

Group 1

Bessie Wang

City Selection

Austin, TX

PRO – Higher potential for home value appreciation

- 1. Fast growing metropolitan area (~21% growth since 2010)
- Attractive high tech job market ("#1 tech startup town in US") and strong student rental demand (UT Austin)
- Moderate Lower owner occupancy rate (~40%) indicates a potential "landlord" market
- 4. Landlord friendly state from tenant law perspective
- 5. Diverse house portfolio to meet different investor's appetite (i.e. Downtown East huge opportunity for flipping projects; Business/music events attract travelers -> opportunity for Airbnb to improve ROI, etc.)
- 6. No state income tax may indicate strong rent growth? (TBD)

Neutral

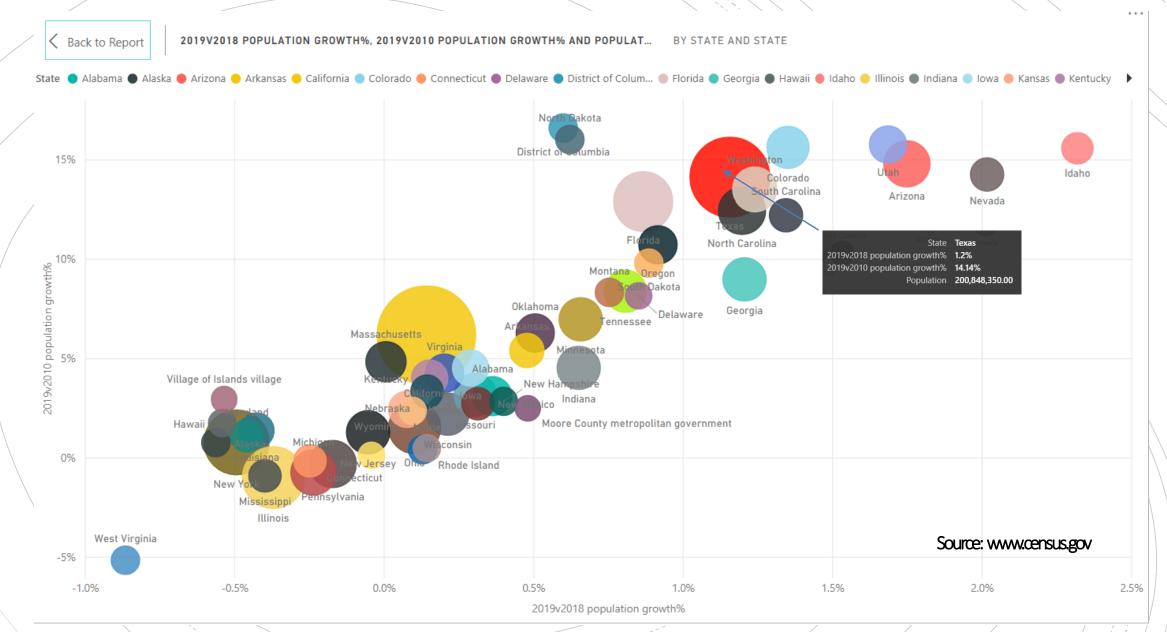
- 1. YoY growth% in Median home price outpaced the population and median household income growth in the past 10 years, yet house is still relative "affordable"
- 2. 10% unemployment rate/UI claims during COVID19 Pandemic

