

SECURE
NET LEASE



DRIVE THRU

STARBUCKS COFFEE DRIVE THRU

Top 2% in
Texas & U.S.
#23/882 in Texas &
#228/9,729 in U.S.
(Sites USA)

Subject Property

Starbucks

\$2,545,000 | 6.15% CAP

1521 S Ed Carey Dr, Harlingen, TX 78550

- ✓ **Long-Term Commitment to Location** | Starbucks Has Been On Site Since 2005 & Renewed Early Multiple Times to Extend Lease Term to 10 Years
- ✓ **Heavily Trafficked Location** | Located on S Ed Carey Dr (34,024+ VPD), right off of S 77 Sunshine Strip (26,458+ VPD)
- ✓ **Strong & Growing Customer Base** | 100k+ Residents within 5 Miles of Site | Pop. Expected to Grow by 2%+ Total Over Next 5 Years
- ✓ **Across the Street from Valley Baptist Medical Center** | 586 Beds, 375 Physicians, and 3,000 Employees | Regional Healthcare Leader for Rio Grande Valley
- ✓ **Starbucks: World's Leading Coffeehouse Chain** | Over 17,000 U.S. Locations | \$36.69B in Revenue



Starbucks is the premier roaster and retailer of specialty coffee in the world. As of today, Starbucks is the largest coffeehouse company in the world with nearly 40,000 stores across the globe.

INVESTMENT OVERVIEW

STARBUCKS HARLINGEN, TX

Top 2% in
Texas & U.S.

#23/882 in Texas &
#228/9,729 in U.S.

(Sites USA)



CONTACT FOR DETAILS

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\$2,545,000

6.15% CAP

NOI

\$156,424

Building Area

±3,078 SF

Land Area

±0.61 AC

Year Built

2003

Lease Type

NN+

2030 Cap Rate

6.76%

- ✓ **8 Years Of Lease Term Remaining**, with (2) 5-Year Options to Renew & 10% Rental Increases in the Option Periods.
- ✓ **Long-Term Commitment to Location** - Starbucks has been a long-standing tenant at this location since 2005 and has repeatedly demonstrated its strong commitment to the site by renewing its lease early on multiple occasions. Each renewal has included extensions to 10 years of remaining Lease Term.
- ✓ **Heavily Trafficked Location** - Located on S Ed Carey Dr (34,024+ VPD), right off of S 77 Sunshine Strip (26,458+ VPD). This site is just north of US Hwy 83/Interstate 69 E/US Hwy 77 (80,165+ VPD), which comprise a modern, high-capacity highway system that is central to Harlingen's role as a transportation and economic hub.
- ✓ **Strong & Growing Customer Base** - Over 10,000 residents within a 1-mile radius, more than 50,000 residents within 3 miles, and over 100,000 residents within 5 miles of the site. The area's population is projected to grow by more than 2% over the next five years, further enhancing the long-term demand drivers and supporting continued retail success at this location.
- ✓ **Across the Street from Valley Baptist Medical Center (586 Beds, 375 Physicians, and 3,000 Employees)** - A renowned, full-service hospital and the regional healthcare leader for the Rio Grande Valley. The hospital is fully accredited by the Joint Commission, and is part of the Tenet Health System—a major national healthcare organization
- ✓ **Growing Economic Hub in the Rio Grande Valley** - With a 2025 population of approximately 72,500 residents, Harlingen, TX has seen over \$39.5M in recent capital investments and job creation exceeding 1,000 new jobs, supported by infrastructure improvements and connectivity to the U.S.-Mexico border. The city is ranked as the most affordable urban area in the U.S. in 2025, making it attractive for business and residential growth.
- ✓ **Starbucks: The World's Leading Coffeehouse Chain With Over 17,000 U.S. Locations** - Starbucks is Rated BBB+ by S&P, reports \$36.69 billion in revenue, and operates over 39,477 locations.

* NN; LL responsible for roof & structure, foundation, exterior walls, interior structure walls, and all other structural components. LL responsible for drainage systems and all utility systems (not including HVAC) that are located outside premises

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

SECURE
NET LEASE

TENANT OVERVIEW

STARBUCKS HARLINGEN, TX

Starbucks

Lessee: Starbucks Corporation

REVENUE
\$36.69 B

CREDIT RATING
BBB+

STOCK TICKER
SBUX

LOCATIONS
39,477+

EMPLOYEES
381,000+



[starbucks.com](https://www.starbucks.com)

Founded in 1971 and headquartered in Seattle, Washington, Starbucks Corporation (NASDAQ: SBUX) is the world's premier specialty coffee retailer, recognized globally for its premium product offerings, brand loyalty, and consistent customer experience.

As of 2025, Starbucks operates **39,477 stores** across **86 countries**, including over **17,000 locations** in North America, solidifying its position as one of the most expansive and trusted retail brands worldwide. Starbucks reported **\$36 billion** in global revenue in fiscal year 2023, supported by continued growth across **company-operated** and licensed locations.

