



McDonald's

H-E-B Pad Site

\$4,000,000 | 3.75% CAP

12081 W University Dr, McKinney, TX 75071

- ✓ Expected Rent Commencement: November 2024
- ✓ Brand New 20 Year Absolute NNN Ground Lease
- ✓ Located on US Highway 380 & Coit Road (45,868+ VPD), Pad Site to Brand New H-E-B
- ✓ 183,845 Residents w/in 5 Miles & Avg. HH Income of \$181,405
- ✓ Located Across the Street from Lorene Rogers Middle School (1,259 Students) and Within Half a Mile from 3 Other Schools.

McDonald's has become one of the **world's leading food service** brands with **more than 41,800** restaurants in more than **100 countries**. Approximately **95%** of McDonald's restaurants **worldwide** are owned and operated by **independent local business owners**.



INVESTMENT OVERVIEW

MCDONALD'S MCKINNEY, TX



File Photo

CONTACT FOR DETAILS

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Managing Partner
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\$4,000,000

3.75% CAP

NOI

\$150,000

Building Area

±4,285 SF

Land Area

±1.41 AC

Year Built

2024

Lease Type

Absolute NNN
Ground Lease

Occupancy

100%

- ✓ **Expected Rent Commencement:** November 2024.
- ✓ **Brand New 20 Year Absolute NNN Ground Lease** with (8), Five-Year Options and 10% Rent Bumps Every 5 Years
- ✓ **The Subject Property Is a Pad Site for a Brand New H-E-B Store at US Highway 380/University Dr & Coit Road (45,868+ VPD).** The store will feature a pharmacy, true Texas BBQ, H-E-B curbside, home delivery, bakery, deli, and Sushiya, with CO2 refrigeration and LED lighting. H-E-B has more than 430 stores and 155,000 Partners in Texas and Mexico, and the retailer continues to be an economic driver as it expands in North Texas and other areas of the state.
- ✓ **Excellent Demographics with High Spending Power -** There are 183,845 residents living within 5 miles of the property with an average household income of \$181,405.
- ✓ **Located Across the Street from Lorene Rogers Middle School (1,259 Students)** and R. Steve Folsom Elementary School (730 students), and less than half a mile from Rock Hill High School (2,017 students), Jim and Betty Hughes Elementary School (765 students), and the new Daniel L. Jones Middle School opening August 2024.
- ✓ **McKinney, Texas is a Suburb of Dallas,** just 25 miles north of Downtown. It has recently reached an all time high in population at almost 215,000. It has had a 20% increase in population since 2017, and continues to be one of the fastest growing cities in the U.S.
- ✓ **McDonalds is the Largest Fast Food Restaurant Business in the World** with over 41,800 locations and over \$25.49B in revenue.

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.

SECURE
NET LEASE

TENANT OVERVIEW

MCDONALD'S MCKINNEY, TX

McDonald's

Back in 1954, a man named Ray Kroc discovered a small burger restaurant in California, and wrote the first page of McDonald's history.

REVENUE
\$25.49 B

CREDIT RATING
BBB+

LOCATIONS
41,822+



[mcdonalds.com](https://www.mcdonalds.com)

From humble beginnings as a small restaurant, they have become one of the **world's leading** food service brands with more than **41,800** restaurants in more than **100 countries**. McDonald's primarily sells hamburgers, cheeseburgers, chicken, French-fries, breakfast items, soft drinks, shakes and desserts. In response to changing consumer tastes, the company has expanded its menu to include salads, wraps, smoothies and fruit. McDonald's restaurants offer **customers counter service** as well as drive-thru service. McDonald's owns approximately **5%** of their restaurants, while the remainder of the stores are run by franchisee members or joint venture.

In efforts to be a world leader in innovation, McDonald's has a team in Romeoville, IL dedicated to **develop, test, and perfect** new additions to their menu. They also announced **in 2022** the addition of Speedee Labs at their Headquarters in Chicago. Speedee Labs opened **in 2023** and has all the capabilities of their Innovation Center in Illinois, but adds the collective thinking of corporate employees who can better collaborate with teams who develop **new product ideas**. McDonald's Corporation recently introduced their new small format store **""CosMc's.""** They have opened **three locations** and have more than **10 more planned** for **2024**.



File Photo

IN THE NEWS

MCDONALD'S MCKINNEY, TX

McDonald's Plans 'Fastest Period Of Growth In Brand's History' With 10,000 New Stores By 2027

JAMES FARRELL, DECEMBER 07, 2023 (FORBES)

McDonald's is planning to open 10,000 new stores globally by 2027, in what the world's largest fast food chain says would be the "fastest period of growth" in the brand's history, while also announcing a partnership with Google to automate restaurants using artificial intelligence.

McDonald's says it expects **nearly 2% growth** in system-wide sales from its **new restaurants**, according to a press release.

A McDonald's spokesperson told CBS the United States would see **900 new restaurants**, while the rest would open internationally.

The company also plans to revamp parts of its menu, rolling out a "Best Burger Initiative"—an effort to improve the quality of its burgers—to nearly all of its markets by 2026, and will invest more in its growing chicken business by expanding its McCrispy chicken sandwich to nearly all markets by 2025.

The chain says it's hoping to use generative AI to accelerate its venture into automation at its locations and to help employees find quicker solutions to problems.