CONS – Requires larger \$ investment to generate positive cash flow

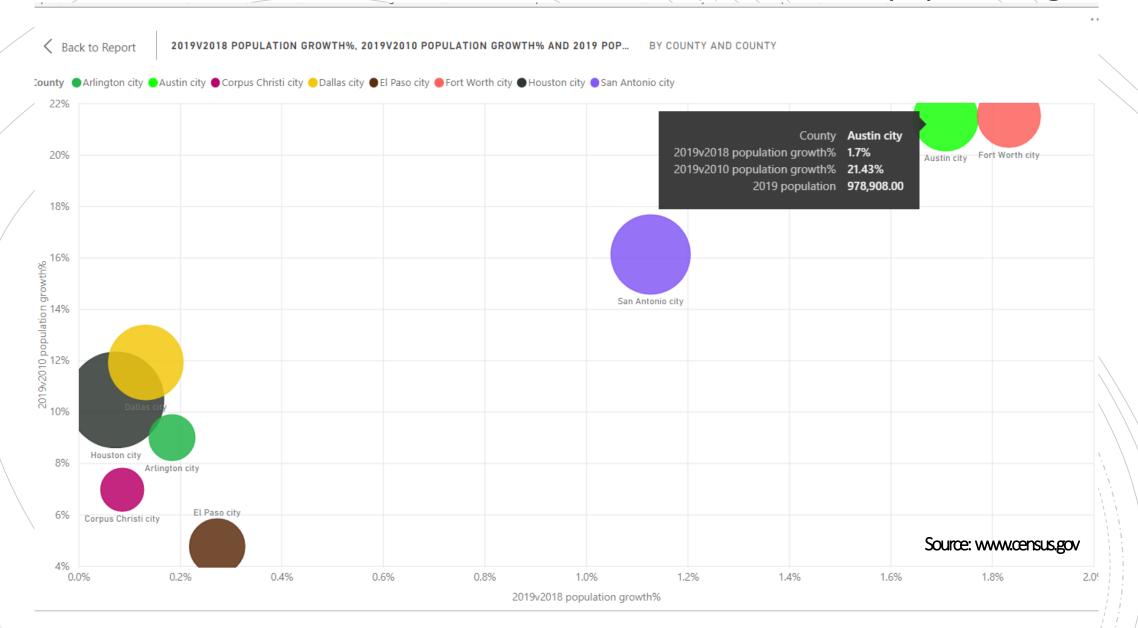
- 1. Median home value > \$340k which requires larger \$ downpay, income barely cover the cost (may need to pay 80%+ downpay to generate positive cash flow)
- 2. Very strong and active market, maybe difficult to secure a deal for remote investors
- 3. Over 1% property tax (1.35%)

Detailed Market Analysis

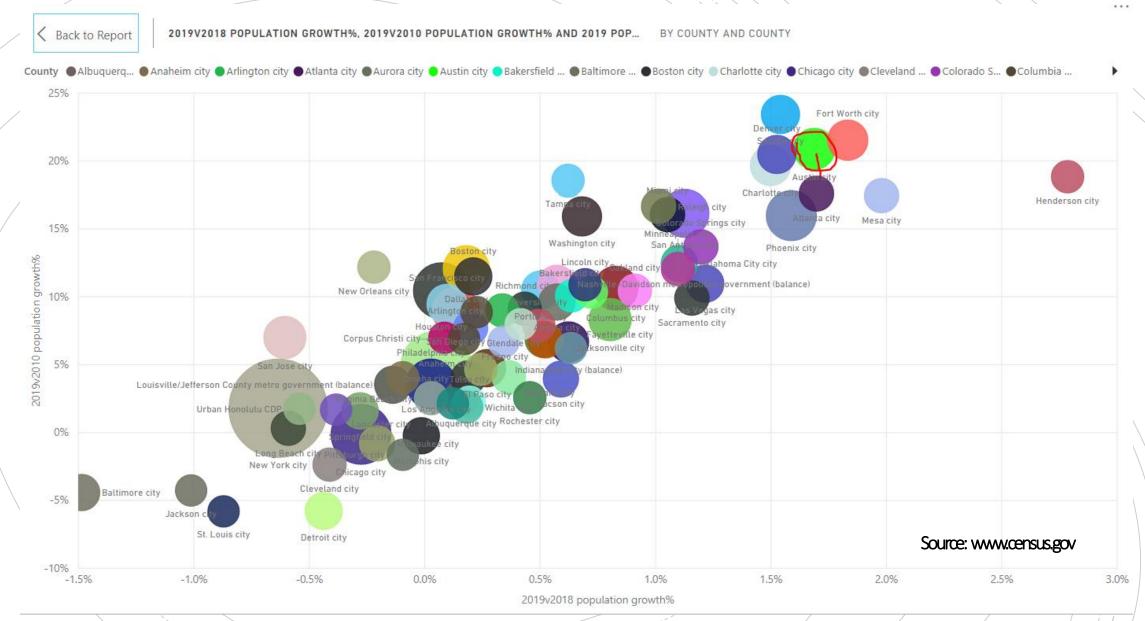
Pro #1 Texas is among the top 10 states with fastest population growth in US



