



Texas Sage Properties





COMMERCIAL OFFICE CONDOMINIUMS EXPERIENCE



Standing: Daniel Vaquera, Mike Navarette, Pat Navarette, Ricardo Obregon, Michael Navarette, Bill Wade Sitting: Maria Suarez, Maricela Leottau, Brenda Hardee, Yessenia Castaneda, Yesica Suarez, Araceli Sanchez

Established in 2003, Texas Sage Properties (TSP) has serving the Northwest Houston real estate community as a full-service brokerage. Over time, the firm has expanded its footprint to throughout the Greater Houston area, including Baytown, Cypress, Katy, Humble, Spring, Richmond, Rosenberg, The Woodlands, and Tomball.

As a family-owned business, Texas Sage Properties places a strong emphasis on long-term relationships with clients, staff, and affiliated agents. The firm is committed to meeting to meeting clients' expectations while maintaining the highest standards of professionalism, ethics, and integrity in all our dealings.

While initially focused on residential brokerage, Texas Sage Properties identified a strategic opportunity within the commercial office sector. Today, the firm works closely with local developers, investors, and commercial builders, providing advisory services related to the marketing and sale of custom-built office properties.

Beyond traditional brokerage functions, Texas Sage Properties actively participates in project co-design, marketing, promotion, and property management of commercial assets. This hands-on involvement has resulted in a comprehensive understanding of the commercial real estate lifecycle and has led to industry recognition by CoStar and LoopNet as a leading brokerage in the Greater Houston area.

As licensed real estate professionals, the firm has assisted numerous buyers in acquiring office properties across a range of sizes and configurations. Whether working directly with end users or in collaboration with other brokers, Texas Sage Properties remains flexible and service-oriented, with a consistent focus on client outcomes.

Recent industry recognition reflects the firm's ability to adapt to evolving online commercial marketing and sales platforms. For those seeking to acquire office space as an owner-user or investment, Texas Sage Properties offers experienced guidance and a streamlined approach focused on long-term value creation.

Commercial Experience

Partnerships

Texas Sage Properties partners with experienced builders and commercial developers to co-design, market, and deliver high-quality, strategically located business park communities. Working collaboratively from raw land through project completion, our team supports each phase of development to ensure efficient execution and successful market positioning.

Our development partners bring extensive construction expertise, strong site-selection acumen, and a focused understanding of specialized office-user demand. This collaboration results in thoughtfully designed, efficiently built office condominium environments that serve targeted business users.

Together, we deliver modern, high-quality office condominiums that prioritize functionality, pride of ownership, and convenient proximity to surrounding communities.

Marketing Commercial Business Park Developments

Marketing custom-built commercial office projects begins with site identification and continues through the delivery of a fully turnkey building. **Our objective is to position and market high-quality commercial office properties that align with client requirements prior to construction commencement.**

Whether serving investors, owner-occupiers, private entities, or public-sector users, we provide a comprehensive range of services tailored to projects of any scale or objective, including requirements for:

- For a building that meets your needs in design, ease of use and access,
- To identify funding partners to finance your plans,
- And creating beautiful, high-quality commercial buildings

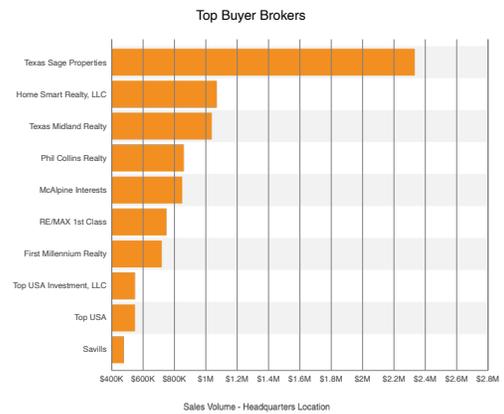
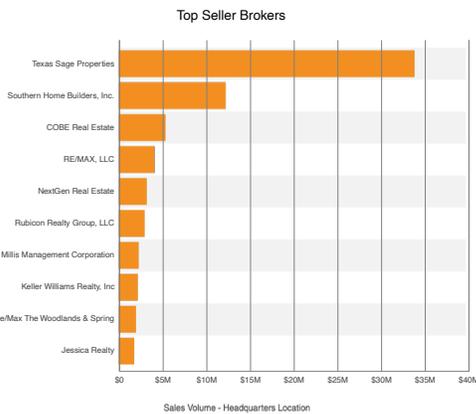
Marketing tailored to your needs: Our services support every phase of the development process—from initial launch through coordination of administrative and contractual matters, financial guidance, technical considerations, and delivery.

List of Commercial Business Park Developments

Since 2010, Texas Sage Properties has focused on the commercial office condominium market. Through this specialization, CoStar has recognized the firm as a leading brokerage in the Northwest Houston submarket for the sale and leasing of office condominium properties.

This focused approach is driven by a commitment to marketing high-quality commercial office assets aligned with client objectives, whether for owner-occupancy or investment. Texas Sage Properties delivers a comprehensive range of services tailored to projects of varying scope and complexity.

The firm remains proud of its recognized market leadership across the Greater Houston area and continues to emphasize disciplined execution and measurable results within this specialized commercial real estate sector.



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The Offices at Spring Cypress

The transition into commercial real estate was anchored by The Offices at Spring Cypress, an 8-acre office condominium business park totaling 73,500 SF in Northwest Houston, strategically located approximately one-quarter mile from the intersection of Tomball Parkway and Spring Cypress Road.

Serving as the exclusive listing agent, Texas Sage Properties worked closely with the development team to market and sell nine (9) of the thirteen (13) buildings, comprising a total of 96 high-end office condominium units. Originally engaged to re-energize sales activity, Texas Sage Properties implemented a focused marketing and absorption strategy that resulted in all remaining nine (9) buildings being fully sold.

Today, Texas Sage Properties continues to serve as the preferred listing agent for office space available for lease or resale within the business park. The Offices at Spring Cypress stands as a proven example of successful execution, market

positioning, and long-term value creation within the Northwest Houston office condominium market.

Queenston Business Park

Located approximately one-quarter mile from Highway 290 (Northwest Freeway) at the intersection of Barker Cypress Road and Queenston Boulevard, this 69,900 SF build-to-suit office condominium business park spans 5.98 acres and comprises nine (9) condominium-style buildings along Queenston Boulevard. Texas Sage Properties worked in coordination with legal counsel to establish the Condominium Association for Queenston Business Park and, as exclusive listing agent, guided the project from inception through completion, overseeing the marketing and sale of these high-end office condominium units.

Through a targeted pre-sales strategy, Texas Sage Properties secured commitments for more than 50% of the development prior to the commencement of construction. Following full sell-out of the project, Texas Sage Properties continues to provide Condominium Association

Management services for the office complex and serves as the preferred listing agent for office units available for lease or resale.

Queenston Business Park South

Situated directly across the boulevard from Queenston Business Park, this office condominium development spans 4.25 acres and consists of six (6) buildings totaling 37,000 SF. Texas Sage Properties worked in coordination with legal counsel to establish the Condominium Association for Queenston Business Park South and, as the exclusive listing agent, guided the project from inception through completion, overseeing the marketing and sale of these high-end office condominium units.

Through a targeted pre-sales strategy, Texas Sage Properties secured contracts for approximately 44% of the development prior to the commencement of construction. The business park is now fully sold or under contract. Texas Sage Properties provides ongoing Condominium Association Management services for the office complex and continues to serve as the preferred listing agent for available office space for lease.

The Offices at Barker Cypress

Positioned approximately two miles from Interstate 10 and minutes from Bear Creek, the Energy Corridor, and Katy, at the intersection of Barker Cypress Road and Green Land Way, this 23,000 SF build-to-suit office condominium business park is situated on 1.3 acres and comprises four (4) buildings.

Serving as the exclusive listing agent, Texas Sage Properties worked in close collaboration with the

developer from concept through completion, overseeing the marketing and sale of the office condominium units. Through a targeted pre-sales strategy, approximately 25% of the development was sold prior to construction, and the project ultimately achieved a 100% sell-out.

Northpointe Business Park

Conveniently located approximately one mile from the Grand Parkway (SH 99) at the intersection of Highway 249/Tomball Parkway and Northpointe Boulevard, Northpointe Business Park is a 40,000 SF build-to-suit office condominium development situated on 6.3 acres and comprising seven (7) buildings. Texas Sage Properties worked in coordination with legal counsel to establish the Condominium Association for Northpointe Business Park and, as the exclusive listing agent, guided the project from inception through completion, overseeing the marketing and sale of these high-end office condominium units.

Through a targeted pre-sales strategy, Texas Sage Properties successfully sold approximately 30% of the development prior to construction, and the project ultimately achieved full sell-out, with all units sold or under contract. Texas Sage Properties also provides Condominium Association Management services for the office complex and continues to serve as the preferred listing agent for available space for lease or resale.

Offices at Mason Landing

Positioned approximately one mile from the Grand Parkway (SH 99) along South Mason Road, this 39,810 SF build-to-suit office condominium development is situated on 4.0 acres and comprises seven (7) buildings. Texas Sage

Properties worked in coordination with legal counsel to establish the Condominium Association for the Offices at Mason Landing and, as the exclusive listing agent, collaborated with the developer from concept through completion to market and sell these high-end office condominium units.

The development is now fully sold or under contract. Texas Sage Properties also provides ongoing Condominium Association Management services for the office complex and continues to serve as the preferred listing agent for office units available for lease.

Office Enclave at Gleannloch

Located at the intersection of Champion Forest Drive and Kirkston Drive, approximately one mile from the Grand Parkway (SH 99), this planned office condominium business park will encompass 38,500 SF on 3.89 acres and comprise five (5) buildings upon completion. Texas Sage Properties worked in coordination with legal counsel to establish the Condominium Association for Office Enclave at Gleannloch and, as the exclusive listing agent, collaborated with the developer from concept through execution to market and sell these high-end office condominium units.

Through a targeted pre-sales strategy, Texas Sage Properties successfully sold or placed under contract 100% of the development. In addition, Texas Sage Properties will provide Condominium Association Management services for the office complex and continues to serve as the preferred listing agent for office units available for lease or resale.

The Offices on House Hahl

Located approximately one mile from the Northwest Freeway (US 290) at House and Hahl Road in Cypress, Texas, this business park spans 26,600 SF on 2.0 acres and comprises eight (8) buildings. As exclusive listing agent, Texas Sage Properties worked with the developer from concept through completion to market and sell the high-end office condominium units and associated building sites.