The announcement came on McDonald's Investor Day on Wednesday. According to the Associated Press, Manu Steijaert, McDonald's chief customer officer, said it took the company 33 years to open its **first 10,000 restaurants**, and then **18 years to grow from 30,000 to 40,000**. Steijaert also said that the company's explosive growth in delivery requests is helping drive demand for new restaurants. McDonald's is also planning to further expand its delivery capabilities through its app, where the **company predicts 30%** of its deliveries will originate from by 2027. As for McDonald's new investment in AI, it's the **latest sign** of the company's growing interest in automation.

EXPLORE ARTICLE



McDonald's launches new chain to beat '3pm slump'

DECEMBER 07, 2023 (YAHOO! FINANCE)

McDonald's is launching a new chain of coffee shops called CosMc's that it says will help customers beat the "3pm slump". The US burger chain on Wednesday announced it had opened its first branch of the new chain in Chicago and plans to open another nine in Texas next year.

The focus on "**speciality drinks**" – which include Churro Frappés and Tropical Spiceades – will put CosMc's in direct competition with Starbucks. The Seattle-based **coffee giant has grown** in recent years in part through a **focus on customizable beverages**, such as Frappuccinos.

McDonald's said CosMc's would be "beverage-led", selling coffees as well as "specialty lemonades and teas, indulgent blended beverages and cold coffee".

The focus on "speciality drinks" – which include Churro Frappés and Tropical Spiceades – will put CosMc's in direct competition with Starbucks.

The Seattle-based coffee giant has grown in recent years in part through a focus on **customizable beverages**, such as Frappuccinos.

The burger giant already has a chain of coffee shops called McCafé and has sold freshly ground coffee in the UK since 2007. In 2010, it became the **biggest vendor of coffee** in Britain thanks to its vast network of branches.

However, CosMc's appears to be an attempt to get people to visit its shops during the afternoon – typically a low point for **fast food chains** that specialise in meals.

McDonald's said its new chain was an "an **out-of-this-world solution** for the 3pm slump".

Chief executive Chris Kempczinski suggested the idea could eventually come to Britain, telling the BBC it was "not worth our **time to develop** an idea that will only work in one market."

