



**MONARCH**  
COMMERCIAL ADVISORS



Projected to Open March 2025



Opened  
September  
2024



Projected to  
Open May  
2025



Projected to Open  
January 2025

**MALDIVES NAIL & SPA**  
Projected to Open January 2025

**DENTIST OFFICE**  
Projected to Open March 2025

**SIMPLICITE LASH STUDIO**  
Projected to Open April 2025

# FULSHEAR SQUARE

FULSHEAR, TX (HOUSTON MSA)

Prime New Construction Fully Leased Strip Center in Growing Suburb – All Leases are Triple Net (NNN)

In Association with Scott Reid & ParaSell, Inc. | A licensed Texas Broker # 9009637

**CROSS CREEK TOWN CENTER**

SOLD BY MONARCH COMMERCIAL ADVISORS

**MAIN ENTRANCE TO CROSS CREEK RANCH MASTER PLANNED COMMUNITY**

**CROSS CREEK BEND FITNESS CENTER & POOL**



**ALDERS CROSS CREEK APARTMENTS (RETIREMENT COMMUNITY)**

**petsuites**  
STAY • PLAY

**FM 1093 - 22,798 VPD**

**Fulshear Square**

# LEAD BROKERS

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**MONARCH**  
COMMERCIAL ADVISORS

This information in this Offering Memorandum 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.



Fully leased contemporary strip center on a high-traffic corner in a booming, affluent Houston suburb. All leases are NNN and allow full pass-through, including management fee.

<b>Price</b>	<b>\$8,962,000</b>
<b>Cap Rate</b>	<b>6.50%</b>
<b>NOI</b>	<b>\$582,555</b>
<b>Price/SF</b>	<b>\$510.28</b>
<b>Leasable Area</b>	<b>17,517 SF</b>
<b>Land Area</b>	<b>2.00 AC</b>
<b>Year Built</b>	<b>2024</b>

**28432 FM 1093 FULSHEAR, TX**





## WHY INVEST

**Located in the “Fastest Growing Small Town in America”** Fulshear is part of Houston’s “suburban dream,” affording Houston commuters quality of life, excellent schools, parks, fitness centers, clubs, and other amenities. In 2023 the town was ranked by **24/7 Wallstreet** as the “**Fastest Growing Small Town in America**” having grown tenfold in size from 2010 to 2020. Growth since 2010 within a 1-mile radius of the subject property was 322%.

### **First Local Retail Strip Center for Affluent Fulshear**

As a new community that is still under development, the subject property will meet the demand of this high-income suburb, where **incomes within 5 miles exceed \$200K**. The center’s contemporary design aligns with the upscale market. Fulshear Square is fully leased (all leases NNN) with full pass-through including management fee.

### **7 Tenants include an Ideal Mix of Daily Needs, Services and Dining**

Key service-based tenants include a pediatric doctor’s office, dentist, music school, and traditional nail salon. Dining options include Playa Bowls, a popular fruit bowl and smoothie shop, and Mezze, a rapidly expanding Houston-based restaurant and bar. Creekstone, a luxury outdoor retailer, caters to the high-income market, and has invested significant capital to turn their space into a outdoor furnishing and landscaping showroom.

### **Surrounded by Master Planned Communities**

Fulshear Square is ideally positioned along Farm to Market 1093, a main thoroughfare connecting to Westpark Tollway, which leads directly to downtown Houston. **The subject property lies at the entrance to Cross Creek Ranch, a 3,200-acre master-planned community** with over 6,000 homes and many amenities. On the other side of the entrance to Cross Creek Ranch is Cross Creek Town Center, which houses Fulshear’s City Hall. The area also features many new developments, including the luxurious Argone Apartments and Alders Creek, a new retirement community.

### **Expanding West: Houston’s Continuous Growth**

Houston’s elaborate and well-designed infrastructure, such as the 10-lane Interstate-10, allows for aggressive expansion and the development of new, well-designed master planned communities. These new developments are growing continuously more creative and are designed to appeal to a modern family with safety measures, aesthetic home designs, built-in water features, and larger parcels.

