

First New Development in the Rapidly Emerging I-10 East / Loop 1604 Trade Area!



 **PUNTA VERDE PLAZA**  
Retail Space and Land / Pad Sites Available

Offered by:  
Kimberly S. Gatley  
Andrew J. Lyles

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COMING SOON  
NAILS SALON



# Benefits

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## Property Highlights

<b>Address</b>	3065 E Loop 1604 & Green Rd. Converse, TX 78109
<b>Location</b>	SWC Loop 1604 & Green Rd.
<b>Land</b>	23 acres
<b>Retail Phase 1</b>	17,476 SF
<b>Legal Description</b>	CB 5088 P-29
<b>Zoning</b>	OCL
<b>Bldg. Status</b>	Retail - Completed   Office - Planned
<b>Retail Parking</b>	117 Parking Spaces, 1:150 sf
<b>Road Frontage</b>	350 ft along Loop 1604
<b>Utilities</b>	All utilities delivered to site; regional detention pond and storm drain facilities installed. Water: East Central Gas & Fiber: Centric Gas Electricity: CPS Energy Sewer: San Antonio River Authority

## Property Description

Punta Verde Plaza is a mixed-use development featuring a 17,476 sf retail center with pad site opportunities along Loop 1604 just south of the IH-10 Interchange. In addition, two small office buildings are planned to bring professional office space to the project.

## Comments

- Elevated site along Loop 1604 with excellent visibility
- Accessible off Loop 1604 and Green Rd
- Conveniently located to serve booming residential communities in Converse and surrounding areas
- Direct ingress/egress from/to southbound Loop 1604; turnarounds serve northbound Loop 1604 traffic
- Pad sites available along Loop 1604
- Bay size 22' x 70' with flexibility to accommodate larger space needs
- More than 16,000 homes in various stages of development within 5-mile radius (May 2022)
- In addition to retail building, professional office space is also planned in Phase 1
- Additional 11.67 ac available for big box retail or multi-family development

# Availability & Rates

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## Retail Leasing

<b>SF Available</b>	Total Available 1,400 - 8,400 Shell Space
<b>Bay Dimensions / Sizes</b>	Inline spaces from 1,400 SF (20' x 70')
<b>Lease Price</b>	\$28.00 - \$32.00 NNN
<b>Triple Net</b>	\$8.16 (2024)
<b>Finishout</b>	\$25.00 PSF
<b>First Month's Rental</b>	Due upon execution of lease document by Tenant
<b>Term</b>	Five (5) years to ten (10)
<b>Deposit</b>	Equal to one (1) month's Base Rental
<b>Financial Information</b>	Required prior to submission of lease document by Landlord
<b>Disclosure</b>	A copy of the attached Real Estate Agency Disclosure Form should be signed by the appropriate individual and one (1) copy should be returned to Landlord's leasing representative

**Office Leasing** \$28.00 NNN

## Land Available

<b>Phase 1B:</b>	1.259 acres (Behind existing center along Green Road) - \$17 per sf
<b>Phase 2:</b>	2.61 acres fronting 1604 (Divisible) - \$22 per sf
<b>Phase 3:</b>	4.16 acres fronting 1604 (Divisible) - \$22 per sf
<b>Phase 4:</b>	11.67 acres - \$12 per sf

Actual Base Rental under any proposed lease is a function of the relationship of expense and income characteristics, the credit worthiness of tenant, condition of space leased, term of lease and other factors deemed important by the Landlord.

This Quote Sheet does not constitute an offer. Neither this document nor any oral discussions between the parties is intended to be a legally binding agreement, but merely expresses terms and conditions upon which the Landlord may be willing to enter into an agreement. This Quote Sheet is subject to modification, prior leasing or withdrawal without notice and neither party hereto shall be bound until definitive written agreements are executed by and delivered to all parties to the transaction. The information provided herein is deemed reliable, however, no warranties or representations as to the accuracy are intended, whether expressed or implied.