EXPLORE ARTICLE



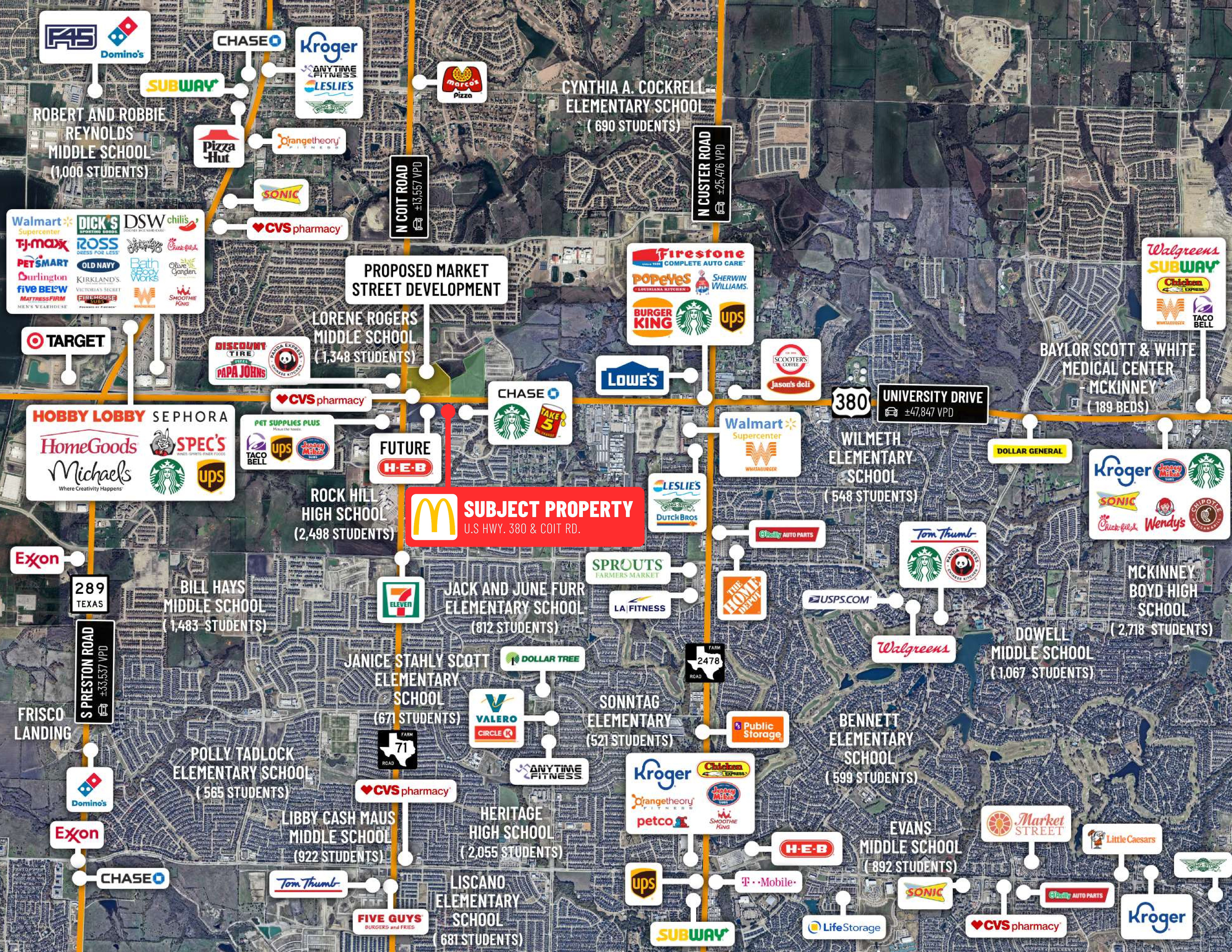
LEASE OVERVIEW

MCDONALD'S MCKINNEY, TX

Initial Lease Term	20-Years, Plus (8), 5-Year Options
Expected Rent Commencement	November 2024
Expected Lease Expiration	November 2044
Lease Type	Absolute NNN Ground Lease
Rent Increases	10% Every 5 Years, In Primary Term & Options
Annual Rent YRS 1-5	\$150,000
Annual Rent YRS 6-10	\$165,000
Annual Rent YRS 11-15	\$181,500
Annual Rent YRS 16-20	\$199,650
Option 1	\$219,615
Option 2	\$241,577
Option 3	\$265,734
Option 4	\$292,308
Option 5	\$321,538
Option 6	\$353,692
Option 7	\$389,061
Option 8	\$427,967

This information has been secured from sources we believe to be reliable but we make no representations or warranties, expressed or implied, as to the accuracy of the information. Buyer must verify the information and bears all risk for any inaccuracies.





ROBERT AND ROBBIE REYNOLDS MIDDLE SCHOOL (1,000 STUDENTS)

CYNTHIA A. COCKRELL ELEMENTARY SCHOOL (690 STUDENTS)



N COIT ROAD ±13,557 VPD

N CUSTER ROAD ±25,476 VPD



PROPOSED MARKET STREET DEVELOPMENT



LORENE ROGERS MIDDLE SCHOOL (1,348 STUDENTS)



BAYLOR SCOTT & WHITE MEDICAL CENTER - MCKINNEY (189 BEDS)



ROCK HILL HIGH SCHOOL (2,498 STUDENTS)

SUBJECT PROPERTY
U.S HWY. 380 & COIT RD.



380

UNIVERSITY DRIVE ±47,847 VPD

WILMETH ELEMENTARY SCHOOL (548 STUDENTS)



289 TEXAS

BILL HAYS MIDDLE SCHOOL (1,483 STUDENTS)



JACK AND JUNE FURR ELEMENTARY SCHOOL (812 STUDENTS)



MCKINNEY BOYD HIGH SCHOOL (2,718 STUDENTS)

FRISCO LANDING

S PRESTON ROAD ±35,537 VPD

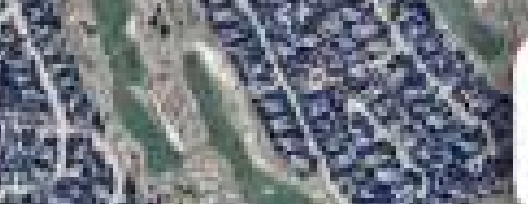
POLLY TADLOCK ELEMENTARY SCHOOL (565 STUDENTS)

JANICE STAHLY SCOTT ELEMENTARY SCHOOL (671 STUDENTS)



SONNTAG ELEMENTARY (521 STUDENTS)

FARM ROAD 2478



DOWELL MIDDLE SCHOOL (1,067 STUDENTS)



BENNETT ELEMENTARY SCHOOL (599 STUDENTS)

LIBBY CASH MAUS MIDDLE SCHOOL (922 STUDENTS)



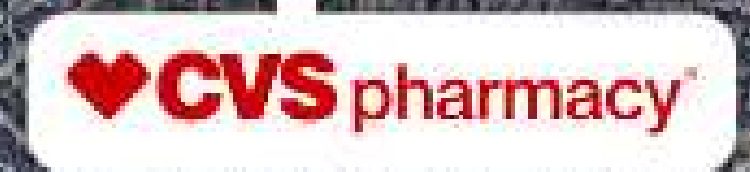
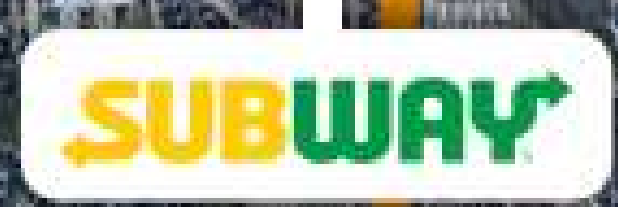
HERITAGE HIGH SCHOOL (2,055 STUDENTS)



