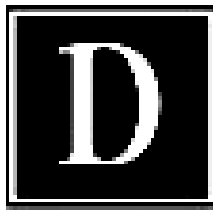


**District North
SE Corner IH 10 & 1604
San Antonio, Texas**



DRAKE COMMERCIAL GROUP

DEBORAH BAUER

19310 STONE OAK PKWY, STE. 201

SAN ANTONIO, TEXAS 78258

T: 210.402.6363

F: 210.402.6767

www.drakecommercial.com

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Drake Commercial Group

19310 Stone Oak Parkway
Suite 201
San Antonio, TX 78258
www.drakecommercial.com



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**San Antonio
is #1 in
Texas for
Business
and Careers
-Forbes**



**San Antonio is one of
America's Enterprising
Cities
-U.S. Chamber of
Commerce**

Utilities Available for High Density

- San Antonio Water System Utility Service Agreement
 - Sanitary Sewer
 - Water
- City Public Service Energy
 - Gas
 - Electric

Vested Rights Since January 2001

- No Parks Dedication Requirements
- No Edwards Aquifer Contribution Zone Requirement
- Master Development Plan

Approved Business and Commercial Zoning

- C-3, Commercial
- C-2, Commercial
- MF-50, Multi-Family



**San Antonio is #9 in the top 20 fastest growing cities.
-Forbes**



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Forest Park Medical Center

Forest Park Medical Building & Garage



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The \$3.35 million bridge over Loop 1604 on the northwest side of San Antonio connects Vance Jackson Road with its northern-most segment passing through the Rim.



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Major development slated for prime I-10/Loop 1604 corner



TORENCE WHITE / SAN ANTONIO BUSINESS JOURNAL
Deborah Bauer of Drake Commercial Group LLC and Walt Busby of Galo Properties teamed up to bring more development to one of the few remaining open spaces at Interstate 10 and Loop 1604.



■ **Galo Properties/Fulcrum Development**
What: Locally based development firms
What's new: Recently formed a joint venture to purchase 98.7 acres of land at the southeast corner of Interstate Highway 10 West and Loop 1604 in Northwest San Antonio
What's next: The two firms will jointly develop the land to create an urban village at one of the hottest retail intersections in San Antonio

age from a partnership that included a family owned entity out of Mexico called Galleria Ventures Ltd. and Aventura, Fla.-based retail development firm Turnberry Associates.

Deborah Bauer, president of local real estate firm Drake Commercial Group LLC, represented the Turnberry/Galleria venture in the sale.

It was Turnberry that had turned heads not too long ago when it announced plans to develop the estimated 98 acres into a 1 million square-foot power center called Regal Hills.

Those plans, however, never came to fruition.

Calls to Turnberry were not returned by the Business Journal's press time.

Enter Bauer, who approached Busby about the prospect of his firm buying the acreage.

The whole process took about 45 days — which meant foregoing much of the due-diligence that is often done at the front of a deal, Busby and Braha say.

The trade off: Owning a prime piece of land that has been eyed by developers for years.

While the new project has yet to be christened with a name, one thing is certain: It won't be called Regal Hills.

"We will re-brand it," says Braha, who is a partner in Fulcrum. "This project will be completely different from what Turnberry laid out for the site."

Lay of the land

Where Turnberry's plans had called for a power center — and thus some big-box retailers — Galo and Fulcrum's plans entail a more intimate environment.

Both gentlemen envision a project that will mimic more self-contained, urban areas — albeit at a suburban site.

While the concept is still fairly new in San Antonio, the city's growth will likely



COURTESY OF TBG PARTNERS:LANDSCAPE ARCHITECTURE
Site plan for Galo Properties/Fulcrum Development's planned urban village project at Loop 1604 and Interstate Highway 10 West.

drive demand for more of these projects — as commuters find it increasingly difficult to travel from one side of town to the other without getting mired in traffic, Busby and Braha say.

"It's about quality of life now — what your time is worth," Braha adds.

As for how the project will come together, Busby and Braha envision a project that is propelled by the other uses first.

"The plan is to start with the office and the hotel development," Braha says. "The retail will complement that."

One of the key pieces of the project will be a five-star hotel, Busby and Braha say. A second hotel will be geared toward business travelers, they add.

And even now, with Braha and Busby about a week into the project, eyes are already on their site — including some heavy interest from potential office users.

That phenomenon comes as little surprise to Busby, who points out that I-10 has always been one of the city's primary office corridors.

For years, much of that office development was concentrated around the I-10/Loop 410 interchange, notes Drake Commercial's Bauer. But with housing development continuing to move north, the Loop 1604/I-10 intersection is emerging as the key office hub, she adds.

It's about time

As for the remaining 300 acres that Galleria owns, Bauer says that her client is looking at a range of uses — from hotels, to retail, to office, to high-rise luxury condominiums.

Like Busby and Braha, Bauer says that Galleria envisions a project where people would stay a while.

And little by little, says Bauer, the project is starting to take shape. Prior to the Galo/Fulcrum land deal, Bauer represented Galleria in the sale of 30 acres out of the remaining 300 to San Antonio multifamily development firm The Lynd Co.

"We are finally seeing the vision come to fruition," Bauer says.

"Everybody has been looking at this corner for 20 years," says Busby of the Galo/Fulcrum tract.

Over that time, significant developments have sprung up all around their site — including The Rim, La Cantera, Valero and the University of Texas at San Antonio.

"(Our) site screams, 'Do something with me!'" Busby adds.

That time, say Busby and Braha, is now.

"Now it's in the hands of real deal makers," Busby says.

"We are committed to the project," Braha adds. "This should be a truly first-class, landmark development. The city deserves it."

Take two

Galo and Fulcrum purchased the acre-

Alamo City eyed for yet another hospital

Medical complex will cost up to \$90 million to build

Premium content from San Antonio Business Journal by W. Scott Bailey, Reporter/Project Coordinator

Date: Friday, October 21, 2011, 5:00am CDT



A roughly 145,000-square-foot hospital will anchor the planned Forest Park Medical Center on the Northwest Side.

Vibrant Healthcare Management LLC, a Dallas-based company, is spearheading the development of a new medical complex on San Antonio's Northwest Side that will include a 145,000-square-foot, acute-care hospital and an 84,000-square-foot medical office building.

The complex, dubbed the Forest Park Medical Center San Antonio, will be constructed on undeveloped land near Interstate Highway 10 and Loop 1604, in the same area where a separate hospital development is planned.

"Texas has done well despite the recession," says Dr. **Richard Toussaint**, co-founder of Forest Park Medical Center Dallas, the model upon which the Alamo City project is based. "San Antonio has done better than most cities in Texas. It's a growing community with a robust local economy, and we wanted to be responsive to the needs in that community."

If the projects slated for the IH-10/Loop 1604 area are completed as planned, those investments could spur the creation of a new health care hub in the nation's seventh largest city. And that could further fuel the expansion of a multibillion-dollar health care industry that is already San Antonio's chief economic driver.

The Forest Park Medical Center San Antonio complex will be located on a portion of a 100-acre tract that is being marketed as The Landmark, and it will be anchored by the multi-story hospital, which could have as many as 60-plus inpatient beds — including 10 intensive care beds and 14 VIP suites.

The hospital will also house a dozen operating rooms, as well as a 24-hour emergency department, pharmacy, imaging services, lab space and a blood bank.

The total cost of the medical center project, which will include an 800-space parking structure, is expected to reach as high as \$90 million, according to **Alan Beauchamp**, managing partner for Vibrant Healthcare. He says construction is slated to begin during the first quarter of next year.

Changing landscape

Physician-controlled Forest Park Medical Center has tapped Vibrant Healthcare to help expand its brand and to manage its facilities. Vibrant also serves as the project manager for Forest Park's health care developments.

The Neal Richards Group, a Dallas-based real-estate development firm, will oversee the construction of the Forest Park Medical Center San Antonio project. Beauchamp says similar projects are also planned for other Texas cities, including Austin and Fort Worth.

The Forest Park model is based on physician investors having a majority ownership in the hospitals. San Antonio-area physicians will likely have at least a 70 percent stake in the Alamo City hospital, which will offer general surgical and specialty services, including craniofacial, plastic and reconstructive surgeries.

“What we are doing is developing hospitals in which physicians still have a say in the delivery of health care,” Toussaint explains. He says federal health care reform “changed the landscape” by preventing physicians from referring Medicare and Medicaid patients to hospitals in which they have an ownership stake. However, the Forest Park hospital in San Antonio will be able to treat Medicare patients not referred by their physician investors.

Those physician investors will be able to refer private-pay patients, or those who have their own health insurance, to the Forest Park hospital.

“We truly believe there is a need for a physician-owned model,” says Beauchamp. “We believe outcomes are better, costs are lower and length of stay (for patients) is shorter. We started looking at other markets for this model and San Antonio is certainly a growing area.”

In fact, Beauchamp says there is strong interest among San Antonio-area physicians in the Forest Park project, which he stresses has “really been physician driven.”

Fantastic location

Late last month, the Business Journal reported that Victory Healthcare, a Houston-based firm, plans to break ground in January on Victory Medical Center, which will also be located within The Landmark and will include a hospital.

“It’s a fantastic location in a growing part of the city,” says **Robert Helms**, chairman and CEO of Victory Healthcare, about the site where his company plans to operate a 30-bed hospital specializing in complex spine and orthopaedic procedures.

Over the last several years, health care companies and organizations have followed the migration of people further north and west in San Antonio. The Stone Oak area in far North Central San Antonio, for example, has attracted multiple hospitals and other medical development.

The area where Victory and Vibrant plan to establish medical complexes is located about halfway between Stone Oak and the South Texas Medical Center.

NAI REOC San Antonio Vice President **Carl Bohn**, who has a keen understanding of the local health care landscape, says there has been “significant” interest from the health care industry in the IH-10/Loop 1604 area.

He says the real estate around the IH-10/Loop 1604 interchange could become a hub for “specialty care,” attracting still more investors.

“We’ve done our homework and believe this is an under-served area,” says **Robert Garcia**, vice president of business development for Victory Healthcare.

“They will be a competitor of ours,” says Beauchamp about the Victory project. “But I’m a firm believer that competition is always a good thing.”

Texas rising to No. 2 oil producer in world

Eagle Ford seen as most important among shale fields

By **Jennifer Hiller** STAFF WRITER

By the end of this year, Texas could become the world's second-largest producer of oil behind Saudi Arabia.

The state's production, driven mainly by the Eagle Ford Shale in South Texas and the Permian Basin in West Texas, will reach about 3.4 million barrels per day, propelling Texas past Iraq and Iran for the world's No. 2 spot, said Greg Leveille, manager for technology program-unconventional reservoirs at ConocoPhillips.

"This is the greatest comeback story you can possibly imagine," Leveille said Tuesday at the Eagle Ford Consortium conference at the Convention Center.

Leveille said the high crude oil content of the Eagle Ford and the high level of returns that ConocoPhillips and other operators are seeing mean it has the greatest potential of all U.S. shale fields.

"The Eagle Ford is by far the most important unconventional reservoir play in North America today," Leveille said. The ConocoPhillips forecast set the stage for this week's conference, in which talk turned to the future of the Eagle Ford, the potential for oil and gas production in neighboring Mexico and sustainable development — basically the idea that no one in South Texas wants to end up living in a post-bust ghost town.

"Everybody talks about the boom and bust," said Leodoro Martinez, head of the Eagle Ford Consortium, a group of elected officials, companies and residents. "We want to talk about the boom without having a bust."

On Tuesday, several officials said they hate even the word "boom."

"After a big explosion, what's left?" asked Bruce Pearson, city manager of Pleasanton. "Nothing. I prefer to think of the Eagle Ford opportunity."

Leveille said the region will see "decades and decades of production." ConocoPhillips in the past year has added 1,000 planned drilling locations. It now plans 3,000 wells on 221,000 acres in the Eagle Ford, where it's running 12 rigs and will spend \$3 billion this year. And it isn't the only company increasing its drilling.

"What you're seeing unfold in the Eagle Ford is probably the greatest energy success story we will see in the 21st century," Leveille said.

Estimates by the Texas Alliance of Energy Producers are slightly less optimistic than Leveille's but also point to surging crude oil production. The industry group estimates that the state's crude oil production climbed to 2.7 million barrels per day by the end of 2013 and will cross the 3 million mark before the end of this year.

While it's difficult to find perfect comparisons of world oil production, the group's estimate puts Texas ahead of Iraq, which produced just less than 3 million barrels of crude oil and condensate in 2012, according to the U.S. Energy Information Administration.

Texas oil production peaked in the early 1970s and went on a long slide, including a 1980s bust that devastated the state's economy. A few years ago, before shale oil drilling started, the state produced around 1 million barrels per day, about as much as Ecuador, Leveille said.

South Texas is transforming alongside the Eagle Ford — a formation that everyone in the oil and gas industry knew was there all along but could never tap. Drillers used to talk about getting gas "kicks" while drilling through the shale.

San Antonio billionaire Red McCombs said his oil and gas company has drilled around 500 wells in the region since 1965, often passing through the Eagle Ford on the way to another formation.

"We always hated it because it was too hard to get through," McCombs said. "It didn't produce anything. All it was was trouble. It turns out it was because we didn't know what to do with it."

The use of horizontal drilling techniques and hydraulic fracturing opened up a boom in South Texas and the Permian Basin. Fracturing pumps millions of gallons of water and chemicals at high pressure to break shale and prop open the cracks with sand, letting oil and gas flow up a well.

The boom has brought a host of major concerns — including road damage, wrecks, lack of health care services and heavy water consumption — as well as smaller issues that are changing the culture of the region.

“I used to go to the grocery store, and it would take an hour because you’d say hello to this person and that one,” said Roger Garza, a city councilman in Pleasanton. “Now they’re all strangers. Sometimes I wonder what happened to my town. It’s a completely different atmosphere.”

There’s also a growing sense that rural South and West Texas need to band together to get the attention of the Legislature.

Noel Perez, city administrator of Dilley, said rural communities don’t have enough influence statewide. He said he’s glad for the oil field activity because “everybody was dying a slow death” before it. But he wants an accounting of the region’s groundwater resources.

While the industry uses a small slice of water statewide, water is sourced locally. And with drilling happening in the state’s driest regions — and during a drought — the heavy use of water for hydraulic fracturing has some communities worried.

“They can make all the money in the world,” Perez said. “We’re doing great in oil. Where’s the water?”

Jeff Labenz-Hough, program manager with engineering company HDR Inc., said communities in South and West Texas face many of the same problems and issues.

“This activity, good, bad and indifferent, is going to be with us for quite some time,” he said.

For now, most drilling in the Eagle Ford targets oil, but the field also has vast natural gas reserves.

Mayor Julián Castro said San Antonio is benefiting from the natural gas production and the shift to using natural gas to power electric generation.

That, along with municipally owned CPS Energy’s investments in wind and solar, can help position the city as a leader in what he called the “new energy economy.”

“On balance, I’d say there are far more opportunities than challenges,” Castro said.

South Texas is also watching Mexico, which is rewriting its laws to allow foreign investment in its energy industry.

State Sen. Leticia Van de Putte of San Antonio, the Democratic nominee for lieutenant governor, said a new need for oil and gas workers in Mexico could upend part of the traditional worker migration, with Texas workers going to Mexico for work.

“We will be competing for the first time, our workers going to work in the shale field in Mexico,” she said.

But there are also concerns about increasing oil and gas production in Mexico. The San Antonio area is teetering on the edge of nonattainment for federal clean air standards for ozone, and a new environmental study shows that emissions of compounds that can create ozone pollution will keep increasing in the Eagle Ford.

“Once the energy reforms are completed in Mexico, that will add to that air quality issue,” Van de Putte said.
jhiller@express-news.net Twitter: @Jennifer_Hiller

TopGolf San Antonio to tee off late fall

BY KOLTEN PARKER : JANUARY 13, 2014 : Updated: January 13, 2014 8:44pm



SAN ANTONIO — A new multimillion-dollar entertainment complex on the Northwest Side is expected to be a boon to local entertainment as well as attract tourists.

TopGolf finalized its plans last week for a San Antonio location, which will be the golf entertainment company's first in San Antonio, the seventh Texas location and 15th overall.

Officials expect to get a good share of tourists from out of the United States, specifically from Mexico.

The 65,000-square-foot, three-level golf and entertainment venue, expected to open in late fall, will be across Interstate 10 from [Six Flags Fiesta Texas](#) and The Shops at [La Cantera](#), according to a news release issued by the company. TopGolf San Antonio will feature a full bar and kitchen as well as more than 230 high-definition televisions.

The estimated \$15 million complex will be modeled after a Houston location and will hire about 450 personnel (about 100 full-time positions), according to the [San Antonio Business Journal](#). The facility is expected to serve 400,000 visitors in its first year and to generate \$264.5 million in economic output over 10 years.

kparker@express-news.net

Twitter: @KoltenParker

<http://www.mysanantonio.com/business/local/article/TopGolf-San-Antonio-to-tee-off-late-fall-5138078.php>



Demographics

Population Change	1-mi.	3-mi.	5-mi.
Total: Employees (NAICS)	n/a	n/a	n/a
Total: Establishments (NAICS)	n/a	n/a	n/a
2013 Total Population	5,168	57,861	200,869
2013 Households	2,507	23,022	79,958
Population Change 2010-2013	-90	2,763	12,229
Household Change 2010-2013	-147	347	1,793
% Population Change 2010-2013	-1.71%	5.01%	6.48%
% Household Change 2010-2013	-5.54%	1.53%	2.29%
Population Change 2000-2013	1,933	19,321	64,312
Household Change 2000-2013	1,279	7,223	24,180
% Population Change 2000 to 2013	59.75%	50.13%	47.10%
% Household Change 2000 to 2013	104.15%	45.72%	43.35%

Housing	1-mi.	3-mi.	5-mi.
2000 Housing Units	1,281	16,954	59,542
2000 Occupied Housing Units	1,229	15,799	55,778
2000 Owner Occupied Housing Units	1,069	8,476	30,651
2000 Renter Occupied Housing Units	160	7,323	25,127
2000 Vacant Housing Units	53	1,155	3,764
% 2000 Occupied Housing Units	95.94%	93.19%	93.68%
% 2000 Owner occupied housing units	86.98%	53.65%	54.95%
% 2000 Renter occupied housing units	13.02%	46.35%	45.05%
% 2000 Vacant housing units	4.14%	6.81%	6.32%

Income	1-mi.	3-mi.	5-mi.
2013 Household Income: Median	\$57,621	\$53,120	\$61,573
2013 Household Income: Average	\$68,211	\$70,714	\$80,271
2013 Per Capita Income	\$33,089	\$29,890	\$32,649
2013 Household income: Less than \$10,000	294	2,812	6,552
2013 Household income: \$10,000 to \$14,999	36	940	2,953
2013 Household income: \$15,000 to \$19,999	98	1,150	2,944
2013 Household income: \$20,000 to \$24,999	35	1,070	3,642
2013 Household income: \$25,000 to \$29,999	84	1,140	3,674
2013 Household income: \$30,000 to \$34,999	276	1,341	3,936
2013 Household income: \$35,000 to \$39,999	33	780	3,145
2013 Household income: \$40,000 to \$44,999	150	1,123	3,357
2013 Household income: \$45,000 to \$49,999	44	646	3,082
2013 Household income: \$50,000 to \$59,999	267	1,631	5,936
2013 Household income: \$60,000 to \$74,999	218	1,916	7,224

For more information please contact Deborah Bauer or Travis Bauer

210.402.6363

deborah@drakecommercial.com – travis@drakecommercial.com



Demographics

2013 Household income: \$75,000 to \$99,999	439	3,009	10,147
2013 Household income: \$100,000 to \$124,999	192	1,706	7,614
2013 Household income: \$125,000 to \$149,999	149	1,175	4,293
2013 Household income: \$150,000 to \$199,999	164	1,416	5,792
2013 Household income: \$200,000 or more	28	1,167	5,667
% 2013 Household income: Less than \$10,000	11.73%	12.21%	8.19%
% 2013 Household income: \$10,000 to \$14,999	1.44%	4.08%	3.69%
% 2013 Household income: \$15,000 to \$19,999	3.91%	5.00%	3.68%
% 2013 Household income: \$20,000 to \$24,999	1.40%	4.65%	4.55%
% 2013 Household income: \$25,000 to \$29,999	3.35%	4.95%	4.59%
% 2013 Household income: \$30,000 to \$34,999	11.01%	5.82%	4.92%
% 2013 Household income: \$35,000 to \$39,999	1.32%	3.39%	3.93%
% 2013 Household income: \$40,000 to \$44,999	5.98%	4.88%	4.20%
% 2013 Household income: \$45,000 to \$49,999	1.76%	2.81%	3.85%
% 2013 Household income: \$50,000 to \$59,999	10.65%	7.08%	7.42%
% 2013 Household income: \$60,000 to \$74,999	8.70%	8.32%	9.03%
% 2013 Household income: \$75,000 to \$99,999	17.51%	13.07%	12.69%
% 2013 Household income: \$100,000 to \$124,999	7.66%	7.41%	9.52%
% 2013 Household income: \$125,000 to \$149,999	5.94%	5.10%	5.37%
% 2013 Household income: \$150,000 to \$199,999	6.54%	6.15%	7.24%
% 2013 Household income: \$200,000 or more	1.12%	5.07%	7.09%

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Approved by the Texas Real Estate Commission for Voluntary Use
Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

Information About Brokerage Services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

IF THE BROKER REPRESENTS THE OWNER:

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written - listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information known to the agent.

IF THE BROKER REPRESENTS THE BUYER:

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

IF THE BROKER ACTS AS AN INTERMEDIARY:

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an

intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- (1) shall treat all parties honestly;
- (2) may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;
- (3) may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- (4) may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

If you choose to have a broker represent you, you should enter into a written agreement with the broker that clearly establishes the broker's obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee's records.

Buyer, Seller, Landlord or Tenant

Date

Texas Real Estate Brokers and Salespersons are licensed and regulated by the Texas Real Estate Commission (TREC). If you have a question or complaint regarding a real estate licensee, you should contact TREC at P.O. Box 12188, Austin, Texas 78711-2188, 512-936-3000 (<http://www.trec.texas.gov>)

TREC No. OP-K