The brand's innovation in mobile ordering, digital loyalty, and in-app payments has driven **customer engagement** and **operational efficiency**. Starbucks Rewards now accounts for a significant portion of U.S. revenue, reinforcing the strength of its **digital ecosystem**. The company continues to **emphasize expansion** through drive-thru locations and smaller footprint formats tailored to evolving consumer habits.

As it expands its global presence, Starbucks remains focused on **long-term performance** through operational innovation, real estate discipline, and consistent brand execution. The company maintains an **investment-grade credit rating** and is considered one of the **most stable tenants** in the net lease market, backed by **decades of proven success**, market leadership, and consumer demand across economic cycles.



Subject Property

IN THE NEWS

STARBUCKS HARLINGEN, TX

Starbucks CEO wants to give customers 'the right vibe': Changes coming to stores, menu

MIKE SNIDER, MARCH 15, 2025 (USA TODAY)

Starbucks wants to brew up a more comfortable environment with additional seating, plentiful power outlets and free coffee refills.

The coffee chain has also recently simplified and refreshed its menu to "help reduce wait times, **improve quality** and consistency, and align with our **core identity** as a coffee company," Starbucks told USA TODAY in a statement last month. Earlier this year, the company also reversed its open-door policy regarding restrooms, now requiring people order something from the menu to use the restroom or hang out in the store.

All of these adjustments are part of the "Back to Starbucks" strategy, instituted by Brian Niccol, the former Chipotle CEO who left to become Starbucks' chief executive in September 2024.

"We're working hard to ensure our coffeehouses have **the right vibe**," Niccol said Wednesday during a meeting with shareholders. "We want to invite customers in, showcase our great coffee, provide a comfortable place to stay, and make them feel like their visit was **time well spent**."

Starbucks is testing new store designs at "select locations across the U.S.," Niccol said. At the same time, stores have brought back condiment bars and serving in-store coffee in ceramic mugs, as well as having baristas write on cups with Sharpies, he said.

"Imagine coffee houses that are **comfortable and warm** with expanded seating options, power outlets, and abundant food displays," he said. "Stores with more separation between the café and mobile order experience, featuring new risers and dedicated pickup shelves in select locations to create an intuitive handoff, and cafes anchored by a redesigned espresso bar that adds a sense of theater to the experience and enhances the **connection** between our baristas and our customers."

The company is also setting a goal of delivering "a **high-quality beverage** in four minutes or less with a moment of connection," Niccol said.

EXPLORE ARTICLE



Starbucks Rallies 14,000 North America Coffeehouse Leaders to Accelerate its 'Back to Starbucks' Strategy

JUNE 10, 2025 (STARBUCKS.COM)

This week, Starbucks is hosting over 14,000 coffeehouse leaders from across North America at Leadership Experience 2025 (LE25) in Las Vegas—its largest leadership gathering ever and the first under chairman and ceo Brian Niccol and coo Mike Grams.

"Getting 'Back to Starbucks' means refocusing on what has always set us apart — a **welcoming coffeehouse** where people gather, and where we serve the finest coffee, handcrafted by our skilled baristas," said Niccol. "We are bringing together our coffeehouse leaders from across North America to celebrate, empower and equip them to accelerate our transformation. The coffeehouse experience defines the Starbucks brand, and these leaders and their teams **bring that experience to life** for millions of customers every day."

"This isn't just a reset—it's a recommitment to who we are when we are at our best," said Grams. "LE25 is our moment to recommit to a culture of hospitality and excellence. We're making progress, have real momentum with our 'Back to Starbucks' plan and are on the right track to turn the business around."

Since launching its Back to Starbucks strategy nine months ago, customers are already **feeling the difference**, with welcoming spaces, more confident baristas, faster service, and the return of small but meaningful touches like ceramic mugs, handwritten notes on cups, a more consistent dress code, and a much-loved customer favorite: the condiment bar.

"Our turnaround is rooted in **listening**—to partners and customers—and taking action on what we hear," added Grams. "We're listening and testing in the coffeehouse, and then applying our learnings to scale quickly and **enhance** the customer and partner experience."

EXPLORE ARTICLE



LEASE OVERVIEW

STARBUCKS HARLINGEN, TX

Rent Commencement	July 1, 2005
Lease Expiration	July 31, 2033
Lease Type	NN+
Rent Increases	Rent Bumps To \$172,066 August 2030
Current Rent – July 2030	\$156,424.00
August 2030 – July 2033	\$172,066.00
Options	2 * 5 Year Options, 10% Bumps in Each Option Period

Cap Rates

Current Rent - July 2030	6.15% Cap Rate Based On \$156,424 NOI
August 2030 - July 2033	6.76% Cap Rate Based On \$172,066 NOI
Option 1: August 2033 – July 2038	7.43% Cap Rate Based On \$189,272 NOI
Option 2: August 2038 – July 2043	8.18% Cap Rate Based On \$208,199 NOI

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.





