



RIO @ 1604

CONFIDENTIAL OFFERING MEMORANDUM

14900 NACOGDOCHES RD, SAN ANTONIO, TX 78247

MULTIFAMILY | 132 UNITS

KW COMMERCIAL

The **GO** Getters
multifamily real estate team



Presented By:

INVESTMENT SALES

Listing Agent

Jaxton Hoelting

Realtor

Mobile: (806) 316-9233

Email: jaxtonhoelting@kw.com

Owner Contact

Mike Minnick

Principal

(801) 918-7888

incomeprop@comcast.net

Offer Procedures

- Letter of intent
- Resume and/or business letter indicating assets owned
- Transaction references
- Banking references
- Source of equity for acquisition

Property Tours

Prospective investors are encouraged to visit the subject property prior to submitting an offer. Please do not contact the on-site management or staff without prior approval. All property showings are by appointment only. Please contact us for more details.

Sale Conditions

Interested prospective investors should be aware that the owner of the property is selling the property in as-is, where-is condition with all faults, if any, and without representations or warranties of any kind of nature, expressed or implied, written or oral.

Communications

All communications, inquiries and requests, including property tours, should be addressed to the listing agent and/or the owner contact.

AGENDA SUMMARY



- 1** Investment Overview
- 2** Regional Overview
- 3** Rent Comparables
- 4** Financial Analysis
- 5** Community Images





Value Add Potential



Work Completed by Current Owner

- Renovated 80 units with granite countertops, new flooring, updated appliances, new paint, and upgraded plumbing & lighting fixtures for monthly premiums of \$100+ per unit
- Added 80 washers & dryers to units for monthly premiums of \$45 per unit
- Replaced 100% of the windows in all 132 units and the clubhouse
- Upgraded the monument sign and community signage across the property
- Completed exterior paint on all apartment buildings and clubhouse
- Resurfaced the parking lot



Potential Upgrades

- **Renovate 50 remaining classic units** to achieve \$100 per month rent premiums
- **Add 50 washers & dryers to the remaining classic units** and charge an additional \$45 per unit per month
- **Add 12 private yards** to the already existing 3 for monthly premiums of \$75 per yard
- **Add 25 reserved parking stalls** for monthly premiums of \$15 per unit



Multifamily Units
132



Avg. Unit Size
1,242 SF



Occupancy
93%



Avg. Leased Rent
\$1,287



Avg. Market Rent
\$1,368

PROPERTY INFORMATION

Property Name	Rio @ 1604
Address	14900 Nacogdoches Rd
City	San Antonio
State	Texas
Zip Code	78247
County	Bexar
Market	San Antonio
Submarket	Northeast San Antonio
# of Units	132
Building SF	163,906
Land SF	562,795
Land Acres	12.92
Year Built	1984
Year Renovated	2022
Zoning	C-2
Parcel Number	15723-000-0110
# of Stories	2
# of Buildings	35
# of Parking Spaces	300
Parking Ratio	2.3

FEES & DEPOSITS

Application Fee	\$50	per applicant
Security Deposit	250	at move-in
Move-In Fees	\$0 - \$300	at move-in
Pet Rent	\$25	per month
Pet Fee	\$300	at move-in
Private Yards	\$75 (3)	per month
Internet & Cable	\$80 (Req.)	per month
Washer & Dryer	\$45 (80)	per month
Trash	\$10	per month
Pest Control	\$5	per month
Liability Insurance	\$14	per month
Credit Builder	\$6	per month
Utility Admin Fee	\$4	per month

UTILITIES

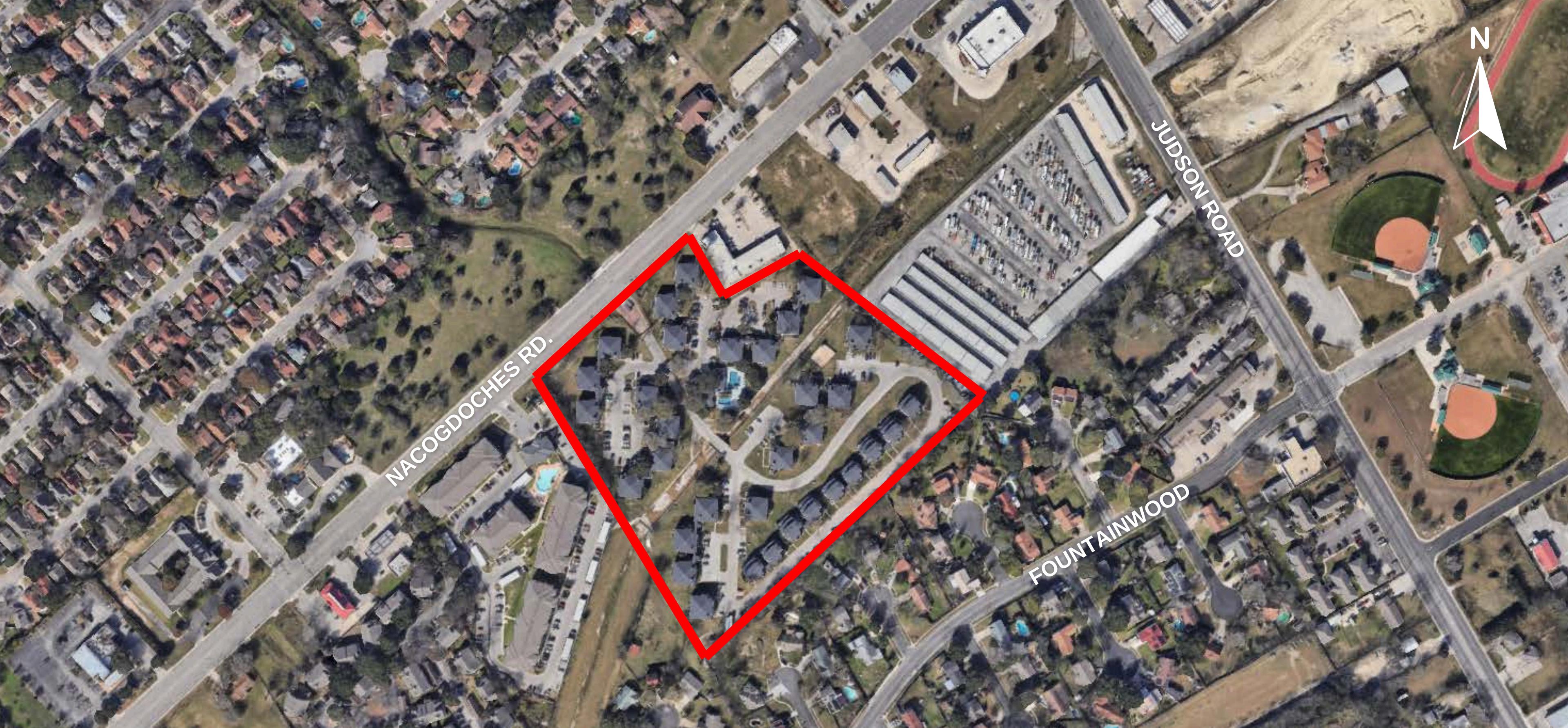
Type	Who Pays	How
Water/Sewer	Resident	RUBS
Electric	Resident	Submeter
Trash	Resident	\$10 Fee / mo
Internet	Resident	Bulk Contract

CONSTRUCTION

Framing	Wood Frame
Exterior	Hardie Plank
Parking	Surface - Asphalt
Roof	Pitched - Asphalt Composition Shingle
Windows	Double Pane (Replaced all in 2022)
Balconies	Private
HVAC	Split Individual Electric HVAC
Fire Safety	No Sprinklers, Battery Detectors & Fire Extinguishers
Stairs & Breezway	Metal Railings with Concrete Treads
Countertops	Granite & Laminate
Flooring	Faux wood flooring & carpet
Laundry	Hookups in all Units

REAL ESTATE TAXES

Tax Year	Assesed Value	Tax Rate	Taxes Paid
2024	\$15,000,000	2.286%	\$342,832
2025	\$14,250,000	2.267%	\$323,115



Investment Overview | PROPERTY AERIAL





WHY SAN ANTONIO IS THE PLACE FOR BUSINESS

01 BIG BUSINESS

Headquarters to seven Fortune 1000 companies (Fortune)

02 POPULATION GROWTH

1 million new residents projected to be added by 2040

03 SMALL BUSINESS

Among the top 20 "Best Major U.S. cities to start a small business (WalletHub)

04 TRAVEL

No. 11 "Best Cities in U.S" (travel + Leisure)



Economic Highlights

Methodist Hospital Texsan (0.5 miles):

- Methodist Hospital Texsan is part of Methodist Healthcare, comprised of nine hospitals, three ambulatory surgery centers, four 24-hour free-standing ERs, and housing over 2,100 beds
- Methodist Healthcare employs more than 7,500 medical professionals and support staff, making it the third-largest private employer in the metro

South Texas Medical Center (4.1 miles):

- South Texas Medical Center (STMC) encompasses 900 acres and houses 75 medical-related facilities, 45 clinics, 12 major hospitals, and a medical school
- STMC plays an integral role in the local health care and bioscience industry, employing **over** 30,000 medical professionals and support staff generating a \$37 billion annual economic impact

St Mary's University (2.3 Miles):

- St. Mary's offers 75 academic programs with an enrollment of approximately 4,000 undergraduate and graduate students

USAA Headquarters (2.9 miles):

- Located on a 232-acre campus in Northwest San Antonio, USAA provides banking, investing, and insurance services to more than 12.4 million individuals and families
- USAA employs nearly 15,000 individuals, making it the second largest employer in the metro

San Antonio International Airport (5.2 miles):

- The San Antonio International and Stinson Municipal airports generate more than \$5 billion in economic impact to the region and supports over 97,500 jobs with nearly \$1.6 billion in annual earnings

Lifestyle

Wonderland of Americas

- Located at the intersection of Loop 410 and I-10, Wonderland of the Americas is a 1.1 million-square-foot office and shopping mall anchored by Target, Burlington Coat Factory, Stein Mart, Hobby Lobby, and Ross

Six Flags Fiesta Texas:

- Located on a 200-acre campus and employs over 3,000 individuals, making it one of the largest private employers the metro.

Developments

Major expansions in **San Antonio's medical infrastructure** are underway, with significant new campuses from Baptist Health System, Christus Santa Rosa-Westover Hills, Methodist Healthcare, and University Health set to open by 2027. These developments represent substantial investments in healthcare infrastructure, promising to significantly expand medical services and access across the city, potentially transforming the healthcare landscape and positively impacting the community's well-being.

Construction on a new terminal at the airport is underway, with pre-construction activities initiated over the summer, including the relocation of a vehicle access gate. Although the new terminal isn't slated for completion until 2028, the ground loading facility is projected to be finished by the second quarter of 2025.

MARKET OVERVIEW

San Antonio-New Braunfels, TX MSA

Home to 2.6 million people, San Antonio MSA spans eight counties in the Texas Triangle. With over 1.5 million residents, it's the seventh-largest city in the U.S. and the second-largest in Texas, experiencing a 22% growth since 2010. Projected to add 1 million more residents by 2040, it's a rapidly growing city.

As the county seat of Bexar County, San Antonio offers abundant economic opportunities and services. Key employers include Joint Base San Antonio, Methodist Health Care System, JPMorgan Chase, USAA, and Wells Fargo, providing a high quality of life with access to jobs, healthcare, and education. The city also boasts diverse recreational activities, attracting over 37 million visitors annually and generating \$15 billion in tourism revenue. San Antonio's government supports economic growth through the SA Tomorrow Comprehensive Plan, focusing on traditional and high-tech sectors like aerospace, biosciences, cybersecurity, healthcare, and information technology, diversifying the economy and enhancing residents' quality of life.

San Antonio-New Braunfels, TX MSA (Source: U.S. Bureau of Labor Statistics as of December 2023)



7.7%

EMPLOYMENT
GROWTH
(Since 2020)



+50,000

Population Increase
per year

SUBMARKET OVERVIEW

Northeast San Antonio

In recent years, Northeast San Antonio has undergone significant transformation, embracing a more economically diverse workforce spanning various industries. Despite this newfound diversification, local performance has closely mirrored trends across the metro area. Notably, between early March 2021 and early March 2024, rent growth has surpassed metro-wide averages, echoing patterns observed throughout San Antonio. However, it's important to note that a considerable portion of the submarket remains concentrated in industrial employment, indicating a less varied economic landscape than initially apparent. Nonetheless, residents have been drawn to these job opportunities.



1,178,000

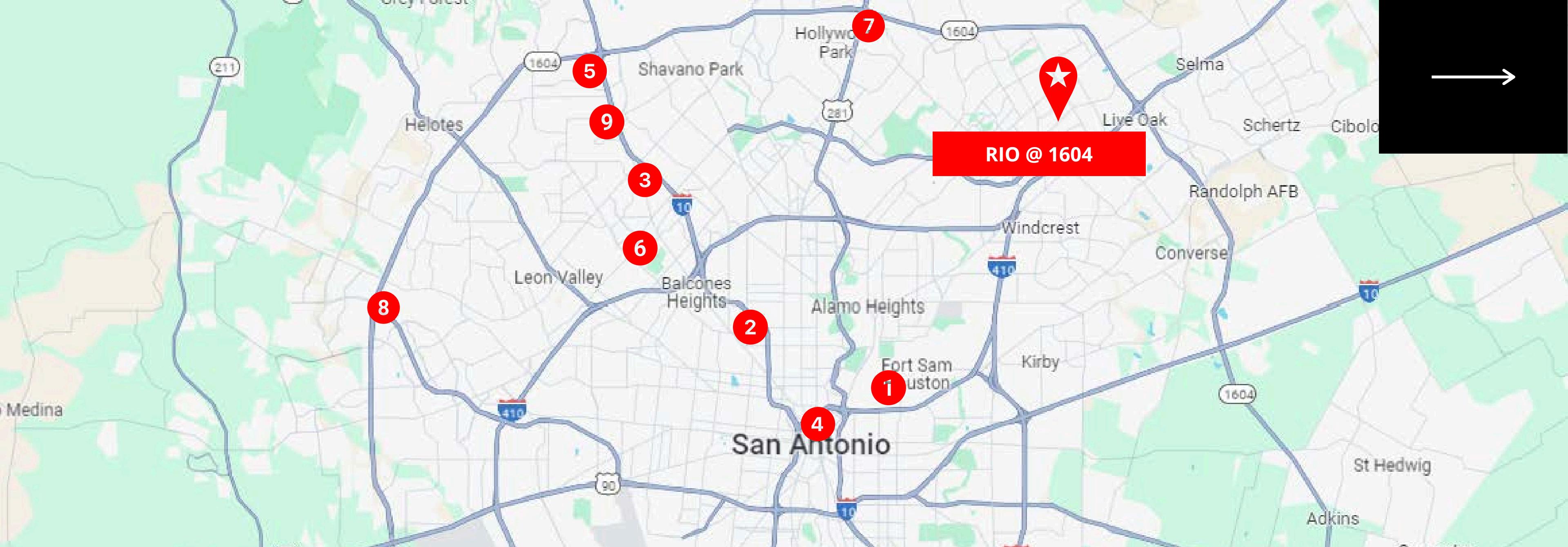
TOTAL NONFARM
EMPLOYMENT
(Since 2020)



3.8%

UNEMPLOYMENT
RATE

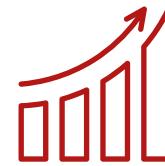




MAJOR EMPLOYERS

#	Employer	Employees	Industry	Address
1	Joint Base of San Antonio (JBSA)	74,289	Military	2330 Stanley Rd, San Antonio, TX 78234
2	H-E-B	29,140	Retail	Multiple Locations
3	USAA	19,000	Financial Services	9800 Fredericksburg Rd, San Antonio, TX
4	City of San Antonio	12,334	Government	100 Military Plaza San Antonio, TX 78205
5	Methodist Health Care System	9,761	Medical	15727 Anthem Pkwy Suite 600 San Antonio, TX 78249
6	University Health System	9,682	Medical	4502 Medical Dr, San Antonio, TX 78229
7	Rackspace	6,300	Services	19122 US Highway 281N Ste 128, San Antonio, TX
8	Wells Fargo	5,000	Financial Services	4101 Wiseman Blvd, San Antonio, TX 78251
9	JPMorgan Chase	5,000	Financial Services	Multiple Locations

* Source: Bexar County 2022 CAFR



ORGANIC GROWTH

Rio @ 1604 emphasizes not only the advantageous pricing due to larger unit sizes but also highlights the investment potential of the property. With rents per square foot significantly lower than the submarket average by approximately \$0.20 psf, there's an opportunity for organic rent growth as new leases are gradually brought up to current asking rents over a span of 12 months. Moreover, while individual unit comparisons show similar pricing with competitors like Grand Apartment Homes and Acadia Lake, the overall strategy of aligning average leased rent with current asking rents positions Rio @ 1604 as a compelling investment opportunity with promising revenue growth potential.

PROPERTY		YEAR BUILT	UNITS	SF	ASKING RENT	ASKING RENT PER SF	OCC. %	MILES TO PROPERTY
1	The Grand Apartment Homes	1984	136	1,282	\$1,425	\$1.11	90%	0.5
2	Kenton Place	1984	241	1,061	\$1,250	\$1.18	94%	0.2
3	The Cabrillo	1984	241	947	\$1,350	\$1.43	90%	1.0
4	The Village at Lost Creek	2005	261	918	\$1,295	\$1.41	92%	1.4
5	Acadia on The Lake	1982	304	1,020	\$1,400	\$1.37	93%	3.0
6	Judson Meadow	2007	28	1,119	\$1,449	\$1.29	97%	0.7
Survey Average			202	1,058	\$1,362	\$1.30	93%	1.13
Rio @ 1604		1984	132	1,242	\$1,363	\$1.10		--



The Grand



Kenton Place



The Cabrillo



The Village at Lost Creek



Acadia On The Lake



Judson Meadow



CLASSIC COMPS

PROPERTY	SF	ASKING RENT	ASKING RENT PER SF
The Grand	1,031	\$1,200	\$1.16
The Grand	1,261	\$1,275	\$1.01
The Cabrillo	920	\$1,100	\$1.20
The Cabrillo	1,020	\$1,200	\$1.18
The Village at Lost Creek	954	\$1,295	\$1.36
Acadia on The Lake	1,040	\$1,325	\$1.27
Survey Average	1,038	\$1,233	\$1.20
Rio @ 1604	1,242	\$1,288	\$1.09

\$100 - \$150 MONTHLY PREMIUMS

The Rio@1604 classic units exhibit a unique trend where despite experiencing rent increases ranging from **\$100 to \$150** above the effective rent, they still offer lower rent per square foot compared to similar units in the area. This intriguing scenario is primarily attributed to Rio's consistently high occupancy rates, allowing ownership to leverage this demand by pushing rents on renewals. Consequently, despite the apparent increase in rent, tenants at Rio@1604 classic units still enjoy relatively affordable rates per square foot, highlighting the complex interplay between market demand, occupancy rates, and rental pricing strategies.

RENOVATED COMPS

PROPERTY	SF	ASKING RENT	ASKING RENT PER SF
The Grand	1,031	\$1,295	\$1.26
The Grand	1,261	\$1,375	\$1.09
The Cabrillo	985	\$1,250	\$1.27
The Cabrillo	926	\$1,300	\$1.40
The Cabrillo	1,020	\$1,400	\$1.37
Survey Average	1,045	\$1,324	\$1.28
Rio @ 1604	1,242	\$1,386	\$1.12

\$100+ MONTHLY PREMIUMS ABOVE CLASSIC MARKET RENT

The renovated units at Rio@1604 are demonstrating a notable trend by achieving rental premiums of over **\$100 per month**. This presents a compelling opportunity for new ownership, especially considering the presence of 50 classic units yet to undergo renovation. With an estimated renovation cost ranging from \$4,000 to \$7,000 per unit, the potential to achieve such additional premiums is substantial. This strategy finds support in the comparison with two main comps, the Grand Apartment Homes and O'Connor Apartment Homes, both of which have successfully implemented similar renovation programs resulting in increased rental premiums. By strategically renovating the remaining classic units, Rio@1604 stands to capitalize on this market trend, further enhancing its competitive positioning and revenue potential in the rental market.

Financial Analysis | UNIT MIX

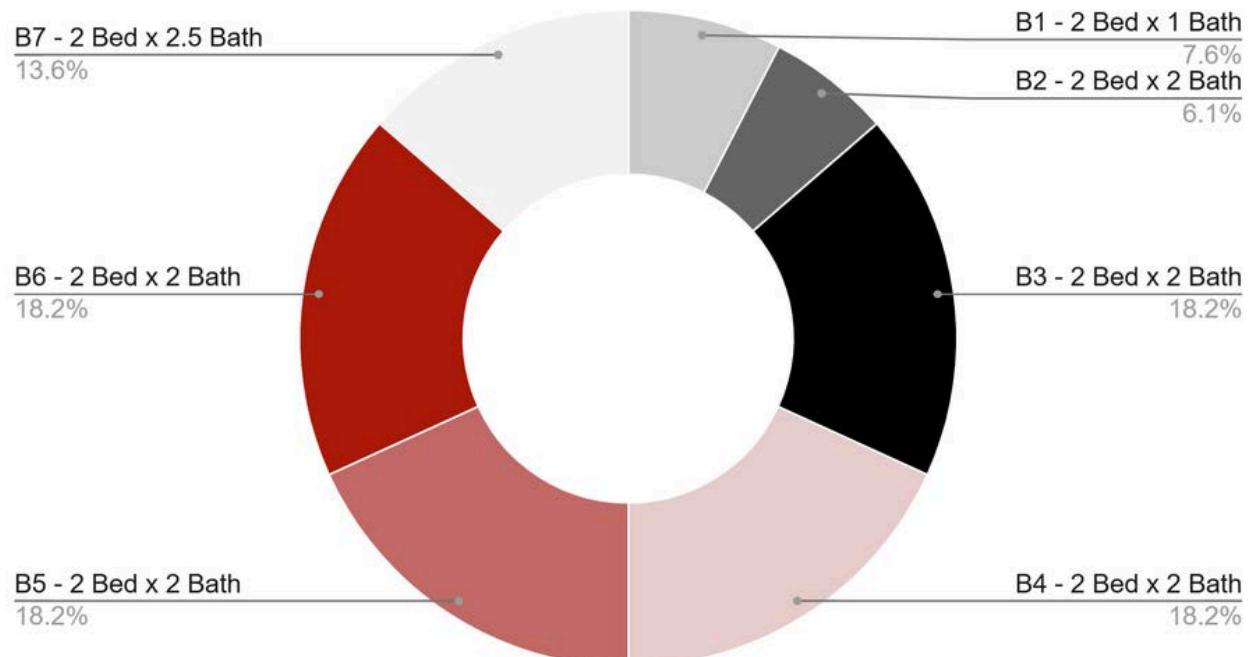


Unit Mix			
Unit Type	SF	# of Units	Unit Mix %
B1 - 2 Bed x 1 Bath	949	10	8%
B2 - 2 Bed x 2 Bath	1,092	8	6%
B3 - 2 Bed x 2 Bath	1,209	24	18%
B4 - 2 Bed x 2 Bath	1,242	24	18%
B5 - 2 Bed x 2 Bath	1,312	24	18%
B6 - 2 Bed x 2 Bath	1,314	24	18%
B7 - 2 Bed x 2.5 Bath	1,324	18	14%
TOTALS / WTD AVG	1,242	132	100%

Leased Rents			
Per Unit	\$ / PSF	Total / Month	Total / Year
\$1,142	\$1.20	\$11,420	\$137,040
\$1,220	\$1.12	\$9,760	\$117,120
\$1,245	\$1.03	\$29,880	\$358,560
\$1,270	\$1.02	\$30,480	\$365,760
\$1,276	\$0.97	\$30,624	\$367,488
\$1,350	\$1.03	\$32,400	\$388,800
\$1,405	\$1.06	\$25,290	\$303,480
\$1,287	\$1.04	\$169,854	\$2,038,248

Market Rent			
Per Unit	Rent PSF	Total / Month	Total / Year
\$1,200	\$1.26	\$12,000	\$144,000
\$1,300	\$1.19	\$10,400	\$124,800
\$1,350	\$1.12	\$32,400	\$388,800
\$1,350	\$1.09	\$32,400	\$388,800
\$1,375	\$1.05	\$33,000	\$396,000
\$1,400	\$1.07	\$33,600	\$403,200
\$1,450	\$1.10	\$26,100	\$313,200
\$1,363	\$1.10	\$179,900	\$2,158,800

Unit Mix %



Leased vs Market Rent / Unit



	Sep T12	Sep T6	Sep T3	Stabilized	Month: September	T12	T6	T3	Proforma
Rental Income									
Gross Potential Rent	\$ 2,179,194	\$ 2,095,932	\$ 2,095,932	\$ 2,158,800	Projected				
Vacancy	\$ (265,134)	\$ (220,641)	\$ (225,616)	\$ (140,322)	6.5%				
Loss to Lease	\$ (117,731)	\$ (48,372)	\$ (52,592)	\$ (43,176)	2.0%				
Concessions	\$ (65,924)	\$ (76,236)	\$ (81,917)	\$ (32,382)	1.5%				
Bad Debt / Delinquency	\$ -	\$ -	\$ -	\$ (21,588)	1.0%				
Net Rental Income	\$ 1,730,405	\$ 1,750,682	\$ 1,735,807	\$ 1,921,332					
Utility Reimbursement	\$ 157,215	\$ 160,024	\$ 156,710	\$ 131,309	85.0%				
Laundry	\$ 23,652	\$ 22,264	\$ 18,539	\$ 23,652	T12				
Cable & Internet Fee	\$ 85,734	\$ 87,863	\$ 89,963	\$ 117,000					
Admin & App Fees	\$ 25,600	\$ 20,900	\$ 13,604	\$ 25,600	T12				
Late Fees	\$ 51,250	\$ 50,502	\$ 55,223	\$ 51,250	T12				
Pet Fees	\$ 5,875	\$ 5,392	\$ 4,265	\$ 5,875	T12				
Misc. Other Income	\$ 89,576	\$ 84,956	\$ 73,729	\$ 89,576	T12				
Total Other Income	\$ 438,902	\$ 431,901	\$ 412,032	\$ 444,263					
Gross Operating Income	\$ 2,169,308	\$ 2,182,583	\$ 2,147,839	\$ 2,365,595					
Operating Expenses									
Admin	\$ 107,630	\$ 104,986	\$ 103,132	\$ 19,800	\$ 150				
Advertising	\$ 30,593	\$ 31,196	\$ 29,832	\$ 30,593	T12				
Payroll	\$ 188,821	\$ 203,399	\$ 212,316	\$ 198,000	\$ 1,500				
Repairs & Maintenance	\$ 30,630	\$ 29,460	\$ 27,126	\$ 79,200	\$ 600				
Management Fee	\$ 57,672	\$ 59,643	\$ 59,131	\$ 70,968	3%				
Property Taxes	\$ 323,115	\$ 323,115	\$ 323,115	\$ 338,261	80%*Tax Rate*Purchase Price				
Insurance	\$ 121,537	\$ 121,537	\$ 121,537	\$ 121,537	T12				
Turnover	\$ 10,676	\$ 6,707	\$ 4,623	\$ 10,676	T12				
Internet Contract	\$ -	\$ -	\$ -	\$ 81,600					
Electric - Common	\$ 31,330	\$ 32,740	\$ 31,562	\$ 32,270	T12 + 3%				
Water & Sewer	\$ 121,331	\$ 124,632	\$ 115,713	\$ 124,971	T12 + 3%				
Trash	\$ 28,651	\$ 29,864	\$ 32,128	\$ 29,511	T12 + 3%				
Replacement Reserves	\$ -	\$ -	\$ -	\$ 33,000	\$ 250				
Total Operating Expenses	\$ 1,051,986	\$ 1,067,278	\$ 1,060,216	\$ 1,170,386					
Net Operating Income (NOI)	\$ 1,117,322	\$ 1,115,305	\$ 1,087,623	\$ 1,195,209					
Economic Occupancy					water, sewer, and trash bill	79%	84%	83%	89%
Other Income					current %:				
Gross Income						20%	21%	20%	21%
Expenses						100%	104%	102%	110%
NOI						51%	53%	52%	55%

Income	Sep T3 Rent /		Year 1	Year 2	Year 3	Year 4	Year 5
	T12	Other					
Gross Potential Rent	\$ 2,095,932	\$ 2,158,800	\$ 2,234,358	\$ 2,312,561	\$ 2,393,500	\$ 2,477,273	
Vacancy	\$ (225,616)	\$ (140,322)	\$ (145,233)	\$ (150,316)	\$ (155,578)	\$ (161,023)	
Loss to Lease	\$ (52,592)	\$ (43,176)	\$ (44,687)	\$ (46,251)	\$ (47,870)	\$ (49,545)	
Concessions	\$ (81,917)	\$ (32,382)	\$ (33,515)	\$ (34,688)	\$ (35,903)	\$ (37,159)	
Bad Debt / Delinquency	\$ -	\$ (21,588)	\$ (22,344)	\$ (23,126)	\$ (23,935)	\$ (24,773)	
Net Rental Income	\$ 1,735,807	\$ 1,921,332	\$ 1,988,579	\$ 2,058,179	\$ 2,130,215	\$ 2,204,773	
Utility Reimbursement	\$ 157,215	\$ 131,309	\$ 135,249	\$ 139,306	\$ 143,485	\$ 147,790	
Laundry	\$ 23,652	\$ 23,652	\$ 24,480	\$ 25,337	\$ 26,224	\$ 27,142	
Cable & Internet Fee	\$ 85,734	\$ 117,000	\$ 121,095	\$ 125,333	\$ 129,720	\$ 134,260	
Admin & App Fees	\$ 25,600	\$ 25,600	\$ 26,496	\$ 27,423	\$ 28,383	\$ 29,377	
Late Fees	\$ 51,250	\$ 51,250	\$ 53,044	\$ 54,901	\$ 56,822	\$ 58,811	
Pet Fees	\$ 5,875	\$ 5,875	\$ 6,081	\$ 6,293	\$ 6,514	\$ 6,742	
Misc. Other Income	\$ 89,576	\$ 89,576	\$ 92,711	\$ 95,956	\$ 99,315	\$ 102,791	
Total Other Income	\$ 438,902	\$ 444,263	\$ 459,156	\$ 474,550	\$ 490,463	\$ 506,911	

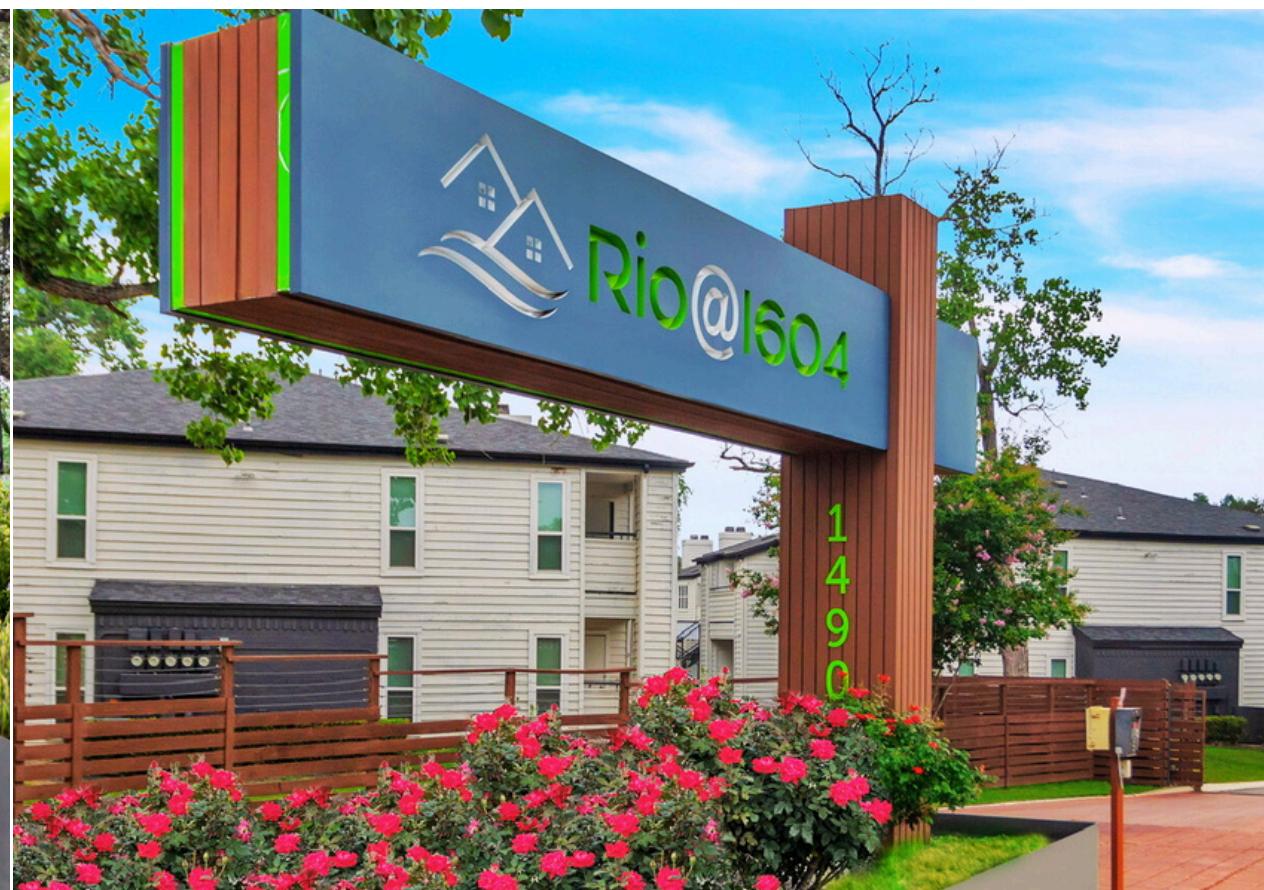
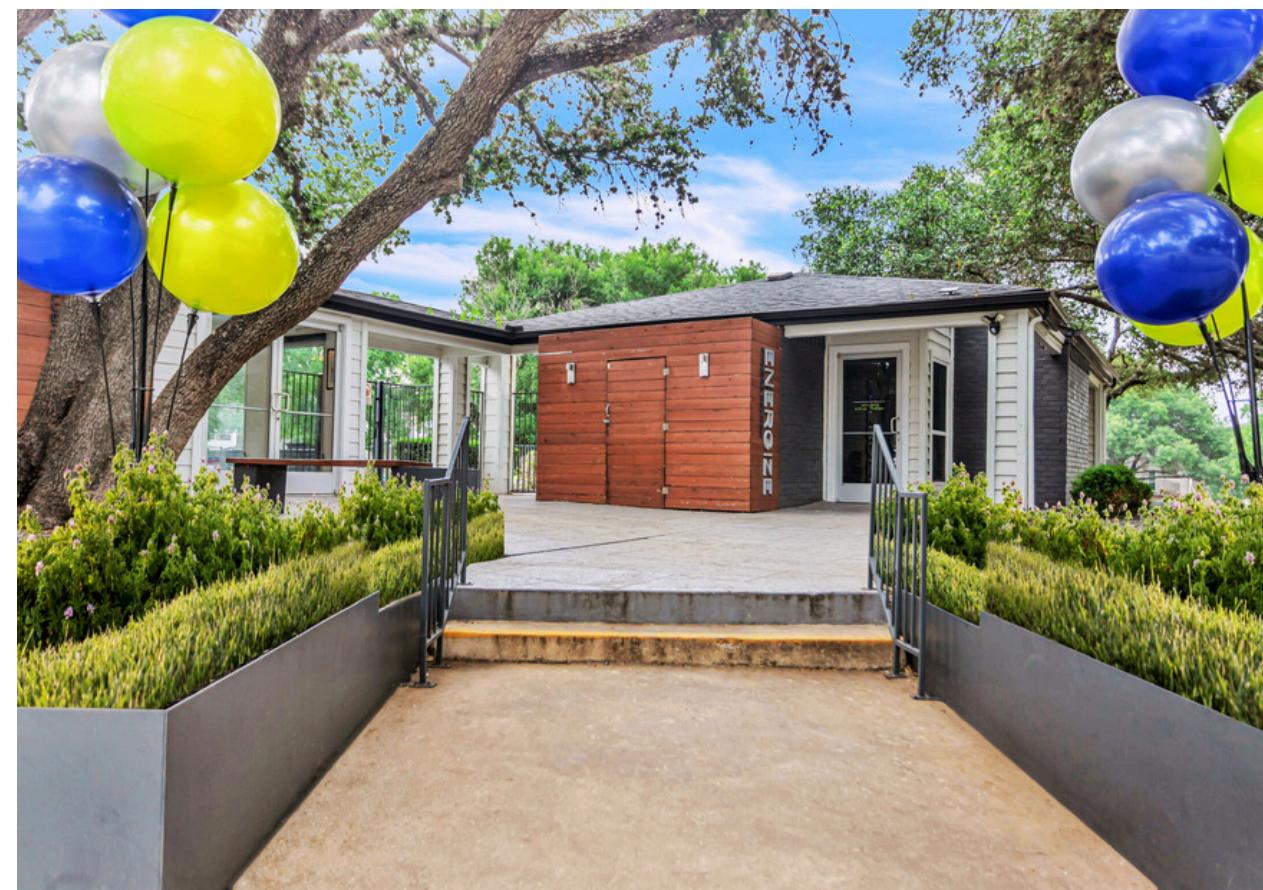
Total Operating Income	\$ 2,174,709	\$ 2,365,595	\$ 2,447,734	\$ 2,532,729	\$ 2,620,678	\$ 2,711,684
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Expenses	T12						
	Admin	Advertising	Payroll	Repairs & Maintenance	Management Fee	Property Taxes	Insurance
Admin	\$ 107,630	\$ 19,800	\$ 20,394	\$ 21,006	\$ 21,636	\$ 22,285	
Advertising	\$ 30,593	\$ 30,593	\$ 31,511	\$ 32,456	\$ 33,430	\$ 34,433	
Payroll	\$ 188,821	\$ 198,000	\$ 203,940	\$ 210,058	\$ 216,360	\$ 222,851	
Repairs & Maintenance	\$ 30,630	\$ 79,200	\$ 81,576	\$ 84,023	\$ 86,544	\$ 89,140	
Management Fee	\$ 57,672	\$ 70,968	\$ 73,432	\$ 75,982	\$ 78,620	\$ 81,351	
Property Taxes	\$ 323,115	\$ 338,261	\$ 348,408	\$ 358,861	\$ 369,626	\$ 380,715	
Insurance	\$ 121,537	\$ 121,537	\$ 125,183	\$ 128,939	\$ 132,807	\$ 136,791	
Turnover	\$ 10,676	\$ 10,676	\$ 10,996	\$ 11,326	\$ 11,666	\$ 12,015	
Electric - Common	\$ 31,330	\$ 32,270	\$ 33,238	\$ 34,235	\$ 35,262	\$ 36,320	
Water & Sewer	\$ 121,331	\$ 124,971	\$ 128,720	\$ 132,582	\$ 136,559	\$ 140,656	
Trash	\$ 28,651	\$ 29,511	\$ 30,396	\$ 31,308	\$ 32,247	\$ 33,215	
Replacement Reserves	\$ -	\$ 33,000	\$ 33,990	\$ 35,010	\$ 36,060	\$ 37,142	
Total Expenses	\$ 1,051,986	\$ 1,170,386	\$ 1,205,833	\$ 1,242,355	\$ 1,279,984	\$ 1,318,755	

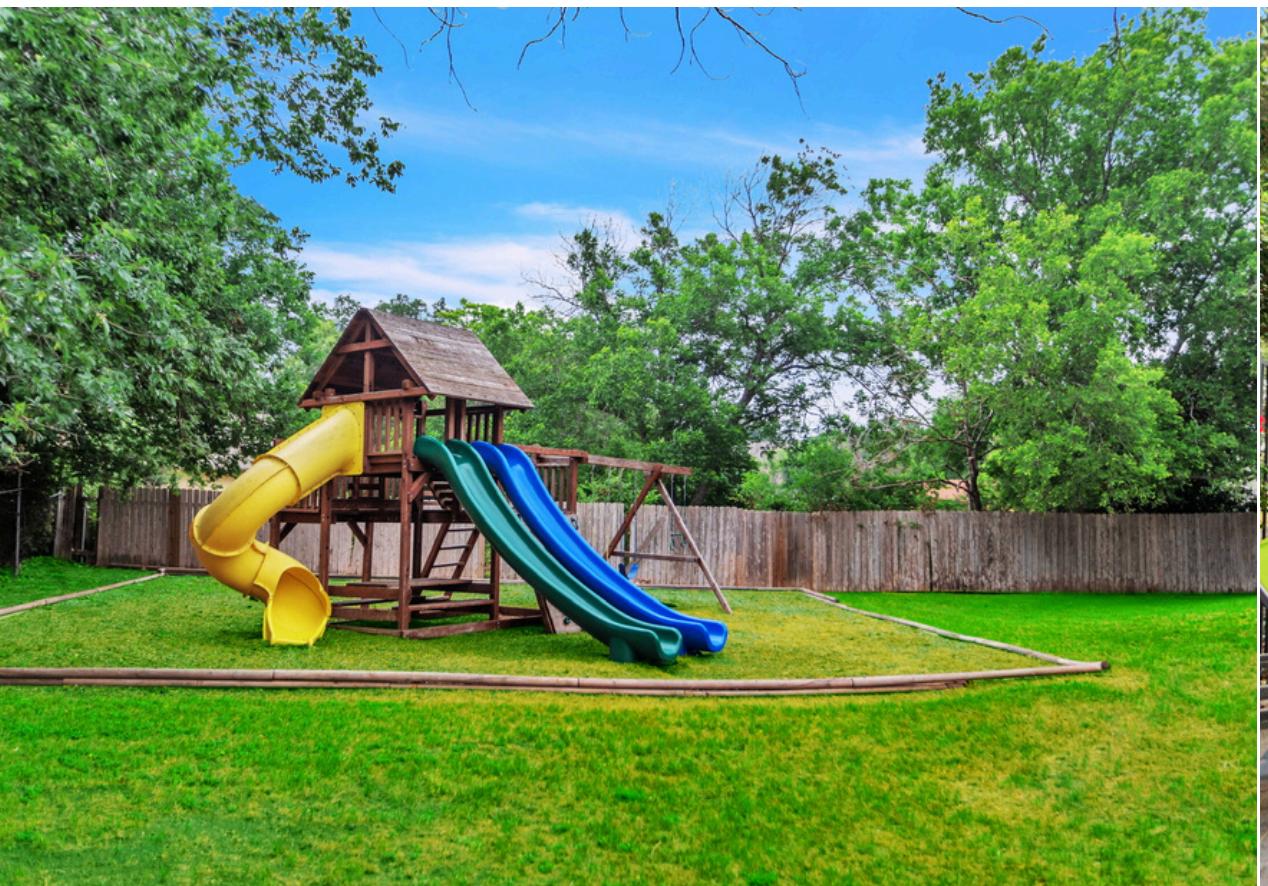
Net Operating Income	\$ 1,122,723	\$ 1,195,209	\$ 1,241,902	\$ 1,290,374	\$ 1,340,694	\$ 1,392,929
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	Current	Year 1	Year 2	Year 3	Year 4	Year 5
Net Operating Income	\$ 1,122,723	\$ 1,195,209	\$ 1,241,902	\$ 1,290,374	\$ 1,340,694	\$ 1,392,929

Community Images | PROPERTY



Community Images | AMENITIES



Community Images | APARTMENT INTERIORS



INVESTMENT SALES

COMMUNICATIONS

All communications, inquiries and requests, including property tours, should be addressed to the listing agent and/or the owner contact.

Listing Agent

Jaxton Hoelting

Realtor

Mobile: (806) 316-9233

Email: jaxtonhoelting@kw.com

Owner Contact

Mike Minnick

Principal

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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.

2-10-2025



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. **An owner's agent fees are not set by law and are fully negotiable.**

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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

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.

Keller Williams Realty Licensed Broker /Broker Firm Name or Primary Assumed Business Name	0494693 License No.	pamtitzell@kw.com Email	(806)773-0088 Phone
Pam Titzell Designated Broker of Firm	0465722 License No.	pamtitzell@kw.com Email	(806)773-0088 Phone
Pam Titzell Licensed Supervisor of Sales Agent/ Associate	0465722 License No.	PamTitzell@kw.com Email	(806)773-0088 Phone
Jaxton Hoelting Sales Agent/Associate's Name	0790742 License No.	jaxtonhoelting@kwcommercial.com Email	(806)316-9233 Phone

Buyer/Tenant/Seller/Landlord Initials

Date

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EACH PARTY SHALL CONDUCT ITS OWN INDEPENDENT INVESTIGATION AND DUE DILIGENCE.

Any party contemplating or under contract or in escrow for a transaction is urged to verify all information and to conduct their own inspections and investigations including through appropriate third party independent professionals selected by such party. All financial data should be verified by the party including by obtaining and reading applicable documents and reports and consulting appropriate independent professionals. KW Commercial makes no warranties and/or representations regarding the veracity, completeness, or relevance of any financial data or assumptions. KW Commercial does not serve as a financial advisor to any party regarding any proposed transaction.

All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Keller Williams Lubbock in compliance with all applicable fair housing and equal opportunity laws.