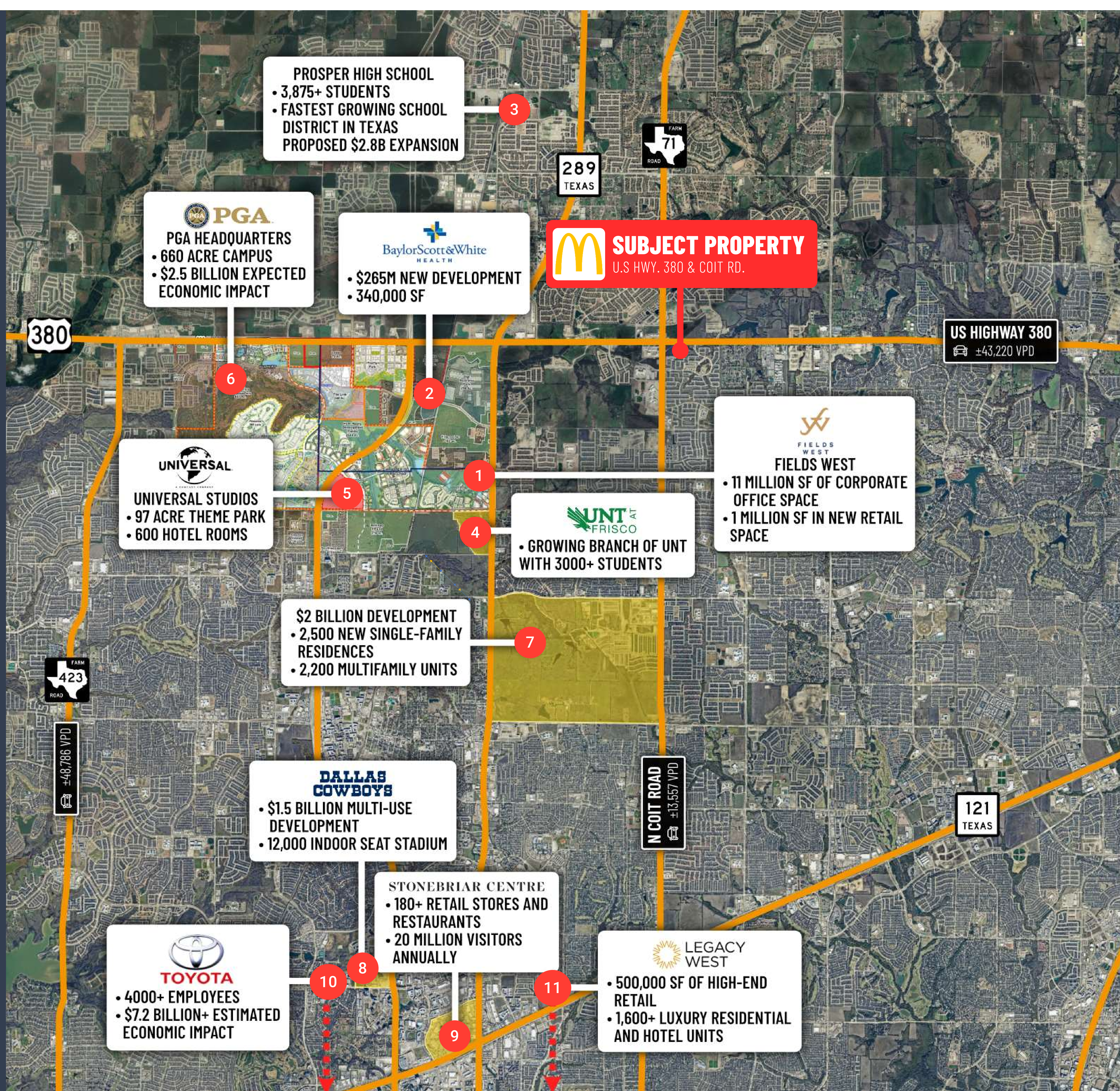
EVANS MIDDLE SCHOOL (892 STUDENTS)



LISCANO ELEMENTARY SCHOOL (681 STUDENTS)



- 1 Fields West
2.5 Miles
- 2 Baylor Scott & White
3 Miles
- 3 Prosper High School
3 Miles
- 4 UNT Frisco
3.5 Miles
- 5 Universal Studios
4 Miles
- 6 PGA Headquarters
5 Miles
- 7 Brinkmann Ranch Development
5 Miles
- 8 Dallas Cowboys Headquarters
8.25 Miles
- 9 Stonebriar Centre
8.5 Miles
- 10 Toyota Headquarters
10 Miles
- 11 Legacy West
10 Miles



PROSPER HIGH SCHOOL
 • 3,875+ STUDENTS
 • FASTEST GROWING SCHOOL DISTRICT IN TEXAS
 PROPOSED \$2.8B EXPANSION

PGA
PGA HEADQUARTERS
 • 660 ACRE CAMPUS
 • \$2.5 BILLION EXPECTED ECONOMIC IMPACT

Baylor Scott & White
 • \$265M NEW DEVELOPMENT
 • 340,000 SF

McDonald's **SUBJECT PROPERTY**
 U.S HWY. 380 & COIT RD.

380

289 TEXAS



US HIGHWAY 380
 ±43,220 VPD

4 UNT Frisco
3.5 Miles

5 Universal Studios
4 Miles

6 PGA Headquarters
5 Miles

UNIVERSAL
UNIVERSAL STUDIOS
 • 97 ACRE THEME PARK
 • 600 HOTEL ROOMS

UNT AT FRISCO
 • GROWING BRANCH OF UNT WITH 3000+ STUDENTS

FIELDS WEST
 • 11 MILLION SF OF CORPORATE OFFICE SPACE
 • 1 MILLION SF IN NEW RETAIL SPACE

7 Brinkmann Ranch Development
5 Miles

\$2 BILLION DEVELOPMENT
 • 2,500 NEW SINGLE-FAMILY RESIDENCES
 • 2,200 MULTIFAMILY UNITS

8 Dallas Cowboys Headquarters
8.25 Miles

DALLAS COWBOYS
 • \$1.5 BILLION MULTI-USE DEVELOPMENT
 • 12,000 INDOOR SEAT STADIUM

9 Stonebriar Centre
8.5 Miles

STONEBRIAR CENTRE
 • 180+ RETAIL STORES AND RESTAURANTS
 • 20 MILLION VISITORS ANNUALLY

10 Toyota Headquarters
10 Miles

TOYOTA
 • 4000+ EMPLOYEES
 • \$7.2 BILLION+ ESTIMATED ECONOMIC IMPACT

LEGACY WEST
 • 500,000 SF OF HIGH-END RETAIL
 • 1,600+ LUXURY RESIDENTIAL AND HOTEL UNITS

11 Legacy West
10 Miles



±48,786 VPD

N COIT ROAD
 ±13,557 VPD

121 TEXAS

Walmart Supercenter
AutoZone
Dutch Bros
GOLDEN CHICK
WHATABURGER
WING STOP
BRAUM'S