- HOMewood SUITES by Hilton
- TRU FIT ATHLETIC CLUBS
- Fairfield BY MARIOTT
- WOODSPRING SUITES AN EXTENDED STAY HOTEL
- COUNTRY INN & SUITES BY HILTON
- ORKIN
- Spectrum
- Ford
- HOBBY LOBBY
- PET SMART
- DOLLAR TREE
- ROSS DRESS FOR LESS
- BUDDY'S HOME FURNISHINGS
- SALLY.
- CATO
- TARGET
- JCPenney
- KOHL'S
- Burlington
- CAVENDER'S JEWELERS
- TJ-maxx
- KAY JEWELERS
- OLLIE'S GRAND STORE CLOSET
- ULTA
- Walmart Supercenter
- Chick-fil-A
- TRU JOYNS



SECONDARY ALTERNATIVE CENTER (88 STUDENTS)

(80,533 VPD)

SOUTH ED CAREY DRIVE (36,845 VPD)

LOOP 499

SOUTH 77 SUNSHINE STRIP (22,692 VPD)

BUSINESS 77











































































































































































































































































































































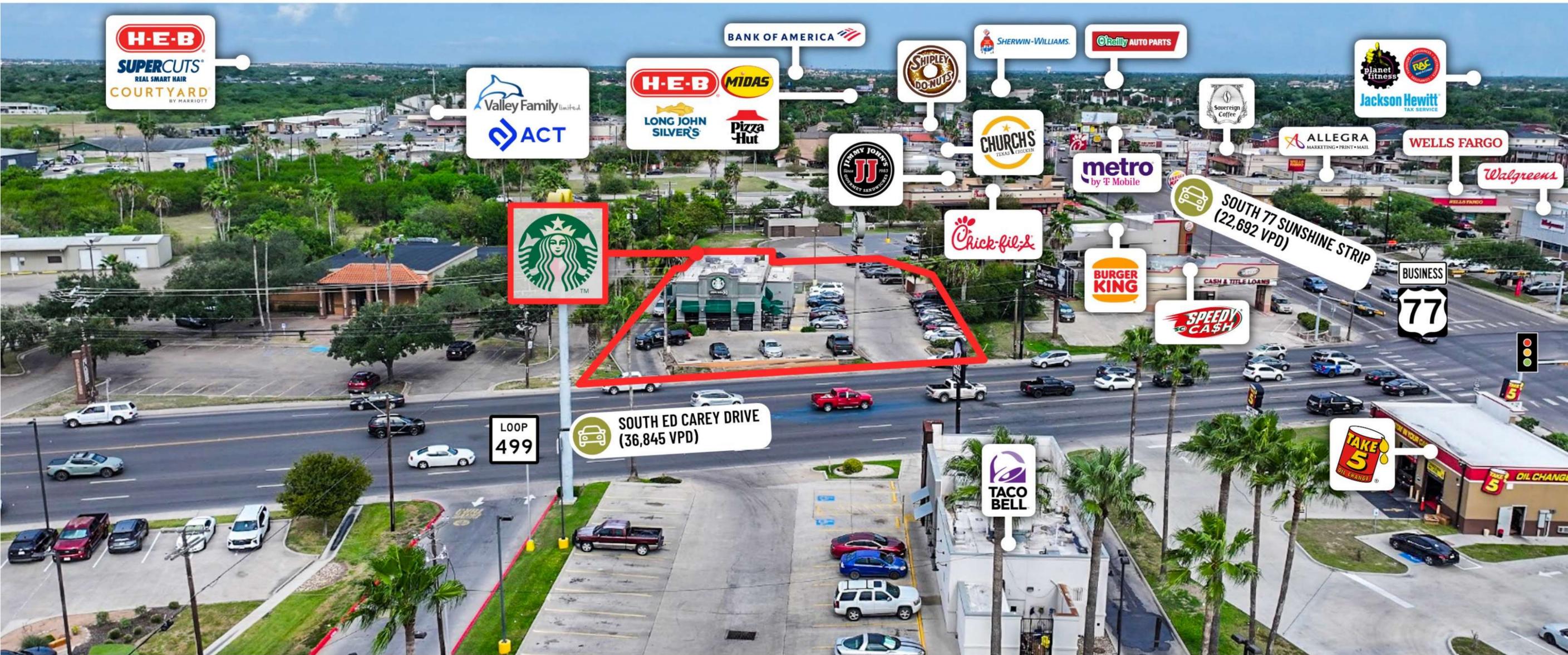














H-E-B MIDAS
LONG JOHN SILVER'S Pizza Hut

SHERWIN-WILLIAMS

O'Reilly AUTO PARTS

planet fitness
Jackson Hewitt TAX SERVICE

DOLLAR GENERAL

VALLEY INTERNATIONAL AIRPORT

VALLEY BAPTIST MEDICAL CENTER HARLINGEN (586 BEDS)