# Lease Contacts

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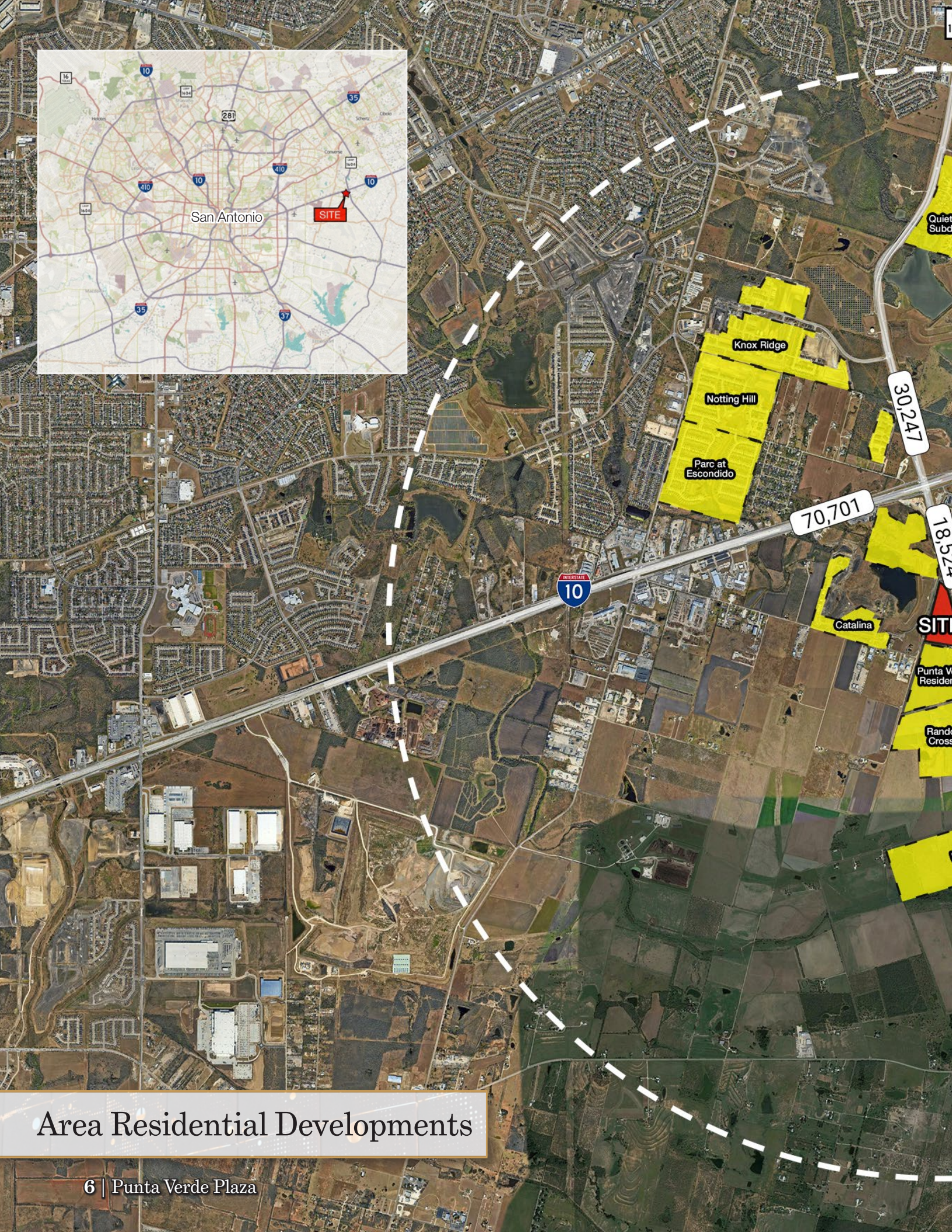
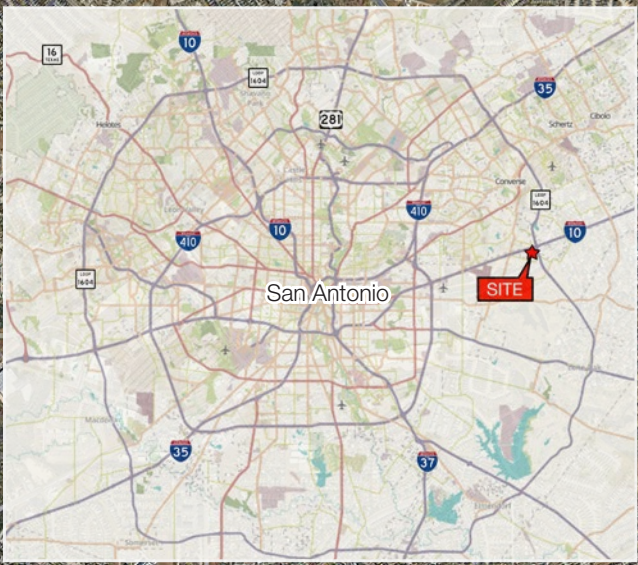
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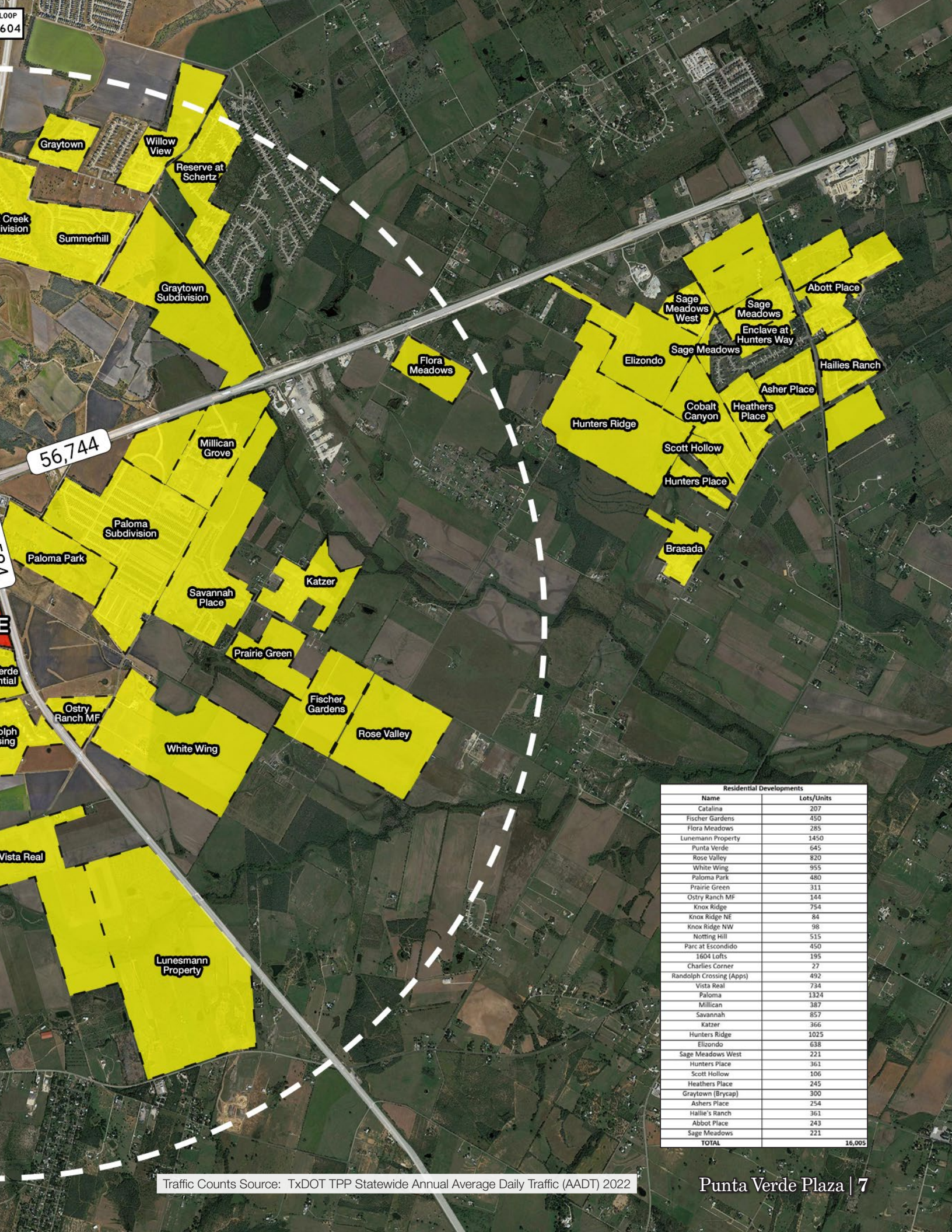


**Kimberly S. Gatley**  
Senior Vice President  
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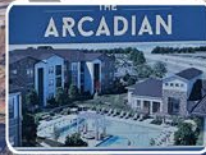
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# Area Residential Developments



Residential Developments	
Name	Lots/Units
Catalina	207
Fischer Gardens	450
Flora Meadows	285
Lunemann Property	1450
Punta Verde	645
Rose Valley	820
White Wing	955
Paloma Park	480
Prairie Green	311
Ostry Ranch MF	144
Knox Ridge	754
Knox Ridge NE	84
Knox Ridge NW	98
Notting Hill	515
Parc at Escondido	450
1604 Lofts	195
Charles Corner	27
Randolph Crossing (Apps)	492
Vista Real	734
Paloma	1324
Millican	387
Savannah	857
Katzer	366
Hunters Ridge	1025
Elizondo	638
Sage Meadows West	221
Hunters Place	361
Scott Hollow	106
Heathers Place	245
Graytown (Brycap)	300
Ashers Place	254
Hailie's Ranch	361
Abbot Place	243
Sage Meadows	221
<b>TOTAL</b>	<b>16,005</b>