### **Houston is the 5th Largest City in the U.S.**

As an attractive place to work and live, more and more people flock to the city and surrounding suburbs to experience the high-quality of life Houston has to offer. **The Houston metro area’s population increased by about 140,000 from July 2022 to July 2023**, ranking second in the nation for the influx ([Axios.com](https://www.axios.com)).

# 05 TRADE AREA

Located adjacent to the premier Cross Creek Ranch master planned community

22,762  
COMBINED VPD  
ALONG FM 1093

323%  
% POPULATION  
GROWTH IN 1 MILE  
2010 -2020

6,000  
HOMES IN THE  
CROSS CREEK  
RANCH MASTER  
PLANNED  
COMMUNITY



Walmart \* TJ-maxx ROSS DRESS FOR LESS  
DOLLAR TREE Chick-fil-A five BELOW PETSMART  
Culver's Panda Express STARBUCKS COFFEE McDonald's Cane's

H-E-B SAJAD AND GO  
PET SUPPLIES PLUS CHASE  
jiffylube SONIC

ALDI CVS pharmacy  
Auto Zone Wendy's

ST. FAUSTINA  
CATHOLIC CHURCH

ALDERS CROSS CREEK APARTMENTS  
(RETIREMENT COMMUNITY)

Celebree SCHOOL  
ARCOFIT GYM & WELLNESS

petsuites  
STAY \* PLAY

Fulshear Square

FM 1093 WEST - 11,214 VPD  
FM 1093 EAST - 11,548 VPD

DOWNTOWN  
HOUSTON  
(32 MILES)



		<b>CURRENT</b>
<b>Price</b>		<b>\$8,962,000</b>
<b>Capitalization Rate</b>		<b>6.50%</b>
<b>Price Per Square Foot</b>		<b>\$510.28</b>
Down Payment	40%	\$3,584,800
Loan Amount	60%	\$5,377,200
Total Leased (SF):	100.00%	17,563
Total Vacant (SF):	0.00%	0
Total Rentable Area (SF):	100.00%	17,563
<b>Income</b>	<b>\$/SF</b>	
Scheduled Rent	\$33.17	\$582,555
Scheduled Recoveries	\$13.27	\$232,986
<b>Effective Gross Income</b>		<b>\$815,541</b>
<b>Adjusted Gross Income</b>		<b>\$815,541</b>
<b>Expense</b>	<b>\$/SF</b>	
Property Taxes	(\$5.69)	(\$100,000)
Insurance	(\$2.05)	(\$36,000)
CAM	(\$3.80)	(\$66,786)
Property Association Dues	(\$0.28)	(\$5,000)
Management Fee	(\$1.43)	(\$25,200)
<b>Total Operating Expenses</b>	<b>(\$13.27)</b>	<b>(\$232,986)</b>
<b>Net Operating Income</b>		<b>\$582,555</b>

		<b>PROPOSED FINANCING</b>
<b>Proposed Loan Amount</b>		<b>\$5,377,200</b>
<b>Loan To Value</b>		<b>60%</b>
<b>Interest Rate</b>		<b>6.00%</b>
Amortization (Years)		<b>30</b>
Term (Years)		<b>10</b>
Net Operating Income		<b>\$582,555</b>
Debt Service		<b>(\$386,868)</b>
Pre-Tax Cash Flow		<b>\$195,687</b>
Debt Coverage Ratio		<b>1.51</b>
Cash-on-cash Return		<b>5.46%</b>
Principal Pay down (Year 1)		<b>\$66,033</b>
Total Return		<b>\$261,719</b>
Yield		<b>7.30%</b>

Note: Proposed loan terms may fluctuate with market conditions and are for evaluation purposes only. Monarch Commercial Advisors is not a lender or mortgage broker.



