	_____ %		
10th Year	_____ %		
15th Year	_____ %		



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 Denton, Texas 76203-5017
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 940-565-3071 Office

85,000 Duplex / 20% Down / 80% Financing 15 years
 \$400/month/side - cheap rent 95% Occupancy
 12% Expenses
 5% Vacancy
 8% Mortg. on \$28,000
 20% Down/Investment

5% Appreciation Rate/yr
 Resale Year 3
 @ 8% CAP Rate
 = 111,287 See Next Page

TRADITIONAL RATES OF RETURN

By: Professor John S. Baen
 University of North Texas

1. GROSS RENT MULTIPLIER*

Market Value \$ 85,000
 Gross Scheduled Income \$ 9,600
 = 8.85 X

2. CASH FLOW (Pre Tax)*

Gross Scheduled Income \$ 9600
 Minus: Vacancy/Credit Loss \$ < 480 > @ 5%
 = Rental Income \$ 9120
 Plus: Other Income \$ -2-
 = Gross Operating Income \$ 9120
 Less Operating Costs \$ < 1152 >
 = Net Operating Income \$ 7968
 Less: Debt Service \$ < 7942 >
 = Cash Flow \$ + 26

3. CAPITALIZATION RATE*

Net Operating Income \$ 7968
 Market Value \$ 85,000
 = 9.37%

4. CASH-ON-CASH RETURN*

Cash Flow \$ 26
 Investment \$ 17,000
 = 0.15%
 68,000 x .08 Int. < 1% ?

5. TAX SAVINGS*

Net Operating Income \$ 7968
 Minus: Interest \$ < 5,440 >
 Minus: Depreciation \$ < 2,473 >
 Equals: \$ + 55
 Times: Investor's Tax Bracket \$ 35%
 Equals: Tax Savings \$ < 19.25 > Owed
 85,000 x .80 ÷ 27.5yrs = 2473

6. NET SPENDABLE RETURN*

Cash Flow \$ 26
 Plus: Tax Savings Owed \$ < 19.25 >
 Equals: Net Spendable \$ 2
 Investment \$ 17,000
 = .04%

7. EQUITY BUILDUP, TAX SAVINGS, AND CASH FLOW RETURN*

Cash Flow \$ 26
 Plus: Tax Savings \$ < 19.25 >
 Plus: Equity Buildup \$ 2,502
 Equals: Total Return \$ 2,509
 Investment \$ 17,000
 = 14.75%

8. EQUITY YIELD RETURN*

Cash Flow \$ 26
 Plus: Tax Savings \$ < 19.25 >
 Plus: Equity Buildup \$ 2,502
 Plus: Appreciation \$ 4250 < 85K x .05
 Equals: Equity Yield \$ 6,759
 Investment \$ 17,000
 = 39.8% 39.5% ?
 ↑ 1-8 = 1 Year
 9-11 = 3 Years

9. ACCOUNTING RATE OF RETURN

** Total Benefits \$ 45,441 Next Page !!
 Minus: Investment \$ < 17,000 >
 Equals: Net \$ Return \$ 28,441
 # of years owned 3
 Equals: Average \$ Return \$ 9,480
 Investment \$ 17,000
 = 56% 56% Av/Yr !

10. INTERNAL RATE OF RETURN IRR

1st Year	time →			
2nd Year	t ⁰	t ¹	t ²	t ³
3rd Year				
4th Year	39% (17,000)	7	233	45,201
5th Year	Invest			
10th Year				
15th Year				

39% IRR !

11. FINANCIAL MANAGER'S RATE OF RETURN

1st Year	Safe Rate			
2nd Year				
3rd Year	Reinvest R @			
4th Year				
5th Year				
10th Year				
15th Year				

SAFE 3%
 t⁰ t¹ t² t³
 < 17,000 > 7 233 45,201
 239
 @ 3% → 8.1
 2 years 445,448
 ↓
 45,448
 38% FMRR

12. Spreadsheet

* 1-8 - 1st year Calculations only.
 ** Total Benefits which ...

UNIVERSITY of
 NORTH TEXAS

John S. Baen
 Professor of Real Estate

Department of Finance, Insurance,
 Real Estate, and Law

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 baen@unt.edu

John S. Baen and Dolf de Roos, © 2003

IV. Affordable Housing Now and in the Future - Lowering Clients Expectation?

1. Lower first-timers' expectations – Help them buy a \$100,000 “dog”, serious fixer-upper near being condemned. Move in!
2. Expand horizons and innovations
3. One-time lifetime home? (3 bedrooms, 2 bathrooms). Careful, it is happening due to high prices and being “satisfied”
4. A look at alternative housing option in the market 2019 – 2024
5. Sue cities with no low-income ownership options for home buyers. Get HUD, Justice Dept. or Attorney General to sue?
6. There is an affordable housing crisis in Texas – NOW (even with low interest rates!)

THE WALL STREET JOURNAL.

38%? Help-Sell Parents

U.S.

First-Time Home Buyers Tap Families

More borrowers are getting help from the bank of mom and dad as house prices rise

By BEN EISEN

about a 10th of all U.S. home-loan originations, a share that has declined in recent years.

Though the pace of home-price growth has slowed, prices are still consistently rising year to year, and higher mortgage rates are making buying more expensive.

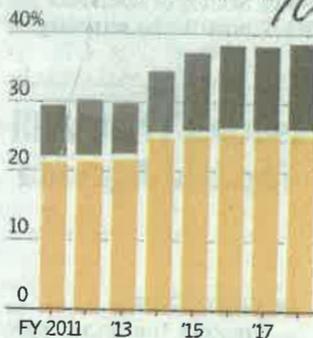
Rising home prices are sending first-time home buyers to their parents' bank of mom and dad for help. More than 20% of first-time borrowers who received help with down payments from a relative in the last year.

The Federal Housing Administration's Department of Housing and Urban Development says lenders are sometimes reluctant to make. Borrowers for FHA loans are buying homes in tight credit markets and of lower credit quality, making it harder for them to get conventional loans. These borrowers ask for help, and the FHA is keeping an eye on whether the share doing so keeps rising.

All in the Family

Share of Federal Housing Administration-insured borrowers receiving help with down payments

■ Other assistance
■ Family assistance



Note: Fiscal year ends Sept. 30.
Source: Federal Housing Administration
THE WALL STREET JOURNAL.



Sanjiv Das of Caliber Home Loan

up short with money," she said, given that they are also making two car payments.

Homeowners who get help with their down payments have historically been viewed as riskier because they have sunk less money into their property and thus have less to lose by walking away if home prices drop or if they are laid off.

In recent years, the credit quality of FHA borrowers has declined. The average borrower had monthly debt that was equal to 42% of their income.

40%?

contribute a \$4,000 gift toward the 3.5% down payment.

1-11-2018

Business

The Dallas Morning News

Section D

DALLAS AREA ZILLOW REPORT

BAD DATA +
Coming Soon!
1-11-2018 +

39% of homes sell over list

OFF MLE.

Median premium paid in '17 was over \$12K in area, \$7K nationally

By **STEVE BROWN** ✓
Real Estate Editor
stevebrown@dallasnews.com

Homebuyers competing for a property in North Texas are going the extra mile to make a deal.

Last year, almost 40 percent of the Dallas-area homes that sold went for more than the asking price, according to new data from the real estate portal Zillow. Nationally, about 1 in 4 homes sold for more than the original list price.

"Low interest rates and strong labor markets with high-paying jobs have al-

lowed homebuyers in some of the country's priciest housing markets to bid well over asking price," Zillow senior economist Aaron Terrazas said in a new report. "We don't expect this inventory crunch to ease meaningfully in 2018, meaning buyers will be facing many of the same struggles this year."

To be sure, the relatively high proportion of houses be-

ing sold over list price is not new for the D-FW area, with too many buyers chasing too few houses. In the past three years, the proportion of houses sold over list price has held steady at about 39 percent.

In Dallas, the median amount buyers paid over asking price was 5.7 percent, or

See **LIST** Page 5D

In
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Thursday, January 11, 2018



The s
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the year.



Tom Fox/Staff Photographer

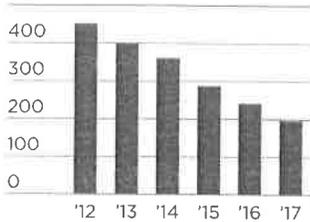
2017, it took only 40 days on average to sell a pr-
owned North Texas single-family house listed with a real
tate agent.



Texas' decline in low-wage workers

With a booming economy, fewer Texas workers are earning \$7.25 an hour or less.

Texas minimum-wage workers, in thousands



Big gainers from \$15 an hour

States with the most workers who would benefit from raising the minimum wage to \$15 by 2024:

Affected workers, in millions

Texas	4.69
Florida	3.26
Pennsylvania	2.03
Illinois	1.92
Ohio	1.79
Georgia	1.70
N. Carolina	1.69

Which Texans would benefit?

Texas workers who would benefit from a \$15 minimum by 2024, by industry:

Affected workers, in thousands

Retail trade	802
Food service	751
Health care	419
Construction	365
Education	358
Manufacturing	341

SOURCES: U.S. Bureau of Labor Statistics; Economic Policy Institute



Higher minimum wage could benefit 4.7 million Texans

More than any other state
1/3 of Texas construction, labor and food

Continued from Page 1D

the goalposts nationwide. Thirteen states and counties will reach or pass that wage floor, the law project said, and at least half a dozen other states are campaigning for it.

Adding a dollar or two to the minimum scoops up a lot of people and spills over to other workers. "But at \$15 an hour, you're starting to affect a significant portion of the workforce," Gebreselassie said.

More workers in Texas would stand to gain than in any other state, according to a 2017 study by the Economic Policy Institute in Washington.

If a \$15 minimum were adopted by 2024, nearly 4.7 million Texans would benefit directly and indirectly, the report said. That's over one-third of the workforce. And the cumulative increase would total about \$4,400 for each affected worker.

Retail and food jobs

The impact would vary by industry. In retail trade and food service, over 1.5 million Texans would get a lift — more

than in any other sectors. Next up would be workers in health care and construction.

The concern is that such a big increase in pay would prompt employers to cut jobs or increase investment in automation.