SPROUTS FARMERS MARKET
LA FITNESS
DUNKIN'

SONNTAG ELEMENTARY (521 STUDENTS)

HERITAGE HIGH SCHOOL (2,055 STUDENTS)

JACK AND JUNE FURR ELEMENTARY SCHOOL (812 STUDENTS)

THE HOME DEPOT

PRESTWYCK 629 RESIDENTIAL LOTS

JIM AND BETTY HUGHES ELEMENTARY SCHOOL (751 STUDENTS)

U-HAUL

FUTURE QSR

CAR WASH USER

McDonald's

CHASE

Starbucks

FUTURE **H-E-B**

TAKE 5

PROPOSED MARKET STREET DEVELOPMENT
150,000+ SF ON 26.5+ ACRES

UNIVERSITY DRIVE (47,847 VPD)

PGA HEADQUARTERS
• 5 MILES AWAY
• 660 ACRE CAMPUS
• \$2.5B EXPECTED ECONOMIC IMPACT

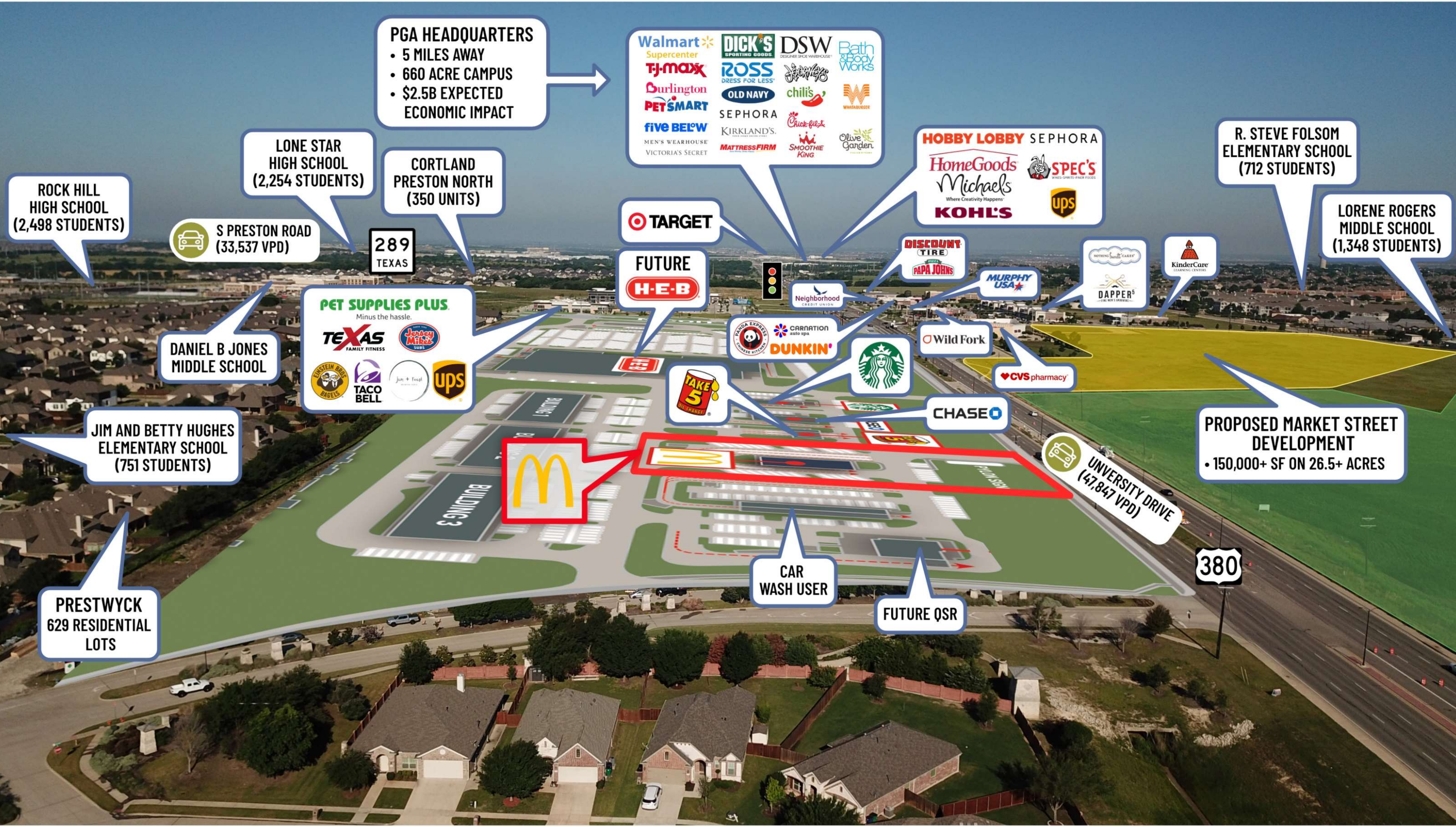
BAYLOR SCOTT AND WHITE
• 3 MILES AWAY
• \$265M NEW DEVELOPMENT
• 240,000 SF

FIELDS WEST
• 2.5 MILES AWAY
• 11M SF OF OFFICE SPACE
• 1M SF OF NEW RETAIL

N COIT ROAD

380





PGA HEADQUARTERS
• 5 MILES AWAY
• 660 ACRE CAMPUS
• \$2.5B EXPECTED ECONOMIC IMPACT

LONE STAR HIGH SCHOOL
(2,254 STUDENTS)