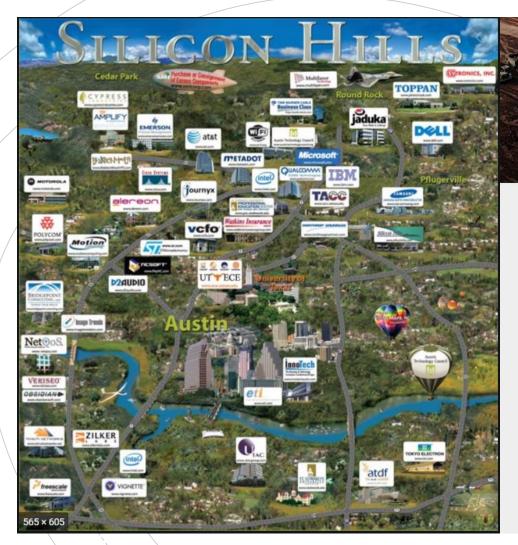
Pro #1 Within Texas, Austin is one of the two cities with fastest population growth



Pro #1 Austin is also among the top 5 cities with fastest population growth in US



Pro #2 Austin – known as "Silicon Hills", attracting well-paid millennials



The 'Tesla Effect' hits Texas as Giga Austin starts transforming Travis County



By Simon Alvarez

Posted on August 10, 2020

For decades, the Del Valle area, an underdeveloped section of southeastern Travis County, saw minimal commercial investment. The area was poised for growth, but the arrival of companies that would provide work for the area's residents was very deliberate. That is, at least, until Tesla announced that it will be building its Gigafactory Texas facility in the area.

Tesla is investing at least \$1 billion in its new factory, and it intends to employ 5,000 workers in manufacturing jobs. It did not take long before the expansive 2,000-acre lot — which Elon Musk has stated will be developed into an "ecological paradise" — turned into a sign of growth and progress for Del Valle. With work at the site now "moving at the speed of Elon" as per a developer, Giga Texas could very well become the trigger for change in the oft-neglected section of Travis County.

In a statement to the *Austin American-Statesman*, Travis County Commissioner Jeff Travillion noted that the Del Valle area has been ready for a transformation for some time now. Del Valle's residents are nearly twice as likely to be African-American compared to Travis County as a whole, and its concentration of Latino families is also above average for the US. This unfortunately meant that household incomes in the area lag in comparison to other areas of the county.

Pro #3 Moderate to lower occupancy rate (~45%)

Con#1 Median home value > \$300k which requires larger \$ investment, rent barely cover the cost unless paying 80% + downpay

able/dallascitytexas, austincitytexas, raleighcitynorthcarolina, phoenixcityarizona/PST045219

All Topics	Q Dallas city, Texas	Q Austin city, Inches I	Q Raleigh city,	Q Phoenix city, Arizona
Population estimates, July 1, 2019, (V2019)	1,343,573	978,908	474,069	1,680,992
lousing				
Housing units, July 1, 2019, (V2019)	X	X	Х	X
① Owner-occupied housing unit rate, 2014-2018	41.2%	45.2%	51.5%	53.8%
Median value of owner-occupied housing units, 2014-2018	\$169,400	\$312,300	\$236,700	\$217,400
Median selected monthly owner costs -with a mortgage, 2014-2018	\$1,593	\$1,942	\$1,480	\$1,417
Median selected monthly owner costs -without a mortgage, 2014-2018	\$552	\$766	\$526	\$443
Median gross rent, 2014-2018	\$987	\$1,225	\$1,074	\$999
Building permits, 2019	X	X	Х	X
Families & Living Arrangements				

Source: www.census.gov

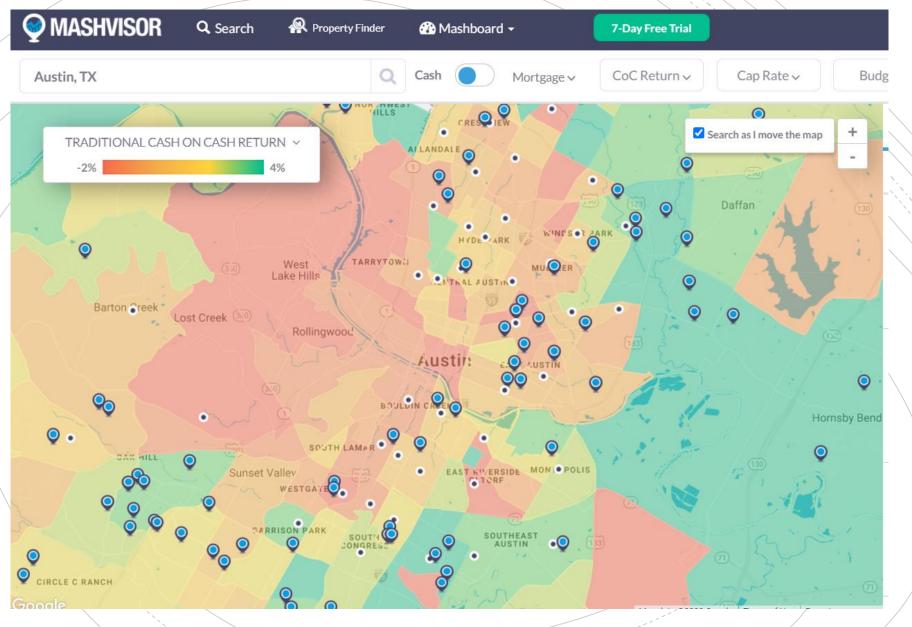
Pro #4 Texas in general is Landlord friendly

