Cash Buyer & 1031 Exchange Investor Brief

Presentacion para Comprador Cash e Intercambio 1031

135 Teralyn Grove Loop, Willis, TX 77318

The Woodlands Hills · Conroe, TX

Renta vigente / Current rent: $3,600/mes · Contrato hasta Marzo 2027

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Executive Summary / Resumen Ejecutivo

This brief is prepared for cash buyers and 1031 exchange investors. The property has a tenant in place through March 2027 at $3,600/month, providing immediate income with no vacancy, no leasing costs, and no financing risk.

Este documento esta preparado para compradores cash e inversionistas de intercambio 1031. La propiedad tiene inquilino con contrato vigente hasta Marzo 2027 a $3,600/mes, generando ingreso inmediato sin vacancy, sin costos de leasing, y sin riesgo de financiamiento.

Purchase Price / Precio	Rent / Renta	Known-Exp Yield	Conservative Cap
$549,900	$3,600	4.8%	2.8%
$152/sqft	$43,200/yr	Taxes+HOA only	Full underwriting

Net/Mo (Known Exp.)	Net/Mo (Conservative)	Net/Yr (Known Exp.)	Net/Yr (Conservative)
$2,219	$1,304	$26,629	$15,653
Cash buyer, no debt	Cash buyer, no debt	Before reserves	Full underwriting

Why This Works for Cash & 1031 / Por Que Funciona para Cash y 1031

Immediate income from day one — no vacancy, no leasing fees, no marketing costs.

Ingreso inmediato desde el dia uno — sin vacancy, sin leasing fee, sin marketing.

No debt service = no DSCR requirement, no interest rate risk, no lender approval.

Sin deuda = sin requisito DSCR, sin riesgo de tasas, sin aprobacion del lender.

1031 eligible: like-kind investment property with active rental income for tax-deferred exchange.

Elegible para 1031: propiedad tipo similar con renta activa para intercambio diferido de impuestos.

Model home by Century Communities (2018): superior upgrades — gourmet kitchen, game room, high ceilings.

Model home de Century Communities (2018): upgrades superiores — cocina gourmet, game room, high ceilings.

Corner lot, 11,489 sqft (0.26 acres), fenced backyard — privacy and resale value.

Lote de esquina, 11,489 sqft (0.26 acres), backyard cercado — privacidad y valor de reventa.

Positioned at $155/sqft vs. community average $170/sqft — built-in equity for the buyer.

Posicion a $155/sqft vs. promedio de la comunidad $170/sqft — equity integrado para el comprador.

Cash Buyer Economics / Numeros para Comprador Cash

For a cash buyer, there is no debt service. The property generates positive monthly net income from day one. Two yield perspectives are shown: one with only known expenses (taxes + HOA), and one with full conservative underwriting (insurance, management, maintenance, vacancy reserves).

Para un comprador cash, no hay deuda. La propiedad genera ingreso neto mensual positivo desde el primer dia. Se muestran dos perspectivas de rendimiento: una con solo gastos conocidos (impuestos + HOA), y otra con underwriting conservador completo (seguro, administracion, mantenimiento, reserva de vacancy).

Income & Expenses / Ingresos y Gastos

Line Item / Renglon	Monthly / Mes	Annual / Anual	Type / Tipo
Rent / Renta	$3,600	$43,200	Known / Conocido
Property taxes / Impuestos	-$1,297	-$15,566	Known / Conocido
HOA	-$84	-$1,005	Known / Conocido
Insurance / Seguro	-$267	-$3,200	Estimate / Estimado
Management / Admin (8%)	-$288	-$3,456	Estimate / Estimado
Maintenance / Mantenim. (5%)	-$180	-$2,160	Estimate / Estimado
Vacancy reserve / Reserva (5%)	-$180	-$2,160	Estimate / Estimado

Two Yield Perspectives / Dos Perspectivas de Rendimiento

Scenario / Escenario	Annual NOI	Monthly Net	Yield	Description
Known expenses only Solo gastos conocidos	$26,629	$2,219	**4.8%**	Taxes + HOA only. No reserves. Solo impuestos + HOA. Sin reservas.
Conservative underwriting Underwriting conservador	$15,653	$1,304	**2.8%**	Full reserves: insurance, mgmt, maint, vacancy. Reservas completas: seguro, admin, mant, vacancy.