Valley Family limited
ACT

SHIPLEY DO-NUTS

CHURCH'S TEXAS CHICKEN

JJ

Chick-fil-A

Sovereign Coffee

ALLEGRA MARKETING • PRINT • MAIL

BURGER KING

WELLS FARGO

Walgreens

SPEEDY CASH

BUSINESS 77

McDonald's

Starbucks

SOUTH ED CAREY DRIVE (36,845 VPD)

LOOP 499

DOWNTOWN REYNOSA
(24.2 MILES)

JCPenney KOHL'S
 Burlington CAVENDER'S
 T.J. Maxx KAY JEWELERS
 OLLIE'S
 ULTA

H-E-B
 SUPERCUTS
 REAL SMART HAIR
 COURTYARD
 BY HARRIOTT

Valley Family
 ACT

H-E-B MIDAS
 LONG JOHN SILVER'S
 Pizza Hut

BANK OF AMERICA

SHIPLEY DONUTS

CHURCH'S

BUSINESS 77

JIMMY JOHN'S

Chick-fil-A

BURGER KING



LOOP
499

SOUTH ED CAREY DRIVE
(36,845 VPD)



metro
by T Mobile



ALLEGRA
MARKETING • PRINT • MAIL



WELLS FARGO



Walgreens



VALLEY INTERNATIONAL AIRPORT

VALLEY BAPTIST MEDICAL CENTER HARLINGEN (586 BEDS)

SOUTH 77 SUNSHINE STRIP (22,692 VPD)



LOOP 499

SOUTH ED CAREY DRIVE (36,845 VPD)