The Texas Association of Business, a leading statewide advocate, opposes an increase in the minimum wage in its 2019 legislative priorities. That could "deprive many entry-level workers of job opportunities," the group said.

In late 2015, TAB's leader said much the same: "At \$15 an hour, you'll hurt the people you're trying to help," said Bill Hammond, CEO at the time. "We believe the marketplace should decide this."

That argument, a constant among fiscal conservatives, has gained traction since some major employers increased their starting pay — and crowed about it. A year ago, Walmart raised its entry wage to \$11 an hour, and in October, Amazon said it was increasing its minimum to \$15 for U.S. workers.

But don't be fooled, said Rick Levy, president of the Texas AFL-CIO.

"This wasn't out of generosity," Levy said. "It's because of the pressure" from both public campaigns to raise pay and from rivals wanting to add hires.

In many polls, the public supports a higher minimum wage, even at a \$15 threshold. That explains why red states like Arkansas and Missouri approved a higher minimum wage in November. In each state, the measure was backed by over 60 percent of voters.

But residents led those ballot initiatives. In Texas, legislators would have to put the issue on the ballot, and Republicans have rejected such proposals.

The Lege also prohibited cities from enacting their own minimum-wage rates for private employers, as occurs in other parts of the country. But Dallas has pushed back on behalf of its workers.

City Mandate? 'Living wage'

In 2015, Dallas implemented a wage floor policy for employees and contractors. Workers must be paid a so-called living wage, which is adjusted regularly. In October, the rate was

Shawna Green, a v rant. Missouri voter.

\$11.50

increased to \$11.15 per "If we don't invest in population, our society be successful," said Da Council member Mar "People argue that th will adjust, but it doe least not enough. An ing nothing isn't acce, anymore."

If Texas were to st and increase the min. wage, "that would be a portant statement," saic leader Levy.

But to whom? While ers might appreciate the p bump, would companies L turned off?

In a recent article, the Federal Reserve Bank of Dal reported that Texas led all sta in business relocations — and Dallas gained the most jobs from out-of-state migration.

Many factors make Texas a favored destination, the report said, and it reeled off the best known, including the state's business climate, central location and supply of educated workers.

No. 10 on that list: the \$7.2 minimum wage.

- Reflecting a "Boom" and Cost Push Market.
 - Replacement Costs? ↑ Insurance ↑ Power/DP? ↑ Under Construction
Replacement Costs ↑ Labor, Materials, HARVEY.

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Construction workers set trusses in place at a development in Doral, Fla., on Aug. 12.

MARK ELIAS, BLOOMBERG

As construction heats up, so does worker shortage

Inflation vs Cost vs Demand

Labor squeeze is delaying projects, curtailing economy

Paul Davidson
USA TODAY

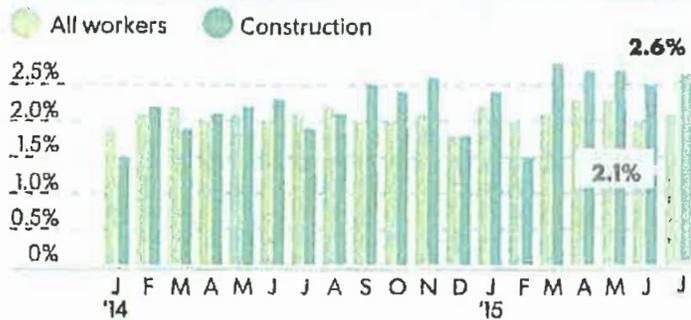
Construction of homes and commercial buildings is up significantly this year, but the industry would be sizzling if not for a critical shortage of workers, industry officials say.

The labor crunch is delaying projects, raising home prices and forcing companies to turn down work, which in turn curtails building activity and economic growth.

Spot labor shortages began in 2012 as new construction slowly came to life following the 2000's real estate crash. But they've spread across most of the country and have been accentuated this year by a strong recovery in both

CONSTRUCTION WORKERS WANTED

Contractors are reporting difficulty in finding enough construction workers to hire. Twelve-month percentage changes in average hourly wages for workers:



Source Bureau of Labor Statistics
GEORGE PETRAS, USA TODAY

years. Many high schools have phased out shop classes, and parents increasingly have steered graduates to four-year colleges and white-collar careers. The Home Builders Institute says the labor shortage is also driven by a boom in new home construction for move-up buyers, causing a domino effect that has curtailed supplies of existing homes for first-time buyers, Howard says. The limited housing supplies

operates 10 daily flights and merger with Virgin America.

Southwest said Thursday

additional flight
its operation.

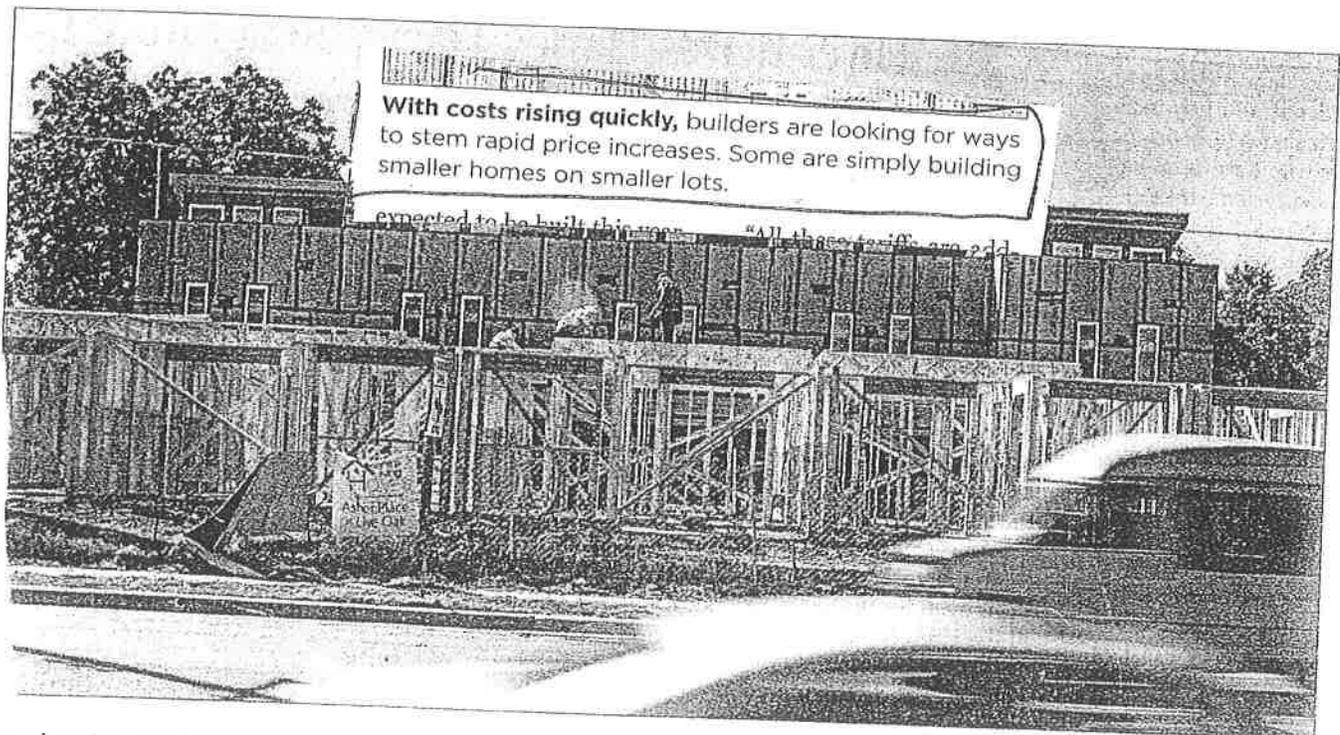
See MORE Page 6D

Cost does NOT Necessarily Reflect Value!

REAL ESTATE REPORT

Hammering the builders

- Lumber
- Steel
- Copper
- Aluminum
- Plastic
- Concrete
- Labor

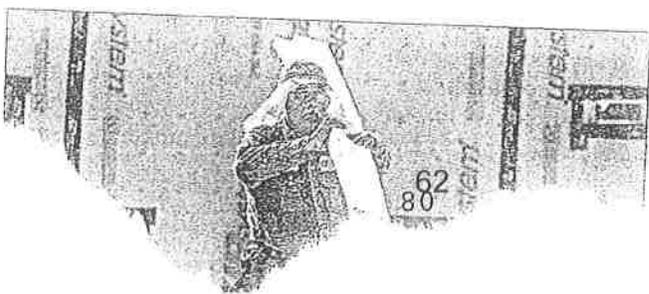


Photos by Carly Geraci/Staff Photographer

Lumber is the biggest component of a new home, and since last year, the price of wood products has shot up more than 60 percent thanks in large part to tariffs imposed by President Donald Trump. That has contributed to a nearly 10 percent rise in the price of a new home this year.

Higher cost of lumber, steel raises price of new homes

BY JEFFREY BROWN



homebuilder Jeff Dworkin. "It's hard to even guess right now what your lumber prices are going to be for a job. Lumber companies are only giving us 30 days notice at the moment."

Dallas Morning

The Long March to Owner Occ vs Dumb Code Book

\$1.50

Discrimination

Dallas, Texas, Thursday, September 29, 2016

* Dallas
* Felling
Tax Base
* Fleeing
Values/Byw.

HOUSING

Tougher rules to help renters?

City requires landlords to meet higher AC, inspection standards

By TRISTAN HALLMAN
Staff Writer
thallman@dallasnews.com

Dallas leaders say renters will be less susceptible to slumlords after the City Council voted Wednesday to overhaul the city's housing standards and require code inspections of single-family rental homes for the first time.

The new minimum housing standards also include more stringent air-conditioning requirements, better contact information for landlords and tougher code inspection rules.

Faith-based housing advocates Dallas Area Interfaith and the Apartment Association of Greater Dallas compromised on the most contentious new regulations, which paved the way for a 12-1 council

* Cough date

14A Thursday, September 29, 2016

Equal Treatment Under Law

Dallas raises standards for landlords!

Quadr.

OWNER Occupied too?

* The property's latest inspection score must be posted "in a conspicuous place" in a common area.

* The city budgeted to hire 15 code inspectors to handle single-family home inspections.