CORTLAND PRESTON NORTH
(350 UNITS)

ROCK HILL HIGH SCHOOL
(2,498 STUDENTS)

S PRESTON ROAD
(33,537 VPD)

289 TEXAS

DANIEL B JONES MIDDLE SCHOOL

JIM AND BETTY HUGHES ELEMENTARY SCHOOL
(751 STUDENTS)

PRESTWYCK 629 RESIDENTIAL LOTS

Walmart Supercenter
TJ-maxx
Burlington
PET SMART
five BEL'W
 MEN'S WEARHOUSE
 VICTORIA'S SECRET
DICK'S SPORTING GOODS
ROSS DRESS FOR LESS
OLD NAVY
SEPHORA
KIRKLAND'S
MATTRESS FIRM
DSW
 DESIGNER SHOE WAREHOUSE
chili's
chick-fil-ee
SMOOTHIE KING
Bath & Body Works
W
 WHOLESALE
Olive Garden

TARGET

FUTURE H-E-B

PET SUPPLIES PLUS
 Minus the hassle.
TEXAS FAMILY FITNESS
Jersey Mike's SUBS
EARSTEN BROS BAKERS
TACO BELL
Just + Toast
ups

TAKE 5 BEVERAGES

PANDA EXPRESS
CARNATION auto spa
DUNKIN'



CHASE

HOBBY LOBBY **SEPHORA**
HomeGoods
Michaels
KOHL'S
SPEC'S
ups

DISCOUNT TIRE
PAPA JOHN'S

MURPHY USA

NOTHING BUT GAKES

KinderCare
LEARNING CENTERS

R. STEVE FOLSOM ELEMENTARY SCHOOL
(712 STUDENTS)

LORENE ROGERS MIDDLE SCHOOL
(1,348 STUDENTS)

PROPOSED MARKET STREET DEVELOPMENT
• 150,000+ SF ON 26.5+ ACRES

UNIVERSITY DRIVE
(47,847 VPD)

380

CAR WASH USER

FUTURE QSR

SITE OVERVIEW

MCDONALD'S MCKINNEY, TX

	Year Built		2024
	Building Area		±4,285 SF
	Land Area		±1.41 AC



NEIGHBORING RETAILERS

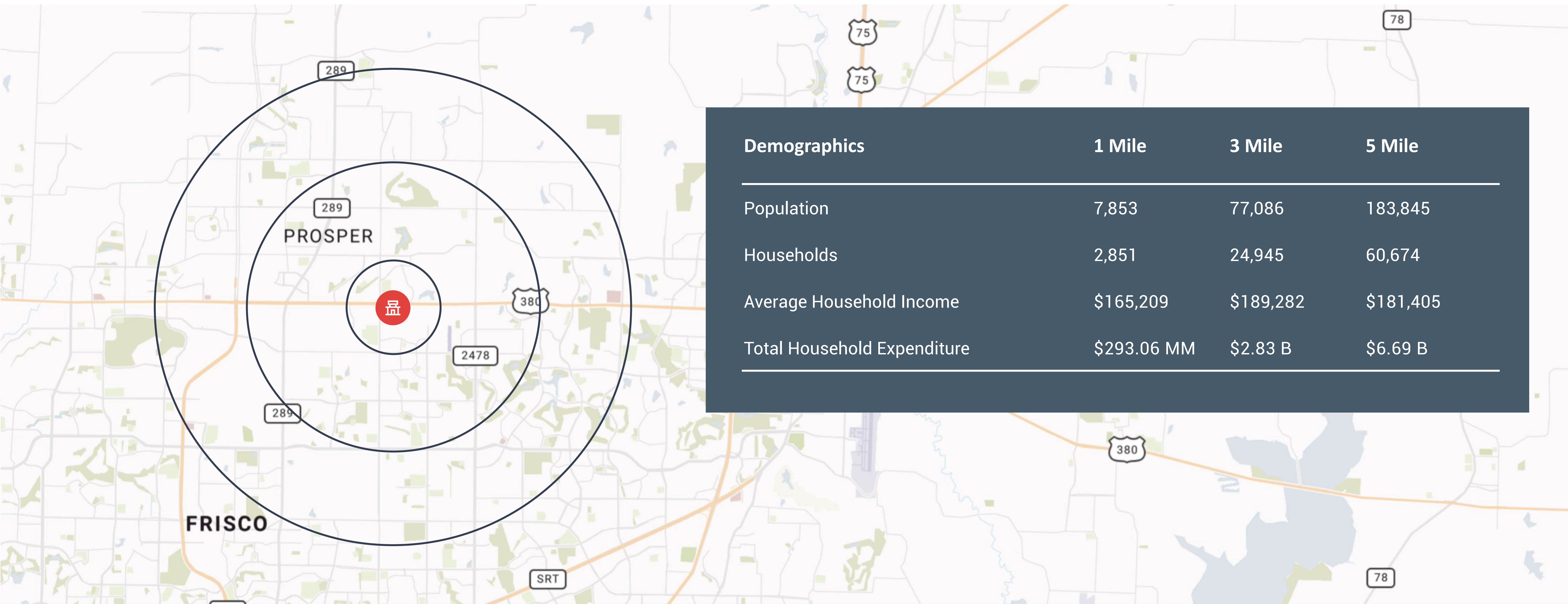
- Kroger
- Walmart Supercenter
- Lowe's
- T.J. Maxx
- Burlington
- PetSmart
- The Home Depot
- Anytime Fitness
- H-E-B
- ROSS Dress For Less