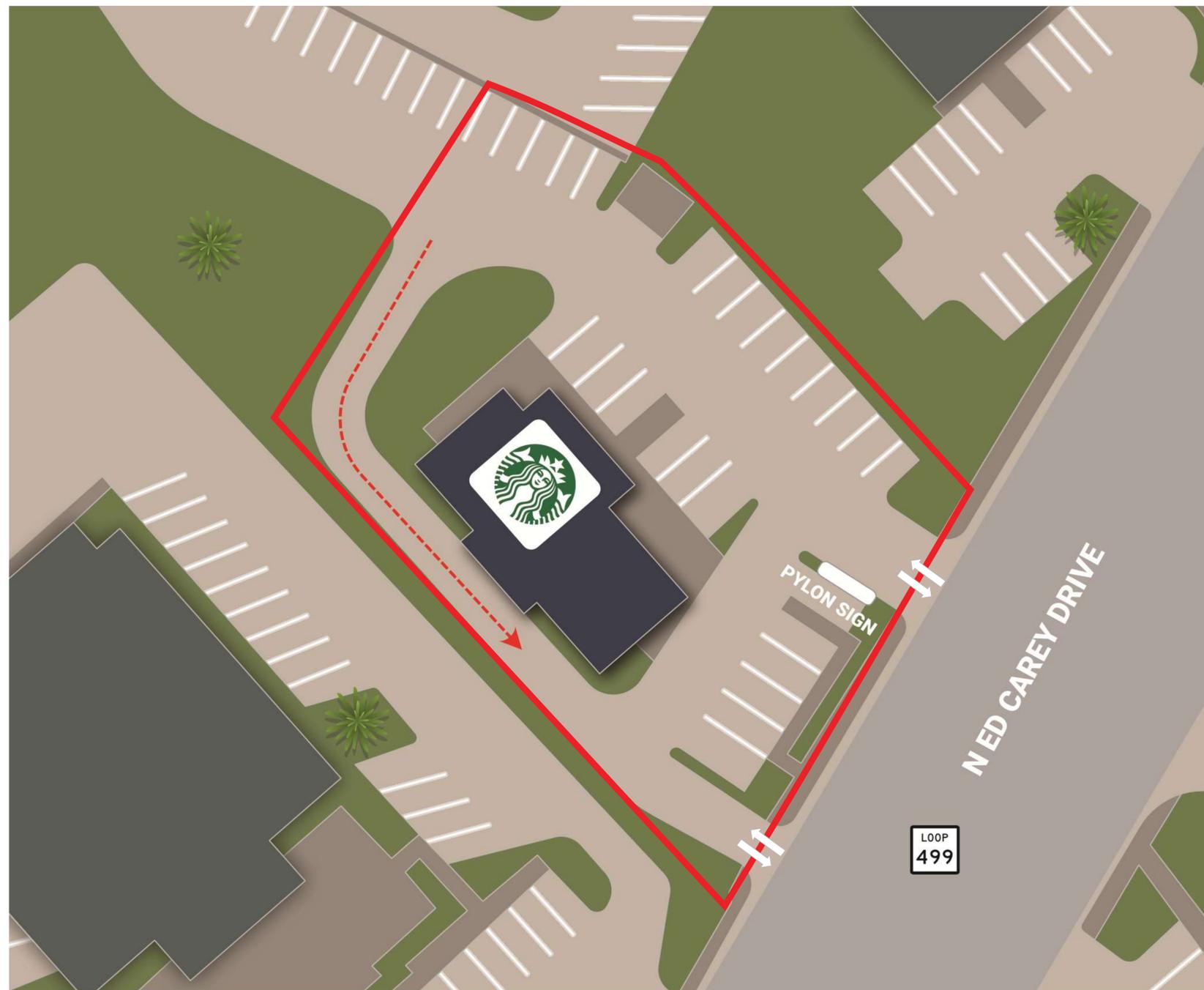
SITE OVERVIEW

STARBUCKS HARLINGEN, TX

 Year Built | 2003

 Building Area | ±3,078 SF

 Land Area | ±0.61 AC



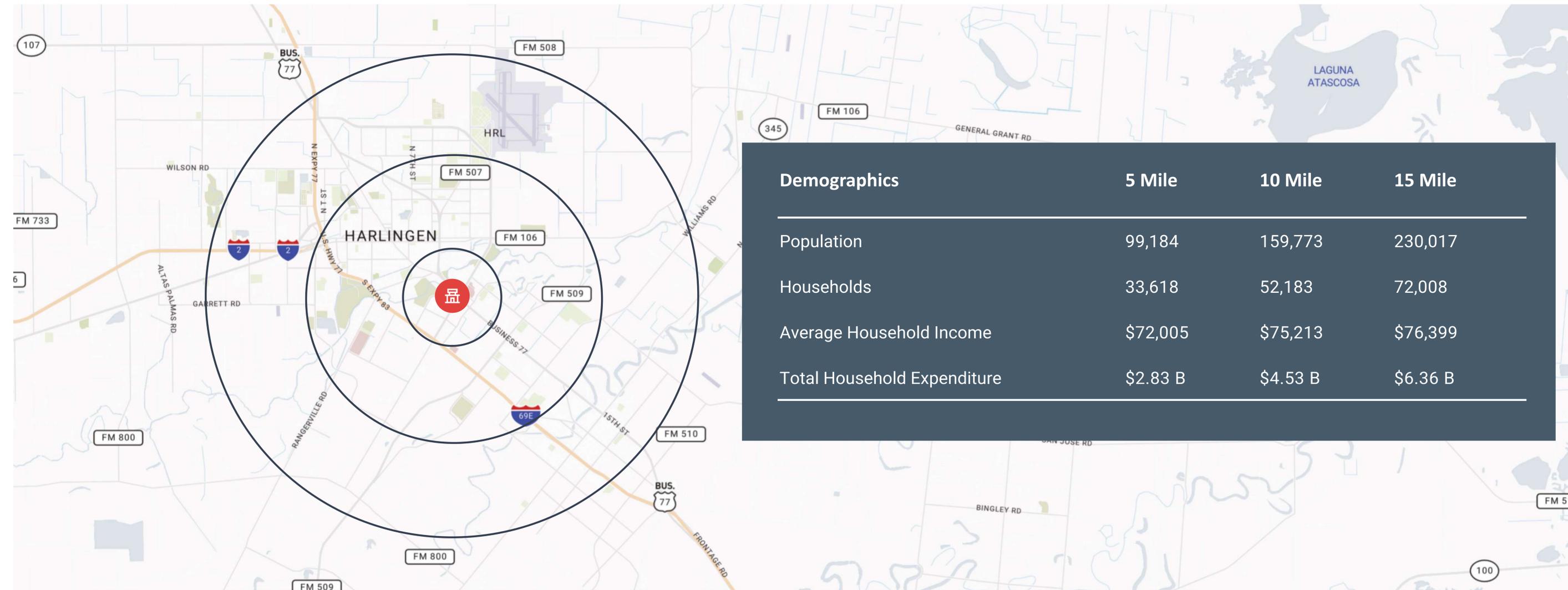
NEIGHBORING RETAILERS

- Ashley
- Lowes
- Home Depot
- HEB
- O'Reilly Auto Parts
- Dollar Tree
- Taco Bell
- Chick-fil-A
- Raising Canes
- McDonald's



LOCATION OVERVIEW

STARBUCKS HARLINGEN, TX



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. Edinburg Regional Medical Center (3,000)
2. University of Texas Pan American (2,850)
3. McAllen Medical Center (2,800)
4. Weslaco ISD (2,358)
5. Hidalgo County (2,211)
6. Columbia Rio Grande Regional Hospital (975)
7. Knapp Medical Center (900)
8. South Texas College (811)
9. HEB (450)
10. NAMCE/Woodcrafters (375)
11. City of Weslaco (298)
12. Wal-Mart (260)
13. Payne Auto Group (250)
14. Valley Grande Manor (180)
15. Texas A&M Ag (150)

LOCATION OVERVIEW

STARBUCKS HARLINGEN, TX

Harlingen

Texas

 **72,515**
Population

 **\$55,891**
Median Household Income



Harlingen Ranked as Least
Expensive Urban Area in
U.S.