- 1. Main law that benefits landlords: Texas law favors the property owner if lease conditions are violated
- 2. Bonus: Texas law allows tenants and landlords to make their own agreements on repairs (not necessarily agreements where the landlord pays)

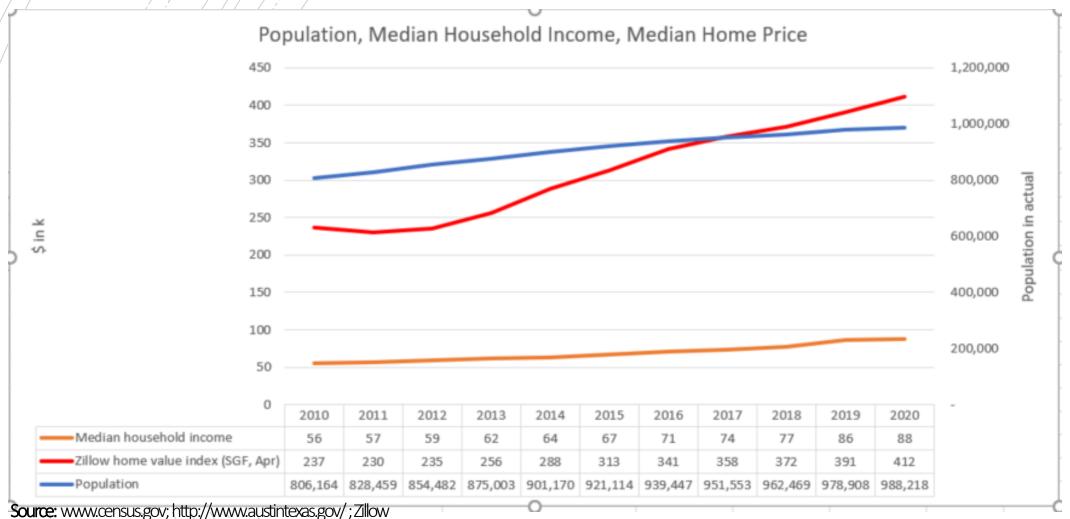
Others

- 3. NO Rent Control, only need 30 days written notice in advance of increase The State of Texas has preempted rent control throughout the State, meaning that it is prohibited for rent control laws to be enacted by any authority. According to Texas law, the only time rent control may be employed is when it is approved by the governor during a disaster. Even under these circumstances, though, rent control is not permanent and only lasts as long as the governor allows.
- 4. Landlords are NOT required to pay tenants interest on security deposits

Pro #5 Diverse house portfolio to meet different investor's appetite



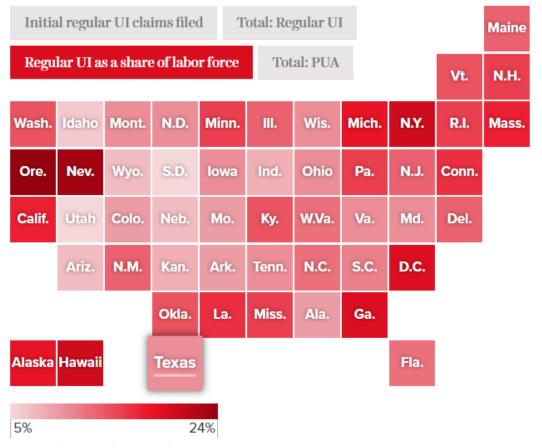
Neutral #1 YoY growth% in Median home price (~75% 2010v2020) outpaced the population (~23% 2010v2020) and median household income (~57% 2010v2020) growth in the past 10 years, yet house is still relative "affordable"



Neutral #2 Moderate unemployment rate/UI claims during COVID19 Pandemic (National average 11%-12%)

New and cumulative jobless claims by state

Unemployment insurance (UI) claims filed and numbers and shares of workers either receiving unemployment benefits or waiting for approval during the week ending June 6