? Apartments with more than 60 units must have a full-time property manager. The manager doesn't have to work onsite full time and can handle multiple properties.

* Renters must be provided a contact person, possibly a hotline, who can be reached 24 hours a day in case of an emergency.

* Landlords will have to deal with pest infestations and keep pools from breeding insects.

* Landlords can be held responsible for the interior of vacant homes.

AT A GLANCE New rental rules

- All rental units must be registered annually.
- Leases must be provided in English, Spanish and Vietnamese upon request.
- Single-family rental homes will be inspected for a grade at least once every five years, but no more than once a year.
- Multifamily rentals will be inspected for a grade once every three years, but no more than once a year.

year. I

Judge halts Dallas landlord

Sunday, October 9, 2016

dallasnews.com



WEST DALLAS

\$400/month Home/Rest

- ① Equal Treatment
- ② City Code
- ③ Can't Agree in Writing to an Illegal Act
- ④ Rent Contract to Repair as part of Rent

Renters told not to panic over evictions

HMK tenants at forum say they're desperate; officials pledge to help

Dallas armed with documents, including a notice to vacate her family's rental house.

mass evictions, mostly in West Dallas, have taken many tenants by surprise.

By DIANNE SOLIS
Staff Writer
dsolis@dallasnews.com

City, school and community leaders told her and more than 200 others they would work "day and night" to help the 305 tenants facing eviction by HMK Ltd., a landlord of inexpensive housing. The disruptions caused by the potential

"We are really desperate," said Sanchez, who pays \$400 a month for a frame house on a hilly street behind the Belmont Hotel.

Inside the gym at the Anita

See RENTERS Page 8B

8B Sunday, October 9, 2016 M

TENTS vs \$400/mo vs DART & METRO

Renters facing eviction

← 300+ Units →

Continued from Page 1B

dallasnews.com

Martinez Recreation Center, Raul Reyes, a leader in the Los Altos neighborhood association, started the meeting by telling people in Spanish and English not to panic. But panic was obvious among those in the gray bleachers.

One frustrated woman, Gabriela Perez, nearly shouted at city officials who were at the microphone: "What is the solution?" she said. "Are you going to get to that point or not?"

Perez moved from an HMK rental house into another HMK property. Her old rental house was quickly torn down. Then, a month later, she received a notice to vacate her new place — after she'd paid to make repairs to

are 'desp'



not enough to tell you to said. "Don't panic." the legal process runs its course one can put you out," she

Residents wanted to know if lawyers would defend them. the city doesn't represent

City involvement

Dallas City Council has scheduled-door briefing Tuesday issues surrounding HMK. City is separately involved in with another landlord, Dennis, who is accused of renting properties riddled with code vio-

4 Million Units / Rent House

↑↑ 20-60% ↑ Rent

7-19-2018
Wow / Market

* Impact on All Rent Houses + Apt.

+ No Smoking Policy vs Eviction

HUD plan would raise public

PUBLIC HOUSING

Low-income housing rent 20 percent rent plan criticized

Analysis: HUD proposal would raise rates by about 20%, affecting millions

FROM WIRE REPORTS

CHARLESTON, S.C. — Housing Secretary Ben Carson says his latest proposal to raise rents would mean a path toward self-sufficiency for millions of low-income households across the United States by pushing more people to find work. For Ebony Morris and her four small children, it could mean homelessness.

Morris lives in Charleston, S.C., where most households receiving federal housing assistance would see rents rise an average of 26 percent, according to an analysis done by the Center on Budget and Policy Priorities for The Associated Press. Her increase would be nearly double that.

Overall, the analysis shows that in the 100 largest U.S. metropolitan areas, low-income tenants — many of whom have jobs — would

See HUD Page 6A

average hourly earnings, putting poor workers at an increased risk of homelessness because wages haven't kept pace with housing expenses.

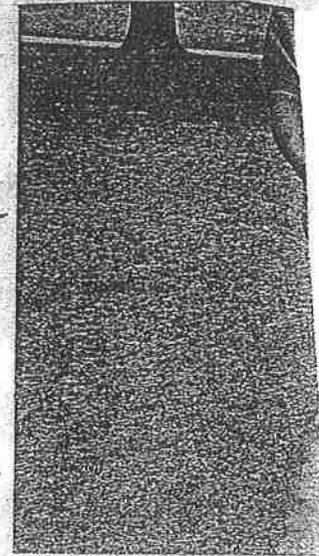
"I saw public housing as an option to get on my feet, to pay 30 percent of my income and get myself out of debt and eventually become a homeowner," said Morris, whose rent would jump from \$403 to \$600. "But this would put us in a homeless state."

Roughly 4 million low-income households receiving HUD assistance would be affected by the proposal. HUD estimates that about 2 million would be affected immediately, while the other 2 million would see rent increases phased in after six years.

'The only option'

The proposal, which needs congressional approval, is the latest attempt by the Trump administration to scale back the social safety net, under the belief that being less generous will prompt those receiving federal assistance to enter the workforce. "It's our attempt to give poor people a way out of poverty," Carson said in a recent interview with Fox News.

At an event in Detroit on Thursday, Carson said the proposal is a product of budget



Shannon Brown, 29, lives with She faces a steep increase un

constraints. He said that the plan could change based on funding for the agency, adding that HUD has already begun working with Congress.

"The reason that we had to even consider rent increases is because we're working with a specific budget," Carson said. "And in order not to have to raise rents on the elderly and the disabled or to displace people who are already in programs, that was the only option."

"The original rent increases were to make sure we didn't have to raise rents on elderly

Leap
Frog
Demand
IN
Motion
Rents
All
↑↑
Up

Drive 'Till They Qual. E/

Cheap Gas??

Restaurants

Drive 'Til You
Quality Risk!
@ \$2.25/gal

DALLAS BUSINESS JOURNAL

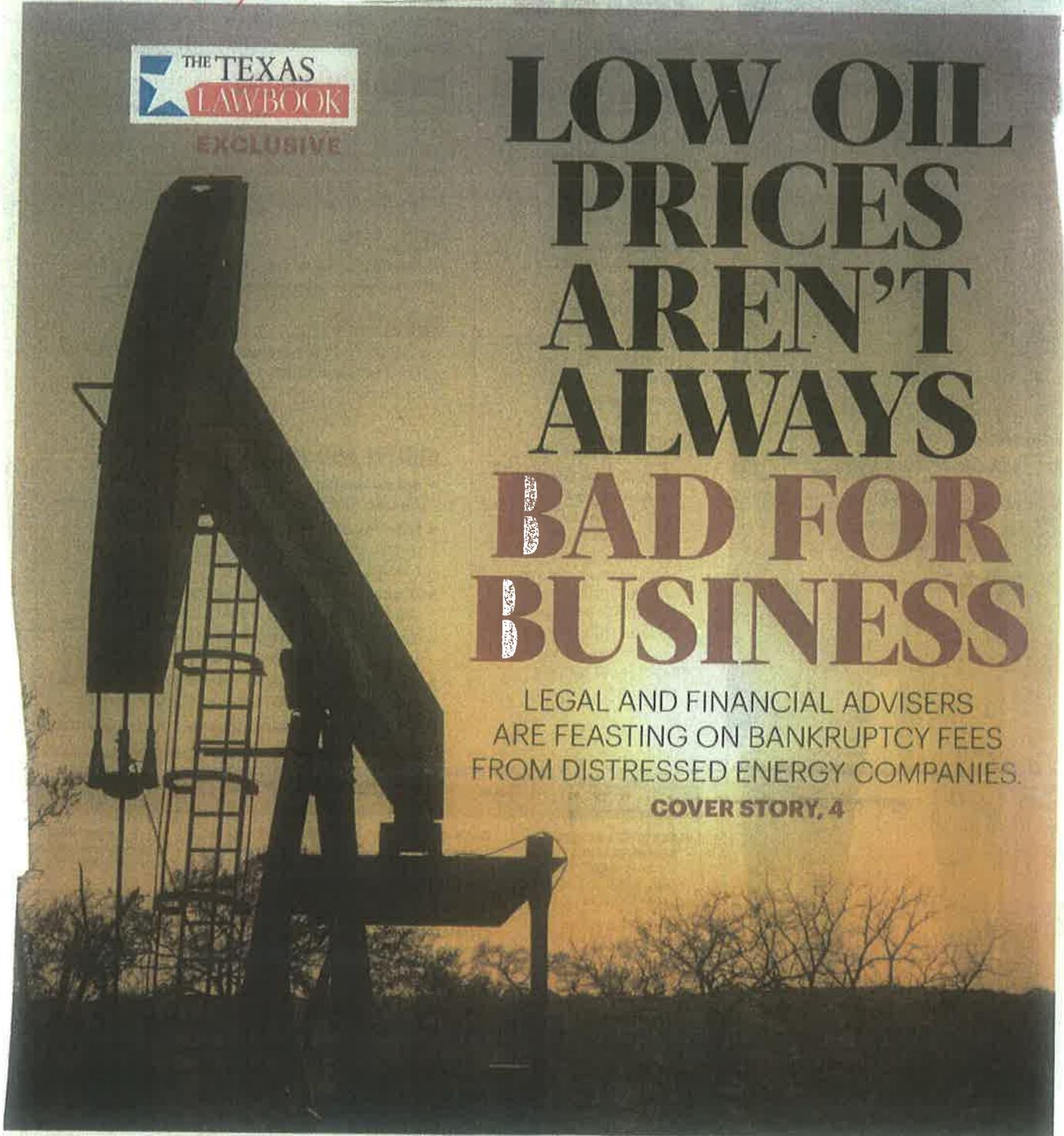


EXCLUSIVE

LOW OIL PRICES AREN'T ALWAYS BAD FOR BUSINESS

LEGAL AND FINANCIAL ADVISERS
ARE FEASTING ON BANKRUPTCY FEES
FROM DISTRESSED ENERGY COMPANIES.