#1

Port of Harlingen
contributes \$4.6B+ in
economic activity in Texas

\$4.6B

Harlingen, Texas, is a dynamic city in Cameron County and a vital part of the Rio Grande Valley, with an estimated population of 72,515 as of 2025.

Strategically located along Expressway 83 (Interstate 2), Harlingen serves as a principal logistics and transportation hub for South Texas, benefiting from its proximity to the U.S.-Mexico border and robust infrastructure.

The Rio Grande Valley is among the fastest-growing regions in Texas, with a population of approximately 1.9 million in 2025, projected to increase to 2.4 million by 2045.

The city's connectivity is further enhanced by the Valley International Airport, the largest in the region, handling close to a million passengers annually and facilitating significant cargo operations, thus reinforcing Harlingen's status as a gateway for trade, travel, and business development.

The local economy is shaped by a diverse set of drivers, including healthcare, education, logistics, and retail. Valley Baptist Health System stands out as one of the area's largest employers, providing comprehensive medical care to thousands and anchoring the city's healthcare sector. Texas State Technical College (TSTC) is instrumental in workforce development, supplying skilled graduates tailored to the needs of local industries and boosting economic growth. Additionally, Harlingen's retail sector is substantial, with national brands such as Walmart, Target, H-E-B, and Sam's Club drawing shoppers from the surrounding region and even northern Mexico, cementing the city's role as a retail magnet in the Rio Grande Valley.

Cultural richness and recreational amenities further define Harlingen's appeal. Community events like Jackson Street Market Days and RioFest showcase its vibrant spirit, while attractions such as the Hugh Ramsey Nature Park and the World Birding Center position Harlingen as a destination for outdoor enthusiasts. The city's majority-Hispanic population—over 82%—nurtures a rich cultural tapestry, making Harlingen a welcoming and energetic place to live, work, and visit. This combination of economic opportunity, strategic location, and community vitality continues to drive steady growth and ensure Harlingen's status as a key city in South Texas.

IN THE NEWS

STARBUCKS HARLINGEN, TX

Harlingen Tops U.S. List as Most Affordable Urban Area in 2025

MARÍA FERNANDA MURILLO, AUGUST 6, 2025 (PRO TEXAS INDUSTRY)

Harlingen, TX ranks as the most affordable U.S. city in Q1 2025, according to C2ER's Cost of Living Index. Learn how this low-cost advantage supports growth and quality of life.

Harlingen, Texas has earned national recognition as the most affordable urban area in the United States, according to the **Q1 2025 Cost of Living Index** published by C2ER – The Council for Community and Economic Research.

Among 251 participating cities, **Harlingen ranked first** in overall affordability, with a cost of living index **score of 79.2**, significantly below the national average.

This distinction highlights Harlingen's growing appeal for both residents and businesses seeking a high quality of life paired with economic efficiency.

The index evaluates **after-tax living costs** for professional and managerial households, factoring in key components such as housing, groceries, healthcare, utilities, transportation, and other miscellaneous expenses.

A Competitive Edge for Business and Talent

Harlingen's low cost of living is not only **attractive to individuals**—it's a strategic advantage for **companies** looking to optimize operating costs without compromising access to **talent, infrastructure, or logistics**.

As part of the Rio South Texas Region, **Harlingen offers a pro-business climate**, binational trade connectivity, and a skilled workforce, making it an ideal destination for investment and relocation.

The **affordability ranking** also contributes to the region's efforts in retaining and attracting young professionals, families, and entrepreneurs looking to balance economic opportunity with lifestyle.

National Snapshot: Highest and Lowest Cost of Living

While **Harlingen ranked as the most affordable**, other Texas cities also appeared in the top 10 least expensive urban areas, including Amarillo at #7.

EXPLORE ARTICLE



Port of Harlingen and Texas Ports Association Release New Economic Impact Study

FEBRUARY 13, 2025 (GREATER HOUSTON PORT BUREAU)

The Port of Harlingen contributes more than \$4.6 billion in economic activity in the state of Texas according to a new economic impact study done in conjunction with Texas Ports Association ("TPA").

Port of Harlingen and TPA's most recent **economic impact study** was conducted by Martin & Associates, using data from fiscal year 2023. In 2022, Martin & Associates conduct an independent study for the **Port of Harlingen** pulling results from 2021 data.

The most recent report shows **significant increases in just over two years**. As part of a statewide effort to show impact as an organization, TPA utilized Martin & Associates for **21 ports across Texas** that highlights statewide growth in tonnage, revenue generated and job growth.

Together, Texas Ports contribute more than \$713.9 billion in economic activity for the state accounting for 28% of Texas' gross domestic product ("GDP"), further advancing Ports as a catalyst for state economic growth and job generation, according to a recent economic impact study by the Texas Ports Association.

