

DOLLAR GENERAL

trade area Highlights:

- 6 schools (4,330 students)
- 3 apartment complexes (695 units)
- 3 residential communities (+1950 homes)

Avg household Incomes:
\$102,698



REPRESENTATIVE PHOTO

EXCLUSIVE OFFERING | \$1,966,500 – 5.75% CAP

DOLLAR GENERAL | S&P BBB Rated

SECURE
NET LEASE

16026 FM 548, Forney, TX (Dallas)

832.578.2233

EDWARD BENTON

ebenton@securenetlease.com

Property. Brand new Dollar General, 9,100± SF building on 2.99± acre site. Metal Construction, Concrete Brick Facade, Concrete Parking Lot.

Tenant. S&P Rating BBB, operates 15,400+ stores in 44 states. Ranked 123rd within the Fortune 500 Companies. Fiscal 2018 sales of \$25.6 billion.

Lease structure. Corporate, 15-year, absolute NNN lease, with 10% rent increases at the beginning of each option.

Location. Dollar General is strategically located along FM 548 (22,746 VPD), directly across from its intersection with University Dr., in northeast Forney, TX. FM 548 is a local thoroughfare that connects all the surrounding communities, and provides access to the traffic dense highway, US-80 (68,481 VPD). Dollar General will benefit from being located in an immediate trade area with above average household incomes of \$102,698. Additionally, within 1-mile from the subject property is the Devonshire master-planned community that features over 550 homes, and North Forney High School with approx. 1,367 students. Not including Devonshire and North Forney High School, there are five other schools with a total of 2,963 students, two other residential communities with a total of over 1,400 homes (more underway), and three apartment complexes with 695 total units, all within the immediate trade area. Dollar General is approx. 25-miles east of downtown Dallas, TX.

PAGE 2: TABLE OF CONTENTS | DISCLAIMER

PAGE 3: INVESTMENT | TENANT | LEASE OVERVIEW

PAGE 4: TENANT OVERVIEW CONT.

PAGE 5-6: IN THE NEWS

PAGE 7-8: AERIAL PHOTO

PAGE 9: SITE PLAN

PAGE 10: ELEVATIONS

PAGE 11-12: LOCATION OVERVIEW

PAGE 13-14: LOCATION MAPS

PAGE 15: DEMOGRAPHICS

Disclaimer

Trivanta ("Agent") has been engaged as an agent for the sale of the property located at 16026 FM 548, Forney, TX by the owner of the Property ("Seller"). The Property is being offered for sale in an "as-is, where-is" condition and Seller and Agent make no representations or warranties as to the accuracy of the information contained in this Offering Memorandum. The enclosed materials include highly confidential information and are being furnished solely for the purpose of review by prospective purchasers of the interest described herein. The enclosed materials are being provided solely to facilitate the prospective investor's own due diligence for which it shall be fully and solely responsible. The material contained herein is based on information and sources deemed to be reliable, but no representation or warranty, express or implied, is being made by Agent or Seller or any of their respective representatives, affiliates, officers, employees, shareholders, partners and directors, as to the accuracy or completeness of the information contained herein. Summaries contained herein of any legal or other documents are not intended to be comprehensive statements of the terms of such documents, but rather only outlines of some of the principal provisions contained therein. Neither the Agent nor the Seller shall have any liability whatsoever for the accuracy or completeness of the information contained herein or any other written or oral communication or information transmitted or made available or any action taken or decision made by the recipient with respect to the Property. Interested parties are to make their own investigations, projections and conclusions without reliance upon the material contained herein. Seller reserves the right, at its sole and absolute discretion, to withdraw the Property from being marketed for sale at any time and for any reason. Seller and Agent each expressly reserves the right, at their sole and absolute discretion, to reject any and all expressions of interest or offers regarding the Property and/or to terminate discussions with any entity at any time, with or without notice. This offering is made subject to omissions, correction of errors, change of price or other terms, prior sale or withdrawal from the market without notice. Agent is not authorized to make any representations or agreements on behalf of Seller. Seller shall have no legal commitment or obligation to any interested party reviewing the enclosed materials, performing additional investigation and/or making an offer to purchase the Property unless and until a binding written agreement for the purchase of the Property has been fully executed, delivered, and approved by Seller and any conditions to Seller's obligations hereunder have been satisfied or waived. By taking possession of and reviewing the information contained herein, the recipient agrees that (a) the enclosed materials and their contents are of a highly confidential nature and will be held and treated in the strictest confidence and shall be returned to Agent or Seller promptly upon request; and (b) the recipient shall not contact employees or tenants of the Property directly or indirectly regarding any aspect of the enclosed materials or the Property without the prior written approval of the Seller or Agent; and (c) no portion of the enclosed materials may be copied or otherwise reproduced without the prior written authorization of Seller and Agent.

INVESTMENT OVERVIEW

Dollar General

16026 FM 548, Forney, TX (Dallas)

PRICE CAP RATE:	\$1,966,500 5.75%
NET OPERATING INCOME:	\$113,065
BUILDING AREA:	9,100± Square Feet
LAND AREA:	2.99± Acres
YEAR BUILT :	2019
OWNERSHIP:	Fee Simple Interest
OCCUPANCY:	100%
CONSTRUCTION TYPE:	Metal Construction, Concrete Brick Facade, Concrete Parking Lot

LEASE OVERVIEW

Initial Lease Term:	15-Yrs, Plus (3), 5-Year Options to Renew
Rent Commencement:	July 30 th , 2019
Lease Expiration:	July 31 st , 2034
Lease Type:	Corporate Absolute NNN
Rent Increases:	10% In Option Periods
Year 1-15 Annual Rent (Current):	\$113,065
Year 16-20 Annual Rent (Option 1):	\$124,372
Year 21-25 Annual Rent (Option 2):	\$136,809
Year 26-30 Annual Rent (Option 3):	\$150,490

TENANT OVERVIEW

LESSEE: Dolgencorp. of Texas, Inc.
GUARANTOR: Dollar General Corporation



DOLLAR GENERAL | www.dollargeneral.com | S&P Rating BBB

Cal Turner founded J. L. Turner & Son, Inc. in 1939, and opened the first Dollar General store in Springfield, Kentucky in June 1955. Today, Dollar General Corporation operates as the country's largest small-box discount retailer with stores in the southern, southwestern, midwestern, and eastern United States. The stores are typically located in local neighborhoods and small communities deemed "too small" for big-box retailers. Dollar General offers both name-brand and generic merchandise—including off-brand goods and closeouts of name-brand items. Although it has the word "dollar" in the name, Dollar General is not a dollar store. Many of its offerings are priced at more than one dollar. However, goods are usually sold at set price points of penny items and up to the range of 50 to 60 dollars, not counting phone cards and loadable store gift cards. The company provides paper and cleaning products (paper towels, bath tissues, paper dinnerware, trash and storage bags, laundry, and other home cleaning supplies), packaged food and perishables (cereals, canned soups and vegetables, sugar, flour, milk, eggs, and bread), beverages, snacks (such as candies, cookies, crackers, salty snacks, and carbonated beverages), over-the-counter medicines, personal care products (soap, body wash, shampoo, dental hygiene, and foot care products), pet supplies and pet food products, seasonal products (decorations, toys, batteries, small electronics, greeting cards, and stationery) prepaid cell phones and accessories, gardening supplies, hardware, automotive, home office supplies, home products (kitchen supplies, cookware, small appliances, light bulbs, storage containers, frames, candles, and craft supplies, as well as kitchen, bed, and bath soft goods), and casual, everyday apparel (for infants, toddlers, girls, boys, women, and men, as well as socks, underwear, disposable diapers, shoes, and accessories). Since the turn of the century, Dollar General has added stores that carry a greater selection of grocery items, which operate under the name "Dollar General Market".

In 2007 Kohlberg Kravis Roberts & Co. (KKR) acquired Dollar General, privatized the company for restructuring, and took the company public again in 2009. As of July 14, 2018, Dollar General operated 15,000+ stores in 44 states. The company ranks 159th within the Fortune 500 Companies. Fiscal 2018 sales exceeded \$25.6 billion with net income of \$1.6 billion.

Tenant OVERVIEW CONT.

Dollar General

16026 FM 548, Forney, TX (Dallas)

2018 Financial Highlights:

- Net Sales Increase of 9.2% to \$25.6 Billion
- Same-Store Sales Increase of 3.2%
- 29th Consecutive Year of Same-Stores Sale Growth
- Net Income Increased to \$1.6 Billion (\$1.5 Billion in 2017)

Investment Highlights:

- Dollar General is the Country's Largest Small-Box Discount Retailer
- Corporate guaranty by investment grade tenant: Dollar General (S&P:BBB)
- Absolute NNN Lease – No Landlord Responsibility



Click Here FOR [DOLLAR GENERAL Article](#)





How Dollar General Became Rural America's Store of Choice

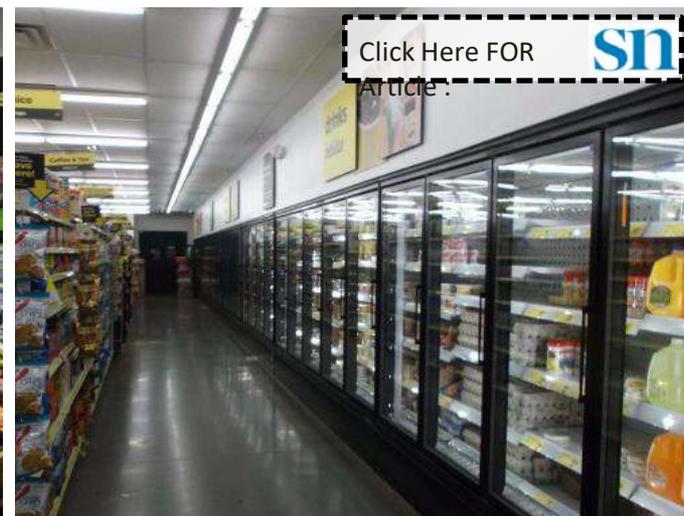
By Sarah Nassauer

EVANSVILLE, Tenn.— (*The Wall Street Journal*) —The local Dollar General store, built on a rural highway and surrounded by farmland, sells no fresh meat, greens or fruit. The selection echoes a suburban drugstore chain, from shower curtains to breakfast cereal, toilet paper, plastic toys and camouflage-pattern socks. Refrigerators and freezers on one wall hold milk, eggs and frozen pizza. Many items are sold in mini bottles or small bags, keeping costs lower than a trip to the Wal-Mart Supercenter down the road. The two registers are staffed by one cashier, except during rush hours after school and after work.