File Photo

LOCATION OVERVIEW

MCDONALD'S MCKINNEY, TX



Demographics	1 Mile	3 Mile	5 Mile
Population	7,853	77,086	183,845
Households	2,851	24,945	60,674
Average Household Income	\$165,209	\$189,282	\$181,405
Total Household Expenditure	\$293.06 MM	\$2.83 B	\$6.69 B

ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. Raytheon Intelligence and Space (4,347)
2. McKinney ISD (2,749)
3. Collin County (1,964)
4. Globe Life (1,600)
5. Independent Financial (1,600)
6. City of McKinney (1,428)
7. Encore Wire Corporation (1,325)
8. Collin College (1,064)
9. Baylor (700)
10. Medical City McKinney (670)

LOCATION OVERVIEW

— MCDONALD'S MCKINNEY, TX

McKinney
Texas

 **214,810**
Population

 **\$113,286**
Median Household Income



McKinney's Population
Grew by 61% Between
2010-2023

61% GROWTH

McKinney is Home to
Several Fortune 500
Companies

FORTUNE 500

The City of McKinney, incorporated in 1848, is located in central Collin County, Texas, 30 miles north of downtown Dallas, on U.S. Highway 75.

In an effort to spur the economic growth in McKinney, the City works in conjunction with MEDC and MCDC to make McKinney rich with industry.

This growth is due in large part to corporate relocations in McKinney's neighboring cities, including Toyota, State Farm Insurance, Liberty Mutual Insurance and the Dallas Cowboys. These major employers in Collin County create a positive economic overflow for McKinney through increased residential demand resulting in higher assessed values on property.

McKinney is the home to major medical technology, data management, manufacturing, aviation, defense, mixed-use, office and retail.

Companies range from Fortune 500 corporations to home-grown businesses. The impressive list includes Raytheon, Encore Wire, Baylor Medical Center at McKinney, Medical Center of McKinney, Torchmark/United American Insurance, UPS, PACCAR, Independent Bank, Costco, SRS Distribution and Service First Mortgage. The small business community is equally important to the vitality of McKinney's economy. McKinney's 174-year old city center, one of the oldest authentic historic downtowns in Texas, serves as a thriving retail, dining, entertainment and business destination with over 150 unique small businesses. In 2020, the City partnered with Tupps Brewery to expand its brewery operations to the City's historic grain site. This will create a unique destination within McKinney and be a catalyst for development on the city's east side. The City also purchased the 310 space multi-deck public parking garage that provides additional parking for the downtown area.

IN THE NEWS

MCDONALD'S MCKINNEY, TX

McKinney, Texas Reaches All-Time High Population

MATILDA PREISENDORF, JANUARY 22, 2024 (LOCAL PROFILE)

The McKinney Planning Department recently completed its annual population estimate for the city. With nearly 215,000 residents now in the city, McKinney saw a 1.6% increase in population from January 2023.

The data also shows that **gender distribution** is nearly **balanced**, with **50.2%** male and **49.8%** female residents. The median age skews slightly towards males at 36.5, while females have a median age of 37. In terms of education, a **high percentage of 94.8%** have completed high school, with **52.2%** holding a Bachelor's degree and 17.7% achieving graduate-level education.

According to the population estimate, 214,810 individuals call the city home. The median household income stands at \$113,286 with the workplace population recorded at 66,851.

But McKinney isn't the only city seeing growth. As Local Profile previously reported, the population of Collin County is anticipated to double by the year 2060 with around **2.4 million** people calling the county home.

According to Texas Demographic Center projections, since 2020 Anna experienced a 52% increase, Celina 97%, Melissa 51%, Princeton 55% and Van Alstyne 51%. The data showed that by 2060, Collin County will be **home to 2,438,008 people**, versus the 1,168,395 expected by **2024**.

Population estimates show that Collin County saw the largest population growth out of all seven counties in North Texas from 2016 to 2021. The analysis determined that the county's population surged by more than **100,000 individuals** between 2016 and 2021. In comparison, the adjacent Denton County experienced the second-highest population growth, with an uptick of **nearly 79,000 people** — a variance of over 20,000 individuals within the same timeframe.

EXPLORE ARTICLE



New data shows growth in population, median income in McKinney

SHELBY HAMILTON, JANUARY 03, 2024 (COMMUNITY IMPACT)

The city of McKinney's population climbed by nearly 20% between 2017-22, according to new U.S. Census Bureau data.

McKinney's overall **population increased by 19.1%** since 2017, according to the U.S. Census Bureau's **2022 American Community Survey 5-Year Estimates** released Dec. 7.

The data also showed growth in the city's median household income, with McKinney's growth surpassing both countywide and statewide growth in median household income.

