



6.967 ac. Tract Available (can be subdivided)



Singing Hills Hilltop
Bulverde, Texas

Offered by:
Andrew J. Lyles
Kimberly S. Gatley

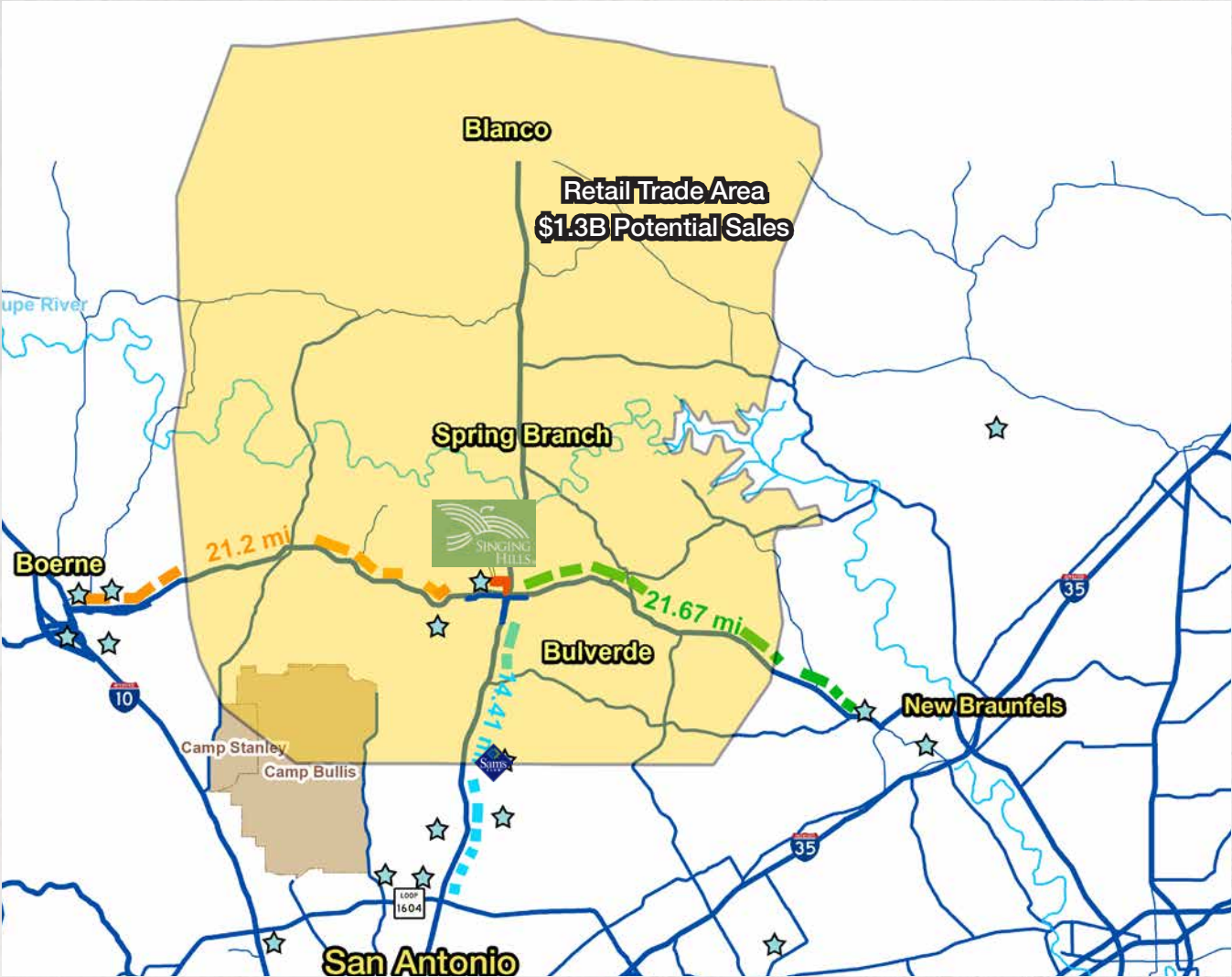
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Trade Area Map



Retail Trade Area Opportunity Analysis

Description	Potential Sales	Est. Actual Sales
Motor Vehicle and Parts Dealers	524,336,161	4,260,809
Furniture and Home Furnishing Stores	53,498,139	6,394,761
Electronics and Appliance Stores	84,769,984	1,481,314
Building Material, Garden Equip Stores	232,263,475	52,433,932
Food and Beverage Stores	296,933,809	58,222,361
Health and Personal Care Stores	145,018,479	9,592,971
Gasoline Stations	181,073,649	17,489,647
Clothing and Clothing Accessories Stores	101,832,404	6,540,962
Sporting Goods, Hobby, Book, Music Stores	46,742,742	84,580
General Merchandise Stores	266,784,320	80,089,554
Miscellaneous Store Retailers	59,496,831	1,659,101
Non-Store Retailers	104,829,463	1,938,429
Food Service and Drinking Places	254,055,609	22,155,195
Entertainment/Recreation Fees	30,543,125	N/A
Tickets to Movies, etc.	3,233,986	N/A

Source: The Retail Coach, 2017

Trade Area Demographics

Summary	Census 2010		Census 2020		2025		2030		
Population	59,138		87,677		111,042		131,502		
Households	22,485		33,060		42,868		51,764		
Families	17,460		25,803		32,859		39,478		
Average Household Size	2.62		2.65		2.59		2.54		
Owner Occupied Housing Units	19,739		29,471		39,040		47,345		
Renter Occupied Housing Units	2,745		3,589		3,828		4,419		
Median Age	45.5		47.6		47.4		47.6		
Trends: 2025-2030 Annual Rate			Area		State		National		
Population			3.44%		1.10%		0.42%		
Households			3.84%		1.41%		0.64%		
Families			3.74%		1.31%		0.54%		
Owner HHs			3.93%		1.80%		0.91%		
Median Household Income			2.31%		2.27%		2.53%		
Households by Income					2025		2030		
					Number	Percent	Number	Percent	
<\$15,000					1,194	2.8%	1,190	2.3%	
\$15,000 - \$24,999					1,439	3.4%	1,312	2.5%	
\$25,000 - \$34,999					1,719	4.0%	1,622	3.1%	
\$35,000 - \$49,999					3,041	7.1%	3,077	5.9%	
\$50,000 - \$74,999					5,173	12.1%	5,592	10.8%	
\$75,000 - \$99,999					4,314	10.1%	4,744	9.2%	
\$100,000 - \$149,999					8,953	20.9%	10,430	20.1%	
\$150,000 - \$199,999					5,086	11.9%	6,459	12.5%	
\$200,000+					11,948	27.9%	17,336	33.5%	
Median Household Income					\$123,430		\$138,365		
Average Household Income					\$166,314		\$182,912		
Per Capita Income					\$64,469		\$72,272		
Population by Age		Census 2010		Census 2020		2025		2030	
		Number	Percent	Number	Percent	Number	Percent	Number	Percent
0 - 4		2,920	4.9%	3,918	4.5%	4,986	4.5%	5,942	4.5%
5 - 9		3,757	6.4%	5,161	5.9%	6,024	5.4%	6,825	5.2%
10 - 14		4,268	7.2%	5,796	6.6%	7,066	6.4%	7,775	5.9%
15 - 19		3,941	6.7%	5,527	6.3%	6,731	6.1%	7,507	5.7%
20 - 24		2,200	3.7%	3,586	4.1%	5,027	4.5%	5,642	4.3%
25 - 34		4,432	7.5%	6,948	7.9%	9,578	8.6%	12,943	9.8%
35 - 44		7,510	12.7%	9,929	11.3%	12,866	11.6%	14,654	11.1%
45 - 54		10,899	18.4%	11,960	13.6%	14,393	13.0%	16,823	12.8%
55 - 64		10,202	17.3%	15,569	17.8%	16,962	15.3%	17,861	13.6%
65 - 74		5,882	9.9%	12,893	14.7%	16,789	15.1%	19,658	14.9%
75 - 84		2,413	4.1%	5,055	5.8%	8,657	7.8%	12,675	9.6%
85+		714	1.2%	1,335	1.5%	1,963	1.8%	3,197	2.4%
Race and Ethnicity		Census 2010		Census 2020		2025		2030	
		Number	Percent	Number	Percent	Number	Percent	Number	Percent
White Alone		54,121	91.5%	67,301	76.8%	81,879	73.7%	93,863	71.4%
Black Alone		684	1.2%	1,597	1.8%	2,552	2.3%	3,202	2.4%
American Indian Alone		324	0.5%	641	0.7%	847	0.8%	1,036	0.8%
Asian Alone		459	0.8%	951	1.1%	1,491	1.3%	1,903	1.4%
Pacific Islander Alone		29	0.0%	80	0.1%	123	0.1%	151	0.1%
Some Other Race Alone		2,193	3.7%	4,113	4.7%	5,591	5.0%	7,279	5.5%
Two or More Races		1,328	2.2%	12,994	14.8%	18,558	16.7%	24,068	18.3%
Hispanic Origin (Any Race)		10,289	17.4%	19,393	22.1%	27,502	24.8%	35,998	27.4%
Data Note: Income is expressed in current dollars.									
Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau 2020 decennial Census in 2020 geographies.									



Kestrel Airpark

281

Spring Branch Middle School

Arlon Seay Elementary School

CHASE

Walgreens

Pizza Hut

ups

PAPA JOHN'S

McDonald's

SONIC

planet fitness

BROADWAY BANK

Bill Brown Elementary

Academy

Walmart

Futurex

Bracken Christian School

CAT O SUBWAY
Methodist
TEXAS REGIONAL BANK
LESLIE'S
goodwill

Mammen Family Public Library

Auto Zone
Great Clips
Starbucks Coffee

7 ELEVEN

TRACTOR SUPPLY CO.

CVS pharmacy

46 TEXAS

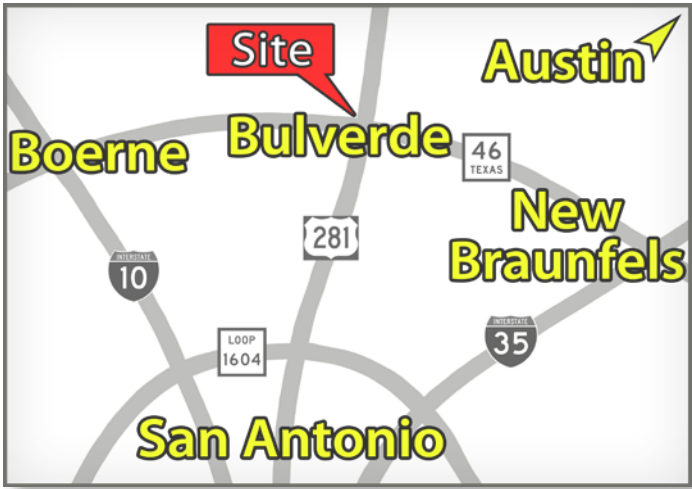
Smokey Mt's Bar-B-Q

Dominos

THE HOME DEPOT

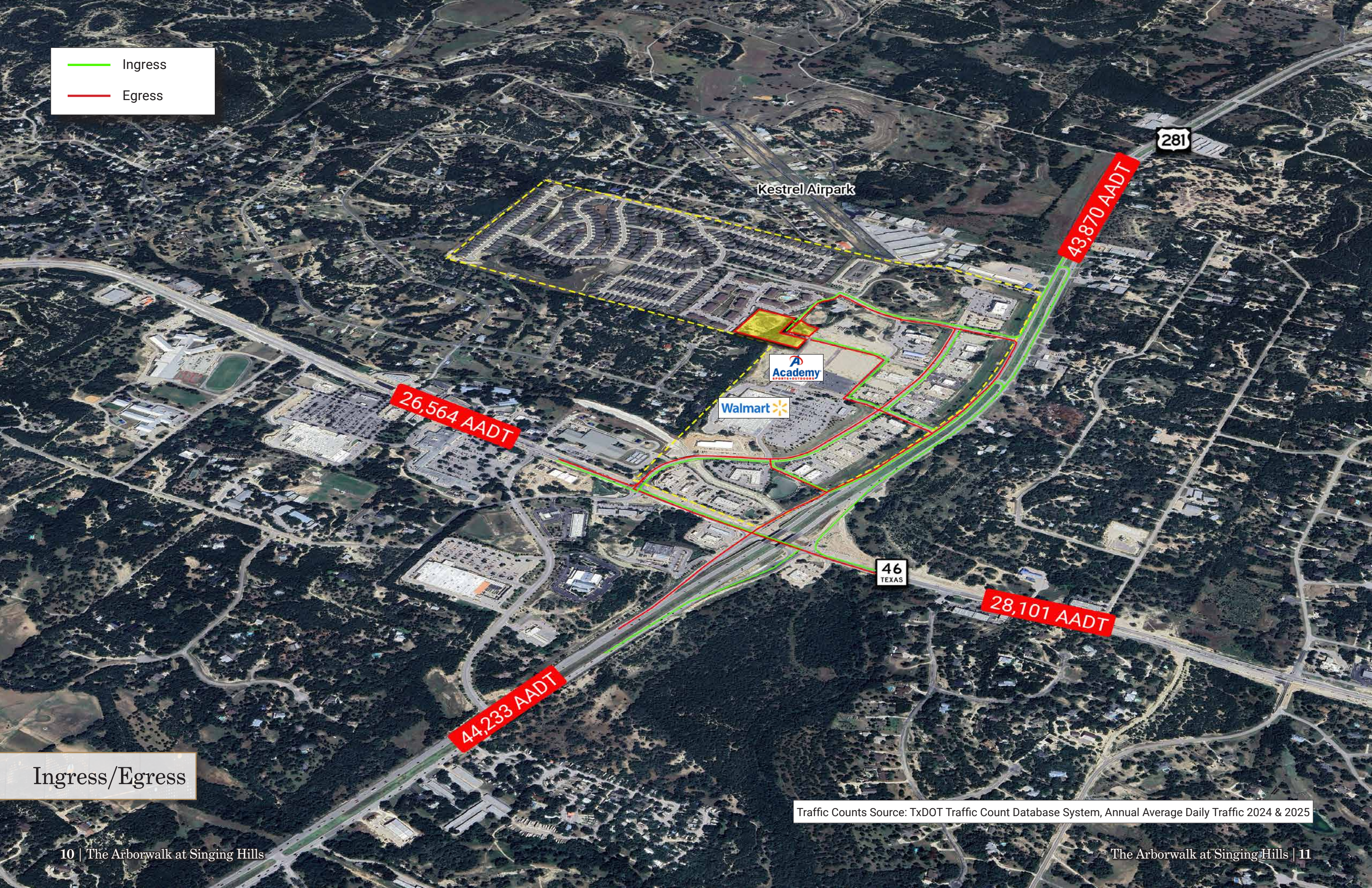
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Market Aerial



Commercial Site Plan

— Ingress
— Egress



Ingress/Egress

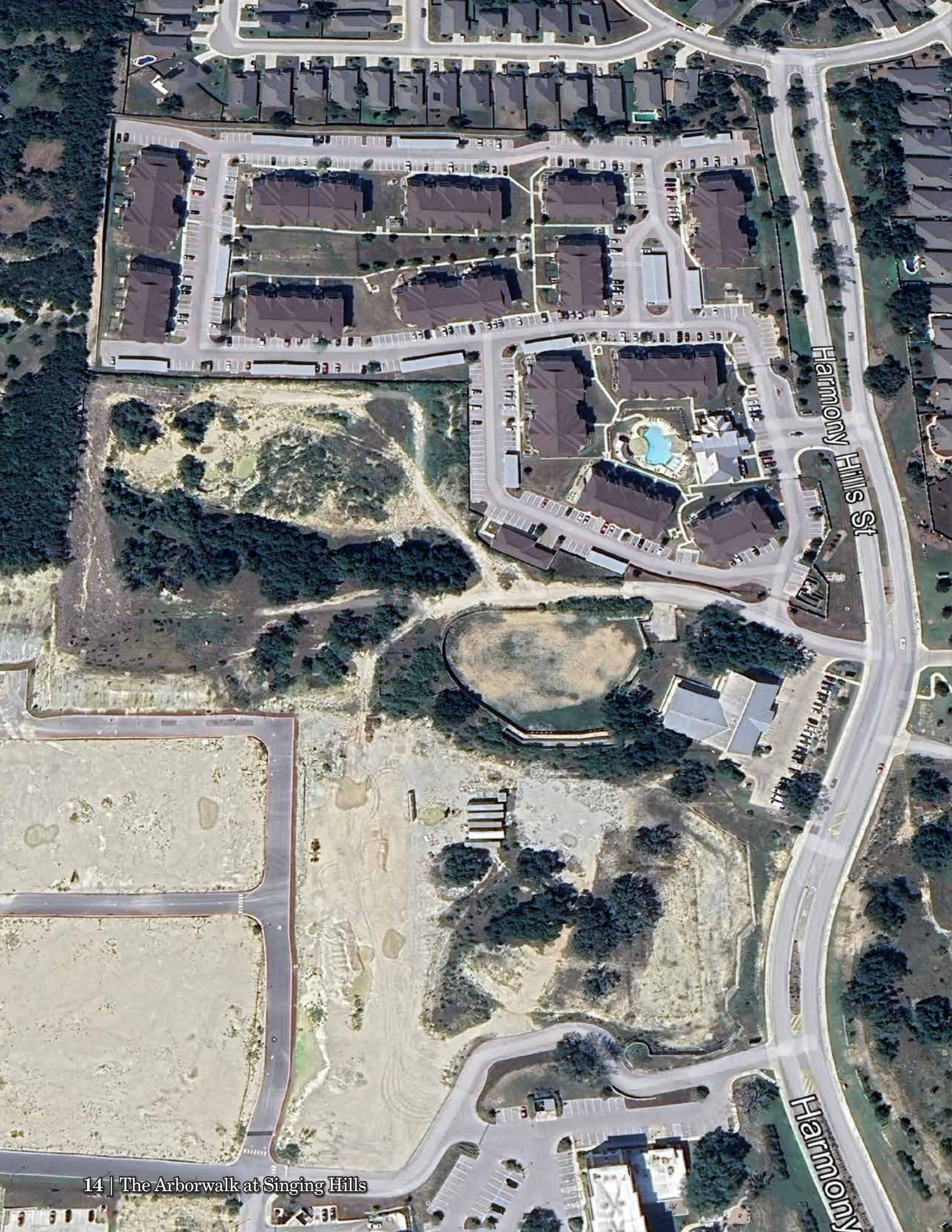
Traffic Counts Source: TxDOT Traffic Count Database System, Annual Average Daily Traffic 2024 & 2025

Development Summary

Location	NWC of US Hwy 281 & State Hwy 46 in Bulverde, Texas		Development Agreement	A development agreement with the City of Bulverde controls design, use and other matters			
Description	250-acre mixed-use project in the Texas Hill Country approximately 15 miles north of Loop 1604 from San Antonio and 20 west of Loop 337 from New Braunfels. Singing Hills draws from a significant market area that includes areas north of Bulverde and surrounding communities. (See Trade Area)		Restrictions	Reasonable architectural and landscape design guidelines established to attract quality national, regional and local retailers, while complementing the desires of the community			
Existing	228,364 sf in three inline retail shopping centers		WCID	Project is part of Water Control Improvement District (WCID #6) ¹			
	Last two available pads in negotiation			Timeline	Project	Construction Start	Expected Completion
	180,000 sf Walmart Supercenter				Retail 2		Complete
	288 unit Multi-family site - The Villas at Bulverde				Retail 3		Complete
	60,000 sf Medical Office Building				Retail 4		Complete
	84 room Hotel - Hampton Inn				Commercial Center		Complete
	Pre-School/Daycare Site - The Pillars Early Learning Center				The Arborwalk I		Complete
	331 residences (50’ x 120’ & 60’ x 120’ lots)				The Arborwalk II	3Q 2026	3Q 2027
					The Arborwalk III (Proposed)	TBA	TBA
		Hilltop	TBA		TBA		
Frontage	<u>US Hwy 281</u> 4,100 feet (sites from 135’ to 225’ wide and 265’ to 330’ deep)		Ad Valorem Tax Rates				
	<u>State Hwy 46</u> 925 feet (sites from 135’ to 265’ wide and 260’ to 335’ deep)						
Ingress/Egress	Super street-style turn-arounds at both Hwy 281 Main entries			Comal County 0.226715%			
	Right turn in/out at Hwy 281 southern most entry			Comal ISD 1.086900%			
	Traffic signal at Hwy 46 western most entry			City of Bulverde 0.229807%			
	Right turn in/out at Hwy 46 eastern most entry			ESD #1 0.069826%			
Utilities	Water*	Texas Water Company (TWC)		ESD #4 0.066832%			
	Wastewater	City of Bulverde (CoB)		Lateral Road 0.049515%			
	Electrical	Perdenales Electric Cooperative (PEC)		<u>WCID #6</u> 0.850000%			
	Gas	City Public Service (CPS)	Total 2.597980%				
Zoning	C-3 in the City of Bulverde						
Vested Rights	Development of Singing Hills is based on city ordinances in effect as of April 19, 2011						

*Treated water to be provided via “purple pipe” for irrigation for all commercial tracts. As of Spring 2025 Texas Water Company suspended approval of new water service agreements pending acquisition of new transportation infrastructure.

REOC San Antonio believes this information to be accurate but makes no representations or warranties as to the accuracy of this information.



Development Summary

ONLY MAJOR COMMERCIAL & MIXED USE DEVELOPMENT IN THE BULVERDE AREA WITH A PUBLIC SEWER SYSTEM

Benefits

- Walmart Supercenter anchored retail development
- At the crossroads of two major traffic arteries in the center of commerce in west Comal County
- Vibrant mixed-use project with a variety of essential services, retailers and businesses
- Hwy 46 is becoming San Antonio's "outer loop", connecting Seguin, New Braunfels, Bulverde, Bergheim, Boerne and Bandera
- Only significant development in the market area with municipal quality wastewater service
- Strong demographic profile
- Underserved retail market area due to lack of municipal infrastructure
- Developer invested over \$70 million in site infrastructure
- Near numerous destinations, including Canyon Lake, Guadalupe River, Landa Park and Guadalupe State Park and several wineries and distilleries
- High visibility, easy accessibility, easy ingress & egress
- Distinctive project identification signage at three entrances to the site
- Access enhanced by signalized intersection on SH 46 and two super street access points along US Hwy 281
- Four-lane interior loop road ensures unimpeded circulation
- Vibrant mixed-use project with a variety of essential services, retailers and businesses

Area Retailers

- HEB Plus
- Home Depot
- Bealls
- Tractor Supply Co.
- Auto Zone
- NAPA Auto Parts
- Wells Fargo
- Broadway Bank
- Starbucks
- McDonald's
- Sonic
- Domino's Pizza
- Pizza Hut
- Blanco National Bank
- Walgreens
- CVS

Opportunities

- Full service restaurants
- Quick service restaurants
- General merchandise
- Apparel
- Medical Services
- Professional Offices
- Variety Stores
- Discount Stores
- Daily Needs
- Entertainment Concepts
- Movie Theaters
- Climate control storage
- Independent Living

Quote Sheet

Available	6.967 acres - Can be subdivided: 2.017 ac - Climate Controlled Storage - Contract Out 3.378 ac - Available 0.5978 ac - Pad Site
Sale Price	Call for pricing
Association	If subdivided, parcels of this flag lot will be subject to a land condominium association to cover maintenance expenses for shared common areas
Title Commitment	Delivered to Buyer within ten (10) days of contract Effective Date
Feasibility Period	Sixty (60) days from the contract Effective Date
Closing	Thirty (30) days after the end of the Feasibility Period
Disclosure	A copy of the attached Real Estate Agency Disclosure Form should be signed by the appropriate individual and returned to Seller's representative.

Actual Sale Price under any proposed purchase contract is a function of the relationship of numerous characteristics including credit worthiness of buyer and other factors deemed important by the Seller. 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 sale 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.

Contacts



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210 524 1306

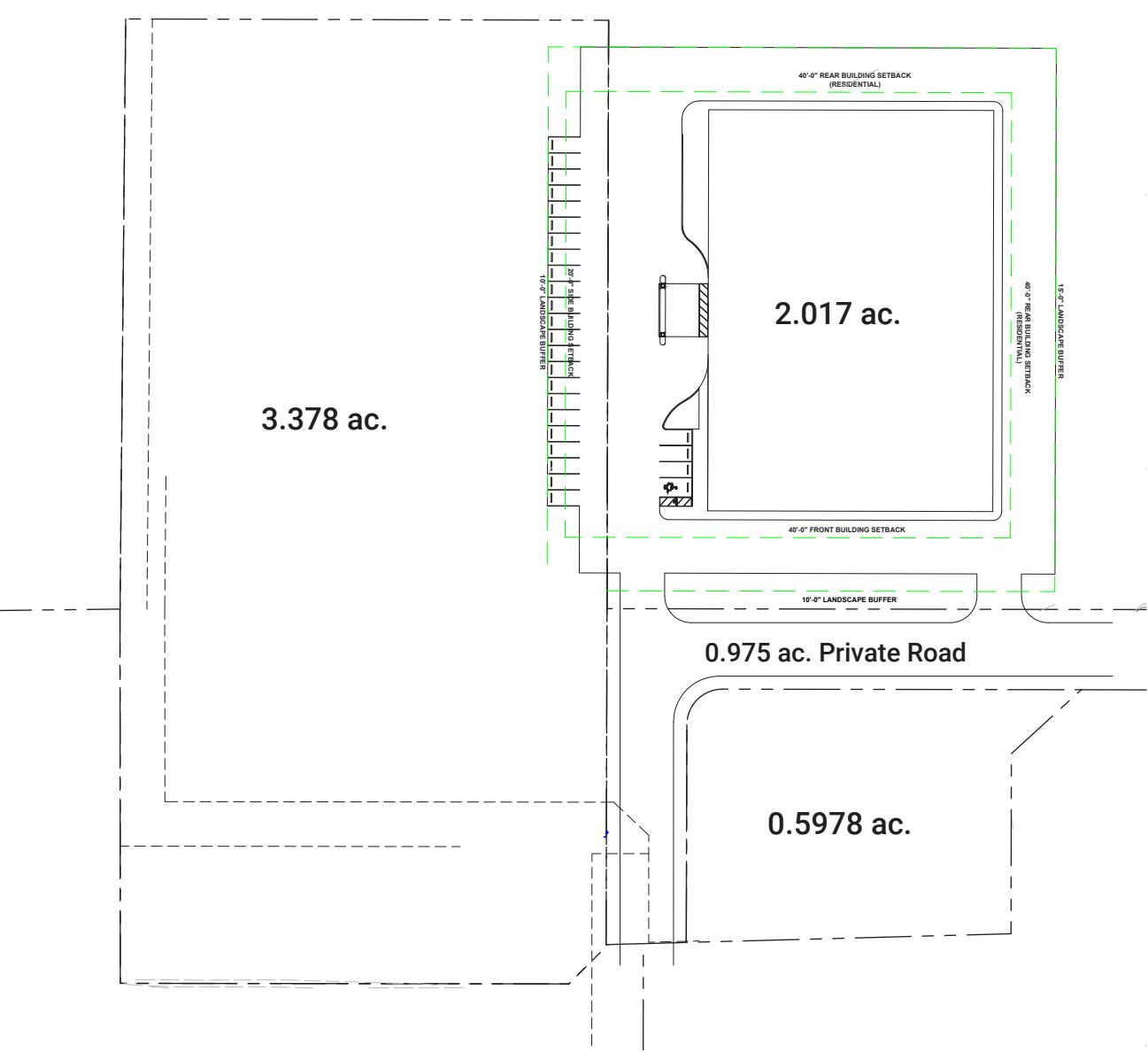
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Kimberly S. Gatley
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Hilltop Site Plan





The Villas at Bulverde (Multi-Family) 288 units



Academy Sports & Outdoors



Walmart Supercenter



331 Residences



Security Service, Whataburger & Popeyes



Hampton Inn (Hotel) 84 rooms



Retail 3



Retail 4



Retail 2



Professional Office Building



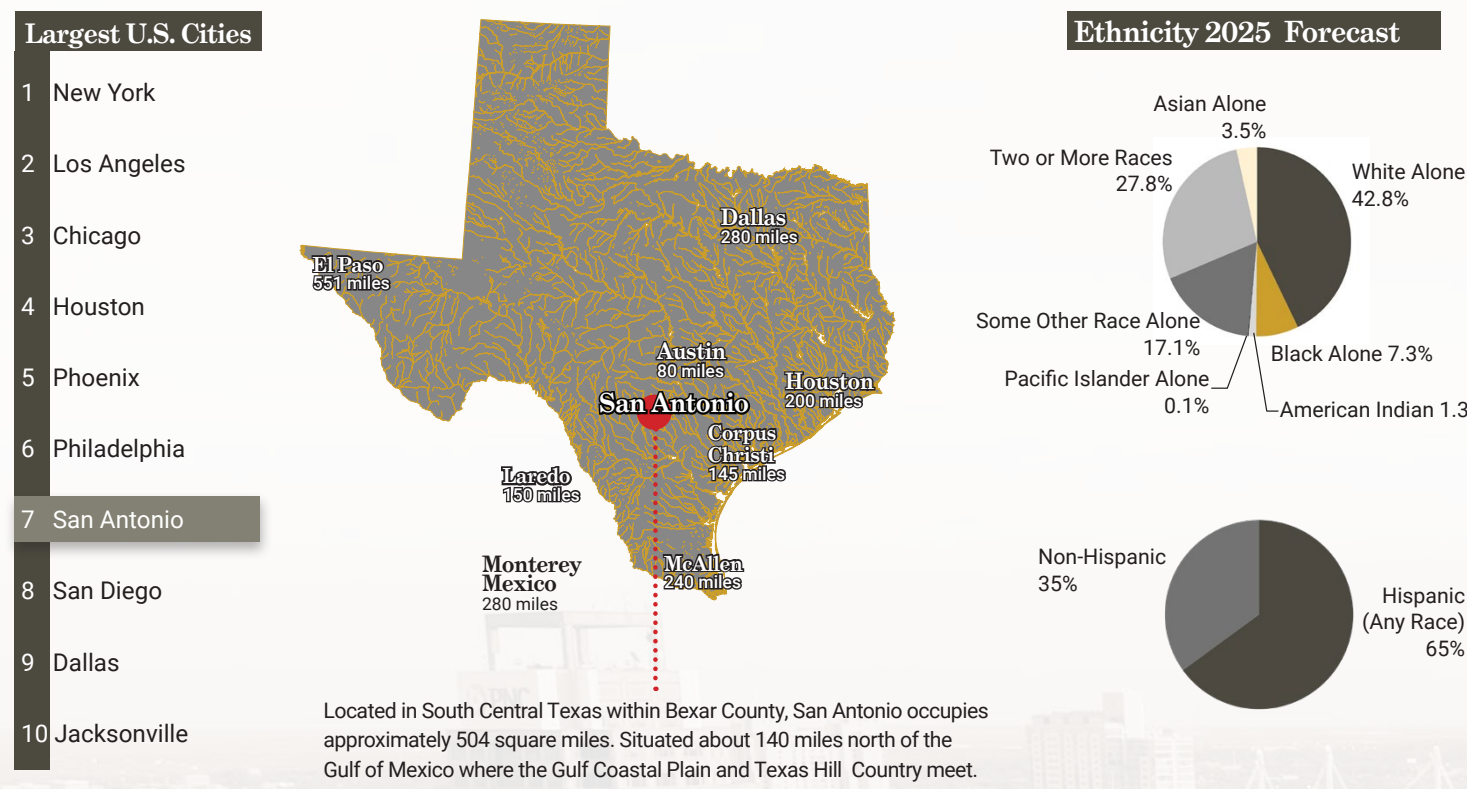
Retail 3



Water Treatment



San Antonio Market Overview

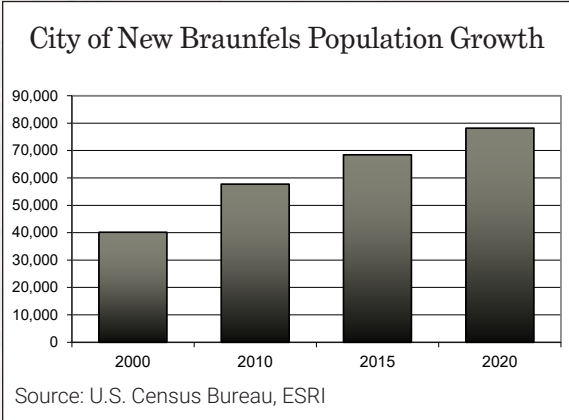


New Braunfels Overview

- As of 2022, the region’s population increased by 31.5% since 2017, growing by 44,261; Population is expected to increase another 26.6% by 2027 with an additional 49,130.
- Comal County ranks among the fastest-growing counties in the nation
- The number of jobs in Comal County increased by 24.6% between for the 5-years ending 2022, which significantly outpaced the national growth rate of 2.4%.
- The top three industries in 2022 included (1) Restaurants and Other Eating Places, (2) Education and Hospitals (Local Government), and (3) Building Equipment Contractors
- Enrollment at Smithson Valley High School tops 2,500 students and Canyon Lake High School tops 1,000
- New Braunfels is a growing satellite community in the greater San Antonio- New Braunfels metropolitan statistical area. It sits squarely in the path of growth along the busy IH-35 corridor between San Antonio and Austin.
- The city of New Braunfels boasts its own diversified economy and cultural identity rooted in old-world German heritage which is celebrated every year at Wurstfest- a citywide party for the whole family.
- The historic district of Gruene offers year-round music and attracts major recording artists of Americana music. Gruene Hall is a popular venue and is listed as Texas’ Oldest Dance Hall, being the oldest continually operating dance hall since being built in 1878
- Nestled along the Comal River, Schlitterbahn Waterpark & Resort is a major attraction to the New Braunfels area encompassing over 70 acres of family fun and relaxation
- As a tourist destination, New Braunfels sees more than 3 million visitors each year. The hospitality industry generates an annual economic impact of 705 million (20)
- New Braunfels is home to a growing list of businesses including manufacturing, logistics and distribution companies as well as an expanding roster of health groups

New Braunfels - Major Employers

1000+ Employees
Comal ISD School District
New Braunfels ISD
Schlitterbahn
Walmart Distribution
500-599
CHRISTUS Santa Rosa
City of New Braunfels
Comal County
Hunter Industries
Patrick S. Molak Corp
Rush Enterprises, Inc.
Sysco



City of New Braunfels	2020 Census	2024 Estimate	2029 Forecast
Population	90,382	102,134	122,954
Total Households	34,064	39,521	47,832
Median Age	36.5	37.2	38.3
Avg HH Income	-	\$110,239	\$127,724
Median HH Income	-	\$85,546	\$95,295

Source: U.S. Census Bureau, Census 2010 Summary File 1. Esri forecasts for 2024 and 2029.

Development Team



REOC Development, LLC
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San Antonio, TX 78230
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web: www.reocsanantonio.com



REOC San Antonio
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Middleman Construction Company
9639 McCullough Ave.
San Antonio, TX 78216
phone: 210 342 6322
web: www.middlemanconstruction.com



Persyn Engineering
4734 College Park
San Antonio, TX 78249
phone: 210 680 4126
web: www.persynengineering.com



Pape-Dawson Engineers
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San Antonio, TX 78213
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web: www.pape-dawson.com



Cleary Zimmermann Engineers
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Aetna Sign Group
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phone: 210 826 2800
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Coleman & Associates Landscape Architecture
9890 Silver Mountain Drive
Austin, TX 78737
phone: 512 476 2090
web: www.colemanandassoc.com



11-03-2025



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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:

A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker’s duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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 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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant’s agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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.

REOC General Partner, LLC	493853	alyles@reocsanantonio.com	210-524-4000
Name of Sponsoring Broker (Licensed Individual or Business Entity)	License No.	Email	Phone
Andrew J. Lyles	720555	alyles@reocsanantonio.com	210-524-1306
Name of Designated Broker of Licensed Business Entity, if applicable	License No.	Email	Phone
N/A	N/A	N/A	N/A
Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
Andrew J. Lyles	720555	alyles@reocsanantonio.com	(210) 524-1306
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Phone 210 524 4000 Fax 210 524 4029

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IABS 1-2



11-03-2025



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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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:

A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker’s duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant’s agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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.

REOC General Partner, LLC	493853	alyles@reocsanantonio.com	210-524-4000
Name of Sponsoring Broker (Licensed Individual or Business Entity)	License No.	Email	Phone
Andrew J. Lyles	720555	alyles@reocsanantonio.com	210-524-1306
Name of Designated Broker of Licensed Business Entity, if applicable	License No.	Email	Phone
Andrew J. Lyles	720555	alyles@reocsanantonio.com	210-524-1306
Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
Kimberly Sue Gatley	652669	kgatley@reocsanantonio.com	(210) 524-1320
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

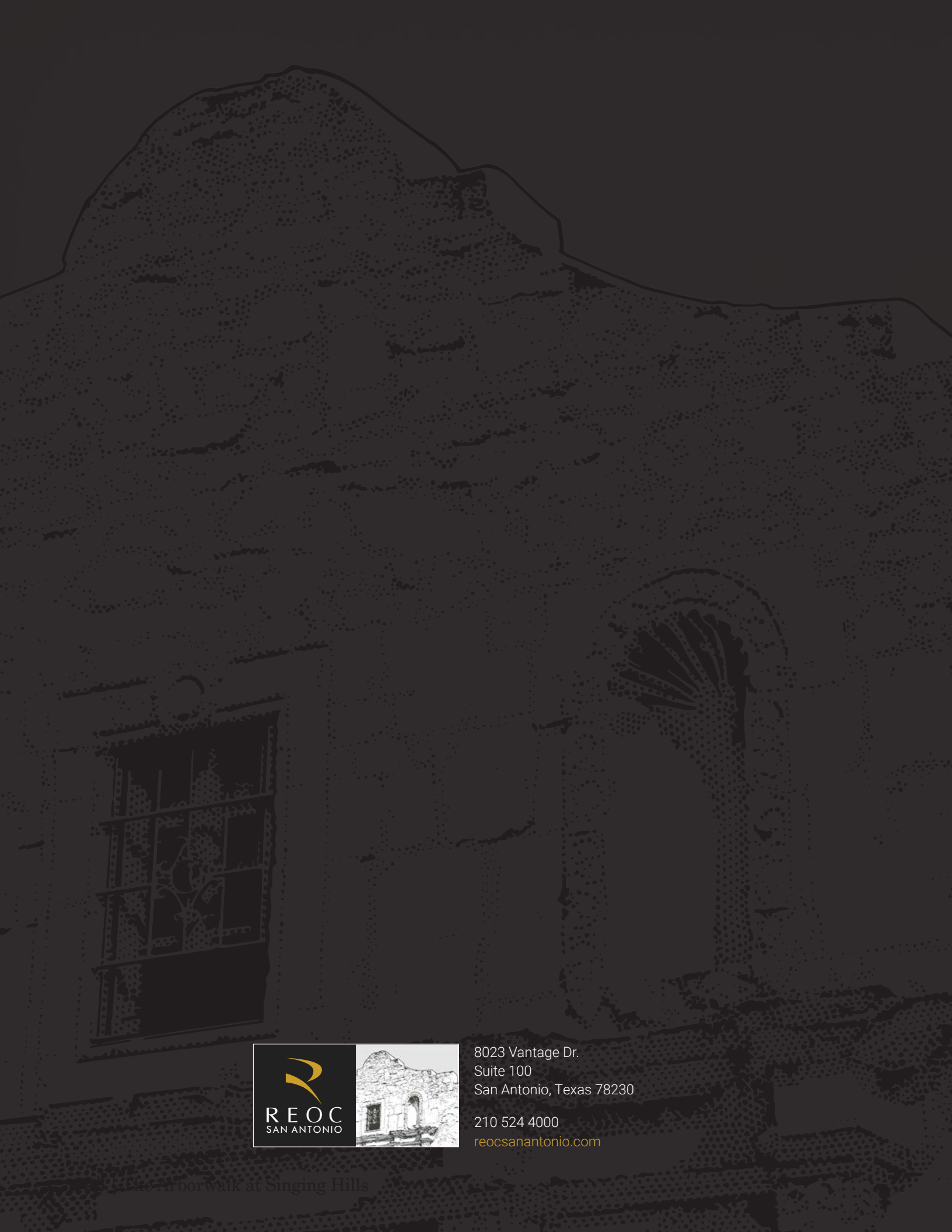
Date

Phone 210 524 4000 Fax 210 524 4029

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-2



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