COVER STORY, 4





UNT
EST. 1890

UNIVERSITY
OF NORTH TEXAS

Baen, John

From: Marcus & Millichap <robert.denninger@marcusmillichap.com>
Sent: Tuesday, January 15, 2019 10:34 AM
To: Baen, John
Subject: [EXT] NEW Listing: Oak Forest Mobile Home Park - 8.79 Day One Cap Rate, City Water and Sewer, 20 Sites Leased Through FEMA (125% Higher than Market Lot Rent), Concrete Throughout

Marcus & Millichap

Exclusive Investment Opportunity

Oak Forest Mobile Home Park

655 South 23rd Street
Beaumont, TX 77707
77 Total Sites - 8.73 Acres



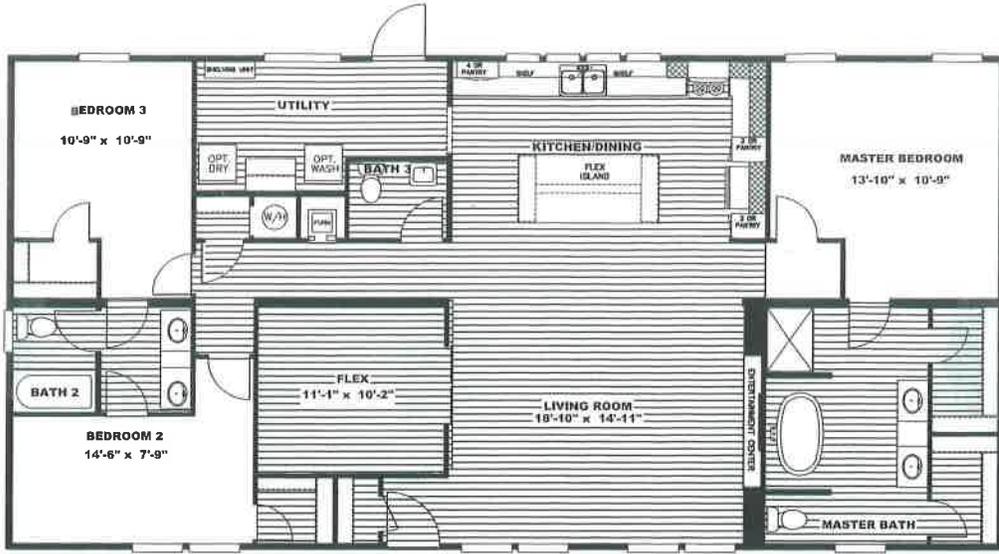
Offering Highlights

- 20 Sites Leased Through FEMA at \$675 Lot Rent per Month (125% Higher than Market Lot Rent)
- Operates on City Water and Sewer

Offering Summary

Price	\$2,395,000 (\$31,104 Per Site)
CAP Rate	8.79 Percent
Lot Size	8.73 Acres





FLEX FARMHOUSE
38SLT32603A
 1920 Sq Ft | 3 Beds / 2.5 Baths | 32x60



48,000 Families

In 2017 we delivered more than 48,000 homes and welcomed over 48,000 families across America to the Clayton family.

Shipping containers could be homes

Habitat gets OK for development in east McKinney

By Nanette Light
The Dallas Morning News

For now, it's just a sliver of land and an old abandoned house at the corner of Bumpas and Fitzhugh streets on McKinney's east side.

But if all goes according to plan, town homes built from shipping containers will begin rising up within a year on the site.

Named the Cotton Groves, the community is a new stock of affordable housing planned for the northern Collin County suburb.

North Collin County Habitat for Humanity purchased the nearly 3-acre plot on the city's east side in November. Last month, McKinney City Council members unanimously approved plans for the 35-unit neighborhood development.

Shipping containers for homes isn't a new idea, but it's a first for the Collin County nonprofit. Habitat's design advisory group, the JDL group, pitched the idea for the higher-density container home community because of their sturdiness, low-cost, quick-build and ability to house more people.

"Cost of living in McKinney is not low. It's an expensive place to live," McKinney Mayor George



North Collin County Habitat for Humanity

This architectural rendering shows plans for the Cotton Groves, a 35-unit affordable housing development that will be built from shipping containers by the North Collin County Habitat for Humanity.

Fuller said. "We have a lot of industry, a lot of businesses that depend on a labor force that quite frankly can't afford to live in the city."

Each home will be made of four shipping containers to create a 1,280-square-foot home. The homes will feature three bedrooms, two bathrooms, a second-floor balcony and covered carport.

Habitat plans to sell the homes to people at 30 percent of their gross monthly income. Qualified applicants must have lived or worked in north Collin County for one year, currently be living in substandard housing and willing to contribute "sweat equity" to help build their home and others.

"The ultimate goal was to serve more families," said Celeste H. Cox, CEO of the North

Collin County Habitat for Humanity. Currently, the nonprofit has about 170 people on its waiting list.

"We just can't build fast enough to serve the need for housing in Collin County," she said.

But there's still a ways to go before it's a viable community.

Habitat needs to raise \$4.5 million to fund the project and plans to launch a capital campaign in a few months. The McKinney Community Development Corporation is contributing roughly \$331,000 toward building the homes.

And remember that aforementioned abandoned home on the property? It's contaminated with asbestos and lead-based paint. Habitat has applied to the Environmental Protection Agency for remediation funds to

clean up the home and then demolish it.

Then infrastructure — water, sewer and roads — needs to be built. There are plans for a prototype home to be built next to Habitat's office this spring to show off to donors and potential homeowners.

It's unclear how much the homes will cost, since it depends on their appraisal. But Habitat owners won't pay the full price. Currently, Habitat's three-bedroom home values in northern Collin County range from \$120,000 to \$130,000, Cox said.

In Collin County, the median home price in the second quarter of 2017 was more than \$319,000 — nearly 50 percent higher than the nationwide price of a typical home, according to the National Association of Realtors.

"There's just not a lot available in a price range families earning \$20,000 to \$40,000 a year can afford," Cox said. "And the appraised values keep going up."

Already, Cox said, the nonprofit has heard from a church and private landowners asking Habitat to build additional container communities.

"It is a constant challenge for cities to keep affordable housing," Cox said. "As each of these cities reach build-out, the need for more affordable housing — and just more housing period — becomes more desperate because there's less land to build on."

INDICTMENTS

They know the way? or just stay?

Business

The Dallas Morning News

Section D

REAL ESTATE

Tuesday, February 13, 2018

Old jail may offer hope for homeless

Developer says vacant tower offers 'perfect scenario' for housing

By **STEVE BROWN**
Real Estate Editor
stevebrown@dallasnews.com

The developer of downtown Dallas' largest building redo is looking at another renovation project.



MEHRDAD MOAYEDI

Mehrdad Moayed — who successfully restored the landmark Statler Hotel — has made an offer to buy the vacant Dawson State Jail on the banks of the Trinity River. Moayed wants to convert the

empty 10-story building into a housing and services center for Dallas' homeless population.

"This is an opportunity to do something for these people, but not in the traditional way where you have a warehouse and you put a lot of beds in there," Moayed said. "There has to be a situation where people are treated with respect."

Moayed is CEO of Farmers Branch-based Centurion American Development Group. The firm just completed the \$230 million renovation of downtown's Statler Hotel. And Centurion American recently purchased the Mesquite Rodeo with plans for a redo.

See **COULD** Page 5D

300 sq' UNIT!
*
UNITS!

Parkland campus

The Dallas Morning News

dallasnews.com

Developer plans to convert

300 sq' smaller
Continued from Page 1A

could bring thousands of people back to the old Parkland complex in a new mixed-use project.

Developer Sam Ware said he plans to complete a purchase of the 38-acre former medical campus as early as the first week of April. Working with Dallas architect HKS, he plans to convert the old Parkland buildings into a combination of housing, office space, retail and a hotel.

"We are going to convert the majority of old Parkland into 700 to 800 micro rental units that will average a little under 300 square feet," Ware said. "We are going to convert one of the buildings to for-sale condominiums that will average 1,000 square feet



File Photo/Staff

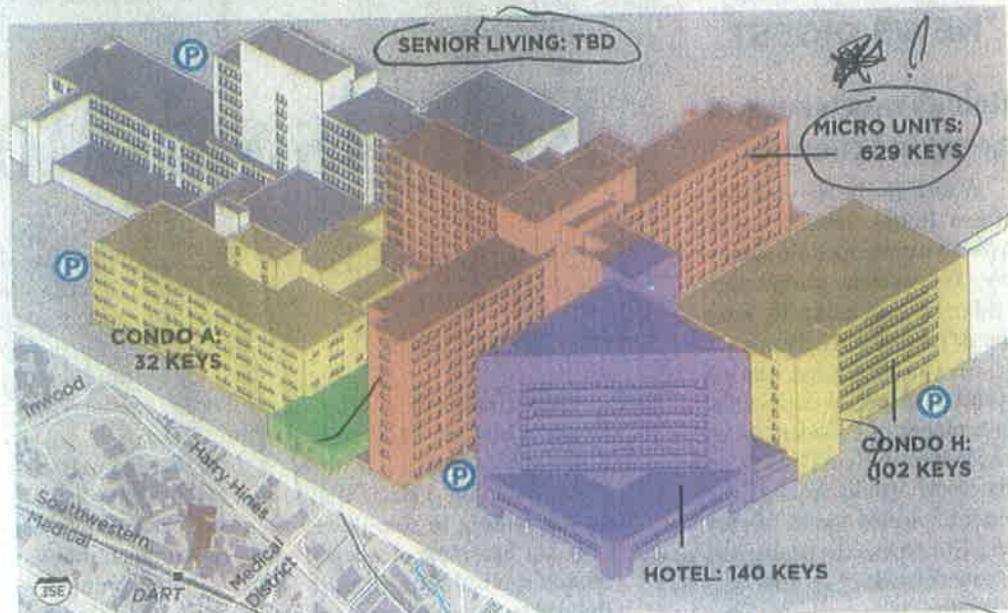
Most of the 28-acre medical complex has been empty since Parkland relocated to its new \$1.3 billion hospital across the street.

ment. But Ware, who has had the Parkland properties under contract for several months, is known for his real estate recycling deals.

structures for new projects.

The plan includes an extended-stay hotel for families and patients visiting the surrounding medical district. Many of the rest of the build-

300 sq' / unit Parkland redevelopment plans



All numbers are approximate and are subject to change
SOURCE: The District

Laurie Joseph/Staff Artist

Shipping containers could be homes

Habitat gets OK for development in east McKinney

By Nanette Light
The Dallas Morning News

For now, it's just a sliver of land and an old abandoned house at the corner of Bumpas and Fitzhugh streets on McKinney's east side.