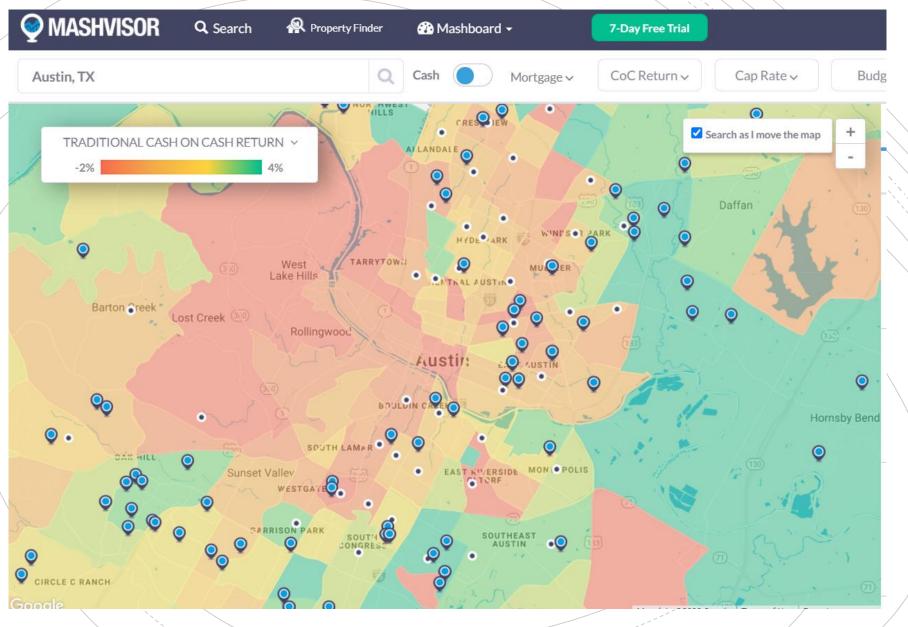


Texas

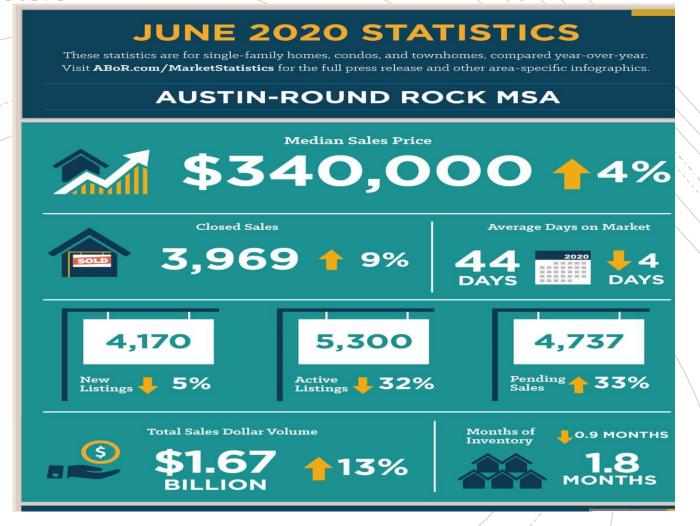
Regular UI as a share of labor force: 10%

Initial regular UI claims filed in most recent week: 89,736 Total currently receiving or applied for regular UI: 1,437,877 Total currently receiving or applied for PUA: 337,388

Pro #6 Diverse house portfolio to meet different investor's appetite



Con#2 Very strong and active market, maybe difficult to secure a deal for remote investors



Other data/useful tools for comparison

https://www.census.gov/quickfacts/fact/table/dallascitytexas,austincitytexas,raleighcitynorthcarolina,phoenixcityarizona/PST045219