KEY TAKEAWAY / PUNTO CLAVE

Cash buyer nets $2,219/mo (known expenses) or $1,304/mo (conservative). No debt, no interest rate risk, positive cash flow from day one. Comprador cash genera $2,219/mes (gastos conocidos) o $1,304/mes (conservador). Sin deuda, sin riesgo de tasas, flujo positivo desde el dia uno.

1031 Exchange Positioning / Posicionamiento 1031

A Section 1031 exchange allows an investor to defer capital gains taxes by reinvesting proceeds from a sold investment property into a like-kind replacement property. This property qualifies as a like-kind replacement with active rental income already in place.

Un intercambio 1031 permite a un inversionista diferir impuestos sobre ganancias de capital rein invirtiendo el producto de una propiedad vendida en una propiedad similar de reemplazo. Esta propiedad califica como reemplazo tipo similar con renta activa ya en lugar.

1031 Benefits for This Property / Beneficios 1031 para Esta Propiedad

• Tax deferral: Capital gains from the relinquished property are deferred, not eliminated.

• Diferimiento de impuestos: Las ganancias de la propiedad cedida se difieren, no se eliminan.

• Active income qualifies: The property has a tenant and lease — it is a functioning investment, not a personal residence.

• Ingreso activo califica: La propiedad tiene inquilino y contrato — es una inversion funcional, no residencia personal.

• Timeline advantage: Tenant through March 2027 gives the buyer time to plan next steps without pressure.

• Ventaja de tiempo: Inquilino hasta Marzo 2027 da al comprador tiempo para planear sin presion.

• No financing contingency: Cash/1031 buyers avoid lender timelines, appraisals, and DSCR requirements.

• Sin contingencia de financiamiento: Compradores cash/1031 evitan tiempos del lender, avaluos, y requisitos DSCR.

• Built-in equity: $155/sqft vs. $170/sqft community average — immediate margin of safety.

• Equity integrado: $155/sqft vs. $170/sqft promedio de la comunidad — margen de seguridad inmediato.

• Appreciation potential: New construction in The Woodlands Hills sells at $700K-$975K, pulling resale values up.

• Potencial de appreciation: Construccion nueva en The Woodlands Hills se vende a $700K-$975K, arrastrando valores de reventa.

1031 Timeline Reminders / Recordatorios de Plazos 1031

• 45-day identification period: Buyer must identify replacement property within 45 days of selling the relinquished property.

• Plazo de identificacion de 45 dias: El comprador debe identificar la propiedad de reemplazo dentro de 45 dias de vender la propiedad cedida.

• 180-day closing period: Replacement property must close within 180 days of the relinquished property sale.

• Plazo de cierre de 180 dias: La propiedad de reemplazo debe cerrar dentro de 180 dias de la venta de la propiedad cedida.

• This property is available now — the tenant and lease make it a turnkey 1031 replacement.

• Esta propiedad esta disponible ahora — el inquilino y contrato la hacen un reemplazo 1031 llave en mano.

Tax Advisory Notice / Aviso Fiscal: 1031 exchange rules are complex and subject to IRS requirements. This presentation does not constitute tax or legal advice. Consult a CPA or tax attorney before proceeding. / Las reglas del intercambio 1031 son complejas y estan sujetas a requisitos del IRS. Esta presentacion no constituye asesoramiento fiscal o legal. Consulte a un CPA o abogado fiscal antes de proceder.

Property & Market Thesis / Propiedad y Tesis de Mercado

Property Highlights / Caracteristicas de la Propiedad

Feature / Caracteristica	Detail / Detalle
Address / Direccion	135 Teralyn Grove Loop, Willis, TX 77318
Community / Comunidad	The Woodlands Hills (master-planned by Century Communities)
Bedrooms / Habitaciones	5
Bathrooms / Banos	3
Living area / Area	3,618 sqft
Year built / Ano construccion	2018
Lot / Lote	11,489 sqft (0.26 acres), corner lot / lote de esquina
Builder / Constructora	Century Communities (former model home / model home original)
HOA	$1,005/year / ano
Property taxes / Impuestos	$15,566/year (3.0%) / ano
Price / Precio	$549,900 ($152/sqft)
Current rent / Renta actual	$3,600/mo through March 2027 / mes hasta Marzo 2027
Lease manager / Admin de renta	Onpoint Property Management

Market Thesis / Tesis de Mercado

• The Woodlands Hills is one of the fastest-growing master-planned communities in the Conroe/Willis corridor, with new construction by Century Communities selling at $700K-$975K.

• The Woodlands Hills es una de las comunidades master-planned de mas rapido crecimiento en el corredor Conroe/Willis, con construccion nueva de Century Communities vendiendose a $700K-$975K.

• Population growth: Conroe is among the fastest-growing cities in the U.S., driven by migration from California and other high-cost states.

• Crecimiento de poblacion: Conroe esta entre las ciudades de mas rapido crecimiento en EE.UU., impulsado por migracion de California y otros estados de alto costo.

• Price gap: This property at $155/sqft sits below the community average of $170/sqft, creating a margin of safety for the buyer.

• Brecha de precio: Esta propiedad a $155/sqft esta por debajo del promedio de la comunidad de $170/sqft, creando un margen de seguridad para el comprador.

• New construction pressure: As new homes sell at $700K+, existing resale homes in the community benefit from upward price pressure.

• Presion de construccion nueva: A medida que las casas nuevas se venden a $700K+, las casas de reventa en la comunidad se benefician de presion al alza en precios.

Reality Check & Talking Points / Realidad y Puntos de Conversacion

Reality Check / Realidad

• Property taxes in Willis ISD are high (3.02%), which compresses the cap rate. This is a known characteristic of the submarket, not a property defect.

• Los impuestos en Willis ISD son altos (3.02%), lo que comprime el cap rate. Esta es una caracteristica conocida del submercado, no un defecto de la propiedad.

• The conservative cap rate of 2.8% is below what leveraged investors typically target. This brief is specifically for cash and 1031 buyers where debt service is not a factor.

• El cap rate conservador de 2.8% esta por debajo de lo que los inversionistas apalancados buscan. Este documento es especificamente para compradores cash y 1031 donde la deuda no es un factor.

• The tenant lease runs through March 2027. Buyer inherits the lease and cannot take possession before that date unless negotiated separately.

• El contrato de renta dura hasta Marzo 2027. El comprador hereda el contrato y no puede tomar posesion antes de esa fecha salvo negociacion por separado.

• Showings are limited by tenant occupancy. Virtual tours and pre-tenant photos are the primary marketing tools for the listing.

• Los showings estan limitados por la ocupacion del inquilino. Los tours virtuales y fotos pre-inquilino son las herramientas principales de marketing del listado.