Tenant Info				Lease Terms		Rent Summary			
TENANT NAME	SUITE ID	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT	% INCREASE
<b>Steadfast Primary</b>	<b>A</b>	<b>3,245</b>	<b>18.48%</b>	<b>03/01/25</b>	<b>02/28/35</b>	<b>\$8,653</b>	<b>\$103,834</b>	<b>\$32.00</b>	
<i>(Steadfast Primary Care, LLC, a Texas limited liability company)</i>			Increase	03/01/29	02/28/34	\$9,194	\$110,323	\$34.00	6.3%
<i>(2 - 5 YR options at FMR; no less than 3.0% of previous yrs rental rate)</i>			Option 1	03/01/34	02/28/39	FMV			
			Option 2	03/01/39	02/29/44	FMV			
<b>Maldives Spa &amp; Nails</b>	<b>B</b>	<b>2,750</b>	<b>15.66%</b>	<b>01/01/25</b>	<b>12/31/34</b>	<b>\$7,014</b>	<b>\$84,165</b>	<b>\$30.61</b>	
<i>(Maldives Spa &amp; Nails, LLC, a Texas limited liability company)</i>				01/01/26	12/31/26	\$7,154	\$85,849	\$31.22	2.0%
<i>(2 - 5 YR options at FMR; no less than 3.0% of previous yrs rental rate)</i>				01/01/27	12/31/27	\$7,297	\$87,566	\$31.84	2.0%
				01/01/28	12/31/28	\$7,443	\$89,317	\$32.48	2.0%
				01/01/29	12/31/29	\$7,592	\$91,103	\$33.13	2.0%
				01/01/30	12/31/30	\$7,744	\$92,925	\$33.79	2.0%
				01/01/31	12/31/31	\$7,899	\$94,784	\$34.47	2.0%
				01/01/32	12/31/32	\$8,057	\$96,679	\$35.16	2.0%
				01/01/33	12/31/33	\$8,218	\$98,613	\$35.86	2.0%
				01/01/34	12/31/34	\$8,382	\$100,585	\$36.58	2.0%
			Option 1	01/01/35	12/31/39	FMV			
			Option 2	01/01/40	12/31/44	FMV			
<b>Simplicite Lash Studio</b>	<b>C</b>	<b>1,512</b>	<b>8.61%</b>	<b>04/01/25</b>	<b>03/31/35</b>	<b>\$4,032</b>	<b>\$48,384</b>	<b>\$32.00</b>	
<i>(independent operator)</i>				04/01/26	03/31/27	\$4,113	\$49,352	\$32.64	2.0%
				04/01/27	03/31/28	\$4,195	\$50,339	\$33.29	2.0%
				04/01/28	03/31/29	\$4,279	\$51,345	\$33.96	2.0%
				04/01/29	03/31/30	\$4,364	\$52,372	\$34.64	2.0%
				04/01/30	03/31/31	\$4,452	\$53,420	\$35.33	2.0%

Buyer must verify all information and bears all risk for any inaccuracies.