But if all goes according to plan, town homes built from shipping containers will begin rising up within a year on the site.

Named the Cotton Groves, the community is a new stock of affordable housing after Heaters the northern Collin Cities urb.

North Collin County for Humanity purchase lic. M-39349 nearly 3-acre plot on east side in November.

monthly, McKinney (off Hwy. 51 S.) members unanimously approved plans for neighborhood development site for movie times!!!

Shipping containers 940-627-5522 homes isn't a new thing. School Hours Start first for the Collin County Office opens 2:30 pm

profit. Habitat's design group, the JDL group, the idea for the high-end container home community.

cause of their sturdy construction, quick-build and affordable house more people.

"Cost of living in McKinney not low. It's an expensive place to live," McKinney Mayor George



This architectural rendering shows plans for the Cotton Groves, a 35-unit affordable housing development that will be built from shipping containers by the North Collin County Habitat for Humanity.

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It's unclear how much the homes will cost, since it depends on their appraisal. But Habitat owners won't pay the full price. Currently, Habitat's three-bedroom home values in northern Collin County range from \$120,000 to \$130,000, Cox said.

In Collin County, the median in the second quarter was more than nearly 50 percent the nationwide median home, according to the National Association of Realtors.

It's not a lot available for families earning \$40,000 a year can afford. "And the appraisals keep going up," Cox said, the non-owner from a church landowners asking for additional communities.

It's a constant challenge for affordable housing. "As each of these build-out, the need for affordable housing — during this housing period — are desperate because of less land to build

888
North Collin County for Humanity purchase lic. M-39349

Shipping containers 940-627-5522

School Hours Start
Office opens 2:30 pm

FRIDAY, 5TH 10TH

on Facebook

PG13
PG
PG13
PG

S&T CONTAINER SALES
11026 HWY 287 SOUTH, DALLAS, TEXAS
817-625-8254

\$2,150
20 FT.
CONTAINERS

\$2,650
40 FT.
CONTAINERS

AS SEEN ON DIY NETWORK'S TEXAS FLIP & MOVE

Find us on Facebook

Scott & Teresa Swindell
Locally Owned & Operated

F
U
N
N
Y

Denton Record-Chronicle

Tiny

BUSINESS

191 sq' (1/2 of Garage Size)

accommodations



SECTION D
 Sunday, June 3, 2018
 DentonRC.com

Owner Susan Huerta and her daughter, River, stand near their tiny house Wednesday in Aubrey. Huerta's tiny house is app and took about a year and three months to build.

Nice Idea
 191 sq'

① Lot + Hook ups (Septic)
 If 8 Lots / Acre
 Rad \$20,000/spot
 Street
 + Amen
 1 Acre
 12,000 +
 60,000 Low
 +

Baen, John

From: Hunter Baen <hunterbaen@gmail.com>
Sent: Saturday, August 4, 2018 8:53 PM
To: Baen, John
Subject: *Europe +* [EXT] Affordable homes for backyards as retirement living alternative - Business Insider

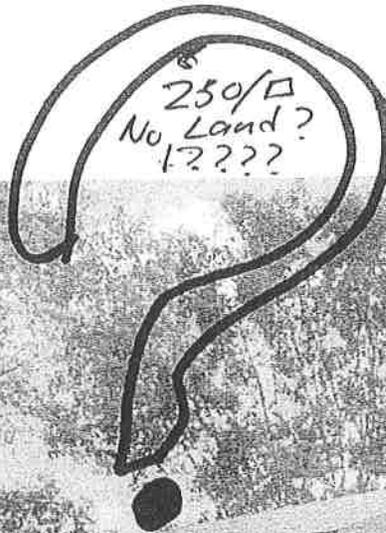
New Zealand - 40 Yr. History

<https://www.businessinsider.com/tiny-home-adus-backyards-retirement-dweller-2018-7>

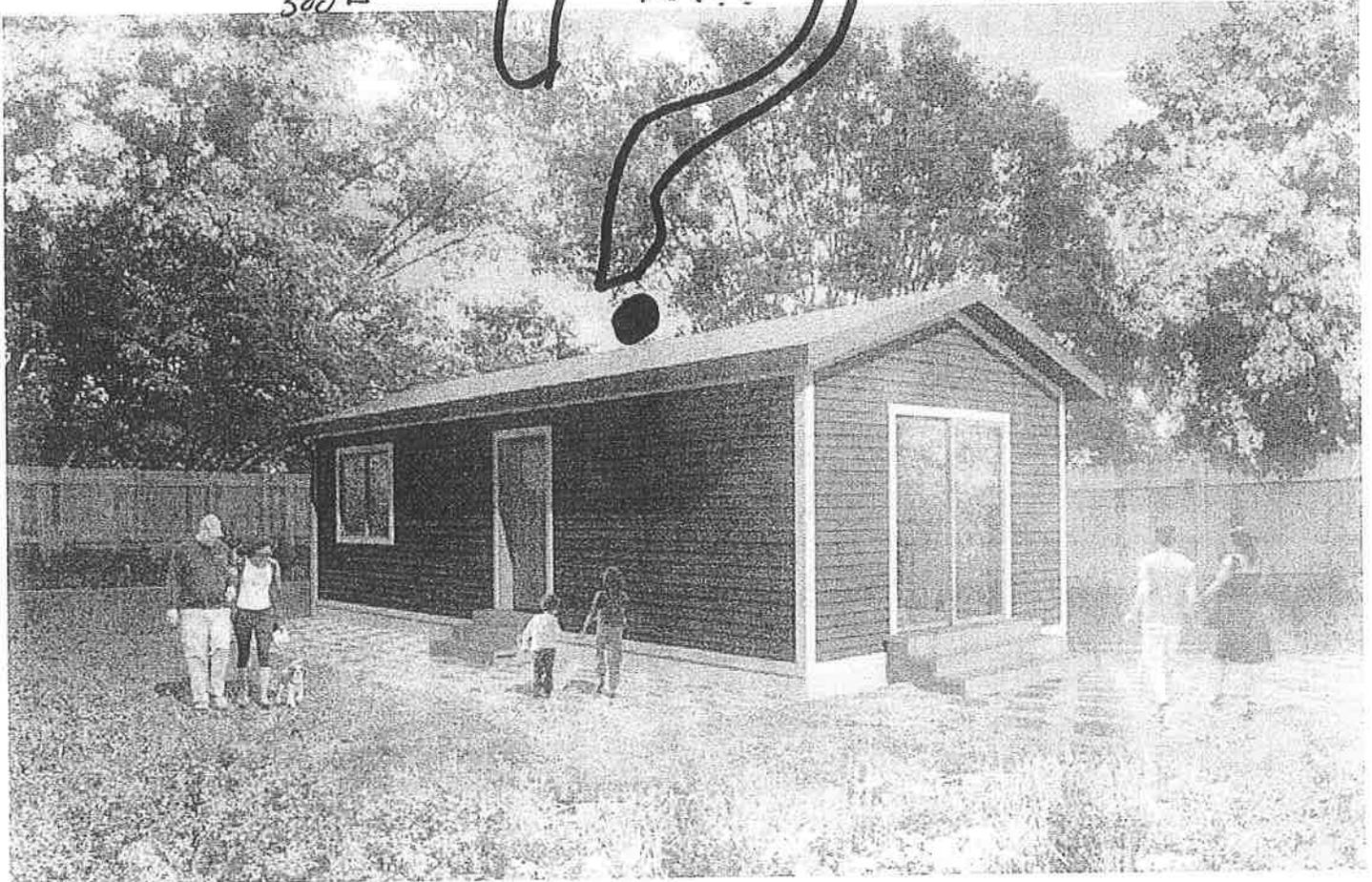
A startup is building \$125,000 backyard 'granny flats' that can be constructed in less than a month

Leanna Garfield

*500 sq' @
125,000
500 sq'*



*Good Idea
BAD Price Value*



An artistic rendering of a Dweller home. Dweller For a long time, moving to nursing homes or condo communities for people ages 65 and over were some of the only options for those

Baen, John

Texas

From: Texas Mortgage Company <steven@texasmortgage.com>
Sent: Monday, January 14, 2019 12:34 PM
To: Baen, John
Subject: [EXT] Update Interest Rates 1.14.2019 CA

LOAN Rates Not

[Click here to modify your preferences or unsubscribe](#)

Steven Miller



The Problem!

Visit our Website

Update 1.14.2019 10:00am

Steven Miller

972.867.0056 x234

Please Call For Quote & Details

<http://www.texasmortgage.com>

Celebrating 33 Years In The Mortgage Business

Please Download Texas Mortgage App for iPhone & Android

<http://texasmortgage.mortgagemapp.com>

Please Call for Quote & Details

No Origination No Discount Points

30y fixed 4.25%* No Points- APR 4.273%*

15y fixed 3.75%* No Points - APR 3.790%*

10y fixed 3.75%* No Points - APR 3.798%*

5/1 ARM 3.875%* No Points - APR 3.897%*

7/1 ARM 4.%* No Points - APR 4.022%*

Subject to DU - LP - QM findings and Adjustments

No Origination No Discount Points

JUMBO Mortgages

30y fixed - mcs>760 - <59% LTV

4.125% 0+0 No Points

APR 4.140%*

To:
Subject:

Baen, John
[EXT] Qualify Borrowers Without Tax Returns

MichaelD@gofastandeasy.com



The Nations #1 Direct Non-QM Lender
Fast & Easy Loan Programs

✓ Non-QM Programs



Stated Income ✓

- 10% Down Payment up to \$1.5 Million
- 15% Down Payment up to \$2.5 Million
- 30% Down Payment up to \$5.0 Million

No Income Doc

- 15% Down Qualify Using Bank Statements 1-4 Units
 - 20% Down Qualify Using a DSCR
- 25% Down Qualify NO Income Docs / Stated Income
- No Income / No Asset Check on Cash Out Refi
- Cash Out on a Refi Can be Used As Reserves



No Income Doc

Qualify For Investor Loans



No Tax Returns

Qualify Without Tax Returns



SELLER FINANCING ADDENDUM
 PROMULGATED BY THE TEXAS REAL ESTATE COMMISSION (TREC)
 NOTICE: NOT FOR USE FOR COMPLEX TRANSACTIONS

10-23-93

ADDENDUM TO EARNEST MONEY CONTRACT BETWEEN THE UNDERSIGNED PARTIES CONCERNING THE PROPERTY IDENTIFIED AS _____

- A. **PROMISSORY NOTE.** The promissory note (the Note) described in Paragraph 4 of the Earnest Money Contract payable by Buyer (Maker) to the order of Seller (Payee) shall be payable at the place designated by Payee. The Note may be prepaid in whole or in part at any time without penalty. Any prepayments are to be applied to the payment of the installments of principal last maturing and interest shall immediately cease on the prepaid principal. The lien securing payment of the Note will be inferior to any lien securing any superior note described in the contract. The Note shall be payable as follows:
- (1) In one payment due _____ after the date of the Note with interest payable _____
 - (2) In _____ installments of \$ _____ including interest plus interest beginning _____ after the date of the Note and continuing at _____ intervals thereafter for _____ when the entire balance of the Note shall be due and payable.
 - (3) Interest only in _____ installments for the first _____ year(s) and thereafter in installments of \$ _____ including interest plus interest beginning _____ after the date of the Note and continuing at _____ intervals thereafter for _____ when the entire balance of the Note shall be due and payable.