"The Martin study paints a clear picture of what a great job Texas ports do as an **economic engine and creator of jobs** for the entire state," said Larry Kelly, TPA president and port director/CEO of Port of Port Arthur. "**Texas ports** and the movement of goods to and from ports impact jobs and economic activity in all **254 counties in Texas**. Our ports support Texas-based manufacturers, defense, energy movement, cruise and most of the consumer goods found in every Texas household."

Significant numbers for the Port of Harlingen not only include a **156% increase (\$1.79 billion to \$4.6 billion)** in economic activity from 2021 to 2023, but also a **159% increase (9,750 to 25,224)** in jobs supported by cargo or vessel movement by the Port.

EXPLORE ARTICLE



ECONOMIC DRIVER

STARBUCKS HARLINGEN, TX

Port of Harlingen

A Key Driver of Jobs & Economic Growth

The Port of Harlingen is a critical economic driver for South Texas, supporting major industries, creating jobs, and facilitating billions of dollars in trade and tax revenue annually through maritime commerce and regional exports.

Economic Impact and Growth

- The Port of Harlingen contributes over \$4.6 billion in economic activity to the state of Texas, representing a dramatic 156% increase compared to \$1.79 billion in 2021.
- Jobs supported by cargo or vessel movement at the port have grown 159% since 2021, growing from 9,750 to 25,224.
- The port's local and state revenue has grown 119% since 2021, growing from \$36 million to \$79 million.
- Direct business revenue from port-dependent businesses increased 108% to \$250 million over the same period.
- Tonnage throughput at the port soared from under 1 million tons eight years ago to more than 3 million tons in recent years.

Regional Significance

- The Port ranked 106th among the top 150 leading U.S. ports in 2021, reflecting its fast growth and increased tonnage, which exceeded 3.2 million tons that year—a 113% increase over five years.
- Its geographic centrality in South Texas and multimodal connectivity, including rail links, bolster its position as a regional trade and shipping hub.

Statewide Role

- Texas ports, collectively, contributed \$713.9 billion in economic activity, accounting for about 28% of the state's GDP.
- Every dollar invested in Texas ports returns \$53.46 to the state economy.