Tenant Info		Lease Terms				Rent Summary					
TENANT NAME	SUITE ID	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT	% INCREASE		
<b>Simplicite Lash Studio - continued</b> <i>(independent operator)</i>  <i>(2 - 5 YR options)</i>	<b>C</b>	<b>1,512</b>	<b>8.61%</b>	04/01/31	03/31/32	\$4,541	\$54,488	\$36.04	2.0%		
				04/01/32	03/31/33	\$4,632	\$55,578	\$36.76	2.0%		
				04/01/33	03/31/34	\$4,724	\$56,690	\$37.49	2.0%		
				04/01/34	03/31/35	\$4,819	\$57,823	\$38.24	2.0%		
				<i>Option 1</i>	<i>04/01/35</i>	<i>03/31/40</i>	<i>FMV</i>				
				<i>Option 2</i>	<i>04/01/40</i>	<i>03/31/45</i>	<i>FMV</i>				
<b>Creekstone Fulshear</b> <i>(Creekstone Custom Living &amp; Outdoors, LLC)</i> <i>(2 - 5 YR options)</i>	<b>D</b>	<b>3,989</b>	<b>22.71%</b>	<b>09/15/24</b>	<b>09/14/29</b>	<b>\$11,635</b>	<b>\$139,615</b>	<b>\$35.00</b>			
				<i>Option 1</i>	<i>09/15/29</i>	<i>09/14/34</i>	<i>\$13,031</i>	<i>\$156,369</i>	<i>\$39.20</i>	<i>12.0%</i>	
				<i>Option 2</i>	<i>09/15/34</i>	<i>09/14/39</i>	<i>\$13,422</i>	<i>\$161,060</i>	<i>\$43.90</i>	<i>12.0%</i>	
<b>Dr. Tina F. Jalali, DMD PLLC, a Texas limited liability company</b>	<b>E</b>	<b>1,566</b>	<b>8.92%</b>	<b>03/01/25</b>	<b>02/28/35</b>	<b>\$4,307</b>	<b>\$51,678</b>	<b>\$33.00</b>			
				Increase	03/01/26	02/28/27	\$4,393	\$52,712	\$33.66	2.0%	
				Increase	03/01/27	02/29/28	\$4,480	\$53,761	\$34.33	2.0%	
				Increase	03/01/28	02/28/29	\$4,570	\$54,841	\$35.02	2.0%	
				Increase	03/01/29	02/28/30	\$4,661	\$55,938	\$35.72	2.0%	
				Increase	03/01/30	02/28/31	\$4,754	\$57,049	\$36.43	2.0%	
				Increase	03/01/31	02/29/32	\$4,849	\$58,193	\$37.16	2.0%	
				Increase	03/01/32	02/28/33	\$4,947	\$59,367	\$37.91	2.0%	
				Increase	03/01/33	02/28/34	\$5,045	\$60,542	\$38.66	2.0%	
				Increase	03/01/34	02/28/35	\$5,147	\$61,763	\$39.44	2.0%	
				Increase	03/01/35	05/31/35	\$5,250	\$63,000	\$40.23	2.0%	
				<i>Option 1</i>	<i>06/01/35</i>	<i>05/31/40</i>	<i>FMV</i>				
<i>Option 2</i>	<i>06/01/40</i>	<i>05/31/45</i>	<i>FMV</i>								

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Tenant Info				Lease Terms		Rent Summary			
TENANT NAME	SUITE ID	SQ. FT.	% OF GLA	TERM		MONTHLY RENT	ANNUAL RENT	RENT/FT	% INCREASE
<b>Playa Bowls</b>	<b>F</b>	<b>1,500</b>	<b>8.54%</b>	<b>05/01/25</b>	<b>04/30/35</b>	<b>\$4,204</b>	<b>\$50,444</b>	<b>\$33.63</b>	
<i>Franchisee</i>			Increase	<i>05/01/30</i>	<i>04/30/35</i>	<b>\$4,729</b>	<b>\$56,750</b>	<b>\$37.83</b>	12.5%
<i>(2 - 5 YR options - Increase 12.5% every 5 yrs including option periods)</i>			Option 1	<i>05/01/35</i>	<i>04/30/40</i>	\$5,320	\$63,843	\$42.56	12.5%
			Option 2	<i>05/01/40</i>	<i>04/30/45</i>	\$5,985	\$71,824	\$47.88	12.5%
<b>Mezze Mediterrean Eatery</b>	<b>G</b>	<b>3,001</b>	<b>17.09%</b>	<b>01/01/24</b>	<b>12/31/33</b>	<b>\$8,703</b>	<b>\$104,435</b>	<b>\$34.80</b>	
<i>(independent operator)</i>			Increase	<i>01/01/29</i>	<i>12/31/33</i>	\$8,853	\$106,235	\$35.40	1.7%
<i>(2 - 5 YR options at FMR; no less than 2.0% of previous yrs rental rate)</i>			Option 1	<i>01/01/34</i>	<i>12/31/38</i>	FMV			
			Option 2	<i>01/01/39</i>	<i>12/31/43</i>	FMV			
	<b>OCCUPIED</b>	<b>17,563</b>	<b>100.00%</b>		<b>TOTAL CURRENT</b>	<b>\$48,546</b>	<b>\$582,555</b>	<b>\$33.17</b>	
	VACANT	0	0.00%						
	CURRENT TOTALS	17,563	100.00%						

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## THE TENANT MIX

### FULSHEAR SQUARE

This strip center truly serves the daily needs of the community, offering a primary care office, fruit bowl and smoothie shop, dentist office, nail salon, outdoor design retailer, beauty salon, and Mediterranean restaurant.

Constructed in 2024 using top of the line building materials, the strip center features a modern and contemporary look with detailed landscaping and aesthetic enhancements.