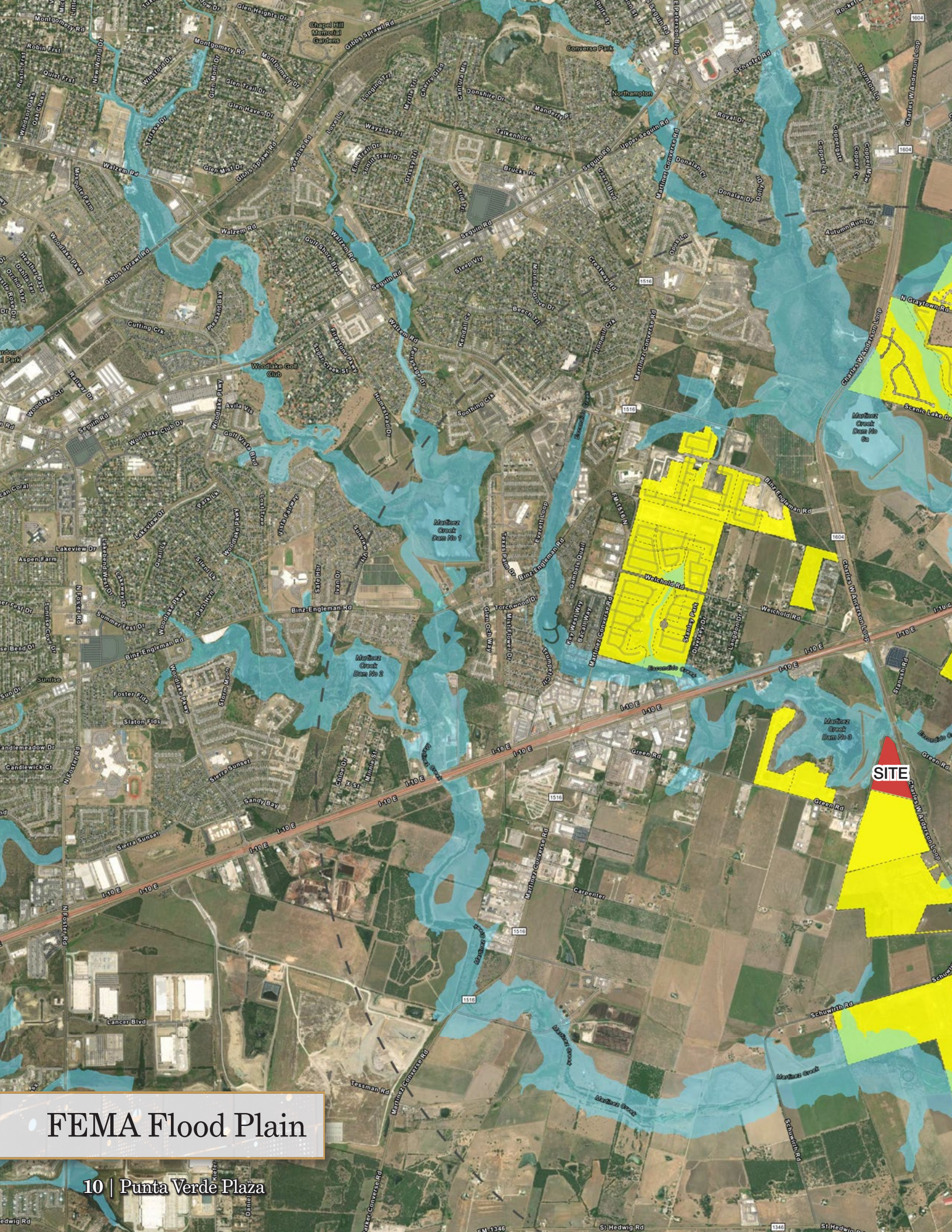


 PUNTA VERDE PLAZA

## Growing Residential Developments

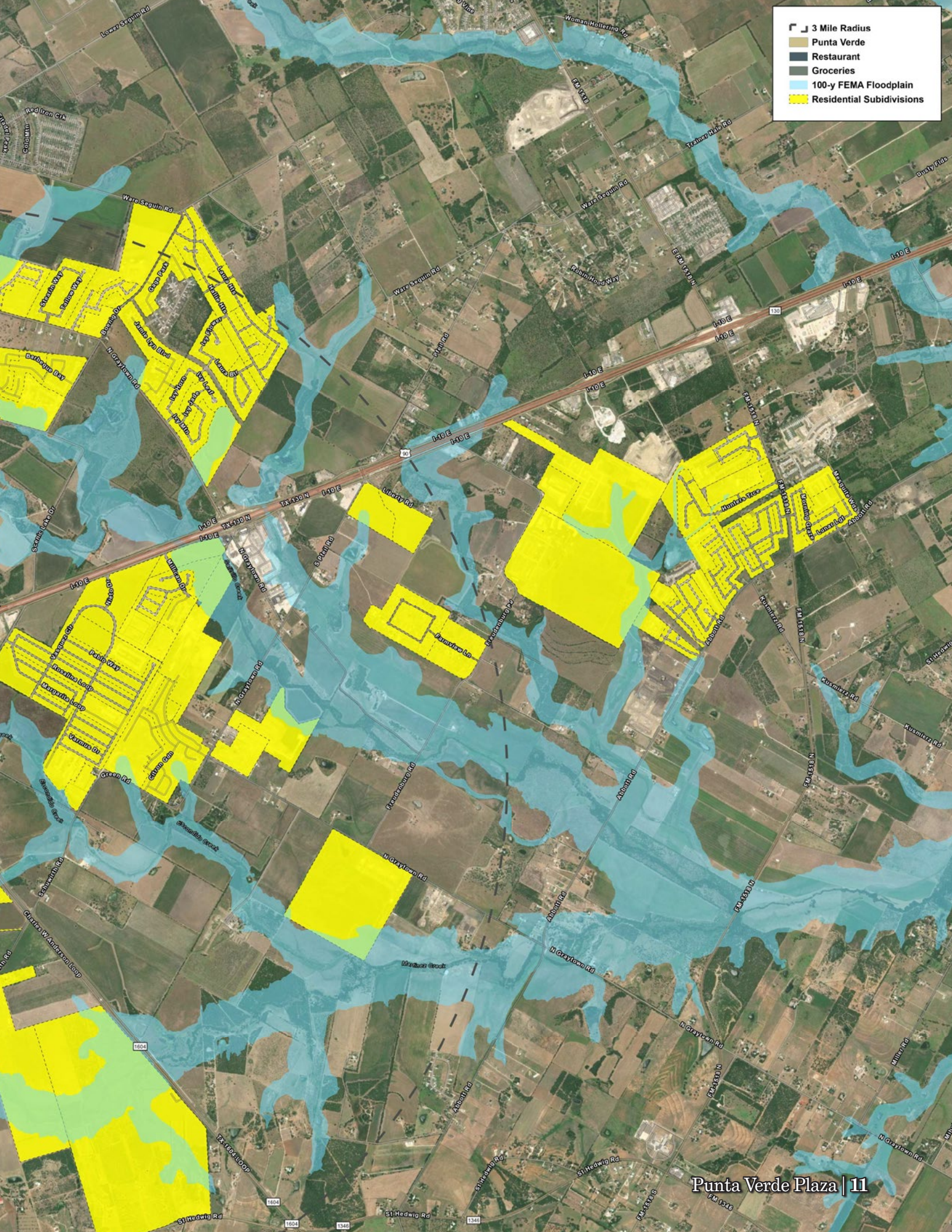


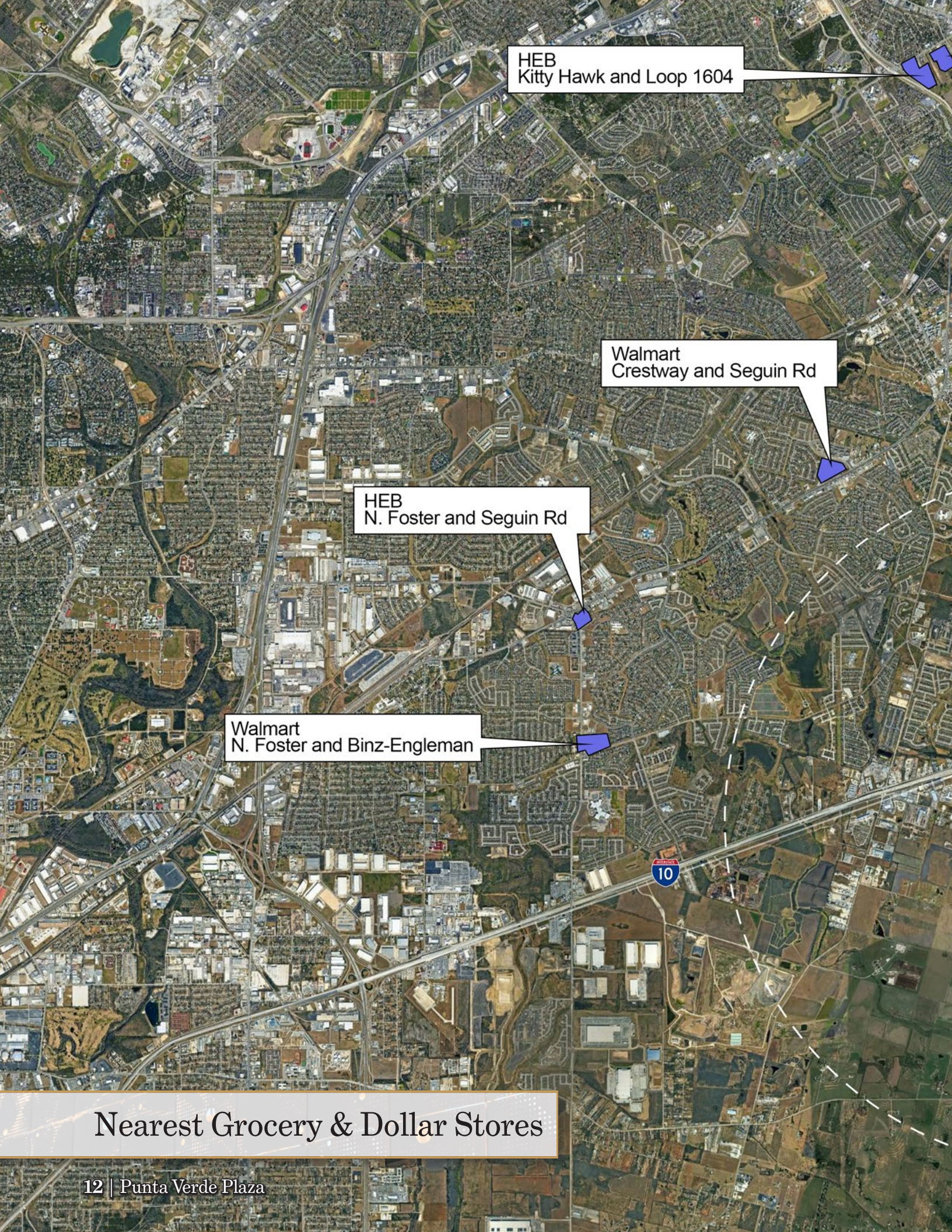




# FEMA Flood Plain

3 Mile Radius  
 Punta Verde  
 Restaurant  
 Groceries  
 100-y FEMA Floodplain  
 Residential Subdivisions





HEB  
Kitty Hawk and Loop 1604

Walmart  
Crestway and Seguin Rd

HEB  
N. Foster and Seguin Rd

Walmart  
N. Foster and Binz-Engleman

## Nearest Grocery & Dollar Stores

Walmart  
Kitty Hawk

Dollar General  
Loop 1604

LOOP  
1604

HEB Owned Land

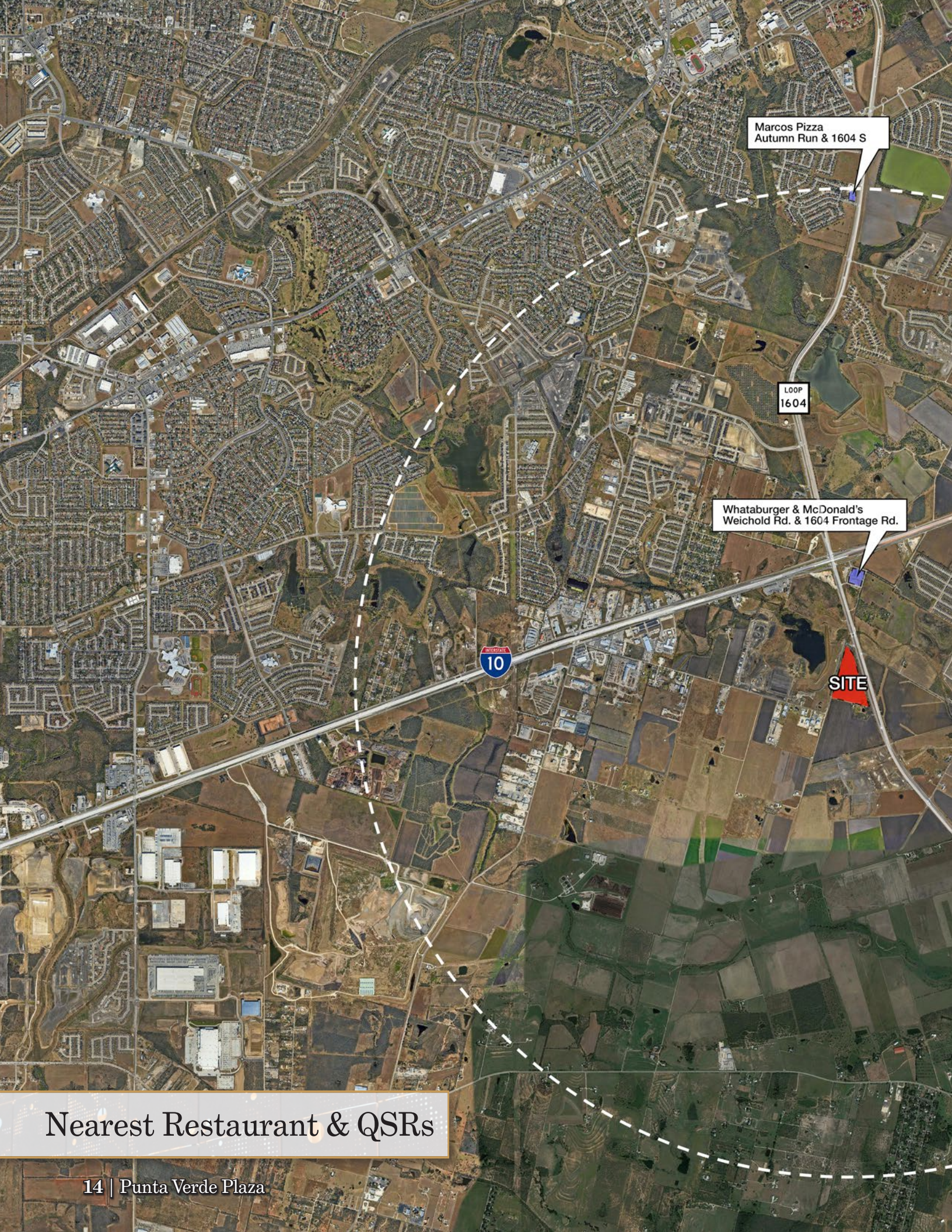
SITE

 Punta Verde

 Nearby Restaurant & QSRs

 3 Mile Radius





Marcos Pizza  
Autumn Run & 1604 S

LOOP  
1604

Whataburger & McDonald's  
Weichold Rd. & 1604 Frontage Rd.

INTERSTATE  
10

SITE

# Nearest Restaurant & QSRs

**Punta Verde**  
**Nearby Restaurant & QSRs**  
**3 Mile Radius**



Multifamily  
11.67 ac.

Daycare  
1.38 ac.

Retail  
1.73 ac.

Medical  
Offices  
1.04 ac.

Office  
0.92 ac.

Auto  
0.0

1604 Charles W Anderson Loop 1604 Charles W Anderson Loop 1604 Charles W Anderson Loop 1604 Charles W Anderson Loop 1604 Charles W Anderson Loop

Pad Sites &  
Future  
Inline Retail

# Development Site Plan



Big Box Retail or  
Multifamily  
opportunity

Garden Office  
Opportunity

Office  
1.34 ac.

Retail  
2.01 ac.

Detention  
0.63 ac.