Buyer Talking Points / Puntos para el Comprador

#	Point / Punto
1	Income from day one: $3,600/mo, $43,200/yr — no vacancy, no leasing. / Ingreso desde el dia 1: $3,600/mes, $43,200/ano — sin vacancy, sin leasing.
2	Known-expense yield: 4.8% — nets $2,219/mo after taxes and HOA only. / Rendimiento con gastos conocidos: 4.8% — genera $2,219/mes despues de solo impuestos y HOA.
3	Conservative cap rate: 2.8% — nets $1,304/mo with full reserves. / Cap rate conservador: 2.8% — genera $1,304/mes con reservas completas.
4	Model home upgrades: gourmet kitchen, game room, high ceilings, professional landscaping. / Upgrades de model home: cocina gourmet, game room, high ceilings, landscaping profesional.
5	Corner lot, 0.26 acres, fenced — privacy and resale premium. / Lote de esquina, 0.26 acres, cercado — privacidad y premium de reventa.
6	$155/sqft vs. $170/sqft community average — $15/sqft margin of safety. / $155/sqft vs. $170/sqft promedio — $15/sqft de margen de seguridad.
7	New construction at $700K+ supports resale value. / Construccion nueva a $700K+ soporta valor de reventa.
8	1031 eligible: active rental income qualifies for tax-deferred exchange. / Elegible 1031: renta activa califica para intercambio diferido.

Summary / Resumen

Metric / Metrica	Value / Valor
Purchase price / Precio de compra	**$549,900**
Rent / Renta	**$3,600/mo · $43,200/yr**
Known-expense yield / Rendimiento gastos conocidos	**4.8% ($2,219/mo net)**
Conservative cap rate / Cap rate conservador	**2.8% ($1,304/mo net)**
Known annual expenses / Gastos conocidos anuales	**$16,571 (taxes + HOA)**
Full underwriting expenses / Gastos conservadores	**$27,547**
Price / sqft	**$152 (avg: $170)**
Tenant lease / Contrato de renta	**Through March 2027 / Hasta Marzo 2027**
Strategy / Estrategia	**Cash or 1031 / Cash o 1031**

Bottom Line / Conclusion

For a cash buyer or 1031 exchange investor, 135 Teralyn Grove Loop offers immediate income, a 4.8% known-expense yield, and a 2.8% conservative cap rate — all without debt service. The property is a model home with superior upgrades in a growing master-planned community, positioned below market at $155/sqft. The tenant through March 2027 eliminates vacancy risk. This is a long-term hold and appreciation play, not a leveraged cash-flow deal.

Para un comprador cash o inversionista 1031, 135 Teralyn Grove Loop ofrece ingreso inmediato, un rendimiento de 4.8% con gastos conocidos, y un cap rate conservador de 2.8% — todo sin deuda. La propiedad es un model home con upgrades superiores en una comunidad master-planned en crecimiento, posicionada por debajo del mercado a $155/sqft. El inquilino hasta Marzo 2027 elimina el riesgo de vacancy. Esta es una inversion de hold a largo plazo y appreciation, no un play de flujo apalancado.

For more information or to schedule a viewing:

Para mas informacion o agendar una visita:

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Sources & Assumptions / Fuentes y Supuestos

- HAR.com — Property listing: https://www.har.com/homedetail/135-teralyn-grove-loop-willis-tx-77318/14694103
- HAR.com — The Woodlands Hills price trends: https://www.har.com/pricetrends/the-woodlands-hills-realestate/13285
- HAR.com — The Woodlands Hills homes for rent: https://www.har.com/the-woodlands-hills/homes-for-rent/37429
- RentalRanked — Willis TX investment analysis: https://rentalranked.com/market/willis-tx/
- Realtor.com — 77318 housing market: https://www.realtor.com/local/market/texas/zipcode-77318
- Century Communities — The Woodlands Hills: https://www.centurycommunities.com/find-your-new-home/texas/houston-metro/conroe/the-woodlands-hills/
- Conservative estimates: insurance $3,200/yr, management 8%, maintenance 5%, vacancy 5%. / Estimados conservadores: seguro $3,200/ano, admin 8%, mant 5%, vacancy 5%.
- 1031 exchange rules are subject to IRS requirements. Consult a CPA or tax attorney. / Reglas 1031 sujetas a requisitos del IRS. Consulte a un CPA o abogado fiscal.

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