### STEADFAST

Primary Care Practice

SteadFast is a primary care provider with offices in Katy and Fulshear. It offers a variety of **preventative care services** such as annual physical exams for sports/work clearances, vaccinations and immunizations, and wellness exams.

The practice also provides **diagnostics for many acute symptoms and treats chronic diseases** such as diabetes, asthma, hypertension, elevated cholesterol, and others.



### CREEKSTONE

Outdoor Design & Landscaping

Creekstone Outdoor Living is a complete solution for **custom outdoor design services and products**. Their retail store and design center provides a one-stop-shop for all outdoor living needs, with the nation's top-rated backyard accessories, equipment, and outdoor appliances.

Creekstone takes simple concepts like outdoor grills, custom patio covers, and clear blue swimming pools and **turns them into backyard paradises for their clients**.



**MEZZE**

Mediterranean Restaurant



Located in South Conroe, Texas, Mezze is a family-owned restaurant serving Middle Eastern cuisine.

The word “MEZZÉ” refers to several small dishes served as an appetizer or with alcoholic drinks, or as a light meal. “#1” stands for their **commitment to quality and providing the best possible customer service.**



**PLAYA BOWLS**

Mediterranean Restaurant

Playa Bowls is a healthy fruit bowl and smoothie company that has flourished into over 200+ stores, thousands of employees, and a mission to lead communities in healthy, sustainable living.



**SIMPLICITE LASH STUDIO**

Beauty Salon

Simplicite Lash Studio offers lash extensions, lash lifts & tints, brow lamination, makeup, waxing, and jewelry to its many clients.

**MALDIVES SPA & NAILS**

**MALDIVES SPA & NAILS**

Nail Salon & Spa

Maldives Spa & Nails redefines spa standards by combining a customer-focused approach with a serene spa-like atmosphere.

**DR. TINA F. JALALI**

**DR. TINA F. JALALI**

Dentist

Local independent dental practice focusing on the prevention, diagnosis, and treatment of the oral cavity.



## PROPERTY DATA

**19,347**  
Rentable SF

**2.00**  
Acres

**92**  
Parking Spaces

## LEGEND



Property Boundary



Egress



“

Average household incomes within a 5-mile radius exceed \$200,000/year

Subject Property





## TROPHY STRIP CENTER ON BUSTLING HIGHWAY

This contemporary strip center is built with modern features including an attractive façade and landscaping befitting its location in affluent Fulshear, TX.



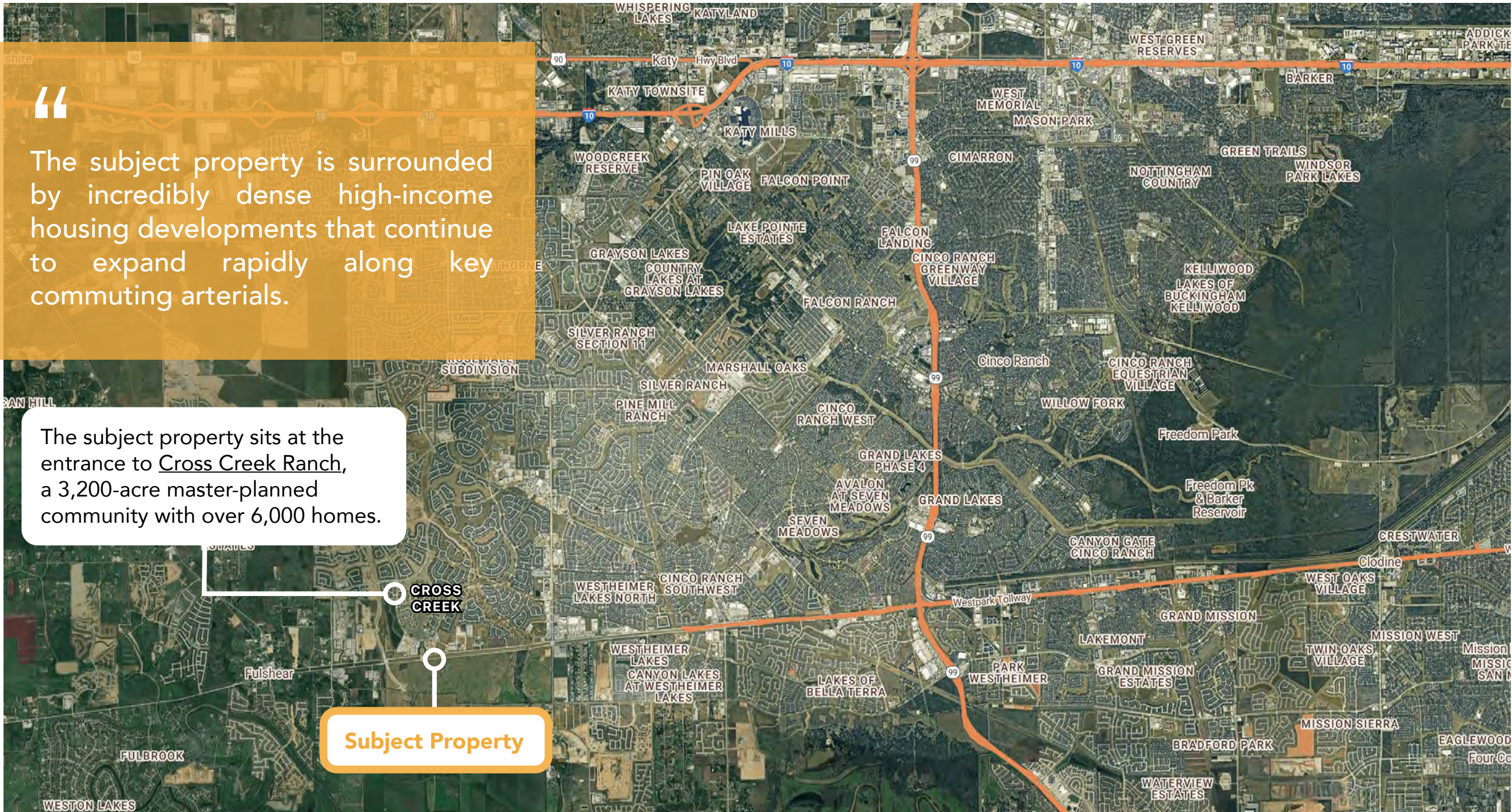


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The subject property is surrounded by incredibly dense high-income housing developments that continue to expand rapidly along key commuting arterials.

The subject property sits at the entrance to Cross Creek Ranch, a 3,200-acre master-planned community with over 6,000 homes.

**Subject Property**





28432 FM 1093 FULSHEAR, TX 95687



**H-E-B** **SAJAD** **MAPLE & STREET**  
BISCUIT COMPANY

**HOTWORX** **OrangeTheory** **Valvoline** **REGIONS**

**PET SUPPLIES PLUS** **SONIC** **CHASE** **jiffylube**

**Bank of America** **Great Clips** **MOD PIZZA** **FIRST WATCH**

**CVS pharmacy** **9**  
goodwill

**CLUB PILATES** **F45**

**Little Caesars** **SHIPLEY DO-NUTS** **McDonald's**

**ALDI** **BLACK ROCK** **AutoZone**

**SUBWAY** **Club**  
CARWASH

**Walmart** **ROSS** **ULTA**  
Supercenter DRESS FOR LESS BEAUTY TV

**five BELOW** **TJ-maxx** **WELLS FARGO**

**SUBWAY** **LA FITNESS**

**Chick-fil-A** **PET SMART** **SportClips**

**WHATABURGER** **TACO BELL** **DOLLAR TREE** **tropical CAFE**

**GNC** **PANDA EXPRESS** **Jockey Mikes** **Starbucks** **Cane's**

**Lowe's** **Kroger** **Walgreens**

**REGIONS** **CHASE** **PAPA JOHN'S** **Starbucks**

**SUPERCUTS** **PROSPERITY BANK** **Great Clips**

**petco** **Bank of America** **Academy**  
SPORTS + OUTDOORS

**BIG FROG** **PNC** **SUBWAY**

**Shell** **BURGER KING** **SONIC** **CHIPOTLE**

**FIREHOUSE SUBS** **POPEYES** **FRYMAN'S** **SHIPLEY DO-NUTS**

**F45**

Subject Property

**Culver's** **Shell** **McDonald's**

**Quick Quack CAR WASH**

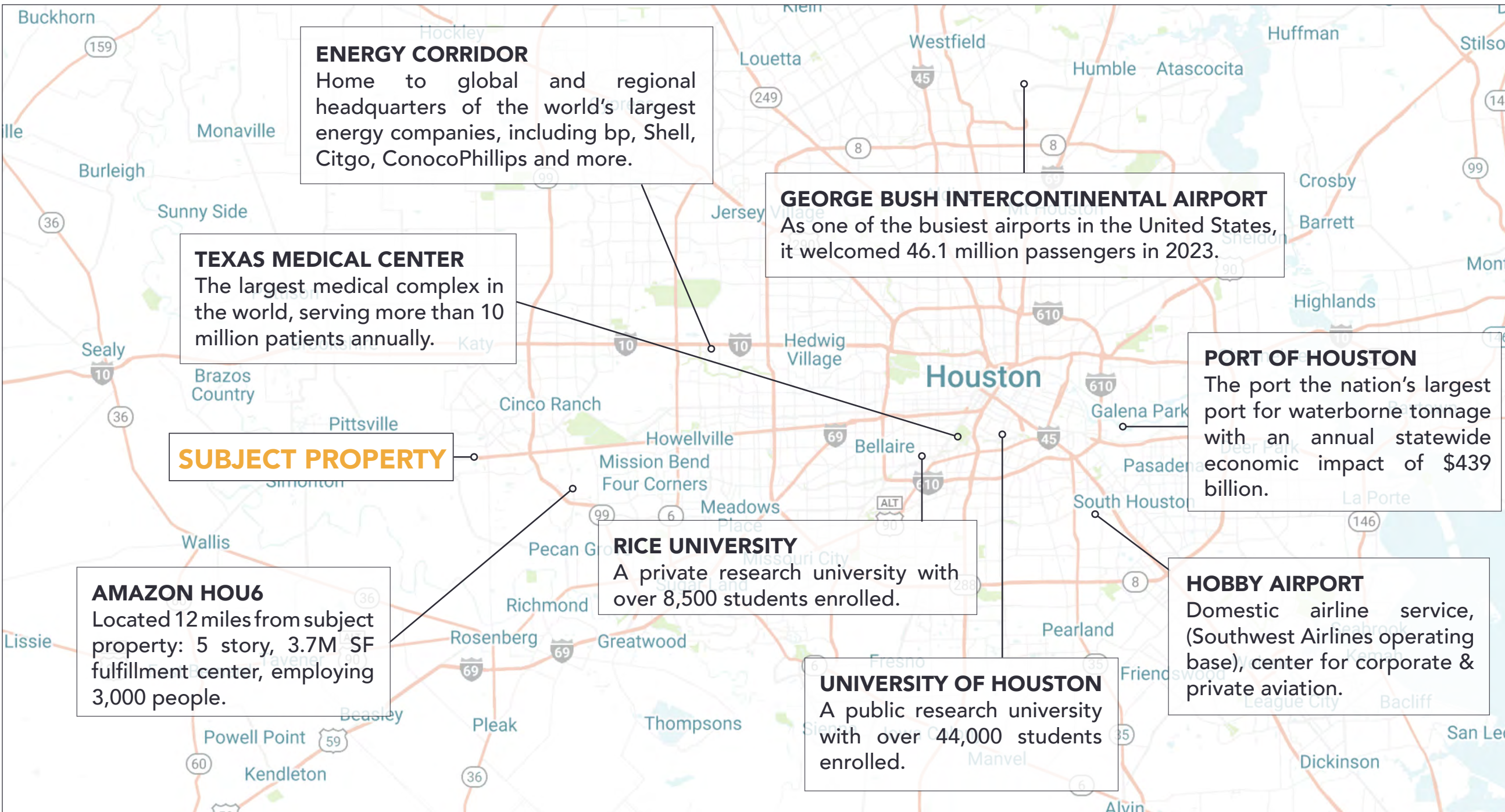
**ANYTIME FITNESS**

**Pizza Hut**

**CALIBER COLLISION**

**H-E-B** **ROSATTI'S** **Shell** **Arby's**







### FULSHEAR, TX

Fulshear is located 33 miles west of Houston, TX, serving as a suburb for the city. It is in close proximity to other major Texan cities, including San Antonio and Austin.