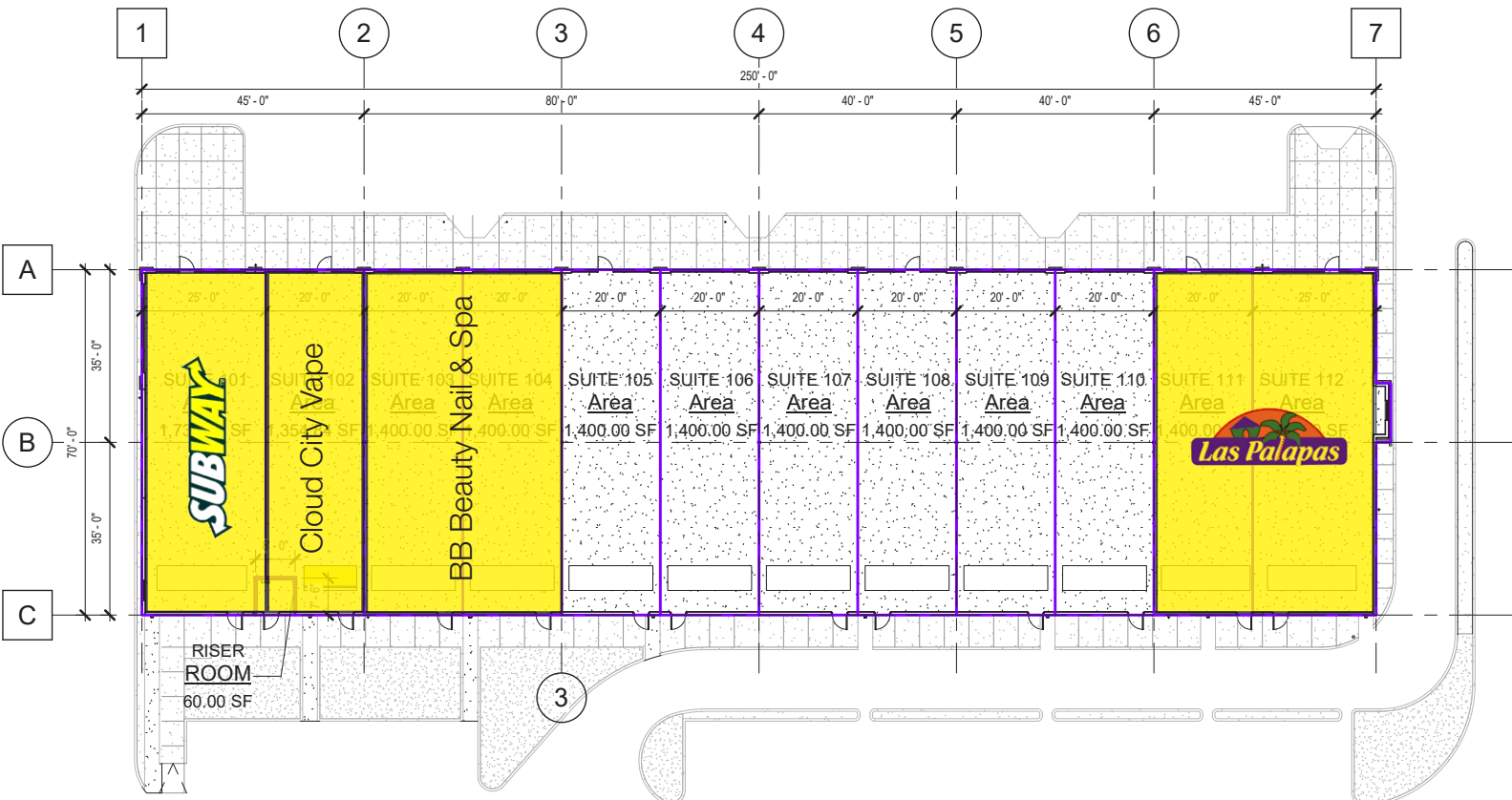
Service  
71 ac.

Restaurant  
0.98 ac.

Retail  
Phase 1



Leased

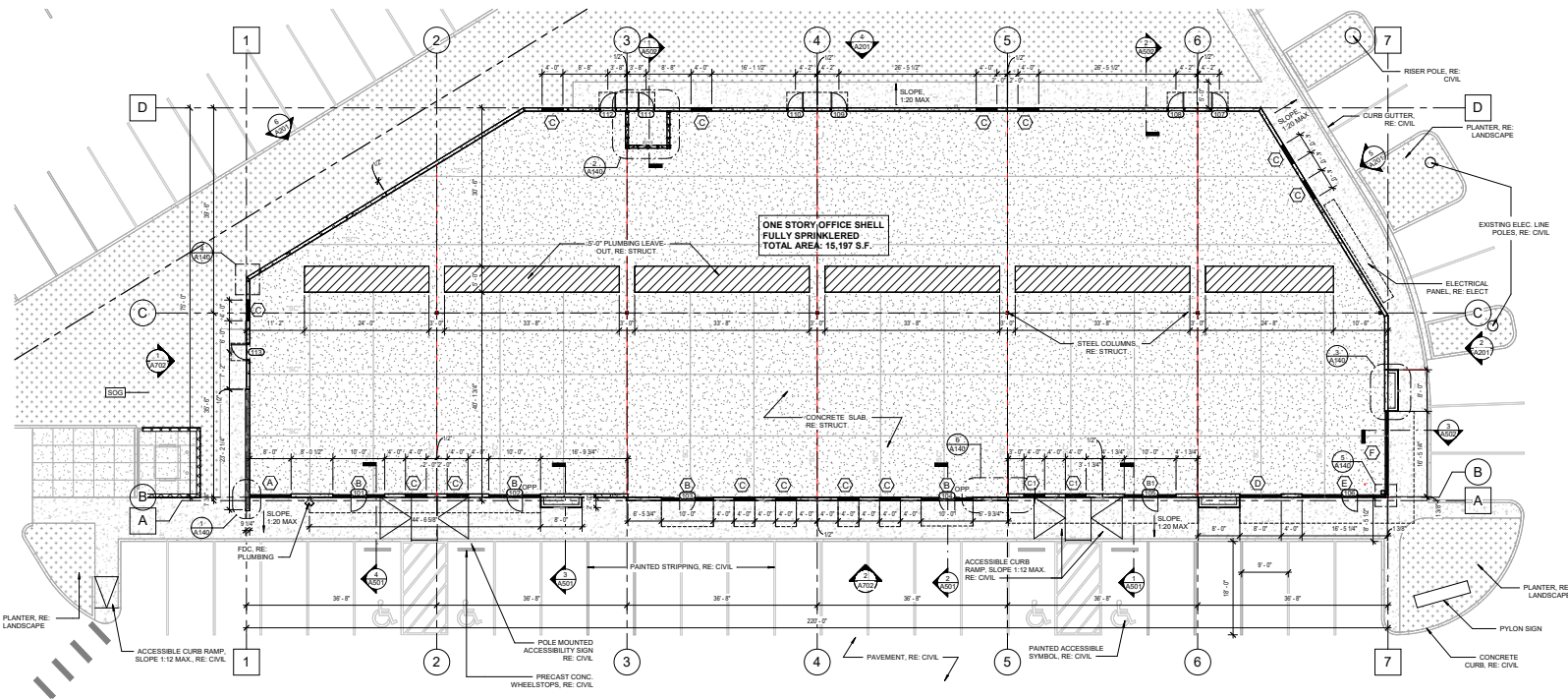


## Retail Phase 1

TOTAL AREA:	17,536 S.F.
RISER ROOM:	- 60 S.F.
G.L.A.:	17,476 S.F.