Through a targeted pre-sales strategy, Texas Sage Properties sold approximately 56% of the development, culminating in a full sell-out.

Pelican Park N & S

Located one mile from Highway 249/Tomball Parkway at Spring Cypress Road and North Eldridge Parkway, Pelican Park North & South is a premier office business park offering upscale executive suites serving Tomball's northwest submarket. As exclusive listing agent, Texas Sage Properties collaborated with the developer to market and fully lease the high-end office condominiums, positioning the asset for sale to an investor group cap rate sale.

Texas Sage Properties continues to provide property management services and serves as exclusive leasing agent. The business park has maintained consistently strong occupancy levels, reflecting sustained tenant demand and effective asset management.

The Offices at The Rock

Located along the highly traveled Spring Cypress Road, near Tomball Parkway (SH 249) and

minutes from the Grand Parkway (SH 99), this completed business park spans 11,114 SF on 1.2 acres and comprises three (3) buildings. Serving as the exclusive listing agent, Texas Sage Properties collaborated with the developer to market and successfully pre-lease approximately 88% of the high-end office condominium units prior to construction.

The development ultimately achieved full occupancy and was sold by the developer to an investor group in a capitalization-rate transaction, reflecting strong tenant demand and effective leasing execution.

Flagship Office Condominium

Located in Northwest Houston, approximately one mile from the intersection of Tomball Parkway and Spring Cypress Road and minutes from the Grand Parkway (SH 99), this 4.6-acre, 37,000 SF build-to-suit office business park is strategically positioned within a high-growth corridor.

Serving as the exclusive listing agent, Texas Sage Properties implemented a targeted marketing and pre-sales strategy, initially securing commitments on approximately 35% of the development and ultimately selling approximately 58% of the business park. The project is now 100% sold, reflecting strong market demand and effective execution from concept through close-out.

Blackhorse Office Condominiums

Located approximately one-half mile from the Northwest Freeway (US 290) along Mound Road in Cypress, Texas, this completed business park totals 55,000 SF on 4.0 acres and comprises seven (7) buildings. As exclusive listing agent,

Texas Sage Properties worked with legal counsel to establish the Condominium Association for Blackhorse Office Condominiums and collaborated with the developer from concept through completion to market and sell these high-end office condominium units.

Through a targeted leasing and sales strategy, Texas Sage Properties successfully achieved a full sell-out of the development. Texas Sage Properties also provides Condominium Association Management services for the office complex and continues to serve as the preferred listing agent for office units available for lease.

Lakewood Office Condominiums

One mile from Tomball Parkway, situated along Spring Cypress Road in Tomball, Texas, this planned business park development will encompass 124,846 SF on 9.3106 acres. Upon completion, the project will integrate ten (10) office condominium buildings and four (4) dream garage buildings. Serving as the exclusive listing agent, Texas Sage Properties collaborated with legal counsel to establish the Condominium Association for Lakewood Office Condominiums and worked alongside the developer from concept through execution to market and sell these high-end office condominiums.

Currently, approximately 59% of the development's office buildings are sold or under contract. Upon completion, Texas Sage Properties will also provide Condominium Association Management services for the office complex and serve as the listing agent for space available for lease.

Infinity Business Park at Cypress

Situated in Northwest Houston, just off Cypress Creek Parkway near the intersection of Airline–Stuebner Road, this 3.36-acre, 43,437 SF build-to-suit office condominium business park consists of eleven (11) buildings. Serving as the exclusive listing agent, Texas Sage Properties worked alongside the developer and legal counsel from concept through execution to establish the Office Condominium Association and to market and sell these high-end office condominiums.

To date, approximately 17% of the development has been sold. Texas Sage Properties also provides Condominium Association Management services for the office complex and continues as the preferred listing agent for available office units for lease or sale.

Infinity Office Park at Fall Creek

Located approximately four miles from the Eastex Freeway (I-69) along the Sam Houston Tollway, this completed business park totals 40,667 SF on 3.110 acres and consists of nine (9) buildings. Texas Sage Properties serves as the exclusive listing advisor and, from concept through completion, worked with the developer and legal counsel to establish the Office Condominium Association and market these high-end office condominiums, with approximately 36% of the development sold to date.

Texas Sage Properties provides Condominium Association Management services for the office complex and continues as the preferred listing agent for office units available for lease or sale.

Cypress Next Business Park

Situated on Mueschke Road, approximately one-quarter mile from the Grand Parkway (SH 99), this completed business park spans 28,500 SF on 2.5 acres and comprises six (6) buildings. As exclusive listing agent, Texas Sage Properties worked with the developer and legal counsel from concept through completion to establish the Office Condominium Association and market these high-end office condominiums.

Since pre-sales began in January 2023, Texas Sage Properties successfully sold or placed under contract approximately 93% of the development. Texas Sage Properties also provides Condominium Association Management services and remains the preferred listing agent for any remaining space available for lease or sale.

Prosperity Point Offices

Just minutes from Hwy 249/Tomball Pkwy at N. Eldridge Pkwy and Malcomson Rd., this newly developed 9,424 SF office business park is situated on one (1) acre and consists of two (2) buildings.

Serving as the exclusive listing agent, Texas Sage Properties worked alongside the developer to market and successfully lease these high-end office condominiums, achieving 44.7% pre-leasing prior to construction completion. The park is now fully leased and currently under contract by the developer in a cap-rate sale transaction.

Infinity Office Park at Jersey Village

Minutes from the Sam Houston Tollway in Northwest Houston at West Road and Gessner

Road, this 0.75-acre, 12,060 SF build-to-suit office condominium business park comprises three (3) buildings. Texas Sage Properties served as the exclusive listing advisor and successfully marketed and pre-sold approximately 60% of the development.

Texas Sage Properties will provide Condominium Association Management and serves as the preferred listing agent for available office units for lease or sale.

Coles Crossing Office Condominiums

Just off the Northwest Freeway (Highway 290) near the intersection of Baker Cypress Road and Jarvis Road, this planned 8-acre, 70,366 SF office condominium business park is designed to include six (6) buildings. The developer has placed the project on hold pending future execution.

Texas Sage Properties remains engaged in an advisory capacity, has coordinated with legal counsel on the proposed Office Condominium Association, and upon reactivation is positioned to resume marketing and sales efforts, provide Condominium Association Management services, and serve as the preferred listing agent for available office units for lease or sale.

Infinity Office Park at Baytown

Located in Baytown, just off I-10 East at San Jacinto Blvd. and Santavy St., a 4.16-acre, 62,315 SF build-to-suit business park will comprise twenty (20) buildings. Texas Sage Properties serves as the exclusive listing advisor for the marketing and sale of these high-end office condominiums and is currently working with legal counsel to establish the Office Condominium Association.

Texas Sage Properties will provide Condominium Association Management services for the office condominium development and will serve as the preferred listing agent for available spaces for lease or sale.

GMG Kingsland Building

The GMG Kingsland Building is a well-located professional office/medical asset in Katy's established commercial corridor, benefiting from strong visibility, access to employment and healthcare users, and proximity to affluent residential areas.

Upon assuming management and leasing responsibilities, Texas Sage Properties addressed underperformance marked by low occupancy and elevated operating expenses. Through disciplined expense control and targeted leasing strategies, the property was repositioned in the market.

These efforts increased occupancy to approximately 94% while supporting higher rental rates. The asset is now a stabilized, high-performing office/medical property with a strong tenant mix, demonstrating effective asset management and leasing execution.

Pin Oak Office Village

Pin Oak Office Village, located at 8900 Eastloch Drive in Spring, Texas, is a fully built-out professional office condominium business park situated approximately one mile from the Grand Parkway (SH 99), offering efficient access to major regional corridors serving North Houston.

The property totals 41,342 SF across 26 buildings on 9.0361 acres and is 100% built out. Texas Sage Properties has been contracted to provide comprehensive management services, including operational oversight, common area maintenance,

vendor coordination, and ongoing compliance to support a stabilized office condominium environment.

The Shaw Business Park

The Shaw Business Park Condominiums Association, Inc. is located at 17983 Shaw Road, Cypress, Texas 77429, within a well-established northwest Houston submarket. The business park benefits from convenient access to major regional transportation corridors, including U.S. Highway 290 (Northwest Freeway) and the Grand Parkway (SH 99), providing efficient connectivity to Houston's primary employment centers and surrounding residential growth areas. This strategic location supports both owner-users and service-oriented businesses seeking accessibility, visibility, and proximity to a strong local customer base.

The Shaw Business Park encompasses approximately 42,000 square feet across 49 condominium suites situated on a 4.992-acre site. Currently 29% built-out, the project offers meaningful upside as additional units are developed and absorbed. The condominium structure allows for individual ownership while benefiting from shared common-area infrastructure, creating an attractive environment for professional office users and small businesses seeking long-term occupancy solutions within a controlled, well-maintained setting.

Texas Sage Properties has been contracted to manage the Condominium Association, overseeing the day-to-day operations, financial administration, and compliance of the business park on behalf of the Association Board. In addition, the two investor-owners of the business park have engaged Texas Sage Properties to provide owner-level management services for the individual office units. These services include tenant coordination, management of owner-specific operating costs, maintenance

oversight, and administration of rental income. Texas Sage Properties does not perform leasing or brokerage services for these units; rather, its role is focused on operational execution and financial administration to support efficient property performance and long-term asset stability.

PROPERTY MANAGEMENT

At Texas Sage Properties, our focus is to maintain the curb appeal of your commercial property so that it creates an attractive and hospitable environment for customers. We also ensure that facilities are well-maintained and fully-functioning for the safety of both owners and visitors. Our team is passionate about delivering the very best management services to ensure the continued success of your commercial property.

Commercial Management Team



Pat Navarette – Broker / Executive Director
Mike Navarette – Realtor / Executive Director
Yessenia Castañeda – Realtor / Transaction Manager
Brenda Hardee – Marketing Manager
Yesica Suarez – PM Associate / Bookkeeper
Michael Navarette – PM Associate
Ricardo Obregon – Bookkeeper

Standing: Ricardo Obregon, Mike Navarette, Pat Navarette, Yessenia Castañeda, Michael Navarette, Sitting: Brenda Hardee, Yesica Suarez

An Overview of Our Commercial

Property Management Services

Texas Sage Properties offers a wide range of commercial association management services. Here are some of the services you can expect when working with us:

◆◆ Administrative Assistance

- Assessment of CC&Rs, bylaws, and governing documents
- Preparation of leasing documents, brochures, newsletters
- Review current day-to-day procedures
- Develop a management plan for continued community success
- Roster maintenance
- Policy creation and procedure review
- Rule enforcement and violation letters
- Handle communications with owners

◆◆ Financial Management

- Accounting and record-keeping
- Invoicing and collections
- Preparation of financial reports (cash flow statements, accounts receivable and accounts payable process, annual reconciliation)

- Budget creation and modification
- Phased budgets and accrual-based financial reports
- Capital and reserve planning

◆◆ **Leasing Service and Rent Collections**

- Prepare vacant office units
- Determine lease rates
- Advertise rental vacancies
- Screen and approve tenants
- Prepare and enforce lease agreement
- Collect and adjust rent
- Triple Net (NNN) and operating expense reconciliation
- Handle tenant complaints and issues
- Handle lockouts, evictions and process move-out

◆◆ **Property Maintenance**

- Property maintenance and repairs
- Maintain common areas (landscapes, parking lots, retention ponds)
- Create and monitor work orders
- Submit completed work orders through our online maintenance portal
- Construction supervision
- Regular property inspections
- Operations management

◆◆ **Board Members and Meetings**

- Board meeting management and scheduling
- Conduct board meetings
- Board meeting minutes
- New board member education
- Board member and owner relations

◆◆ **Consulting Services**

- Manage the vendor selection and hiring process
- Negotiate vendor pricing
- Lease coordination
- Marketing services for owners
- Direct marketing coordination

The Benefits of Commercial Association Management

Texas Sage Properties will take care of every aspect of the commercial management process—from monitoring maintenance and upkeep to conducting the association’s annual board meetings. Apart from our standard commercial association management, we also offer value-added services that will meet the specific needs of your property.

Our commercial property managers are trained and experienced. With top-notch attention to detail, you can rest easy knowing that your commercial property is being taken care of. We also have a dependable support staff that delivers excellent customer service, so you can be sure that all issues and concerns will be handled in a timely manner.

Due to our years of experience, we have built an extensive network of professionals, including maintenance technicians and engineers. You can expect only the best contractors and vendors to perform essential services for your commercial property

Commercial Property Management Experience

Since 2010, Texas Sage Properties commercial management services division has managed the following eighteen (18) Investor Owned Office Parks and Commercial Condominium Office Associations:

- **Queenston BLVD Condominium Association ***
 - 67 Suites
 - 68,694 SqFt
 - 5.78-acre Business Park
 - 100% Built-out
- **Queenston Business Park South Condominium Association ***
 - 30 Suites
 - 35,463 SqFt
 - 4.25-acre Business Park
 - 100% Built-out
- **NP BLVD Office Condominium Association ***
 - 39 Suites
 - 40,000 SqFt
 - 4.23-acre Business Park
 - 100% Built-out
- **Gleannloch Office Condominium Association ***
 - 16 Suites
 - 36,358 SqFt
 - 3.90-acre Business Park
 - 100% Built-out
- **The Offices at Barker Cypress Condominium Association**
 - 17 Suites
 - 19,672 SqFt
 - 1.34-acre Business Park
 - 100% Built-out
- **The Offices at Mason Landing Condominium Association ***
 - 34 Suites
 - 39,687 SqFt
 - 4.13-acre Business Park
 - 100% Built-out
- **The Offices at Spring Cypress Condominium Association**
 - 55 Suites
 - 73,428 SqFt
 - 8.35-acre Business Park
 - 100% Built-out
- **Pelican Park North and South (Investor-Owned Park)**
 - 24 Suites
 - 25,744 SqFt
 - 2.0-acre Business Park
 - 100% Built-out
- **GMG Kingsland Building (Investor-Owned Park)**
 - 5 Suites
 - 15,077 SqFt
 - 3.14-acre Business Park
 - 100% Built-out-
- **Blackhorse Office Condominium Association***
 - 57 Suites
 - 56,796 SqFt
 - 5.094-acre Business Park
 - 100% Built-out
- **Infinity Business Park at Cypress Condominium Association ***
 - 36 Suites
 - 43,437 SqFt
 - 3.36-acre Business Park
 - 27% Built-out

- **Infinity Office Park at Jersey Village Condominium Association***
 - 12 Suites
 - 11,193 SqFt
 - 0.883-acre Business Park
 - 100% Built-out
- **Infinity Office Park at Fall Creek Condominium Association***
 - 31 Suites
 - 39,756 SqFt
 - 3.11-acre Business Park
 - 22% Built-out
- **Cypress Next Business Park Condominium Association***
 - 24,Suites
 - 24,458 SF
 - 2.92-acre Business Park
 - 50% Built-out
- **Offices at Lakewood Condominium Association***
 - 107,Suites
 - 122,334 SF
 - 9.0361 acre Business Park
 - 44% Built-out
- **The Shaw Business Park Condominiums Association, Inc.:***
 - 49,Suites
 - 42,000 SF
 - 4.992 acre Business Park
 - 29% Built-out
- **Pin Oak Office Village**
 - 41,342 SF
 - 26 Buildings
 - 9.0361 acre Business Park
 - 100% Built-out
- **Infinity Office Park at Baytown Condominium Association***
 - 31 Suites
 - 39,756 SqFt
 - 3.11-acre Business Park
 - 22% Built-out

Note *: Led and coordinated setting up condominium association – Condominium Declaration, By-Laws, Rules and Regulations, Resolutions

Texas Sage Properties is presently coordinating the Establishment of the following Associations:

- **Brazos Next Business Park Condominium Association - Rosenberg, TX**
- **Forest Park Condominium Association - Pearland, TX**

Texas Sage Properties - Mission Statement

Our mission is to partner with experienced developers to structure, market for sale and lease, and manage high-quality office condominium business parks. We serve as trusted experts in Condominium Association formation, sales and leasing execution, and long-term operational oversight, delivering well-located, single-tenant ownership and leasing solutions for businesses and investors.

Texas Sage Properties - Vision

Our vision is to set the market standard for the structuring, marketing, leasing, and management of high-quality, single-tenant office condominiums within community-based business parks, creating long-term value and ownership opportunities for businesses and investors.

A Message from the Broker

I am Pat Navarette, Owner and Broker of Texas Sage Properties. I have been a licensed Texas Realtor for over 26 years, with experience spanning multiple real estate disciplines and a primary focus on commercial brokerage and asset management.

Texas Sage Properties provides comprehensive commercial real estate services, including the sale and leasing of office properties and the management of commercial business parks. Our firm has developed particular expertise within a specialized niche—office business park developments—where we work closely with developers to guide projects from initial concept through design, construction, marketing, leasing, and ultimate stabilization. This integrated approach has resulted in participation in more than eighteen (18) office park developments across Northwest Houston, as well as in Richmond, Humble, and Baytown.

Working alongside a dedicated team and experienced development partners, we focus on identifying and delivering office solutions tailored to each client's operational and investment objectives. The process begins with direct, face-to-face meetings during the pre-construction planning phase, allowing us to clearly define needs and align expectations. Through close collaboration among developers, our staff, and clients, project concepts are efficiently translated into finished, functional office environments.

We place strong emphasis on guiding buyers through both the contractual process and the layout and design phases. Our team remains actively engaged through ongoing coordination, communication, and support—whether the purchase is for owner-occupancy or investment purposes.

Our commitment is to provide hands-on guidance at every stage of the transaction. While successful project delivery is essential, we place equal value on building long-term client relationships, which we consider the foundation of our firm's continued success.

We make BUYING YOUR OWN office Simple and Easy!

We recognize that business growth is a point of pride and the result of sustained effort and execution. As

organizations expand—often accompanied by new hires and increased operational demands—existing office space can quickly become constrained. When inefficiencies begin to affect productivity and employee satisfaction, it becomes clear that a strategic real estate decision is required.

For companies that have leased office space for several years and now possess the financial capacity to purchase, ownership is a viable and often advantageous alternative. Many business owners are surprised to learn that owning an office condominium can be more cost-effective than leasing, while also providing long-term equity growth and greater control over their workspace. Texas Sage Properties has extensive experience guiding clients through this transition and structuring purchases that align with both business and financial objectives.

Similarly, for investors seeking to deploy capital into commercial real estate, office condominiums present an opportunity to generate passive income while building equity. While the process may appear complex at first, Texas Sage Properties has assisted numerous investors in acquiring office units and successfully leasing them to qualified tenants. Our team provides the guidance and market insight necessary to navigate ownership with confidence.

Whether the objective is owner-occupancy or investment, acquiring an office condominium follows a clear and structured process. Engagement begins with an initial consultation, during which we provide an overview of our firm and current office developments, while gaining a clear understanding of the buyer's personal and business goals. From there, we guide clients through each phase of the acquisition.

We also provide information regarding available financing options and can introduce qualified commercial lenders to initiate the process. For cash buyers, contracts can be executed immediately. For financed purchases, we coordinate directly with lenders to supply required documentation and maintain transaction momentum. Once financing is approved, we proceed with contract execution and schedule follow-up meetings to finalize interior finish selections. Our team assists buyers throughout this stage, offering a curated selection of high-end finish options to ensure the space aligns with operational and aesthetic requirements. Selections are then coordinated with the builder as construction progresses.

Because the purchase process has been refined over time, transactions are structured to be efficient and straightforward. What is often perceived as a complex undertaking is managed as a streamlined, well-coordinated process for our clients. Contract execution and supporting documentation are handled with precision, and where possible, transactions are completed electronically. This capability has allowed both domestic and international buyers to successfully acquire office properties remotely.

As licensed commercial real estate professionals, Texas Sage Properties has worked with hundreds of buyers across a wide range of office sizes and configurations. We work directly with buyers or in collaboration with their broker or advisor, maintaining flexibility while delivering a high level of service. If the timing is right to purchase an office for your growing business or as an investment, Texas Sage Properties stands ready to guide you through the process and help you achieve ownership with confidence.

Pat Navarette, ABR® CRM® CRS® GRI® MCNE® TRPM®

Co-Founder | Broker-Owner

Pat Navarette is the Co-Founder and Broker-Owner of Texas Sage Properties, a full-service real estate brokerage serving the Greater Houston area. Pat has been active in the real estate industry since **2000** and has been a **licensed Texas Real Estate Broker since 2003**, bringing **more than 25 years of real estate experience** across residential and commercial disciplines.

Texas Sage Properties was originally established as a brokerage focused on residential sales, leasing, and property management. Under Pat's strategic direction, the firm successfully transitioned into a commercial full-service brokerage, with a primary emphasis on the marketing, sale, leasing, and property management of office condominium business parks. This evolution reflects Pat's ability to identify market shifts, develop specialized expertise, and position the brokerage as a leader within a highly defined niche.

Pat has been instrumental in overseeing the growth of Texas Sage Properties from its early residential roots to its current role as a recognized authority in commercial office condominiums. She works closely with accomplished developers and investors, providing input from the earliest stages of project conception through design coordination, marketing strategy, sales execution, leasing, and long-term property management. Her hands-on involvement has contributed to the successful delivery and operation of numerous office park projects, with additional developments in progress.

Throughout her career, Pat has been recognized as a Top Producer Realtor® by the Houston Association of Realtors®, reflecting consistent performance and client trust. She holds multiple advanced industry designations, including Accredited Buyer Representative (ABR®), Certified Real Estate Brokerage Manager (CRB®), Certified Residential Specialist (CRS®), Graduate, REALTOR® Institute (GRI®), Master Certified Negotiation Expert (MCNE®), and Texas Residential Property Manager (TRPM®). These credentials underscore her depth of knowledge in brokerage operations, negotiation, market analysis, and asset management.

Pat earned a Bachelor of Business Administration from the University of Texas at Arlington, providing a strong analytical and financial foundation for her work. Over the years, she has cultivated long-standing relationships with lenders, bankers, investors, attorneys, and title professionals, enabling her brokerage to deliver comprehensive and well-coordinated real estate solutions.

Under her leadership, Texas Sage Properties has expanded its property management platform to include multiple office condominium business parks, reinforcing the firm's position as a trusted partner for owners, associations, and investors. The brokerage has also received market recognition for its performance in office condominium transactions within the Houston area.

Pat is bilingual and places a strong emphasis on integrity, professionalism, and client-centered service. A significant portion of her business is referral-based, reflecting long-term relationships built on trust and results.

Beyond her professional accomplishments, Pat and her husband, Mike, have been married for 47 years. They have four children—three sons, Michael, Matt, and Marcus, and one daughter, Sarah—with family playing an integral role in the business. Having spent 22 years overseas, Pat brings a global perspective that enhances her ability to work effectively across cultures and communities.

Pat remains deeply committed to expanding Texas Sage Properties' role in the commercial office condominium sector, continuing to guide projects from concept to completion while strengthening the firm's property management and advisory platform.

Yessenia “Yesi” Castaneda, GRI® MCNE®

Brokerage Associate | Transaction Manager

Yessenia Castaneda, known as Yesi, is a Brokerage Associate and Transaction Manager at Texas Sage Properties and plays an essential role in ensuring the successful execution of transactions from contract to closing. She joined the firm in 2003 after graduating from high school with honors and has been a key contributor to the company's operational growth and consistency.

Since earning her Texas real estate license in 2006, Yessenia has worked closely alongside the Broker to support the expansion of Texas Sage Properties into a full-service brokerage. In her role, she manages transaction coordination, contract administration, and compliance functions for both residential and commercial transactions, ensuring accuracy, timeliness, and adherence to contractual and regulatory requirements.

As the firm's Transaction Manager, Yessenia oversees the transaction process from contract execution through closing and is instrumental in maintaining a high rate of successful closings. She coordinates with buyers, sellers, lenders, title companies, attorneys, and agents, serving as a consistent point of communication and proactively addressing issues to keep transactions moving forward.

Yessenia's attention to detail and disciplined execution are central to Texas Sage Properties' transaction success. She actively controls the contract-to-closing process, coordinates all parties involved, and mitigates transactional risk, ensuring accurate, compliant, and on-schedule closings.

In addition to transaction management, Yessenia supports brokerage operations and assists with the training and coordination of brokerage agents, helping maintain efficient workflows and consistent standards across the firm.

Known for her professionalism, organizational strength, and solutions-oriented approach, Yessenia plays a vital role in Texas Sage Properties' ability to deliver consistent, reliable transaction outcomes for its clients.

Brenda Hardee

Client Engagement & Business Development Associate

Brenda is a key member of the Texas Sage Properties team, serving in a client-facing role that bridges marketing, business development, and brokerage operations. She joined the firm in 2014, bringing with her a Bachelor of Arts degree in Communications and five years of prior sales and marketing experience.

Initially hired as a Broker Assistant, Brenda quickly distinguished herself through her communication skills and client engagement abilities. Today, she plays an integral role in the firm's **sales and marketing initiatives**, market research, client communications, property management support, and overall brokerage operations.

In her role as a **Client Engagement & Business Development Associate**, Brenda acts as a frontline representative and brand ambassador for Texas Sage Properties. She has a strong track record of engaging inbound and outbound leads and converting initial inquiries into **meaningful, qualified conversations**. These conversations have then been successfully transitioned into **commercial lease and purchase opportunities resulting in executed transactions**, directly supporting the brokerage's production and closing activity.

Brenda works closely with the brokerage team to guide prospects through the early stages of the sales and leasing process, ensuring alignment between client needs and available opportunities. Her ability to build rapport, communicate value, and maintain consistent follow-through contributes to the firm's strong conversion performance and reputation for responsive, professional service.

Known for her professionalism, communication strength, and results-oriented approach, Brenda plays an important role in advancing Texas Sage Properties' marketing reach, client relationships, and transactional pipeline.