Dollar General is expanding because rural America is struggling. With its convenient locations for frugal shoppers, it has become one of the most profitable retailers in the U.S. and a lifeline for lower-income customers bypassed by other major chains. Dollar General Corp.'s 14,000 stores yielded more than double the profit of Macy's Inc. on less revenue during its most recent fiscal year. And its \$22 billion market value eclipses the largest U.S. grocery chain, Kroger Co., which has five times the revenue. The retailer relies on rapid store openings to keep revenue climbing and investors happy; 2016 marked its 27th consecutive year of sales growth in stores open at least a year. While many large retailers are closing locations, Dollar General executives said they planned to build thousands more stores, mostly in small communities that have otherwise shown few signs of the U.S. economic recovery.

Dollar-store chains flourished in the wake of the recession. Wal-Mart opened more than 100 mostly rural Wal-Mart Express stores, a chain the company has since closed, selling dozens of the stores to Dollar General last year. Dollar General executives said in 2012 the chain would shift more attention to cities, attempting to assuage investors who worried the company's growth could stall. Instead, demand by rural shoppers kept Dollar General's focus on sparsely populated communities. In 2013, Dollar General refined its formula for new locations, incorporating such data as proximity to a post office or church. The company identified 14,000 spots, with "the highest improvement in opportunities in small town and rural markets," Mr. Dreiling told analysts in 2014. The company has since opened hundreds of diminutive stores, about the size of a basketball court, that can generate profits in communities with fewer than 1,000 homes, Mr. Vasos said. This year, the company bought 322 stores from a private-equity firm that had bought them from Dollar Tree as it sought antitrust approval for the Family Dollar purchase. The acquisition included stores in Brooklyn, N.Y., Chicago and other cities, locations that will be a useful testing ground, he said

16026 FM 548, Forney, TX (Dallas)



Dollar General shifting to self-distribution of fresh and frozen

DG Fresh program now under way at 300 stores in Northeast

By Russell Redman (March 15, 2019)

Supermarket News — Dollar General Corp. is taking the expansion of perishables at its stores into its own hands.

CEO Todd Vasos yesterday unveiled DG Fresh, a new initiative for Dollar General to migrate to self-distribution of perishables, mainly fresh and frozen food. In a conference call on fiscal 2018 results, he said the deep-discount chain began the effort early this year and is now distributing perishable items to about 300 stores in the Northeast from a new cold storage facility the company owns in Pottsville, Pa.

“By the end of this fiscal year, our goal is to be serving as many as 5,000 stores from up to four new DG Fresh distribution facilities,” Vasos told analysts on the call. “Beyond 2019, our goal is to fully implement DG Fresh initiatives chainwide within three to four years as an annual rollout phase, similar to what you see in 2019.”

Vasos and Chief Financial Officer John Garratt acknowledged that DG Fresh’s startup costs will create an expense headwind this year. However, they noted that the program will be accretive to sales and operating margin over time.

Beside helping Dollar General trim product costs and boost in-stock levels for perishables, DG Fresh will “allow us to control our own destiny in fresh foods,” according to Vasos.

“We can carry more of the fresh products and brands our customers want,” he said. “These include Better For You items and national brands. Today, there are many items we cannot cost-effectively procure through our current model. In addition, self distribution will allow us to offer a wider selection of our own private brands to provide our customers with even more compelling value. Overall, we expect DG Fresh to allow us to do a better job of tailoring our product selection to fit the needs of our customers, particularly in rural areas.”

“While our initial focus is on distributing the types of fresh and frozen products we already carry, this approach also provides a potential path forward to expanding our produce offering to more of our stores in the future,” he added...

Source: <https://www.supermarketnews.com/store-design-construction/dollar-general-shifting-self-distribution-fresh-and-frozen>