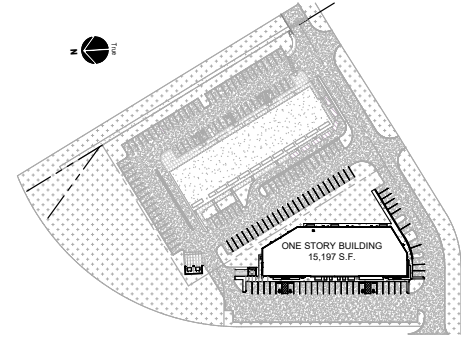




**1 FLOOR PLAN**  
SCALE: 1/4" = 1'-0"

**CONSTRUCTION GENERAL NOTES:**

- CONTRACTOR SHALL VISIT PROJECT SITE TO FAMILIARIZE THEMSELVES WITH THE SCOPE OF WORK AND TO VERIFY EXISTING CONDITIONS PRIOR TO BIDDING. ANY AMBIGUOUS ITEMS OR DISCREPANCIES SHALL BE BROUGHT TO THE ATTENTION OF THE ARCHITECT IN WRITING PRIOR TO SUBMITTING PROPOSAL.
- THE CONTRACTOR IS TO COMPLY WITH FEDERAL, STATE AND LOCAL CODE REQUIREMENTS. ADDITIONALLY, THE CONTRACTOR IS TO COMPLETE TEXAS HEALTH DEPARTMENT NOTIFICATIONS AND SUBMIT FORMS AND REQUIRED INFORMATION TO MEET TEXAS COMMISSION OF ENVIRONMENTAL QUALITY (TECH) REQUIREMENTS PRIOR TO START OF PROJECT.
- DO NOT SCALE DRAWINGS. IF DIMENSIONS ARE IN QUESTION, OBTAIN CLARIFICATION FROM THE ARCHITECT BEFORE CONTINUING THE WORK.
- NOTIFY ARCHITECT OF ANY VARIATION REQUIRED IN THE DIMENSIONS NOTED FOR INSTALLATION OF EQUIPMENT BEFORE CONTINUING WITH THE WORK.
- VERIFY DIMENSIONS BEFORE ORDERING MATERIALS AND PROCEEDING WITH THE WORK.
- FLOOR PLAN'S DIMENSIONS ARE TO THE CENTER LINE OF COLUMNS, FACE OF CONCRETE OR MASONRY WALLS AND FACE OF METAL STUDS, UNLESS NOTED OTHERWISE.
- PROVIDE BLOCKING AS REQUIRED FOR PROPER SUPPORT OF WALL AND CEILING MOUNTED EQUIPMENT.
- LIGHTING FIXTURES THAT ARE NOT THE FULL SIZE OF A CEILING PANEL SHALL BE LOCATED IN THE CENTER OF THE CEILING PANEL.
- DIFFUSERS, LIGHTING FIXTURES, ETC., ARE INDICATED ON THE REFLECTED CEILING PLANS FOR LOCATION AND COORDINATION. REFER TO M.E.P. DRAWINGS FOR ADDITIONAL INFORMATION.
- COORDINATE ROOF PENETRATIONS WITH M.E.P. PENETRATIONS SHALL BE FLASHED TO MEET "SMACNA" DETAIL REQUIREMENTS.
- SHOULD THE CONTRACTOR SUSPECT THAT HAZARDOUS MATERIALS ARE PRESENT, IMMEDIATELY NOTIFY OWNER TO ARRANGE FOR PROPER REMOVAL OF ANY AND ALL HAZARDOUS MATERIALS.
- REFER TO M.E.P. DRAWINGS FOR ADDITIONAL NOTES AND INSTRUCTIONS.
- WHERE EXISTING MASONRY MEETS EXISTING OR NEW DISSIMILAR MATERIALS, PROVIDE CHALK-BREAKANT JOINTS.
- CONTRACTOR SHALL REMOVE DELETERIOUS MATERIALS AND DEBRIS FROM PROJECT SITE ON A DAILY BASIS, AND DISPOSE OF ITEMS IN ACCORDANCE WITH APPLICABLE LOCAL, STATE AND FEDERAL CODE REQUIREMENTS.
- GENERAL CONTRACTOR AND SUBCONTRACTORS ARE TO SCHEDULE AND COMPLETE THEIR WORK SO AS TO KEEP MECHANICAL, ELECTRICAL, TELEPHONE, DATA, HVAC CONTROLS, INTERCOM AND OTHER EXISTING SYSTEMS OPERATIONAL IN AREAS OCCUPIED BY THE OWNER DURING RENOVATION AND CONSTRUCTION OF THIS PROJECT.

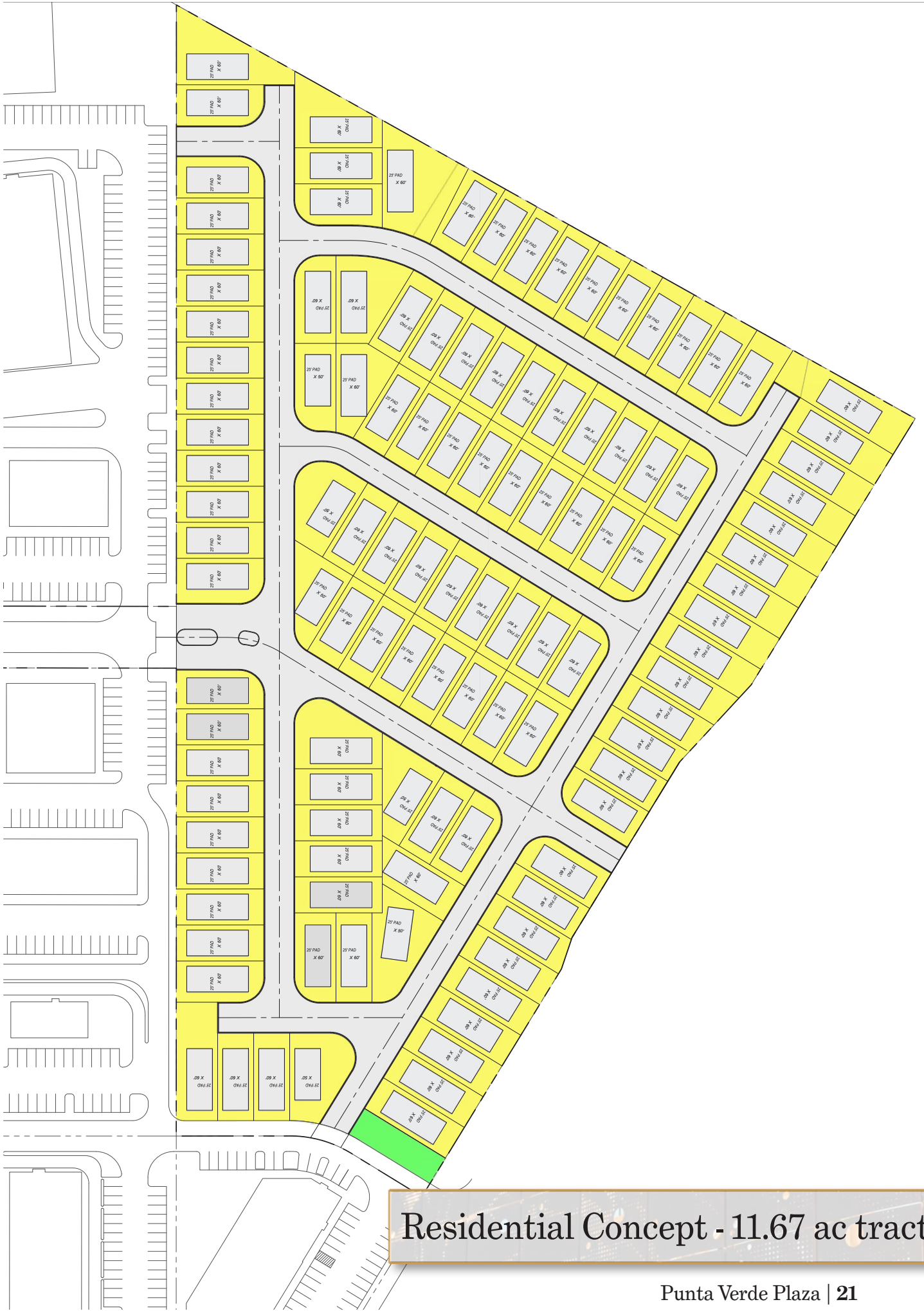


**KEY PLAN**  
SCALE: 1/4" = 1'-0"



Garden Office - Coming Soon

20 | Punta Verde Plaza



# Residential Concept - 11.67 ac tract

# San Antonio Market Overview

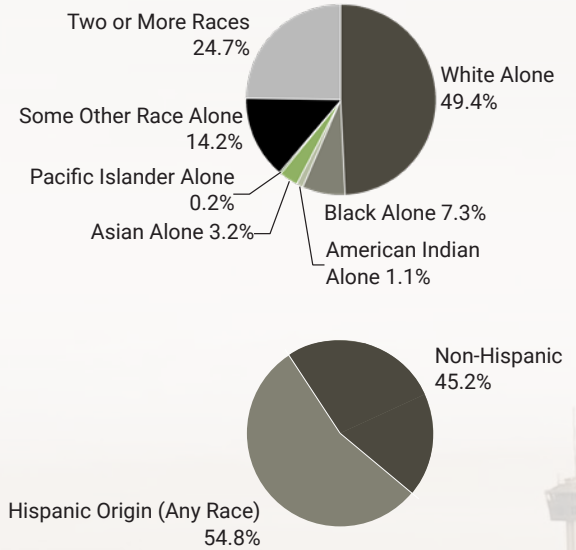
## Largest U.S. Cities

- 1 New York
- 2 Los Angeles
- 3 Chicago
- 4 Houston
- 5 Phoenix
- 6 Philadelphia
- 7 **San Antonio**
- 8 San Diego
- 9 Dallas
- 10 San Jose

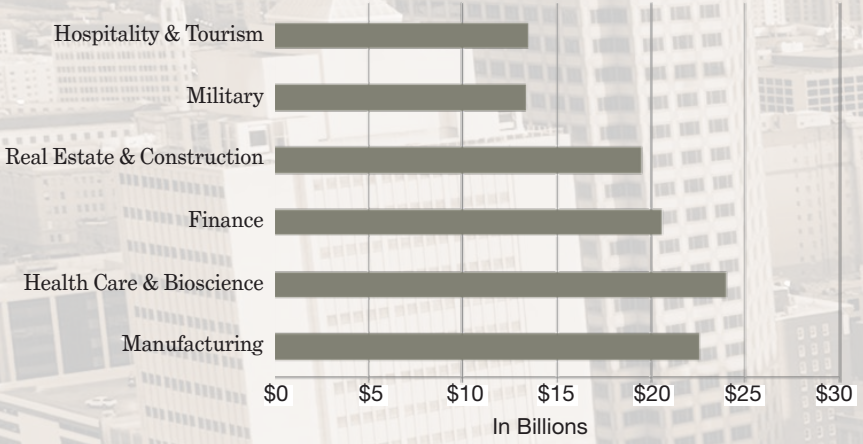


Located in South Central Texas within Bexar County, San Antonio occupies approximately 504 square miles. Situated about 140 miles north of the Gulf of Mexico where the Gulf Coastal Plain and Texas Hill Country meet.

## Ethnicity 2023 Forecast



## Major Industries



## Fortune 500 Companies

SAT	Rankings	US
1	Valero Energy	24
2	USAA	101
3	iHeartMedia	466
4	NuStar Energy	998

## San Antonio-New Braunfels Metro Area

	Population	Median Age	Total Households	Avg. Household Income	Median Household Income	Per Capita Income
2010 Census	2,142,508	34.1	763,022	-	-	-
2020 Census	2,558,143	36.0	925,609	-	-	-
2023 Estimate	2,698,487	36.5	984,040	\$98,647	\$68,549	\$36,100
2028 Projection	2,872,957	37.3	1,059,737	\$111,302	\$77,763	\$41,175

Sources: U.S. Census, U.S. Census Bureau 2010, ESRI forecasts for 2022 & 2027; Fortune

# Demographics: 3-Mile

Summary	Census 2010		Census 2020		2023	2028		
Population	9,930		16,469		25,861	30,707		
Households	3,014		5,172		8,305	10,062		
Families	2,444		-		6,418	7,713		
Average Household Size	3.29		3.18		3.11	3.05		
Owner Occupied Housing Units	2,397		-		7,290	9,016		
Renter Occupied Housing Units	617		-		1,015	1,047		
Median Age	29.5		-		33.9	33.7		
Trends: 2023-2028 Annual Rate	Area		State		National			
Population	3.49%		0.97%		0.30%			
Households	3.91%		1.15%		0.49%			
Families	3.74%		1.16%		0.44%			
Owner HHS	4.34%		1.38%		0.66%			
Median Household Income	2.52%		2.56%		2.57%			
Households by Income			2023		2028			
			Number	Percent	Number	Percent		
<\$15,000			241	2.9%	253	2.5%		
\$15,000 - \$24,999			371	4.5%	293	2.9%		
\$25,000 - \$34,999			462	5.6%	380	3.8%		
\$35,000 - \$49,999			874	10.5%	808	8.0%		
\$50,000 - \$74,999			1,806	21.7%	2,138	21.2%		
\$75,000 - \$99,999			1,370	16.5%	1,610	16.0%		
\$100,000 - \$149,999			2,089	25.2%	2,874	28.6%		
\$150,000 - \$199,999			572	6.9%	932	9.3%		
\$200,000+			519	6.2%	775	7.7%		
Median Household Income			\$80,721		\$91,430			
Average Household Income			\$101,338		\$116,197			
Per Capita Income			\$32,462		\$37,846			
Population by Age	Census 2010		2023		2028			
	Number	Percent	Number	Percent	Number	Percent		
0 - 4	900	9.1%	1,985	7.7%	2,396	7.8%		
5 - 9	956	9.6%	2,043	7.9%	2,420	7.9%		
10 - 14	965	9.7%	1,967	7.6%	2,402	7.8%		
15 - 19	860	8.7%	1,736	6.7%	1,989	6.5%		
20 - 24	568	5.7%	1,565	6.1%	1,672	5.4%		
25 - 34	1,641	16.5%	4,076	15.8%	5,226	17.0%		
35 - 44	1,487	15.0%	4,030	15.6%	4,707	15.3%		
45 - 54	1,311	13.2%	3,005	11.6%	3,465	11.3%		
55 - 64	770	7.8%	2,717	10.5%	2,853	9.3%		
65 - 74	296	3.0%	1,890	7.3%	2,285	7.4%		
75 - 84	141	1.4%	687	2.7%	1,055	3.4%		
85+	34	0.3%	160	0.6%	236	0.8%		
Race and Ethnicity	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	5,243	52.8%	6,024	36.6%	10,008	38.7%	11,368	37.0%
Black Alone	2,555	25.7%	4,053	24.6%	5,901	22.8%	7,149	23.3%
American Indian Alone	86	0.9%	198	1.2%	319	1.2%	397	1.3%
Asian Alone	211	2.1%	426	2.6%	729	2.8%	948	3.1%
Pacific Islander Alone	38	0.4%	55	0.3%	73	0.3%	87	0.3%
Some Other Race Alone	1,266	12.8%	2,283	13.9%	3,488	13.5%	4,306	14.0%
Two or More Races	530	5.3%	3,430	20.8%	5,343	20.7%	6,452	21.0%
Hispanic Origin (Any Race)	4,192	42.2%	7,377	44.8%	11,489	44.4%	13,681	44.6%

**Data Note:** Income is expressed in current dollars.

**Source:** Esri forecasts for 2023 and 2028. U.S. Census Bureau 2010 decennial Census data converted by Esri into 2020 geography.