Betty Diaz

Bookkeeper Associate

Betty brings genuine enthusiasm for continuous learning and a high level of precision to her role as Bookkeeper at Texas Sage Properties. Having relocated from Venezuela to Houston, Texas, she applies meticulous attention to detail in managing accounts payable and receivable, bank reconciliations, financial reporting, and record maintenance. Her commitment to accuracy and operational support plays a key role in maintaining sound financial controls and dependable reporting across the organization.

Betty recently joined the firm and is actively developing her professional expertise under the guidance of Gregoris Farias, expanding her capabilities in commercial real estate accounting, financial systems, and

reporting workflows. Known for her organized approach, analytical mindset, and desire for continuous improvement, Betty contributes to the firm's overall financial integrity and operational effectiveness.

Michael Navarette

Marketing, Operations & Technology Associate

Michael Navarette supports the marketing and operational execution of Texas Sage Properties' commercial office condominium portfolio. He joined the firm in 2017 after returning to Tomball, Texas, following seven years of service in the United States Coast Guard and prior experience in the hospitality industry in Austin.

In his current role, Michael is **responsible for the creation, management, and ongoing maintenance of all digital marketing assets for the brokerage**. He oversees the upload, accuracy, and optimization of marketing materials across major commercial platforms, including Crexi, LoopNet, and CoStar, ensuring listings are complete, current, and positioned for maximum exposure.

Michael also produces virtual tours, captures and optimizes professional property photography, scans office spaces, and utilizes web-based applications to generate accurate floor plans in support of leasing and sales efforts. In addition, he assists with property research for investors, supports front office operations, and helps maintain internal IT systems.

Tim Hoffard

Property Management Associate

Tim Hoffard is a Property Management Associate at Texas Sage Properties, responsible for the on-site oversight of the firm's commercial office park portfolio. He conducts regular property inspections to identify maintenance needs, verify property conditions, and ensure that contracted service providers are performing in accordance with their agreements. His hands-on approach supports preventative maintenance, timely repairs, and the preservation of asset value across the parks.

In addition, Tim documents and reports association declaration and rule violations, providing clear, detailed field reporting to support compliance and board oversight. He serves as a liaison between property management, service vendors, and occupants, helping ensure consistent standards, accountability, and operational continuity throughout the business parks.

Erica Garcia

Marketing & Property Management Associate

Erica Garcia is a Marketing and Property Management Associate at Texas Sage Properties, supporting both the firm's marketing initiatives and day-to-day property management operations. She assists in the development and preparation of marketing materials for **social media campaigns and direct mail**

outreach, helping maintain consistent branding and clear communication across the firm's commercial office park portfolio.

On the property management side, Erica conducts the daily review and processing of owner and tenant requests submitted through the company's property management portal. She works closely with the property management team to track service requests, document violations and compliance notices, and assist with communications to tenants and owners. Her organized, detail-oriented approach supports timely responses, accurate documentation, and effective coordination across the management platform.

Gregoris Farias

Financial Advisor

Gregoris Farias serves as a Financial Advisor to Texas Sage Properties in a contractor capacity, providing independent financial oversight and analytical review of the firm's accounting operations. In this role, he reviews, analyzes, and validates accounting entries prepared by the company's bookkeeping team to ensure accuracy, consistency, and adherence to established accounting standards and internal controls.

Gregoris focuses on identifying discrepancies, confirming proper expense classification, and ensuring that financial records are complete and audit-ready. His work helps strengthen financial integrity across the organization by confirming that reports, reconciliations, and supporting schedules are properly prepared before being transferred to the company's CPA partner for tax filing, review, and final confirmation. Through this disciplined review process, Gregoris plays a key role in supporting reliable financial reporting, clean year-end closes, and efficient coordination with external tax and accounting professionals.

Mike Navarette | CCIM

Co-Founder | Brokerage Associate-Owner

Mike Navarette is Co-Founder and a Brokerage Associate of Texas Sage Properties and a CCIM Designee, providing analytical, investment-focused guidance to clients buying and selling commercial real estate. He has been active as a licensed Texas real estate agent since 2017, with a practice centered on income-producing assets, including cap-rate-driven transactions, investor acquisitions, and 1031 exchange strategies.

Before entering commercial real estate, Mike spent decades in the energy sector, most recently as a Senior Director of Consulting and Technical Solutions with Halliburton Company, where he was responsible for the positioning and pursuit of a \$23 billion strategic projects portfolio. That experience shaped his disciplined approach to financial analysis, risk assessment, and capital decision-making—skills that translate directly to advising real estate investors.

As a CCIM Designee, Mike applies advanced training in financial modeling, market analysis, and investment evaluation to help clients make objective, well-informed decisions. His analytical skill set has

been instrumental in expanding Texas Sage Properties' investor base, particularly among buyers focused on yield, cash flow, and long-term value preservation.

Mike and his wife, Pat Navarette, founded Texas Sage Properties together and have grown the firm into a specialized commercial brokerage known for office condominium sales, leasing, and property management. Their shared leadership and long-term perspective continue to shape the firm's culture and strategic direction.

Married for 47 years, Mike and Pat have four children—three sons, Michael, Matt, and Marcus, and one daughter, Sarah—with family remaining central to both the business and its day-to-day operations.

Mike is known for his practical, data-driven approach and his ability to translate complex investment analysis into clear, actionable guidance for clients navigating the commercial real estate market.

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