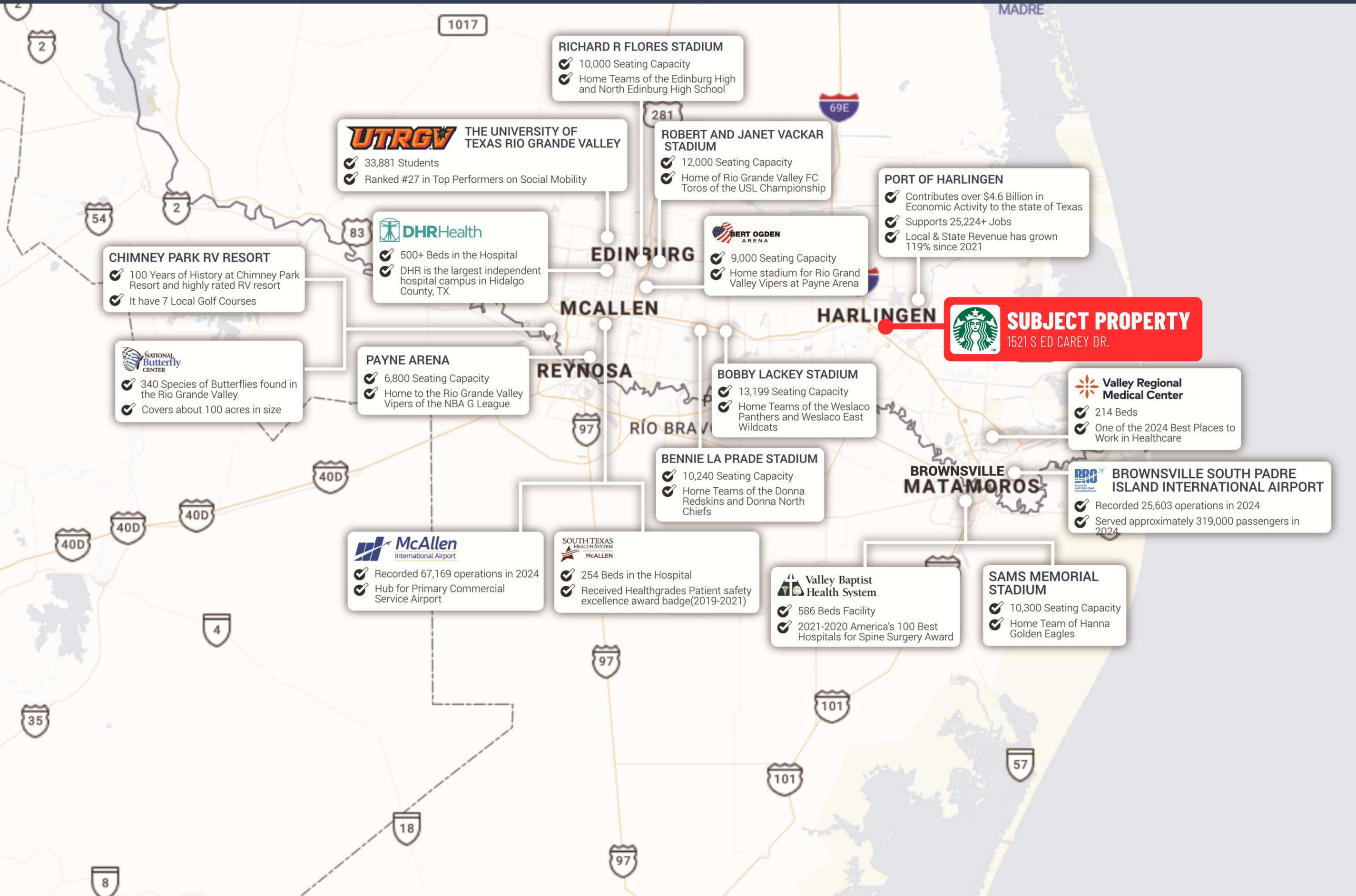
Infrastructure and Workforce

- The port supports tens of thousands of jobs directly and indirectly, driving wage growth and employment in the area.
- Employees benefit from port-related growth, with the economic multiplier effect affecting businesses and households far beyond Harlingen.



METRO AREA

STARBUCKS HARLINGEN, TX



RICHARD R FLORES STADIUM

- ✓ 10,000 Seating Capacity
- ✓ Home Teams of the Edinburg High and North Edinburg High School

UTRGV THE UNIVERSITY OF TEXAS RIO GRANDE VALLEY

- ✓ 33,881 Students
- ✓ Ranked #27 in Top Performers on Social Mobility

ROBERT AND JANET VACKAR STADIUM

- ✓ 12,000 Seating Capacity
- ✓ Home of Rio Grande Valley FC Toros of the USL Championship

PORT OF HARLINGEN

- ✓ Contributes over \$4.6 Billion in Economic Activity to the state of Texas
- ✓ Supports 25,224+ Jobs
- ✓ Local & State Revenue has grown 119% since 2021

CHIMNEY PARK RV RESORT

- ✓ 100 Years of History at Chimney Park Resort and highly rated RV resort
- ✓ It have 7 Local Golf Courses

DHRHealth

- ✓ 500+ Beds in the Hospital
- ✓ DHR is the largest independent hospital campus in Hidalgo County, TX

BERT OGDEN ARENA

- ✓ 9,000 Seating Capacity
- ✓ Home stadium for Rio Grand Valley Vipers at Payne Arena

NATIONAL Butterfly CENTER

- ✓ 340 Species of Butterflies found in the Rio Grande Valley
- ✓ Covers about 100 acres in size

PAYNE ARENA

- ✓ 6,800 Seating Capacity
- ✓ Home to the Rio Grande Valley Vipers of the NBA G League

BOBBY LACKEY STADIUM

- ✓ 13,199 Seating Capacity
- ✓ Home Teams of the Weslaco Panthers and Weslaco East Wildcats

Valley Regional Medical Center

- ✓ 214 Beds
- ✓ One of the 2024 Best Places to Work in Healthcare

BENNIE LA PRADE STADIUM

- ✓ 10,240 Seating Capacity
- ✓ Home Teams of the Donna Redskins and Donna North Chiefs

BROWNSVILLE SOUTH PADRE ISLAND INTERNATIONAL AIRPORT

- ✓ Recorded 25,603 operations in 2024
- ✓ Served approximately 319,000 passengers in 2024

McAllen International Airport

- ✓ Recorded 67,169 operations in 2024
- ✓ Hub for Primary Commercial Service Airport

SOUTH TEXAS HEALTH SYSTEM McALLEN

- ✓ 254 Beds in the Hospital
- ✓ Received Healthgrades Patient safety excellence award badge(2019-2021)

Valley Baptist Health System

- ✓ 586 Beds Facility
- ✓ 2021-2020 America's 100 Best Hospitals for Spine Surgery Award

SAMS MEMORIAL STADIUM

- ✓ 10,300 Seating Capacity
- ✓ Home Team of Hanna Golden Eagles

STARBUCKS SUBJECT PROPERTY
1521 S ED CAREY DR.

CALL FOR ADDITIONAL INFORMATION

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Suite 200
Dallas, TX 75231
(214) 522-7200

Los Angeles

Office

123 Nevada Street
El Segundo, CA 90245
(424) 320-2321

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TEXAS DISCLAIMER

STARBUCKS HARLINGEN, TX

Approved by the Texas Real Estate Commission for Voluntary Use

Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

Information about brokerage services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties' consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

If the broker represents the owner

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written – listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information the owner knows.

If the broker represents the buyer

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

If the broker acts as an intermediary

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- Shall treat all parties honestly
- May not disclose that the owner will accept a price less than the asking price
- Submitted in a written offer unless authorized in writing to do so by the owner;
- May not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- May not disclose any confidential information or any information that a part specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions.