



# FERGUSON VILLAGE

9888 FERGUSON RD | DALLAS, TX 75228

**EXCLUSIVELY LISTED BY:**

**OLIVER WILLMAN**  
ASSOCIATE

DIRECT +1 (214) 227-6867  
MOBILE +1 (251) 377-6445  
oliver.willman@matthews.com  
License No. 788014 (TX)

**GRAYSON DUYCK**  
SENIOR ASSOCIATE

DIRECT +1 (214) 295-4247  
MOBILE +1 (214) 796-0289  
grayson.duyck@matthews.com  
License No. 725363 (TX)

**BROKER OF RECORD**

*Kyle Matthews*  
LICENSE No. 9005919 (TX)



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# EXECUTIVE OVERVIEW

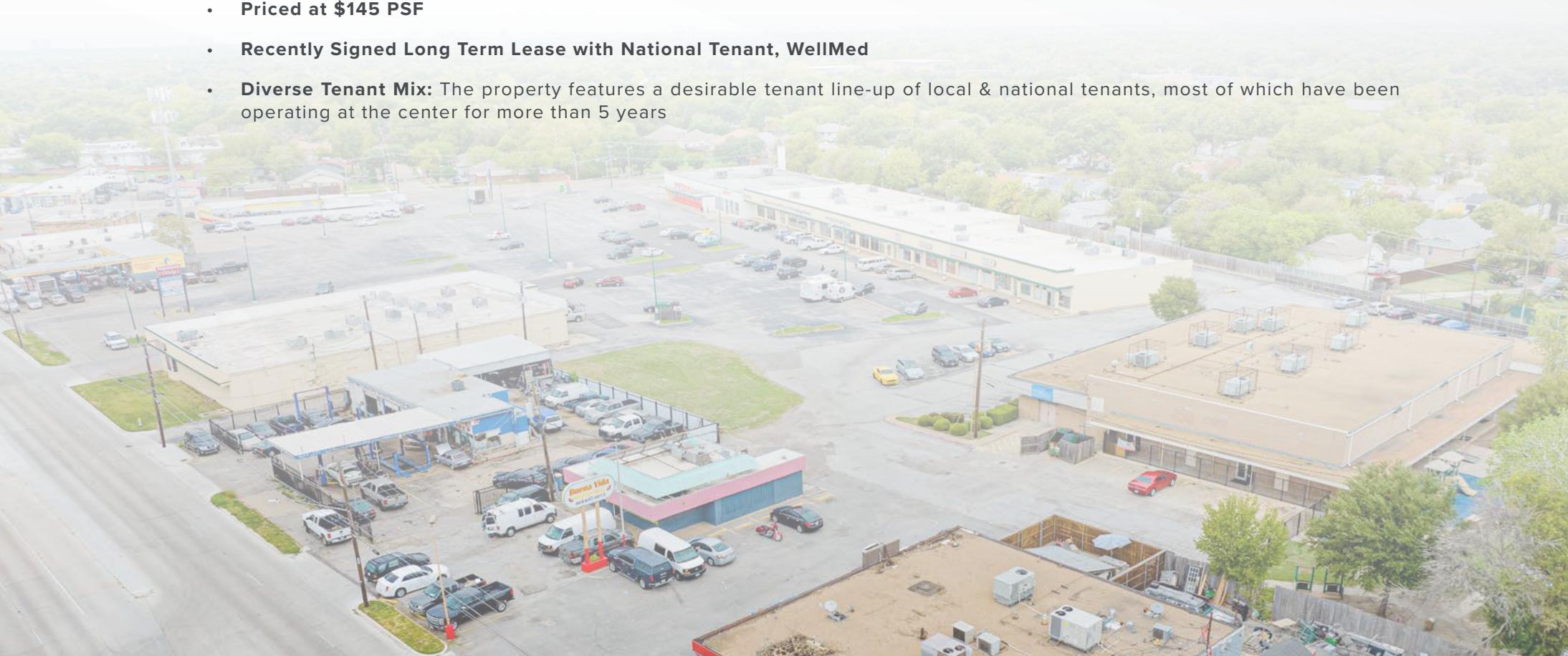
## FERGUSON VILLAGE

## Offering Summary

Matthews Real Estate Investment Services™ is pleased to exclusively offer a ±37,281 SF strip center called Ferguson Village (the "Property") located in Dallas, TX - 4th largest metroplex in the United States. The property is located at the Hard Corner of Oates Dr. and Ferguson Rd and benefits from a strong Urban Infill Location boosting a high immediate population and strong household incomes. The center is being offered as a great Value-Add Opportunity through lease-up and NNN conversions at an already favorable cap-rate, giving the opportunity for an investor to immediately step in and lower their basis.

## Property Highlights

- **Value Add Opportunity:** Center gives a buyer the ability to substantially increase NOI via lease up of existing vacancy and replacing the additional 17% of tenants on M2M leases and/or raising rents to market
- **Urban Infill Location:** 257,154 Residents within a 5-Mile Radius, with an Avg. HH Income of \$95,400, less than 10 min from Downtown Dallas
- **Property Includes Pad Site Potential for Future Development and Upside**
- **Roof Recently Replaced in (2021)**
- **Priced at \$145 PSF**
- **Recently Signed Long Term Lease with National Tenant, WellMed**
- **Diverse Tenant Mix:** The property features a desirable tenant line-up of local & national tenants, most of which have been operating at the center for more than 5 years





**\$5,431,057**

LIST PRICE



**\$145.68**

PPSF



**8.00%**

CAP RATE



**\$434,485**

NOI

## Property Details

Name	Ferguson Village
Address	9888 Ferguson Rd
City	Dallas
State	TX
APN	7.10269E+11
Land Area	±4.41 AC (±192,274 SF)
Year Built/Renovated	1960/2021
Gross Leasable Area	±37,281 SF
Total Tenants	10
Current Occupancy	94.42%





FERGUSON RD

N.A.P.

± 24,000 VPD

Google Earth

## CURRENT RETAILERS

101 A-B	TEXAS BARBER COLLEGES & HAIRSTYLING SCHOOLS	7,941 SF
101 C-D	WELLMED	8,600 SF
151	MISAEV VILLATORO	1,800 SF
153	BERACA PRODUCTIONS	2,240 SF
155	IGLESIA SANTA SCION	2,240 SF
159	POLLO FAMILIAR	1,120 SF
161	WINJIE BAO	1,120 SF
<b>163-165 AVAILABLE</b>		<b>2,080 SF</b>
201	FERGUSON LAUNDRY	3,940 SF
211	STRIKE IT RICH BINGO	6,200 SF

SUITE 101A-B  
TEXAS  
TBC  
BARBER COLLEGE  
7,941 SF

WELLMED

SUITE 151  
SUITE 153  
SUITE 155  
SUITE 159  
SUITE 161  
SUITE 163-165



**Head Start**  
of GREATER DALLAS  
Teaching Children & Building Families

COCOS  
LATINO'S DISCOUNT  
TIRES LLC



AJ AUTOMOBILE REPAIR  
LUCHAZ PUPUSERIA Y RESTAURANTE

SUITE 201  
FERGUSON LAUNDRY  
3,940 SF

SUITE 211  
STRIKE IT RICH BINGO  
6,200 SF

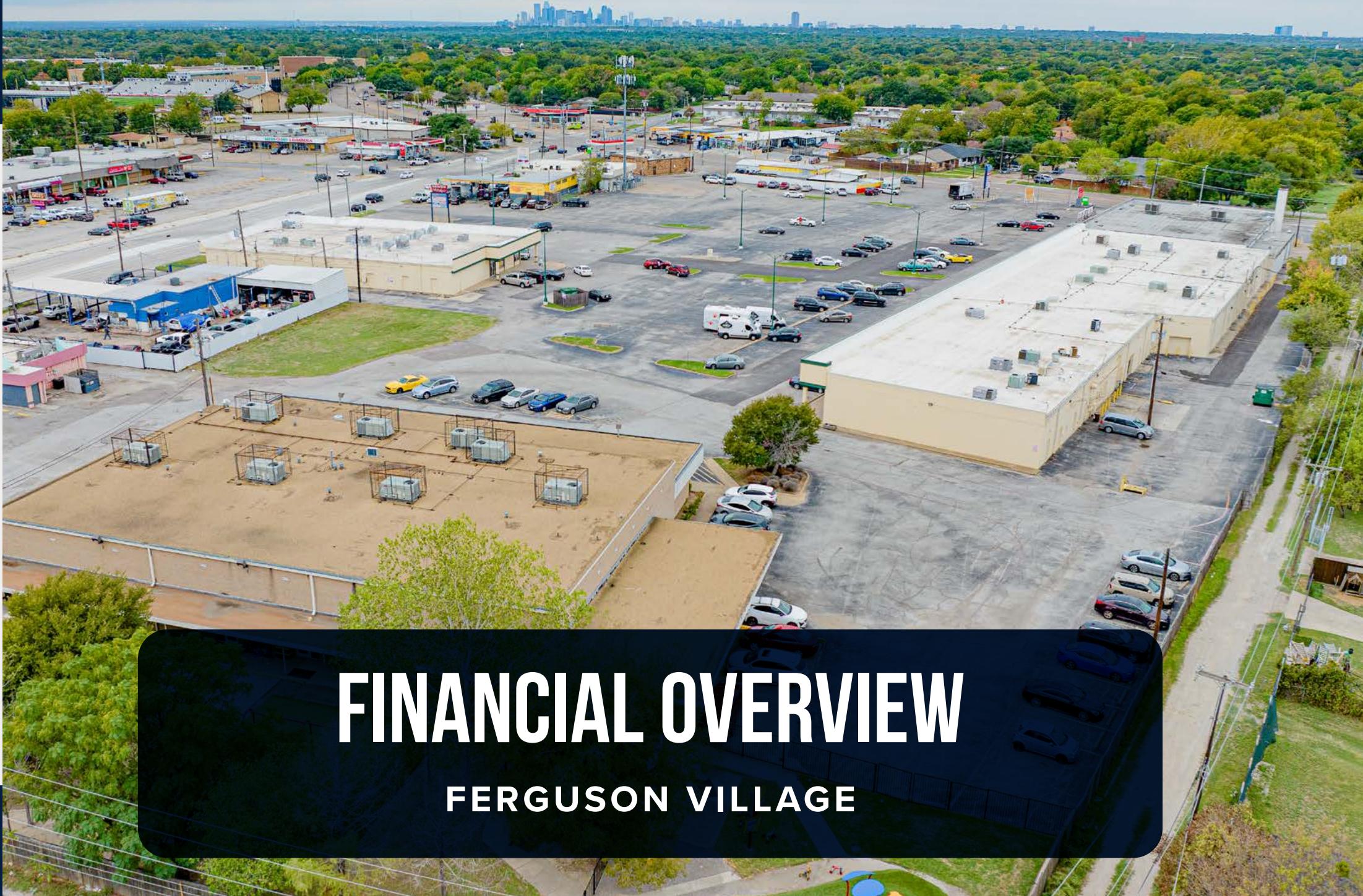
DALLAS SPORT AUTO REPAIR

BUENA VIDA

FOOD MART - BEER & WINE  
J. MURPHY'S CLUB

OATES DR

± 10,000 VPD



# FINANCIAL OVERVIEW

## FERGUSON VILLAGE

## Rent Roll

Suite	Tenant	GLA (SF)	Lease Start	Lease End	Type	% of GLA	Monthly Rent (\$)	\$PSF/Month	Annual Rent (\$)	\$PSF/Year	Rent Increase Date	New Monthly Rent (\$)	Option(s) Rnet	Notes
101 A-B	Texas Barber Colleges & Hairstyling Schools	7,941	3/1/2022	2/28/2027	Anchor	21.30%	\$8,934	\$1.13	\$107,204	\$13.50	N/A	N/A	Two, 5-Year Options	Options Have 2.25% Annual Increases
101 C/101 D	WellMed	8,600	2/2/2024	6/4/2032	Anchor	23.07%	\$10,033	\$1.17	\$120,400	\$14.00	2/2/25	\$10,234.00	Two, 2-Year Options	2% Annual Increases
151	Misael Villatoro	1,800	MTM	MTM	Services	4.83%	\$2,350	\$1.31	\$28,200	\$15.67	N/A	N/A	N/A	MTM
153	Beraca Productions	2,240	MTM	MTM	Services	6.01%	\$2,667	\$1.19	\$32,004	\$14.29	N/A	N/A	N/A	MTM
155	Iglesia Santa Scion	2,240	MTM	MTM	Services	6.01%	\$2,100	\$0.94	\$25,200	\$11.25	N/A	N/A	N/A	MTM
159	Pollo Familiar	1,120	1/1/2023	12/31/2025	Restaurant	3.00%	\$1,725	\$1.54	\$20,700	\$18.48	N/A	N/A	N/A	Flat 3-Year Lease w/ No Options
161	Destination Pet	1,120	4/1/2023	3/31/2026	Services	3.00%	\$1,260	\$1.13	\$15,120	\$13.50	4/1/2024	\$1,298.27	Two, 3-Year Options at FMV	3% Annual Increases
163/165	Vacant	2,800	-	-	-	5.58%	-	\$0.00	-	-	N/A	N/A	N/A	N/A
201	Ferguson Laundry	3,940	10/1/2020	12/31/2030	Services	10.57%	\$4,000	\$1.02	\$48,000	\$12.18	1/1/2025	\$4,200	Two, 5-Year Options at FMV	Rent Increase to \$4,500 on 1/1/2028
211	Strike It Rich Bingo	6,200	7/1/2019	6/30/2024	Services	16.63%	\$6,458	\$1.04	\$77,500	\$12.50	N/A	N/A	One, 5-Year Option at \$13PSF	\$0.50 PSF Increase at Beginning of Year 3 of Renewal
Parking Lot	Latinos Discount Tire	N/A	MTM	MTM	Services	-	-	-	-	-	N/A	N/A	N/A	N/A
Occupied Total	10 Suites	35,201 SF	-	-	-	94.42%	\$39,527	\$1.06 PSF	\$474,327	\$12.72 PSF				
Vacant Total	1 Suite	2,080 SF	-	-	-	5.58%	\$0	\$0.00 PSF	\$0	\$0.00 PSF				
Total (100%)	11 Suites	37,281 SF	-	-	-	100.00%	\$39,527	\$1.06 PSF	\$474,327	\$12.72 PSF				

## Financial Overview

2022		
	Total	\$ PSF
<b>Income</b>		
Rental Income	\$474,327	\$12.72
Other Income	\$2,400	\$0.06
Reimbursement Revenue	\$108,245	\$2.90
<b>Effective Gross Revenue</b>	<b>\$584,973</b>	<b>\$15.69</b>
<b>Expenses</b>		
Real Estate Taxes	\$61,000	\$1.64
Insurance	\$30,945	\$0.83
Payroll	\$0	\$0.00
OPEX less Utilities (CAM)	\$24,343	\$0.65
Utilities (CAM)	\$7,500	\$0.20
Repairs & Maintenance	\$12,500	\$0.34
Property Management Fee	\$14,200	\$0.38
Rental Income	3.00%	
<b>Total Operating Expense</b>	<b>\$150,488</b>	<b>\$4.04</b>
<b>Net Operating Income</b>	<b>\$434,485</b>	<b>\$11.65</b>
Operating Expense Ratio	25.7%	
Recovery Ratio (Taxes, Ins., and CAM)	87.4%	
Recovery Ratio (All Operating Expenses)	71.9%	
<b>Net Operating Income</b>	<b>\$434,485</b>	<b>\$11.65</b>
<b>Net Income</b>	<b>\$434,485</b>	<b>\$11.65</b>
<b>Cash Flow</b>	<b>\$434,485</b>	<b>\$11.65</b>



## FINANCING INQUIRIES

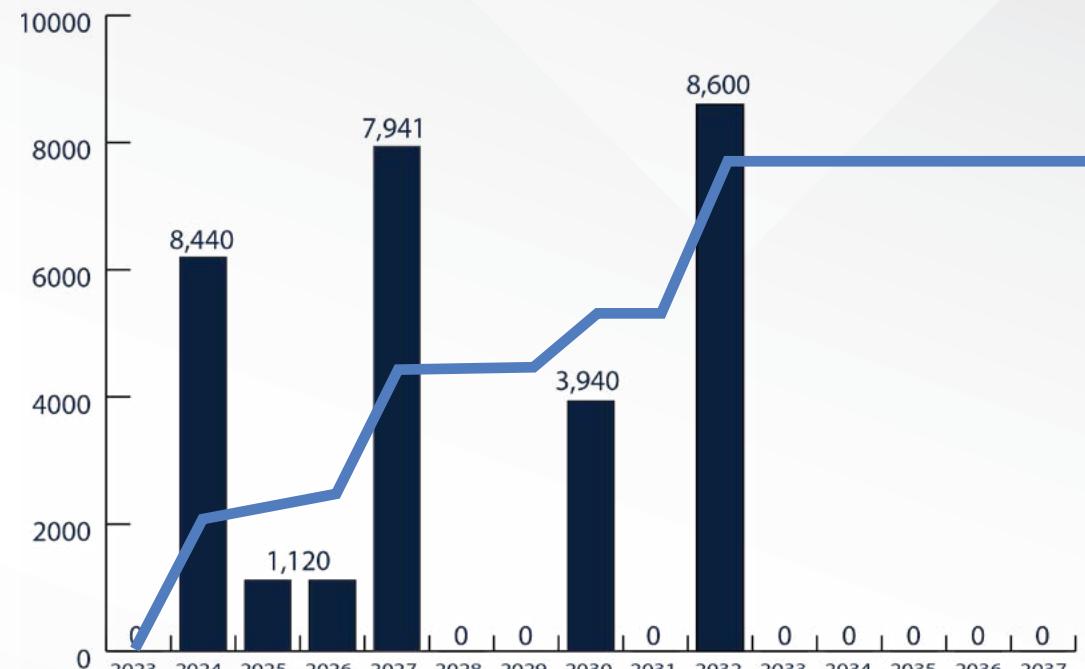
For financing options reach out to:

Patrick Flanagan  
(214) 620-1939  
patrick.flanagan@matthews.com

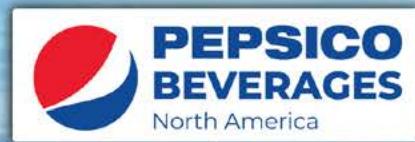
## Lease Expiration Schedule

Year	Year End	SF	% of GLA	Cumulative %
1	2023	0	0%	0%
2	2024	6,200	17%	17%
3	2025	1,120	3%	20%
4	2026	1,120	3%	23%
5	2027	7,941	21%	44%
6	2028	0	0%	44%
7	2029	0	0%	44%
8	2030	3,940	11%	55%
9	2031	0	0%	55%
10	2032	8,600	23%	78%
11	2033	0	0%	78%
12	2034	0	0%	78%
13	2035	0	0%	78%
14	2036	0	0%	78%
15	2037	0	0%	78%
<b>Occupied Total(s)</b>		<b>28,921</b>	<b>77.58%</b>	
<b>Vacant Total(s)</b>		<b>2,080</b>	<b>5.58%</b>	
<b>Property Total(s)</b>		<b>31,001</b>	<b>83%</b>	

## Lease Expirations



*"Month to Month tenants are not shown on Graph/Chart"*





# DOWNTOWN DALLAS

8.5 MILES AWAY



BISHOP LYNCH  
HIGH SCHOOL  
1,010 STUDENTS



LUCHAZ PUPUSERIA Y RESTAURANTE  
AJ AUTOMOBILE REPAIR



COCOS  
LATINO'S DISCOUNT TIRES LLC



OATES DR ± 10,000 VPD

FERGUSON RD ± 24,000 VPD

DALLAS SPORT AUTO REPAIR

SUBJECT PROPERTY





# AREA OVERVIEW

## FERGUSON VILLAGE



## DALLAS, TX

Dallas-Fort Worth is one of the largest cities in America, with a population of approximately 1.3 million people, combining urban sophistication with an incomparable Texan personality. Dallas is an altogether unique blend of cultures, styles, and flavors, with more than one million people calling the city proper home.

The Dallas-Fort Worth metroplex encompasses 11 counties. It is the economic and cultural hub of North Texas and the most populous metropolitan area in both Texas and the Southern United States, the 4th largest in the United States. The metropolitan region's economy is primarily based on banking, commerce, insurance, telecommunications, technology, energy, healthcare, medical research, transportation, and logistics. As of 2022, Dallas-Fort Worth is home to 23 Fortune 500 companies, the fourth-largest concentration of Fortune 500 companies in the United States behind New York City, Chicago, and Houston.

### DEMOGRAPHICS

POPULATION	1-MILE	3-MILE	5-MILE
2028 Projection	15,803	115,105	302,536
2023 Estimate	16,686	119,917	314,164
2020 Census	18,943	127,501	328,510
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2028 Projection	5,130	41,567	108,544
2023 Estimate	5,459	43,542	113,202
2020 Census	6,391	47,289	120,231
INCOME	1-MILE	3-MILE	5-MILE
Avg. Household Income	\$59,835	\$73,055	\$82,518

**#2** IN BEST PLACES TO LIVE IN TEXAS (U.S. NEWS, 2022)

**#20** IN 25 BEST PLACES FOR YOUNG PROFESSIONALS (U.S. NEWS, 2022)



## ECONOMY

Dallas-Fort Worth is the 4th largest metropolitan area in the U.S., with approximately 7.6 million people, and consistently ranks among the top metros for job growth. The metro averaged over 100,000 new jobs in the last few years, with an annual growth of almost 3%. Many companies across various industries have relocated or expanded operations due to the low cost of doing business and the availability of a highly-skilled workforce in the Dallas-Fort Worth area. Over the last decade, North Texas has attracted over 130 new corporate headquarters.

### BANKING AND FINANCE

Banking and finance play a key role in the area's economy. DFW recently surpassed Chicago to become the second-largest financial services hub in the nation, eclipsed only by New York. Bank of America, JPMorgan Chase, Liberty Mutual, Goldman Sachs, State Farm, TD Ameritrade, Charles Schwab, Fidelity Investments maintain significant operations in the area.

### INFORMATION TECHNOLOGY

The Metroplex also contains the largest Information Technology industry base in the state (often referred to as Silicon Prairie or the Telecom Corridor, especially when referring to US-75 through Richardson, Plano, and Allen just north of Dallas itself). This area has many corporate IT projects and the presence of numerous electronics, computing, and telecommunication firms.

Microsoft, Texas Instruments, HP, Dell, Samsung, Nokia, Cisco, Fujitsu, i2, Frontier Communications, Alcatel, Ericsson, Google, Verizon.

### COMPANIES HEADQUARTERED IN DFW

AT&T, the largest telecommunications company in the world, is headquartered at the Whitacre Tower in downtown Dallas.

ExxonMobil and McKesson, respectively the 2nd and 7th largest Fortune 500 companies by revenue, are headquartered in Irving, Texas.

Fluor, the largest engineering & construction company in the Fortune 500, is also Headquartered in Irving. In October 2016, Jacobs Engineering, a Fortune 500 company and one of the world's largest engineering companies, relocated from Pasadena, California to Dallas. Toyota USA, in 2016, relocated its corporate headquarters to Plano, Texas. Southwest Airlines is headquartered in Dallas and has more than 53,000 employees.

### MAJOR EMPLOYERS

EMPLOYERS	EMPLOYEES
Dallas Independent School District	22,621
City of Dallas	13,000
AT&T Inc.	10,990
Medical City Dallas	10,800
Parkland Health & Hosp System	10,577
Texas Instruments	9,800
Dallas County Community College	8,230
Methodist Dallas Med Ctr	7,114
Dallas County	6,500
Children's Health	6,355

## DALLAS CULTURE & ATTRACTIONS

Dallas boasts the largest concentrated urban arts district in the nation. The Dallas Arts District was established in 1984 to centralize the art community and provide adequate facilities for cultural organizations. Institutions include the Dallas Museum of Art, the Morton H. Meyerson Symphony Center, the Dallas Theater Center, the Booker T. Washington High School for the Performing and Visual Arts, the Trammell and Margaret Crow Collection of Asian Art, and the Nasher Sculpture Center.



Dallas Cowboys



Dallas Mavericks



Texas Rangers



Dallas Stars

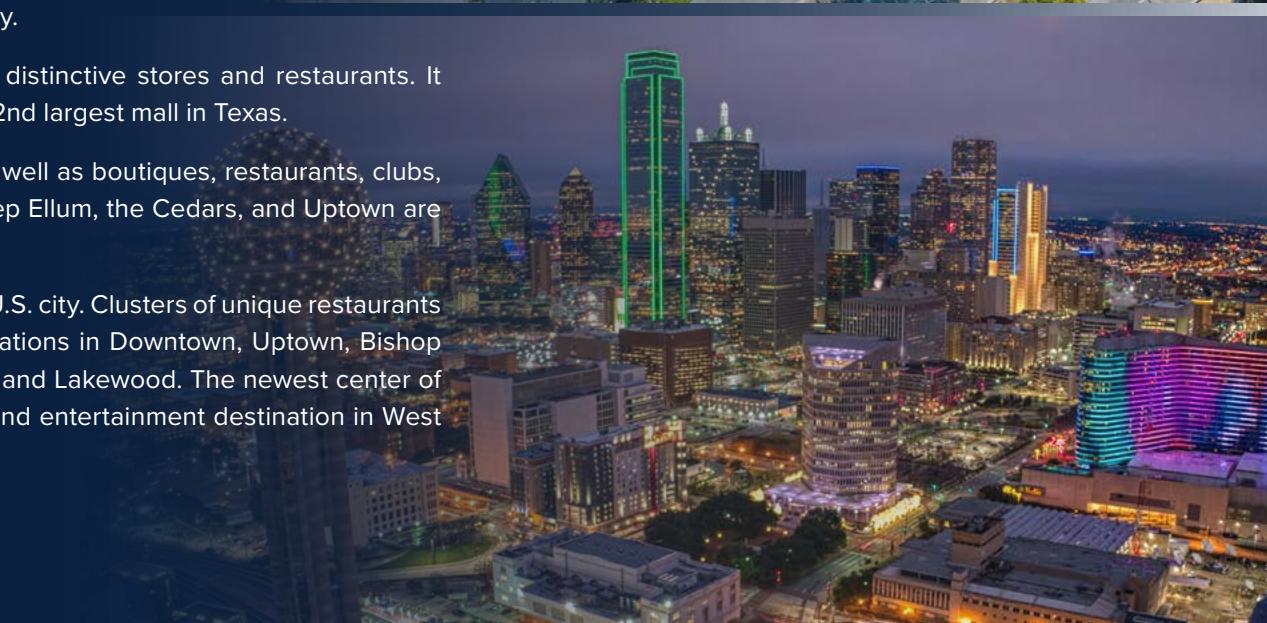
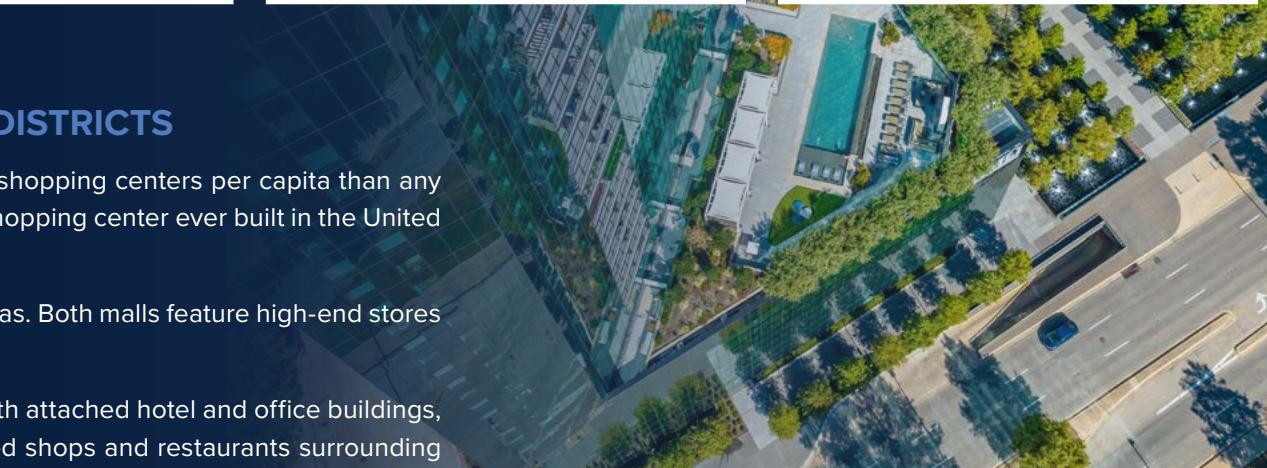
## MAJOR SHOPPING AND ENTERTAINMENT DISTRICTS

In addition to its large number of businesses, Dallas has more shopping centers per capita than any other city in the United States and is also home to the second shopping center ever built in the United States, Highland Park Village, which opened in 1931.

- Dallas is home to the two other major malls in North Texas. Both malls feature high-end stores and are major tourist draws for the region:
- Galleria Dallas, a unique urban shopping destination with attached hotel and office buildings, has nearly 200 nationally and internationally recognized shops and restaurants surrounding an impressive ice rink. It hosts 19 million visitors annually.
- North Park Center is 2.3 million sq. ft. with over 235 distinctive stores and restaurants. It features museum-quality modern art pieces and is the 2nd largest mall in Texas.

Downtown Dallas is home to Neiman Marcus' flagship store as well as boutiques, restaurants, clubs, and a growing farmers market scene. Nearby West Village, Deep Ellum, the Cedars, and Uptown are popular mixed-use destinations for shops and restaurants.

The Dallas area has more restaurants per capita than any other U.S. city. Clusters of unique restaurants and shops are scattered throughout the city, notably in destinations in Downtown, Uptown, Bishop Arts District, Deep Ellum, Greenville Avenue, Knox-Henderson, and Lakewood. The newest center of dining is Trinity Groves, an evolving 15-acre restaurant, artist, and entertainment destination in West Dallas.



## HIGHER EDUCATION

There are 7 four-year colleges within the Dallas city limits and 20 four-year colleges within a 50-mile radius. The University of Texas at Arlington enrolls the most students, and Southern Methodist University is the closest university.

**Southern Methodist University** – The private research university in University Park, Texas takes up 234 acres and has a student population of over 12,000. It is a nationally ranked private institution and is a distinguished center for global research with a liberal arts tradition. Economic Impact: Southern Methodist University and its alumni wield an annual economic impact of more than \$7 billion.

**The University of North Texas** – With a total undergraduate enrollment of over 42,000 students, UNT generates an economic impact of \$1.65 billion in the DFW area economy annually. \$183.9 million growth in economic activity for the DFW area because of UNT's capital spending. 88 academic programs ranked among the nation's Top 100.

**The University of Texas at Dallas** – Being one of the largest public universities in Dallas, UTD has nearly 30,000 students and generates over \$348 Million in economic impact. The University has a top-ranked STEM, Management, Liberal arts, and Science program and is commonly known for Nutrition Innovation and Entrepreneurship.

**Texas Christian University** – TCU has been stated to generate nearly \$562.5 in revenue a year for the Dallas economic system. In the past year, they have been ranked #83 in best universities #1 MBA faculty quality in the world. The university has an enrollment of just under 12,000.

**Southern Methodist University** - SMU and its alumni wield an annual economic impact of more than \$7 billion a year. SMU has a strong emphasis on its distinguished center for global research with a liberal arts tradition.

**The University of Texas at Arlington** – With nearly 65% of the student population being northern Texas natives, the university creates an annual economic impact of almost \$17.1 billion for their region. The university is home to the nanotechnology research facility, NanoFab Research & Teaching Facility, and the Center for Amphibian and Reptile Diversity Research programs.

**University of Dallas** – Producing nearly 8,200 jobs and more than \$490 million dollars toward economic impact, the university is known for its Private Catholic, Liberal arts foundings, and high-quality education at an affordable price. The student body consists of nearly 1500 undergraduates and 1,000 postgraduates.



# CONFIDENTIALITY AGREEMENT & DISCLOSURE

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **Ferguson Village** located at **9888 Ferguson Rd, Dallas, TX 752284** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

OFFERING MEMORANDUM

# FERGUSON VILLAGE

9888 FERGUSON RD | DALLAS, TX 75228

## EXCLUSIVELY LISTED BY:

**OLIVER WILLMAN**  
ASSOCIATE

DIRECT +1 (214) 227-6867  
MOBILE +1 (251) 377-6445  
[oliver.willman@matthews.com](mailto:oliver.willman@matthews.com)  
License No. 788014 (TX)

**GRAYSON DUYCK**  
SENIOR ASSOCIATE

DIRECT +1 (214) 295-4247  
MOBILE +1 (214) 796-0289  
[grayson.duyck@matthews.com](mailto:grayson.duyck@matthews.com)  
License No. 725363 (TX)

**BROKER OF RECORD**  
*Kyle Matthews*  
LICENSE No. 9005919 (TX)

**MATTHEWS**<sup>TM</sup>  
REAL ESTATE INVESTMENT SERVICES



## 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:
  - 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.

Matthews Real Estate Investment Services Licensed Broker /Broker Firm Name or Primary Assumed Business Name	9005919 License No.	transactions@matthews.com Email	866-889-0050 Phone
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Kyle Matthews Designated Broker of Firm	678067 License No.	licensing@matthews.com Email	866-889-0050 Phone
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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
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Sales Agent/Associate's Name	License No.	Email	Phone
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Buyer/Tenant/Seller/Landlord Initials

Date