	All Topics	Q Dallas city, Texas ▼	Q Austin city, Inc. Texas	Q Raleigh city, North Carolina	Q Phoenix city, Arizona	
	1 Population estimates, July 1, 2019, (V2019)	1,343,573	978,908	474,069	1,680,992	
/	PEOPLE					
	Population					
	1 Population estimates, July 1, 2019, (V2019)	1,343,573	978,908	474,069	1,680,992	\
	Population estimates base, April 1, 2010, (V2019)	1,197,658	801,829	404,068	1,446,691	
/	Population, percent change - April 1, 2010 (estimates base) to July 1, 2019, (V2019)	12.2%	22.1%	17.3%	16.2%	\
	Population, Census, April 1, 2010	1,197,816	790,390	403,892	1,445,632	
/	Age and Sex				,	'\
	Persons under 5 years, percent	△ 7.7%	△ 6.7%	△ 6.1%	△ 7.4%	\
	Persons under 18 years, percent	△ 25.4%	△ 20.8%	△ 21.2%	△ 26.5%	
	Persons 65 years and over, percent	△ 10.1%	▲ 8.7%	₫ 10.2%	△ 10.3%	\
	Female persons, percent	▲ 50.4%	4 9.3%	₫ 51.6%	₫ 50.2%	
	Race and Hispanic Origin					
	White alone, percent	△ 62.5%	△ 73.5%	△ 58.5%	△ 72.3%	
	Black or African American alone, percent (a)	△ 24.3%	△ 7.8%	△ 29.0%	▲ 6.9%	
	American Indian and Alaska Native alone, percent (a)	▲ 0.3%	△ 0.6%	△ 0.4%	△ 2.1%	
	Asian alone, percent (a)	△ 3.4%	A 7.3%	A 4.5%	▲ 3.7%	
	Native Hawaiian and Other Pacific Islander alone, percent (a)	▲ 0.0%	△ 0.0%	△ 0.1%	▲ 0.2%	
	1 Two or More Races, percent	△ 2.5%	▲ 3.3%	▲ 3.0%	▲ 3.8%	
/	Hispanic or Latino, percent (b)	△ 41.7%	△ 34.3%	11.0%	4 2.6%	
	White alone, not Hispanic or Latino, percent	▲ 29.0%	△ 48.3%	₫ 53.3%	4 3.0%	
	Population Characteristics					
`\	① Veterans, 2014-2018	42,944	36,096	20,243	73,052	
	Foreign born persons, percent, 2014-2018	24.6%	18.5%	13.1%	19.5%	
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_	All Topics	Q Dallas city, Texas ■	Q Austin city, IEXAS	Q Raleigh city, North Carolina	Q Phoenix city, Arizona	\
	1 Population estimates, July 1, 2019, (V2019)	1,343,573	978,908	474,069	1,680,992	
	Economy					
	In civilian labor force, total, percent of population age 16 years+, 2014-2018	68.3%	73.3%	70.6%	66.7%	
	In civilian labor force, female, percent of population age 16 years+, 2014-2018	61.0%	66.6%	66.4%	60.5%	
	Total accommodation and food services sales, 2012 (\$1,000) (c)	3,851,458	3,474,670	1,237,121	3,479,625	
	Total health care and social assistance receipts/revenue, 2012 (\$1,000) (c)	15,083,135	6,609,254	3,698,100	10,967,040	
	1 Total manufacturers shipments, 2012 (\$1,000) (c)	17,731,342	11,413,406	1,842,032	12,978,949	
1	1 Total merchant wholesaler sales, 2012 (\$1,000) (c)	22,578,009	55,701,978	5,399,766	31,193,680	
	① Total retail sales, 2012 (\$1,000) (c)	16,889,012	14,738,182	7,268,468	18,448,380	/
	1 Total retail sales per capita, 2012 (c)	\$13,607	\$ 17,491	\$17,176	\$12,392	
	Transportation					١.
	Mean travel time to work (minutes), workers age 16 years+, 2014-2018	27.0	24.3	23.7	25.7	
	Income & Poverty					
	Median household income (in 2018 dollars), 2014-2018	\$50,100	\$67,462	\$63,891	\$54,765	\
	Per capita income in past 12 months (in 2018 dollars), 2014-2018	\$32,804	\$40,391	\$36,875	\$27,870	
	Persons in poverty, percent	₫ 20.5%	1 4.5%	1 3.7%	△ 19.4%	
	BUSINESSES					
	Businesses					
	1 Total employer establishments, 2018	X	Х	Х	X	
	1 Total employment, 2018	X	Х	Х	X	
	1 Total annual payroll, 2018 (\$1,000)	X	Х	Х	X	
	1 Total employment, percent change, 2017-2018	X	Х	Х	X	
	1 Total nonemployer establishments, 2018	X	Х	Х	X	
	All firms, 2012	142,658	96,048	43,895	124,033	
	Men-owned firms, 2012	76,671	51,518	23,259	63,479	
	Women-owned firms, 2012	52,798	34,253	15,599	44,294	
`\	Minority-owned firms, 2012	65,749	28,888	13,214	39,596	
	Nonminority-owned firms, 2012	71,545	62,905	28,507	78,757	