# FULSHEAR, TX, IN FOCUS

FULSHEAR IS A BOOMING, AFFLUENT HOUSTON SUBURB IN NORTHWEST FORT BEND COUNTY



## AN AFFLUENT AND DENSE SUBURB

Fulshear is located in Fort Bend County just west of downtown Houston. Known for its small-town charm and open landscapes, Fulshear has a population of around 20,000 residents and has seen significant growth as part of Houston’s expanding metropolitan area. **In 2023 the town was ranked by 24/7 Wallstreet as the “Fastest Growing Small Town in America”** having grown tenfold in size from 2010 to 2020.

Fulshear is a premier address **featuring the highest per capita income and educational attainment in the Houston area.** The town has become home to many wealthy and affluent families, with 33.8% of households earning over \$200,000 a year.

The city’s economy is largely supported by residential development and retail, with **new communities and commercial spaces continuing to emerge as more move to the area.** With its blend of suburban comfort and accessibility to Houston, Fulshear has become an appealing destination for families and professionals seeking a new home.

## SITE DEMOGRAPHICS

	1 mi	3 mi	5 mi	10 mi
Population	3,302	46,586	131,826	418,426
Average HH Income	\$199,185	\$191,268	\$200,505	\$165,280
Median HH Income	\$156,584	\$161,544	\$162,632	\$128,179
2010-2020 Annual Growth %	323.4%	79%	51.2%	18.3%
Estimated Households	1,034	13,967	40,108	137,557



THE HOUSTON MSA

7.5M

ESTIMATED HOUSTON MSA POPULATION

\$513B

HOUSTON MSA GDP FOR 2023

4TH

MOST POPULOUS CITY IN THE UNITED STATES

#1

LARGEST CITY IN TEXAS

THE ENERGY CAPITAL OF THE WORLD

Greater Houston is **the fifth-most populous metropolitan statistical area in the United States** and has historically been among the fastest-growing metropolitan areas in the country. The city’s **dynamic and rich culture, thriving economy, and growing population** make it an ideal market to live, work, and invest in.

Houston is **recognized worldwide for its economy**: particularly for oil and natural gas, and increasingly for biomedical research and aeronautics, being home to NASA’s Manned Spacecraft Center. If Houston were a country, it would rank as the 25th largest economy in the world, exceeding Thailand and Ireland.

Metro Houston has the **third largest concentration of Fortune 500 companies in nation** and is home to more than 9,100 tech-related firms including more than 1,000 venture backed startups.

Anchored by the Port of Houston, the Houston MSA has **the highest trade export value of all metropolitan areas**, at over \$132billion in 2023, accounting for 42% of the total exports of Texas.

Houston has four state universities and several private institutions of higher learning within the MSA: The University of Houston, The University of Houston–Clear Lake, University of Houston–Downtown, Texas Southern University, Rice University, Houston Christian University, and more.

Houston is **home to the Texas Medical Center—the largest medical center in the world**. Encompassing over 2 square miles of land, the Texas Medical Center employs over 106,000 people, hosts 10 million patient encounters annually, and has a gross domestic product of US\$25 billion.



# CONTACT

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TX Lic: 9009637

In Association with ParaSell, Inc.

(949) 942-6585

A licensed Texas Broker # 9009637



**MONARCH**  
COMMERCIAL ADVISORS

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# 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.

11-2-2015



## 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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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>ParaSell, Inc.</u>	<u>9009637</u>	<u>broker@parasellinc.com</u>	<u>949.942.6585</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>Scott Reid</u>	<u>739436</u>	<u>broker@parasellinc.com</u>	<u>949.942.6585</u>
Designated Broker of Firm	License No.	Email	Phone
<u>Licensed Supervisor of Sales Agent/ Associate</u>	<u>License No.</u>	<u>Email</u>	<u>Phone</u>
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date