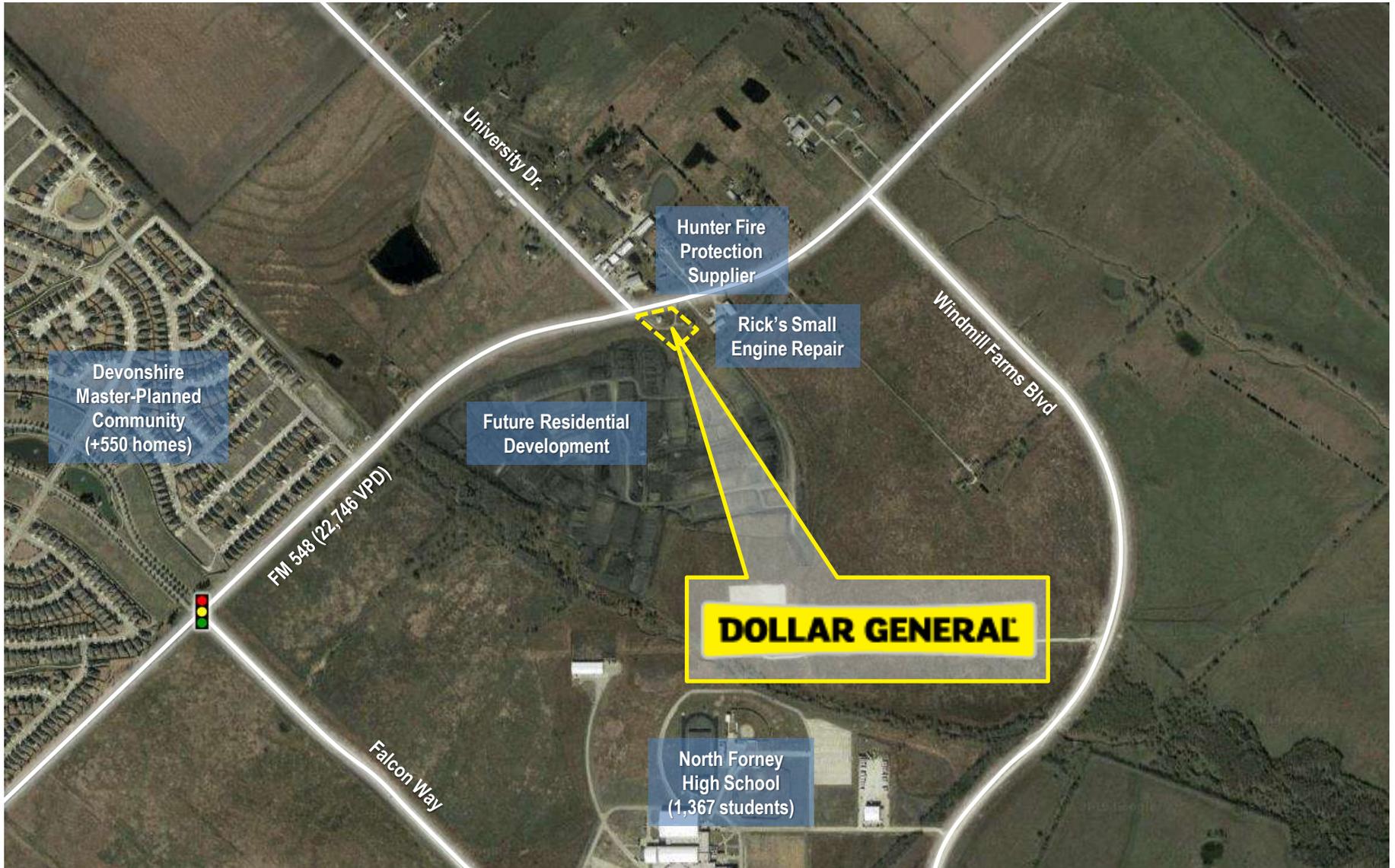
AERIAL PHOTO

Dollar General

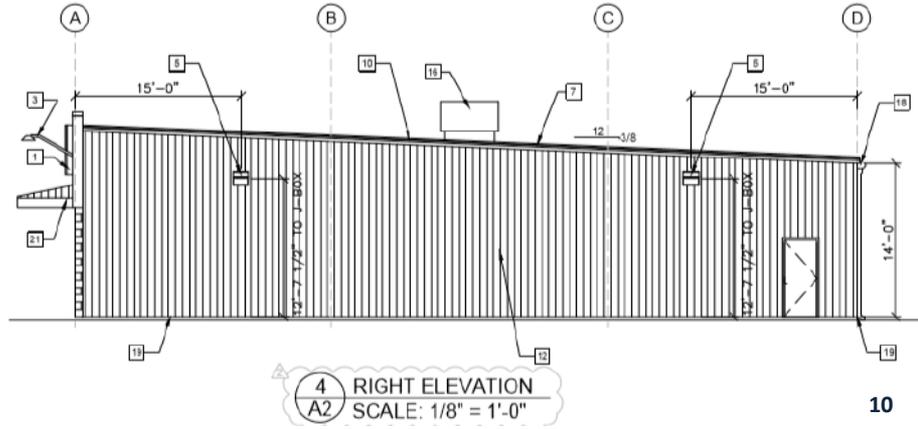
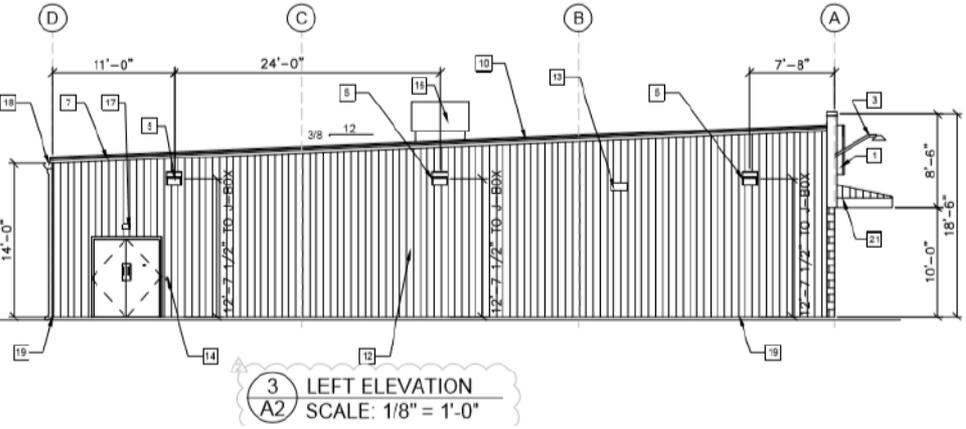
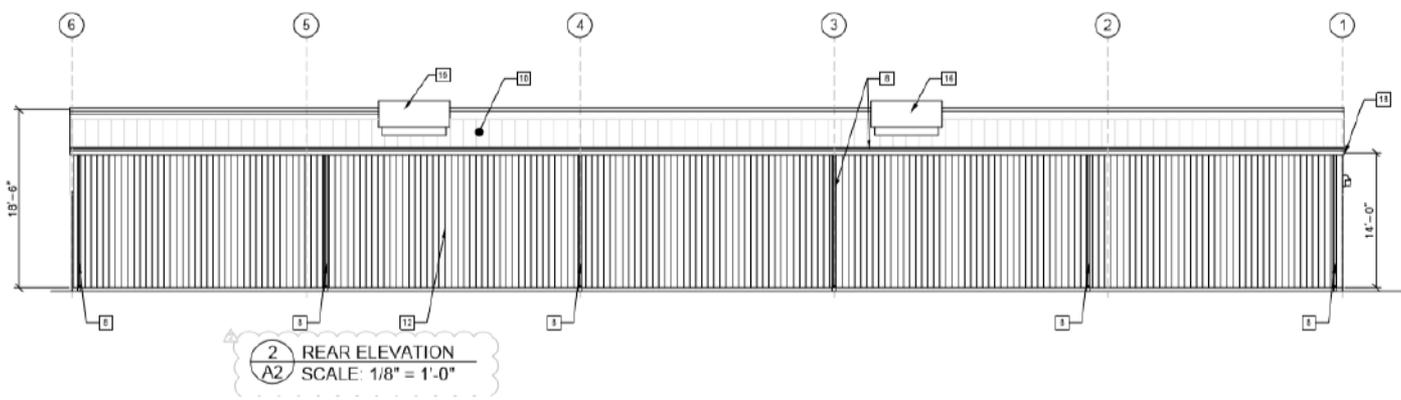
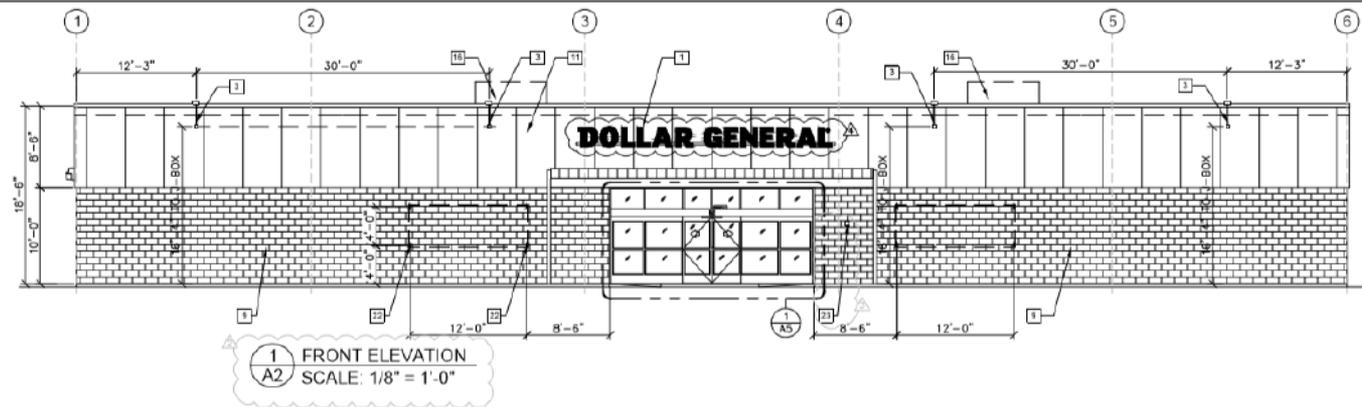
16026 FM 548, Forney, TX (Dallas)



16026 FM 548, Forney, TX (Dallas)



16026 FM 548, Forney, TX (Dallas)



LOCATION OVERVIEW

Dollar General

16026 FM 548, Forney, TX (Dallas)



IMMEDIATE TRADE AREA

Dollar General is strategically located along FM 548 (22,746 VPD), directly across from its intersection with University Dr., in northeast Forney, TX. FM 548 is a local thoroughfare that connects all the surrounding communities, and provides access to the traffic dense highway, US-80 (68,481 VPD), and to downtown Forney. University Dr. is a local roadway that gives residents on the outskirts of Forney, access to FM 548. The subject property will benefit from being located in an immediate trade area with above average household incomes of \$102,698 within a 5-mile radius. Additionally, within 1-mile from the subject property is the Devonshire master-planned community that features over 550 homes with more lots available, and North Forney High School with approximately 1,367 students. Not including Devonshire and North Forney High School, there are five other schools with a total of 2,963 students, two other residential communities with a total of over 1,400 homes (more underway), and three apartment complexes with 695 total units, all within the immediate trade area. The subject Dollar General is approximately 25-miles east of downtown Dallas, TX.

Notable national credit tenants in the area include Kroger, Jiffy Lube, Aldi, Papa John's, Starbucks, Sonic, Sports Clips, and many more.

FORNEY, TX

Forney, TX is a suburb of Dallas, TX located 22-miles east of the Dallas central business district. Forney has a population of 14,661 and a citywide mean annual household income of \$84,169. This income level places Forney in the top 17% of municipalities statewide. Forney also boasts a poverty rate that is in the lowest 15% of citywide poverty rates in the state of Texas. Like the greater DFW Metroplex, the Forney area is experiencing dramatic growth. Population within 10-miles of downtown Forney is estimated to have changed from 139,410 to 185,059 over the last decade, a 32.7% increase. Over the next 5-years, the population is projected to grow by 13.8% to 210,505.

Comparable growth rates for the United States as a whole are 9.0% for 2000-2009 and 5.1% projected from 2009 to 2014. The city's population is projected to grow by 18.6% over the next 5-Years and triple by 2030.

Forney's growth economic vibrancy has drawn a significant influx of real estate capital. The Meadow Ridge Farms development is a \$275 million mixed-use project that began construction in late 2010. This life style and regional center project will be the "largest retail space built between Mesquite and Tyler in 30 years," according to Dallas Business Journal. Other project features include 3 hotels, 50,000 SF of office space, big box retail, and numerous casual dining concepts.

**DALLAS, TX**

Dallas is the 3rd largest city in the state of Texas and the ninth-largest in the United States with a population of over 1,318,000. Dallas is recognized as a leader internationally within industrial and financial sectors. The Dallas/Fort Worth International Airport is one of the largest and busiest airports in the world. Dallas has more shopping centers per capita than any other city in the United States and is also home to two super regional center malls, the Dallas Galleria and NorthPark Center, which is the 2nd largest mall in Texas – both in north Dallas, located within close proximity to the subject property.

High demand in the residential sector has increased the volume of home sales in the Dallas area, especially in the cities located more or less north of downtown Dallas. Executive and luxury homes built on golf course and lake front lots, elegant gated estates, horse properties with acreage, as well as fine homes in both recently developed and well-established suburban neighborhoods are all available in the north Dallas suburbs area. North Dallas cities and towns are routinely ranked among the best suburbs in the DFW Metroplex, and top Dallas suburbs for families and the public schools that serve them typically dominate objectively compiled best DFW school districts, DFW's best K-12 schools and best DFW public high schools lists.

Dallas is home to the 3rd-largest concentration of Fortune 500 companies in the country and is the largest economic center of the DFW Metroplex. Dallas was rated as an "beta plus" world city by the Globalization and World Cities Study Group & Network. It is also the only city in the South Central and Southwest regions of the United States to achieve that status. Dallas is also ranked 6th in the US and 14th in world rankings of GDP by the Organization for Economic Co-operation and Development.

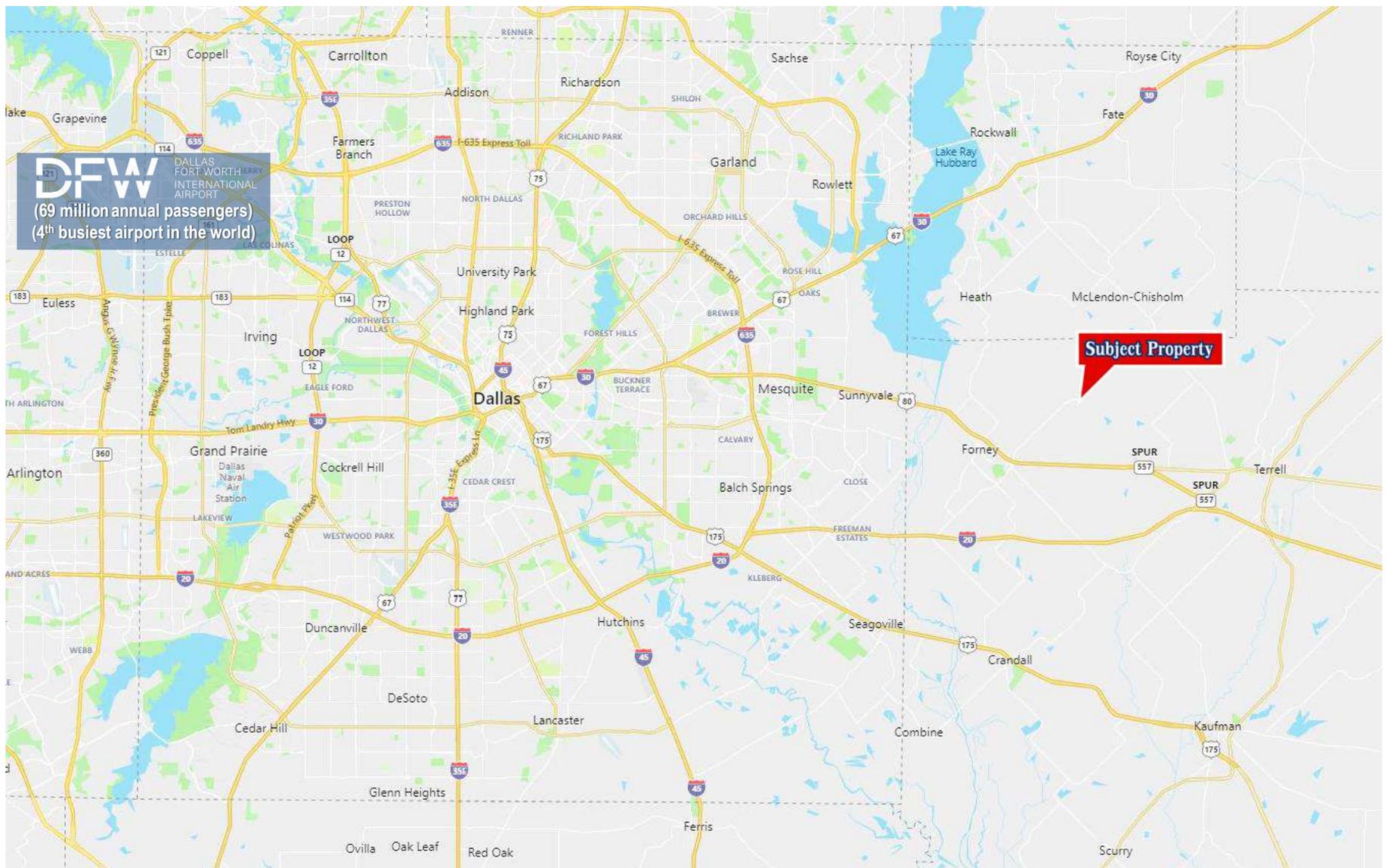
Dallas is the best-ranked city on the Regulatory Climate Index thanks to its efficient local regulations. Entrepreneurs and small businesses can expect a welcoming business environment across all five areas of local regulation. Dallas scores above average across each meaningful measure of an interaction that a business has with a local government agency through procedure, time, and cost. These rankings reflect the city's continuing efforts to develop programs and initiatives to strengthen the business environment, provide access to capital, and encourage economic growth at the local level.

LOCATION MAP

Dollar General

SECURE
NET LEASE

16026 FM 548, Forney, TX (Dallas)

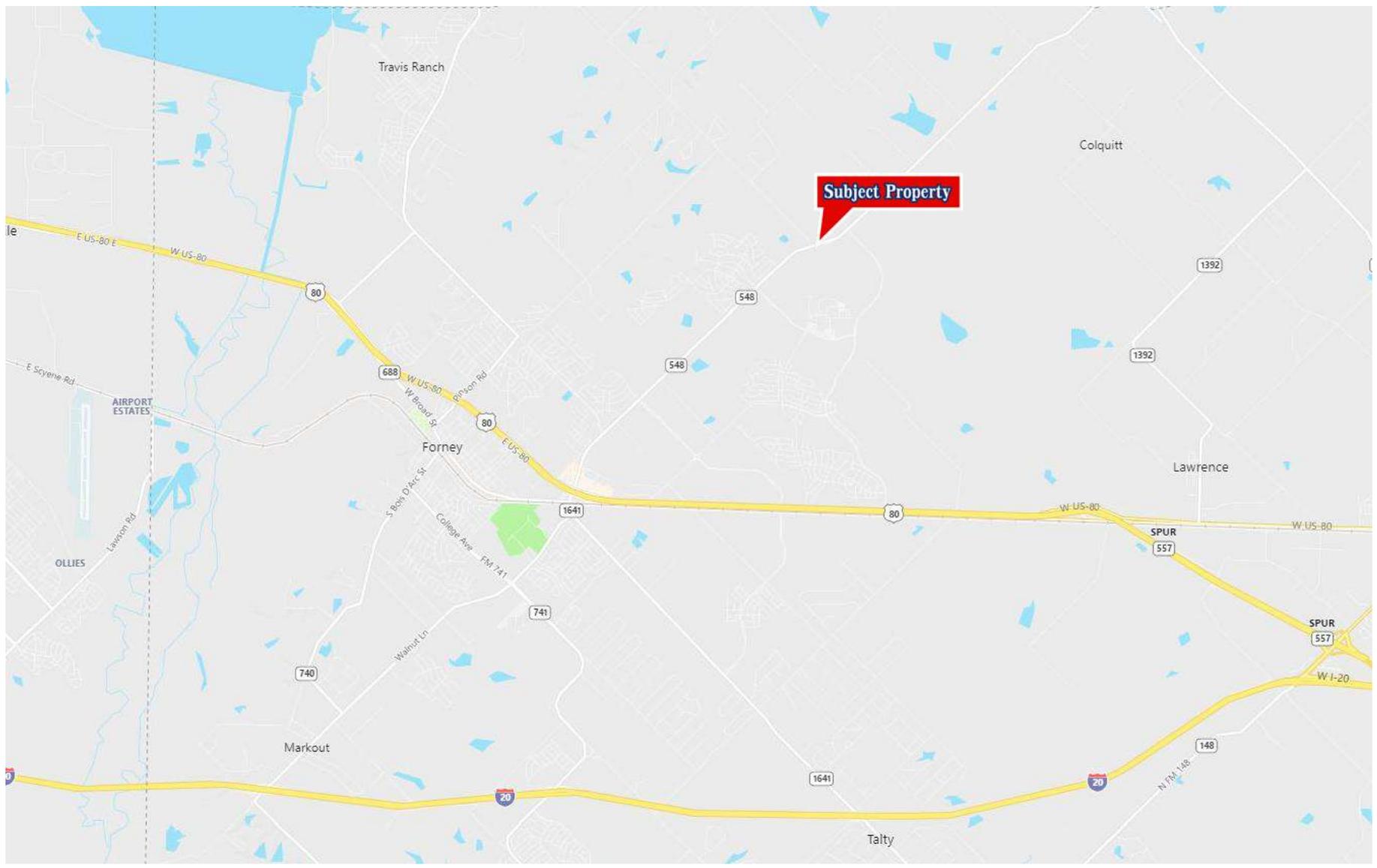


LOCATION MAP

Dollar General

SECURE
NET LEASE

16026 FM 548, Forney, TX (Dallas)



16026 FM 548, Forney, TX (Dallas)

16026 Farm to Market 548				
Forney, TX 75126				
	1 mi radius	3 mi radius	5 mi radius	
POPULATION	2019 Estimated Population	848	13,241	43,645
	2024 Projected Population	1,022	15,936	52,558
	2010 Census Population	261	8,010	29,430
	2000 Census Population	205	1,414	10,864
	Projected Annual Growth 2019 to 2024	4.1%	4.1%	4.1%
	Historical Annual Growth 2000 to 2019	16.5%	44.0%	15.9%
	HOUSEHOLDS	2019 Estimated Households	254	3,720
2024 Projected Households		269	3,934	13,998
2010 Census Households		88	2,373	9,342
2000 Census Households		65	449	3,628
Projected Annual Growth 2019 to 2024		1.2%	1.2%	1.3%
Historical Annual Growth 2000 to 2019		15.3%	38.4%	13.8%
AGE		2019 Est. Population Under 10 Years	16.1%	17.6%
	2019 Est. Population 10 to 19 Years	15.7%	16.4%	15.6%
	2019 Est. Population 20 to 29 Years	12.8%	12.4%	11.8%
	2019 Est. Population 30 to 44 Years	23.9%	25.6%	23.6%
	2019 Est. Population 45 to 59 Years	18.3%	16.4%	18.2%
	2019 Est. Population 60 to 74 Years	10.3%	9.2%	11.3%
	2019 Est. Population 75 Years or Over	2.9%	2.4%	3.5%
	2019 Est. Median Age	32.3	31.1	33.5
	MARITAL STATUS & GENDER	2019 Est. Male Population	49.6%	49.7%
2019 Est. Female Population		50.4%	50.3%	50.8%
2019 Est. Never Married		30.2%	27.9%	26.3%
2019 Est. Now Married		54.5%	56.3%	57.9%
2019 Est. Separated or Divorced		13.7%	13.0%	12.9%
2019 Est. Widowed		1.6%	2.8%	2.9%
INCOME	2019 Est. HH Income \$200,000 or More	6.8%	5.8%	7.4%
	2019 Est. HH Income \$150,000 to \$199,999	14.6%	10.8%	12.0%
	2019 Est. HH Income \$100,000 to \$149,999	28.2%	27.8%	26.4%
	2019 Est. HH Income \$75,000 to \$99,999	15.5%	17.9%	17.0%
	2019 Est. HH Income \$50,000 to \$74,999	15.6%	17.7%	18.2%
	2019 Est. HH Income \$35,000 to \$49,999	8.1%	9.3%	8.5%
	2019 Est. HH Income \$25,000 to \$34,999	4.1%	3.3%	3.8%
	2019 Est. HH Income \$15,000 to \$24,999	4.7%	3.4%	3.4%
	2019 Est. HH Income Under \$15,000	2.4%	4.1%	3.3%
	2019 Est. Average Household Income	\$89,358	\$91,393	\$102,698
2019 Est. Median Household Income	\$99,560	\$92,768	\$96,672	
2019 Est. Per Capita Income	\$26,742	\$25,675	\$30,959	
2019 Est. Total Businesses	9	80	998	
2019 Est. Total Employees	47	751	8,366	

16026 Farm to Market 548				
Forney, TX 75126				
	1 mi radius	3 mi radius	5 mi radius	
LABOR FORCE	2019 Est. Labor Population Age 16 Years or Over	627	9,444	32,213
	2019 Est. Civilian Employed	72.6%	70.6%	71.4%
	2019 Est. Civilian Unemployed	2.1%	2.0%	1.8%
	2019 Est. in Armed Forces	-	-	-
	2019 Est. not in Labor Force	25.2%	27.4%	26.6%
	2019 Labor Force Males	49.1%	49.0%	48.5%
	2019 Labor Force Females	50.9%	51.0%	51.5%
OCCUPATION	2019 Occupation: Population Age 16 Years or Over	455	6,663	23,014
	2019 Mgmt, Business, & Financial Operations	16.9%	16.9%	16.8%
	2019 Professional, Related	21.9%	21.5%	25.0%
	2019 Service	15.2%	15.0%	13.7%
	2019 Sales, Office	23.1%	25.6%	24.3%
	2019 Farming, Fishing, Forestry	0.2%	0.2%	0.4%
	2019 Construction, Extraction, Maintenance	11.4%	9.8%	9.9%
	2019 Production, Transport, Material Moving	11.4%	11.0%	9.9%
	2019 White Collar Workers	61.9%	64.0%	66.1%
	2019 Blue Collar Workers	38.1%	36.0%	33.9%
TRANSPORTATION TO WORK	2019 Drive to Work Alone	77.8%	82.5%	83.2%
	2019 Drive to Work in Carpool	11.2%	11.1%	10.7%
	2019 Travel to Work by Public Transportation	1.5%	0.8%	0.4%
	2019 Drive to Work on Motorcycle	-	-	-
	2019 Walk or Bicycle to Work	1.3%	0.8%	0.9%
	2019 Other Means	1.6%	1.0%	0.8%
	2019 Work at Home	6.6%	3.8%	4.0%
TRAVEL TIME	2019 Travel to Work in 14 Minutes or Less	15.4%	14.7%	15.4%
	2019 Travel to Work in 15 to 29 Minutes	25.0%	22.1%	23.5%
	2019 Travel to Work in 30 to 59 Minutes	48.2%	42.8%	46.8%
	2019 Travel to Work in 60 Minutes or More	20.2%	23.9%	22.8%
	2019 Average Travel Time to Work	36.6	36.4	35.3
CONSUMER EXPENDITURE	2019 Est. Total Household Expenditure	\$16.62 M	\$248.06 M	\$947.45 M
	2019 Est. Apparel	\$598.15 K	\$8.92 M	\$33.99 M
	2019 Est. Contributions, Gifts	\$937.24 K	\$13.81 M	\$53.93 M
	2019 Est. Education, Reading	\$551.02 K	\$8.01 M	\$31.24 M
	2019 Est. Entertainment	\$959.34 K	\$14.24 M	\$54.67 M
	2019 Est. Food, Beverages, Tobacco	\$2.54 M	\$38.19 M	\$144.88 M
	2019 Est. Furnishings, Equipment	\$595.4 K	\$8.85 M	\$33.95 M
	2019 Est. Health Care, Insurance	\$1.5 M	\$22.42 M	\$85.78 M
	2019 Est. Household Operations, Shelter, Utilities	\$5.32 M	\$79.41 M	\$302.64 M
	2019 Est. Miscellaneous Expenses	\$313.75 K	\$4.66 M	\$17.89 M
2019 Est. Personal Care	\$224.18 K	\$3.34 M	\$12.76 M	
2019 Est. Transportation	\$3.08 M	\$46.2 M	\$175.71 M	



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>)