- B. **DEED OF TRUST.** The deed of trust securing the Note shall provide for the following:
- (1) **ASSUMPTION OF NOTE OR PROHIBITIONS AGAINST ASSUMPTION:** (check only one)
- (a) Assumption Without Consent: The Property may be sold without the consent of the Payee, provided any subsequent buyer assumes the Note.
 - (b) Assumption With Consent: The Property may be sold to a subsequent Buyer who assumes the Note, with no change in interest rate or terms; provided the subsequent buyer obtains prior written consent from the Payee. Consent will be based on the subsequent Buyer's credit history, and shall not be unreasonably withheld. If all or any part of the Property is sold, conveyed, leased for a period longer than 3 years, leased with an option to purchase, or otherwise option declare the outstanding principal balance of the Note, plus accrued interest, to be immediately due and payable. The creation of a subordinate lien, any sale thereunder, any deed under threat or order of condemnation of law shall not be construed as a sale or conveyance of the Property.
 - (c) Prohibition Against Assumption: If all or any part of the Property is sold, conveyed, leased for a period longer than 3 years, leased with an option to purchase, or otherwise sold (including any contract for deed), without the prior written consent of the Payee, then the Payee may at his option declare the outstanding principal balance of the Note, plus accrued interest, to be immediately due and payable. The creation of a subordinate lien, any sale thereunder, any deed under threat or order of condemnation, any conveyance solely between makers, the passage of title by reason of the death of a maker or by operation of law shall not be construed as a sale or conveyance of the Property.
- (2) **TAX AND INSURANCE PAYMENTS:** (check only one)
- (a) Without Escrow: Maker shall furnish to Payee annually, before the taxes become delinquent, copies of tax receipts showing that all taxes on the Property have been paid. Maker shall furnish to Payee annually evidence of current paid-up insurance naming Payee as an insured.
 - (b) With Escrow: Maker shall, in addition to the principal and interest installments, deposit with the Payee a pro rat part of the estimated annual ad valorem taxes on the Property and a pro rata part of the estimated annual insurance premiums for the improvements on the Property. These tax and insurance deposits are only estimates and may be insufficient to pay total taxes and insurance premiums. Maker shall pay any deficiency within 30 days after notified from Payee. Maker's failure to pay the deficiency shall constitute a default under the Deed of Trust. In the event any superior lienholder on the Property is collecting escrow payments for taxes and insurance, this Paragraph shall be inoperative so long as payments are being made to the superior lienholder.
- (3) **CROSS-DEFAULT:** Any act or occurrence which would constitute default under the terms of any lien superior to the lien securing the Note shall constitute a default under the Deed of Trust securing the Note.

Buyer/Maker _____

Seller/Payee _____

Buyer/Maker _____

Seller/Payee _____

The form of this Addendum has been approved by the Texas Real Estate Commission for use with similarly approved or promulgated contract forms. Such approval relates to this form only. No representation is made as to the legal validity or adequacy of any part in any specific transactions. It is not suitable for complex transactions. (10-93) TREC No. 26-2. This form replaces TREC No. _____

V. Conclusions and Recommendations

1. We have a split housing market
 - Locals who can't afford to own homes
 - Foreigners who think our homes are a steal
 - Realtors of Texas – We have a problem!

2. All the Texas growth will be at the expense, cost, and operating cost of the rest of The U.S.!
 - Resentment? (Local and U.S.?)
 - Antitrust? Texas is so great we are unfair?
 - Political backlash at national level?
 - Remember the Alamo!
 - Immigration is good for real estate and demand

3. Threat to Texas culture???
 - Educate new residents! (from California and New York)
 - Take time to explain good manners
 - Texas culture!
 - Texas attitude!
 - Texas friendly!
 - Texas anti-liberal! (Keep the weirdos in Austin!)
 - Texas self-sufficiency!
 - Less government/more freedom!
 - Get rid of/Be on watch for:
 - Communist tree ordinances
 - Frack bans
 - No growth policies (Boulder, Colorado)
 - Illegal plastic straws

COVER STORY

MEDIAN PRICE OF EXISTING DFW HOMES

33 PERCENT IN 3 YEARS

HAS SKYROCKETED

CONTINUED FROM PAGE 17

Jesus Varela stands on the porch of his

*↑ 10% / month \$ 256,000
315,000*

the same house back in January versus now, the monthly payment is up about 10 percent. Those are realities that you have to deal with."

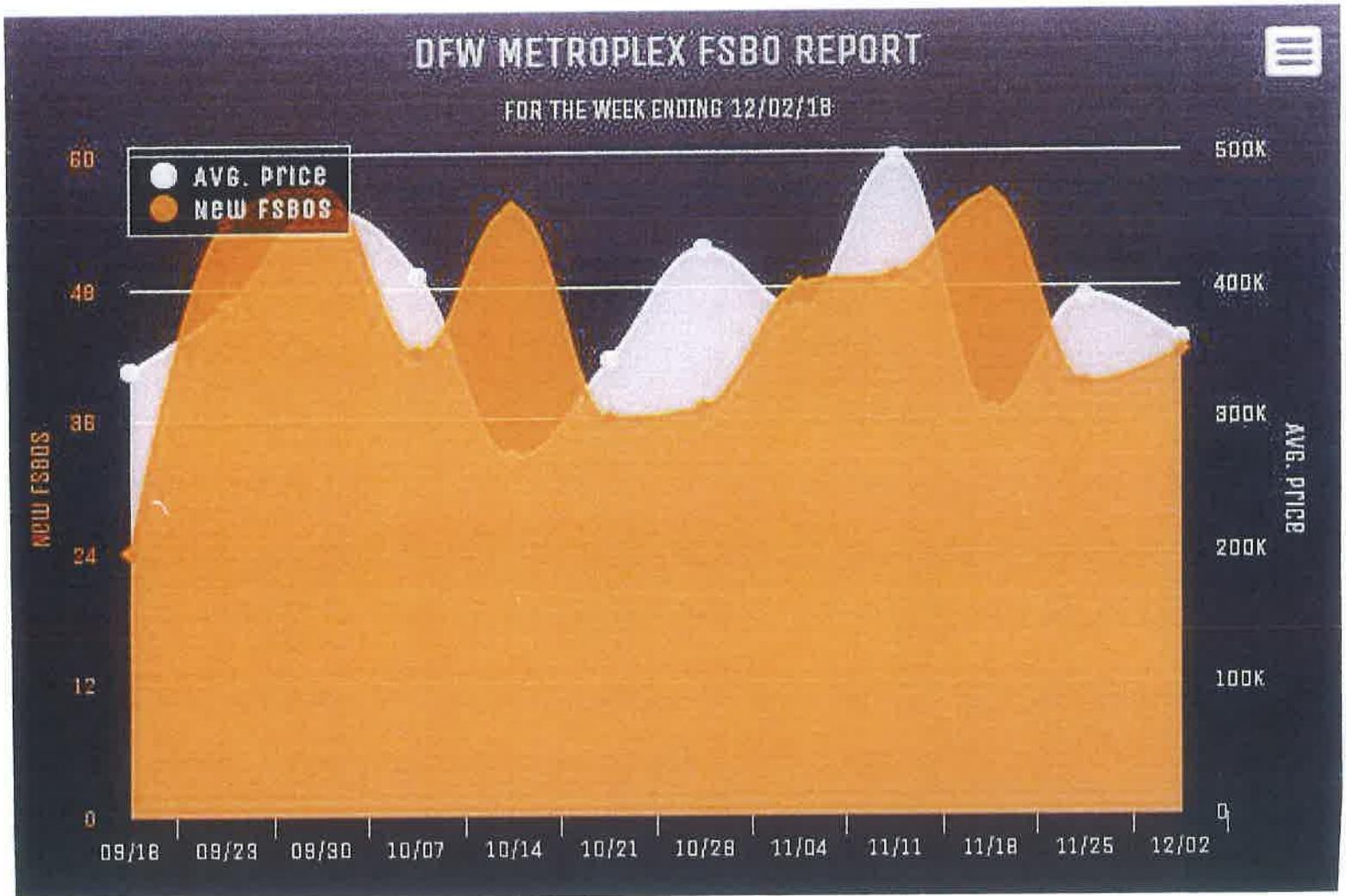
TED WILSON, CEO of Dallas-based housing analysis firm Residential Strategies Inc.

Dallas matches those findings

HOPE HOME IN DFW OWNERSHIP A FADING FOR MANY

For m

50/week @ \$450,000 ↑
FSBOs



12-02-2018

Brown, Dallas Morning News
Feb 8, 2018

RELOCATIONS $\frac{123,661}{2.6\%} = \boxed{} - \text{Deaths}$

Half a million new Texans in a year

California's loss was Lone Star State's gain in 2016, report says

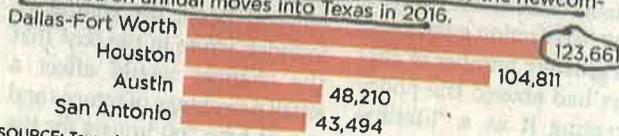
By STEVE BROWN
Real Estate Editor
stevebrown@dallasnews.com

More than a half-million new residents move to Texas annually, according to the latest estimates by the Texas Association of Realtors.