# Demographics: 5-Mile

Summary	Census 2010		Census 2020		2023	2028		
Population	65,463		88,608		106,090	115,307		
Households	21,119		28,961		34,836	38,398		
Families	16,602		-		26,402	28,959		
Average Household Size	3.08		3.05		3.04	3.00		
Owner Occupied Housing Units	15,043		-		27,674	31,047		
Renter Occupied Housing Units	6,076		-		7,162	7,350		
Median Age	30.8		-		33.7	33.8		
Trends: 2023-2028 Annual Rate	Area		State		National			
Population	1.68%		0.97%		0.30%			
Households	1.97%		1.15%		0.49%			
Families	1.87%		1.16%		0.44%			
Owner HHS	2.33%		1.38%		0.66%			
Median Household Income	2.35%		2.56%		2.57%			
Households by Income			2023		2028			
			Number	Percent	Number	Percent		
<\$15,000			1,477	4.2%	1,408	3.7%		
\$15,000 - \$24,999			1,865	5.4%	1,515	3.9%		
\$25,000 - \$34,999			2,352	6.8%	1,982	5.2%		
\$35,000 - \$49,999			4,132	11.9%	3,752	9.8%		
\$50,000 - \$74,999			7,696	22.1%	8,050	21.0%		
\$75,000 - \$99,999			5,388	15.5%	5,939	15.5%		
\$100,000 - \$149,999			7,364	21.1%	9,316	24.3%		
\$150,000 - \$199,999			2,547	7.3%	3,737	9.7%		
\$200,000+			2,015	5.8%	2,699	7.0%		
Median Household Income			\$74,506		\$83,699			
Average Household Income			\$96,105		\$110,007			
Per Capita Income			\$31,552		\$36,632			
Population by Age	Census 2010		2023		2028			
	Number	Percent	Number	Percent	Number	Percent		
0 - 4	5,569	8.5%	7,952	7.5%	8,862	7.7%		
5 - 9	5,756	8.8%	8,230	7.8%	8,910	7.7%		
10 - 14	5,941	9.1%	7,965	7.5%	8,994	7.8%		
15 - 19	5,580	8.5%	7,149	6.7%	7,581	6.6%		
20 - 24	4,191	6.4%	6,683	6.3%	6,543	5.7%		
25 - 34	9,823	15.0%	17,275	16.3%	19,257	16.7%		
35 - 44	9,333	14.3%	15,576	14.7%	17,737	15.4%		
45 - 54	9,005	13.8%	12,100	11.4%	12,758	11.1%		
55 - 64	6,069	9.3%	11,435	10.8%	10,769	9.3%		
65 - 74	2,624	4.0%	8,101	7.6%	8,866	7.7%		
75 - 84	1,167	1.8%	2,973	2.8%	4,132	3.6%		
85+	403	0.6%	651	0.6%	898	0.8%		
Race and Ethnicity	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	34,789	53.1%	31,554	35.6%	38,027	35.8%	38,919	33.8%
Black Alone	17,425	26.6%	21,530	24.3%	25,320	23.9%	28,523	24.7%
American Indian Alone	548	0.8%	1,037	1.2%	1,258	1.2%	1,433	1.2%
Asian Alone	1,637	2.5%	2,571	2.9%	3,277	3.1%	3,875	3.4%
Pacific Islander Alone	198	0.3%	334	0.4%	368	0.3%	405	0.4%
Some Other Race Alone	7,728	11.8%	12,675	14.3%	15,208	14.3%	17,206	14.9%
Two or More Races	3,139	4.8%	18,907	21.3%	22,632	21.3%	24,946	21.6%
Hispanic Origin (Any Race)	27,991	42.8%	41,516	46.9%	49,758	46.9%	54,091	46.9%

**Data Note:** Income is expressed in current dollars.

**Source:** Esri forecasts for 2023 and 2028. U.S. Census Bureau 2010 decennial Census data converted by Esri into 2020 geography.



# Demographics: 10-Mile

Summary	Census 2010		Census 2020		2023	2028		
Population	348,418		414,964		443,162	461,585		
Households	124,972		148,421		159,476	167,853		
Families	88,021		-		109,106	114,640		
Average Household Size	2.74		2.75		2.74	2.71		
Owner Occupied Housing Units	79,943		-		103,014	110,961		
Renter Occupied Housing Units	45,030		-		56,462	56,893		
Median Age	34.1		-		35.8	36.1		
Trends: 2023-2028 Annual Rate	Area		State		National			
Population	0.82%		0.97%		0.30%			
Households	1.03%		1.15%		0.49%			
Families	0.99%		1.16%		0.44%			
Owner HHS	1.50%		1.38%		0.66%			
Median Household Income	2.52%		2.56%		2.57%			
Households by Income			2023		2028			
			Number	Percent	Number	Percent		
<\$15,000			12,893	8.1%	12,393	7.4%		
\$15,000 - \$24,999			12,619	7.9%	10,687	6.4%		
\$25,000 - \$34,999			13,906	8.7%	12,388	7.4%		
\$35,000 - \$49,999			20,336	12.8%	18,949	11.3%		
\$50,000 - \$74,999			32,204	20.2%	32,872	19.6%		
\$75,000 - \$99,999			20,736	13.0%	22,825	13.6%		
\$100,000 - \$149,999			27,821	17.4%	33,205	19.8%		
\$150,000 - \$199,999			10,589	6.6%	14,462	8.6%		
\$200,000+			8,372	5.2%	10,071	6.0%		
Median Household Income			\$63,088		\$71,452			
Average Household Income			\$87,689		\$98,907			
Per Capita Income			\$31,708		\$36,119			
Population by Age	Census 2010		2023		2028			
	Number	Percent	Number	Percent	Number	Percent		
0 - 4	26,541	7.6%	30,121	6.8%	31,954	6.9%		
5 - 9	26,850	7.7%	31,450	7.1%	32,296	7.0%		
10 - 14	26,956	7.7%	31,104	7.0%	33,025	7.2%		
15 - 19	26,357	7.6%	29,196	6.6%	29,809	6.5%		
20 - 24	23,401	6.7%	29,155	6.6%	28,757	6.2%		
25 - 34	48,540	13.9%	65,660	14.8%	67,573	14.6%		
35 - 44	46,812	13.4%	60,663	13.7%	65,857	14.3%		
45 - 54	48,231	13.8%	50,545	11.4%	51,895	11.2%		
55 - 64	36,608	10.5%	50,227	11.3%	47,014	10.2%		
65 - 74	20,896	6.0%	39,632	8.9%	41,739	9.0%		
75 - 84	12,370	3.6%	19,055	4.3%	23,947	5.2%		
85+	4,856	1.4%	6,354	1.4%	7,720	1.7%		
Race and Ethnicity	Census 2010		Census 2020		2023		2028	
	Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone	223,294	64.1%	181,621	43.8%	188,725	42.6%	184,792	40.0%
Black Alone	63,412	18.2%	71,412	17.2%	77,274	17.4%	84,300	18.3%
American Indian Alone	2,743	0.8%	4,681	1.1%	5,088	1.1%	5,604	1.2%
Asian Alone	8,176	2.3%	11,771	2.8%	13,422	3.0%	15,265	3.3%
Pacific Islander Alone	818	0.2%	1,259	0.3%	1,321	0.3%	1,436	0.3%
Some Other Race Alone	35,633	10.2%	55,483	13.4%	60,815	13.7%	66,847	14.5%
Two or More Races	14,342	4.1%	88,738	21.4%	96,517	21.8%	103,340	22.4%
Hispanic Origin (Any Race)	141,904	40.7%	192,779	46.5%	210,126	47.4%	221,329	47.9%

**Data Note:** Income is expressed in current dollars.

**Source:** Esri forecasts for 2023 and 2028. U.S. Census Bureau 2010 decennial Census data converted by Esri into 2020 geography.



# Information About Brokerage Services

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

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH -INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
  - Must not, unless specifically authorized in writing to do so by the party, disclose:
    - that the owner will accept a price less than the written asking price;
    - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
    - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>REOC General Partner, LLC</u>	<u>493853</u>	<u>bharris@reocsanantonio.com</u>	<u>(210) 524-4000</u>
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Sales Agent/Associate's Name	License No.	Email	Phone

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Buyer/Tenant/Seller/Landlord Initials

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