Over the last five years, the demographic makeup within McKinney has changed, according to U.S. Census Bureau data.

The city's white population decreased to **55.2%** in 2022 compared to 61.4% in 2017 according to the American Community Survey 5-Year Estimates. Meanwhile, the Asian population within the city rose from **6.08% to 11.9%** in the same time period.

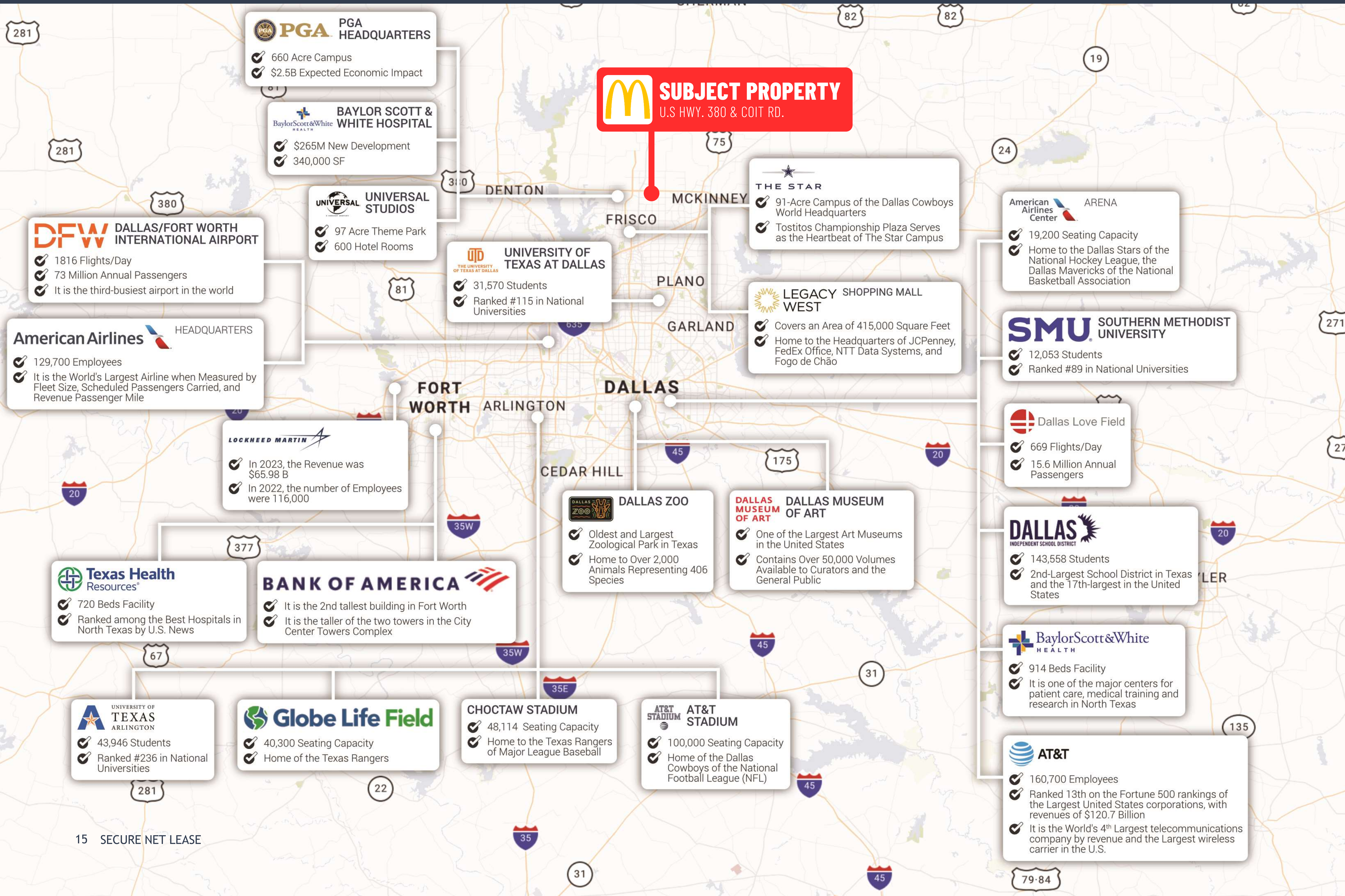
The median age in McKinney also rose from **35 to 36.9**, which is lower than the Collin County average of 37.1 but **higher than** the state average of **35.2**, according to U.S. Census Bureau data.

EXPLORE ARTICLE



METRO AREA

— MCDONALD'S MCKINNEY, TX



 **SUBJECT PROPERTY**
U.S HWY. 380 & COIT RD.

CALL FOR ADDITIONAL INFORMATION

Dallas

Office

10000 N Central Expressway
Suite 200
Dallas, TX 75231
(214) 522-7200

Los Angeles

Office

123 Nevada Street
El Segundo, CA 90245
(424) 320-2321

CALL FOR ADDITIONAL INFORMATION

Anthony Pucciarello

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(214) 915-8896

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Bob Moorhead

Managing Partner
(214) 522-7210

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TEXAS DISCLAIMER

MCDONALD'S MCKINNEY, TX

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 the owner knows.

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:

- Shall treat all parties honestly
- May not disclose that the owner will accept a price less than the asking price
- Submitted in a written offer unless authorized in writing to do so by the owner;
- 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
- May not disclose any confidential information or any information that a part 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.