Texas had the second-highest total of moves in the

Where are they moving?

More than a half-million people a year are moving to Texas. And Dallas-Fort Worth is getting the biggest share of the newcomers. Based on annual moves into Texas in 2016.



SOURCE: Texas Association of Realtors

Staff Graphic

country in 2016, behind only Florida, according to the latest census data analysis by the Texas Association of Realtors.

"Despite slowing job and economic growth over the last two years, housing-market and population growth have remained strong and

steady throughout the state," Kaki Lybbert, 2018 chairman of the Texas Association of Realtors, said in the report.

"With more than half a million people moving here each year, it's evident that the Lone Star State fosters a positive environment for business development and raising a family," Lybbert noted in the report.

See TEXAS Page 3D

Florida #1 - Newly Weds - Newly Deaf
Texas #2 - Quality Age Workers
New 500,000 Texas

+5yrs → 280,000 Existing Texans 20-34 yr old
 $\frac{280,000}{3.6\%} = \boxed{780,000}$

Not Less Than
or 300,000 New Housing Units
Apartments

Communes
Or Living with Parents!

+ Solve the Immigration/Job Funding Problem

2-10-2017

1,500,000 Est. Totals 15-20% of Total Pop. of N.T.

475,000 undocumented in D-FW

That's over a third of all foreign-born people in the metropolitan area

By **NAHEED RAJWANI**
Staff Writer
nrajwani@dallasnews.com

About 37 percent of foreign-born people in the Dallas-Fort Worth area are unauthorized immigrants, the Pew Research Center has found.

And North Texas has the country's fourth-largest population of unauthorized immigrants, behind the New York, Los Angeles and Houston metropolitan areas, according to estimates released Thursday by the Pew Research Center. Unauthorized immigrants are defined by the center as people who crossed the border illegally

or overstayed their visa.

Pew analyzed 155 metropolitan areas using data from the Census Bureau's American Community Survey for its report, which says 11.1 million unauthorized immigrants were living in the U.S. in 2014. That's about about 3.5 percent of the total population.

The Dallas-Fort Worth area is home to about 475,000 unauthorized immigrants, who tend to live where other immigrants live: in large metropolitan areas.

The Pew report warns that the cities with the biggest unauthorized immigrant populations are likely to be the ones most affected by the sanctuary cities debate.

That debate — fueled by the Trump administration's promise to punish local officials who

don't help federal authorities identify unauthorized immigrants — has already caught fire in Texas.

On Tuesday, Dallas County officials passed a symbolic resolution that said unauthorized immigrants are "integral members to our community" and called on local law enforcement to end "nonessential collaborations" with federal Immigration and Customs Enforcement authorities.

The same day, however, the state Senate approved a bill that would impose fines on and cut state grant funds for Texas governmental agencies that refuse to enforce federal immigration law. The House has yet to vote on the bill.

Dallas County Judge Clay Jenkins says he wasn't surprised

by Pew's findings. He said the immigration and customs officials he's worked with care about the communities they work in; they don't want to deport "moms and dads who are going to work every day to support their families."

"They want what we want, which is to catch the bad guy and in their case they want to deport the bad guys...burglars, robbers, people who get drunk and drive their cars down the street," Jenkins said.

But, he added, edicts from politicians may force federal officials to "do things that are against their better judgment," spelling trouble for metropolitan areas that have high concentrations of unauthorized immigrants.

The Dallas County Commis-

Cities at center of immigration debate

Continued from Page 1A

About 61 percent of immigrants in the country illegally live in 20 metropolitan areas, said the report.

In Santa Ana, Calif., acting city manager Gerardo Mouet said fears of the Trump administration's plans extend far beyond the statistics, especially in Mexican immigrant communities where extended families are often close-knit and frequently made up of relatives who are legally in the country and others who are not.

"They're worried about uncle this, and cousin that," said Mouet, whose predominantly Latino city recently adopted a sanctuary law to try to dispel

Unauthorized immigrants

The metro areas with the largest unauthorized immigrant populations:



SOURCE: Pew Research Center

Laurie Jceph/Staff Artist

In Phoenix, immigrants are and sent back to Mexico, at a local as En-

grants in the country illegally or 3.5 percent of the overall U.S. population.

In some areas, a larger share of immigrants lack legal pay than others, according to report by the Washington-based center, which was based on 2014 Census Bureau data.

For example, about 17 percent of immigrants in the San Francisco area lack legal status compared with 35 percent in the region surrounding Las Vegas.

Cities and counties are immersed in a fierce debate over what role, if any, they should play in immigration enforcement as Trump seeks help from local law enforcement to boost deportations and threatens to cut off funding from so-called sanctuary jurisdictions.

The TEXAS FOOD PYRAMID

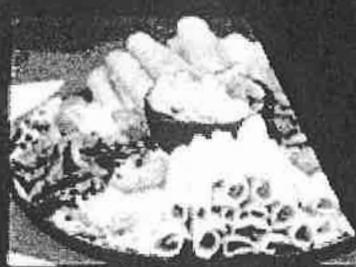
Steak



Chicken Fried
Steak



Mexican
Food



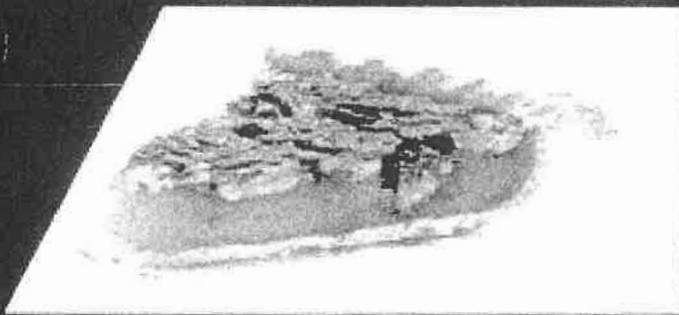
BBQ



Tacos



PECAN PIE



BLUE BELL





PROMULGATED BY THE TEXAS REAL ESTATE COMMISSION (TREC)

11-2-2015

ONE TO FOUR FAMILY RESIDENTIAL CONTRACT (RESALE)

NOTICE: Not For Use For Condominium Transactions

So 4 Families can Live in this House?

1. **PARTIES:** The parties to this contract are _____ (Seller) and _____ (Buyer). Seller agrees to sell and convey to Buyer and Buyer agrees to buy from Seller the Property defined below.

2. **PROPERTY:** The land, improvements and accessories are collectively referred to as the "Property".
A. **LAND:** Lot _____ Block _____, _____ Addition, City of _____, County of _____, Texas, known as _____ (address/zip code), or as described on attached exhibit.

B. **IMPROVEMENTS:** The house, garage and all other fixtures and improvements attached to the above-described real property, including without limitation, the following **permanently installed and built-in items**, if any: all equipment and appliances, valances, screens, shutters, awnings, wall-to-wall carpeting, mirrors, ceiling fans, attic fans, mail boxes, television antennas, mounts and brackets for televisions and speakers, heating and air-conditioning units, security and fire detection equipment, wiring, plumbing and lighting fixtures, chandeliers, water softener system, kitchen equipment, garage door openers, cleaning equipment, shrubbery, landscaping, outdoor cooking equipment, and all other property owned by Seller and attached to the above described real property.

C. **ACCESSORIES:** The following described related accessories, if any: window air conditioning units, stove, fireplace screens, curtains and rods, blinds, window shades, draperies and rods, door keys, mailbox keys, above ground pool, swimming pool equipment and maintenance accessories, artificial fireplace logs, and controls for: (i) garage doors, (ii) entry gates, and (iii) other improvements and accessories.

D. **EXCLUSIONS:** The following improvements and accessories will be retained by Seller and must be removed prior to delivery of possession: _____

3. **SALES PRICE:**
A. Cash portion of Sales Price payable by Buyer at closing \$ _____
B. Sum of all financing described in the attached: Third Party Financing Addendum, Loan Assumption Addendum, Seller Financing Addendum \$ _____
C. Sales Price (Sum of A and B) \$ _____

4. **LICENSE HOLDER DISCLOSURE:** Texas law requires a real estate license holder who is a party to a transaction or acting on behalf of a spouse, parent, child, business entity in which the license holder owns more than 10%, or a trust for which the license holder acts as a trustee or of which the license holder or the license holder's spouse, parent or child is a beneficiary, to notify the other party in writing before entering into a contract of sale. Disclose if applicable: _____

5. **EARNEST MONEY:** Upon execution of this contract by all parties, Buyer shall deposit \$ _____ as earnest money with _____, as escrow agent, at _____ (address). Buyer shall deposit additional earnest money of \$ _____ with escrow agent within _____ days after the effective date of this contract. If Buyer fails to deposit the earnest money as required by this contract, Buyer will be in default.

6. **TITLE POLICY AND SURVEY:**
A. **TITLE POLICY:** Seller shall furnish to Buyer at Seller's Buyer's expense an owner policy of title insurance (Title Policy) issued by _____ (Title Company) in the amount of the Sales Price, dated at or after closing, insuring Buyer against loss under the provisions of the Title Policy, subject to the promulgated exclusions (including existing building and zoning ordinances) and the following exceptions:
(1) Restrictive covenants common to the platted subdivision in which the Property is located.
(2) The standard printed exception for standby fees, taxes and assessments.
(3) Liens created as part of the financing described in Paragraph 3.
(4) Utility easements created by the dedication deed or plat of the subdivision in which the Property is located.

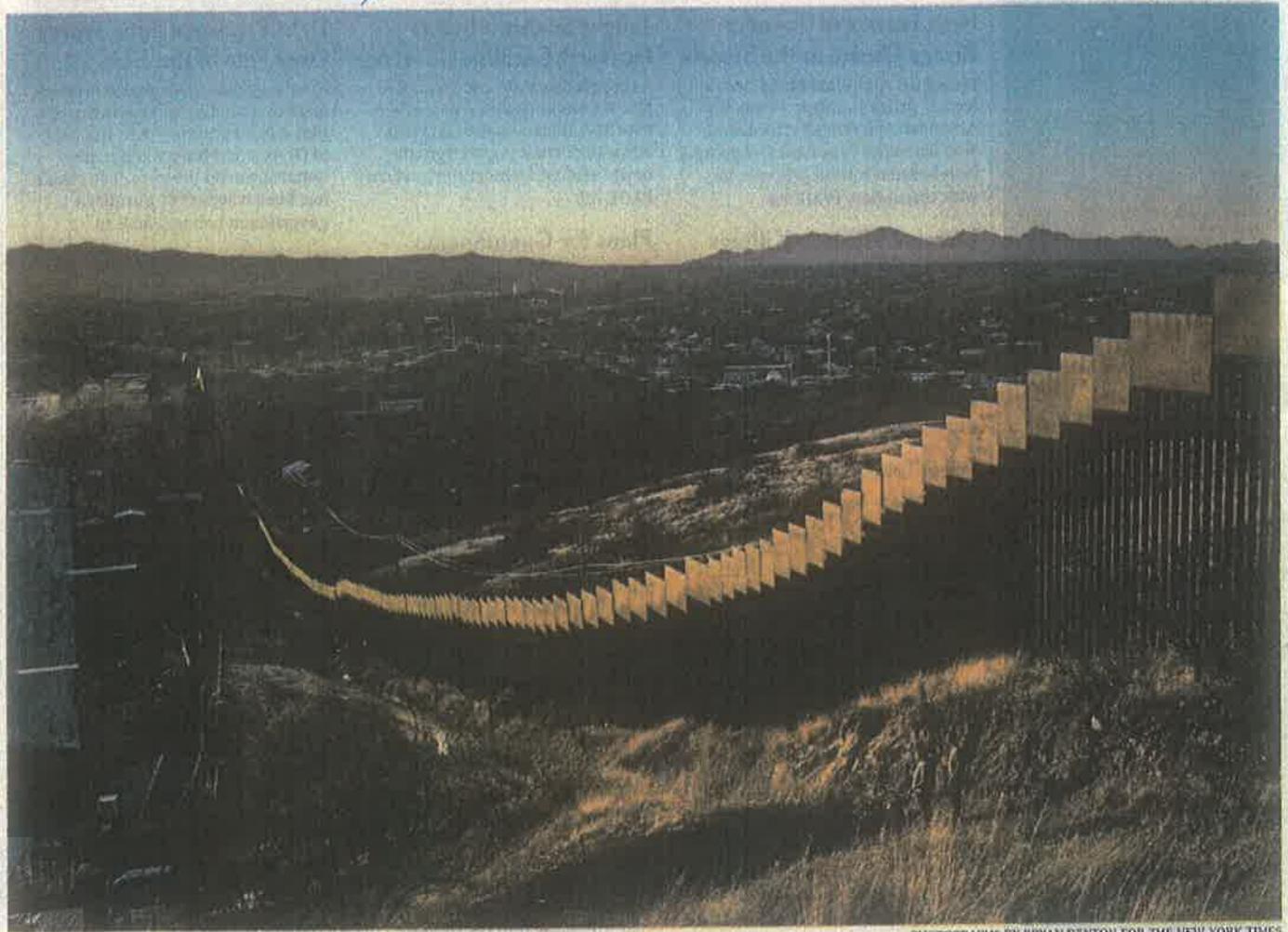
* -Land Between Rio Grande + Fence? 1000 miles
-Landowner Value/Compensation? Mt. + Val. only
No Maus Land or just Another Fence?

The New York Times

3

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THURSDAY, FEBRUARY 9, 2017



PHOTOGRAPHS BY BRYAN DENTON FOR THE NEW YORK TIMES



Life Along the Border

The border between the United States and Mexico runs 1,900 miles along four states — California, New Mexico, Arizona and Texas — and a fence already stands on 700 of those miles, like the one above bordering Nogales, Mexico. President Trump's order to begin building more of a wall has left many along the border, including José Pablo Sanchez Carillo, left, wondering what it will mean for them and the future. PAGES A14-15.

Score Chicago -50 Texas 50 = 100 A+

WALL STREET JOURNAL

THURSDAY, JANUARY 31, 2019 ~ VOL. CCLXXIII NO. 25

WSJ.com

★★★★

NASDAQ 7183.08 ▲ 2.2% STOXX 600 358.51 ▲ 0.4% 10-YR. TREAS. ▲ 5/32, yield 2.694% OIL \$54.23 ▲ \$0.92 GOLD \$1,309.90 ▲ \$1.00 EURO \$1.1482

Fed Signals Hold on Rate

Central-bank chief says case for rate rises has 'weakened somewhat'; Dow jumps 435 points

By NICK TIMIRAOS

WASHINGTON — The Federal Reserve indicated today that it was done raising interest rates for the market rally. Officials voted the benchmark rate policy, cing in

livered an about-face from their policy stance six weeks earlier. Last month, they raised their benchmark rate by a quarter percentage point to a range between 2.25% and 2.5% and signaled two more rate rises were likely this year.

"The case for raising rates somewhat," Fed Chairman Jerome H. Powell said once after the meeting. He was asked, to Fed's next meeting are likely to

Increases

from Apple Inc. and Boeing Co., extended their gains after the Fed statement. The Dow Jones Industrial Average rose 435 points to 27,373.73 before the announcement. Bond yields fall as the Fed was likely to push bor-

Fed's December meeting. Stocks had been sliding head-

RE
Wine

Oil Hit

By DAN MOLINSKI AND CHRISTOPHER ALESSI

Gold Rises to Stror

Midwest Temperatures Plunge to Lowest Levels in Decades

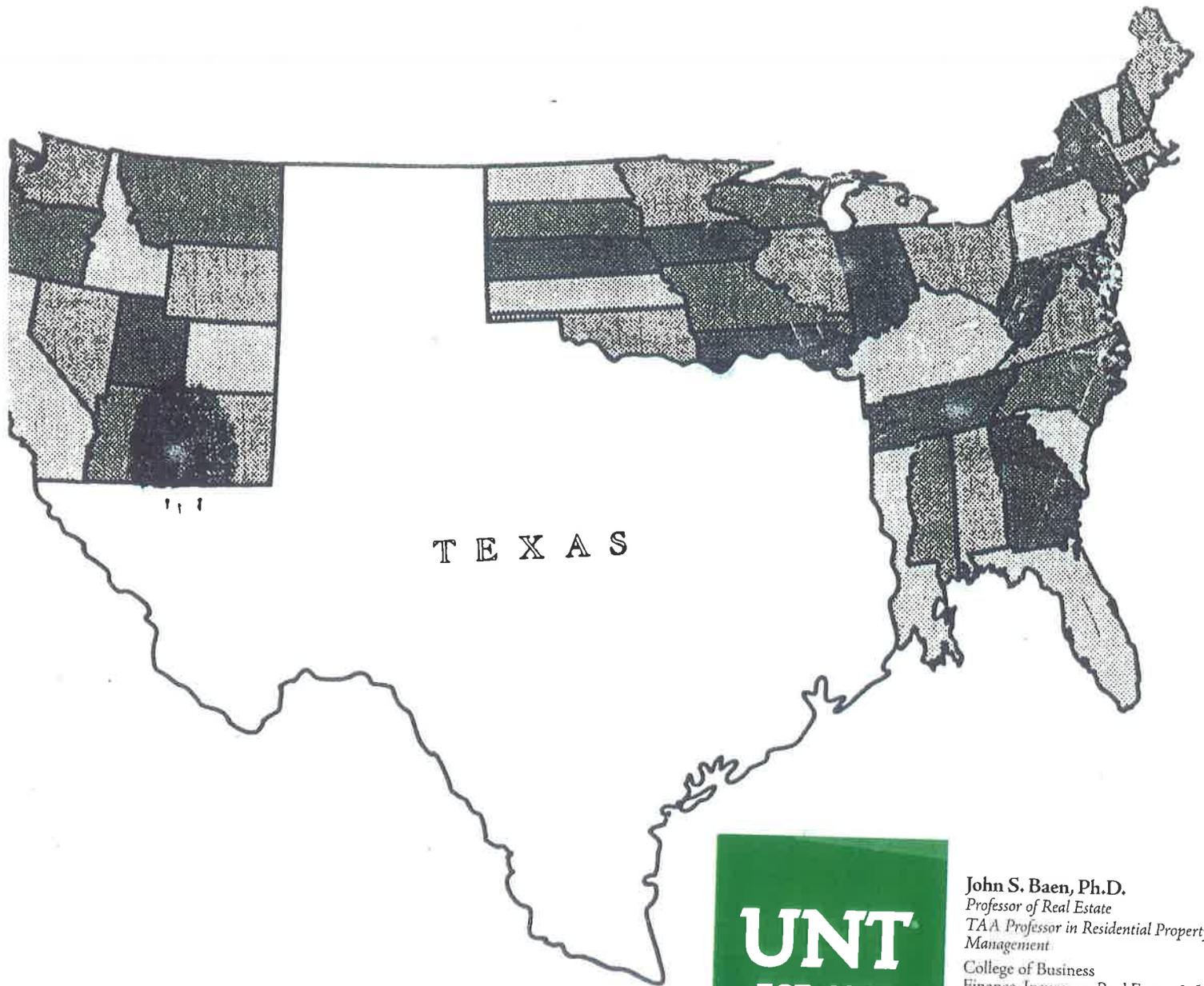


Bitter Cold Shuts Down Even the Mail

-23°
Chicago

Hard Asset Play

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- Discrimination in zoning and housing options

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- Create a Welcome to Texas Book for people from California and New York!
- Introduce them to smiles, eye contact and waiving (Hands, Not fingers)
- Horns are for calling cattle, NOT to be used in traffic
- Please, Thank you, I'm sorry and I appreciate you – Hello, Welcome to Texas!



kw
Keller Williams
REALTOR

KELLER WILLIAMS
Jack Gary
REALTOR

Registration is open! Visit tcrsarealestate.com/wintermeeting

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