



File Photo

McDonald's Relocation Store

\$4,000,000 | 3.75% CAP

9950 Hwy 6, Missouri City, TX 77459 (Houston)

- ✓ **20-Year Absolute NNN Ground Lease** with 10% Rental Increases Every 5 Years
- ✓ **Rare Relocation Site / Hard Corner Location** with High Visibility off Highway 6 (55K+ VPD)
- ✓ **Strategically Located Across from a Walmart Supercenter and Adjacent to Kroger**
- ✓ **Positioned Within a 25,000+ Household Area** and Next to Hightower High School (2,536+ Students)
- ✓ **16 Miles from Downtown Houston, Largest City in Texas**

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 MISSOURI CITY, TX (HOUSTON)

File Photo



CONTACT FOR DETAILS

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\$4,000,000

3.75% CAP

NOI

\$150,000

Building Area

±4,285 SF

Land Area

±1.407 AC

Year Built

2024

Lease Type

Absolute NNN
Ground Lease

Occupancy

100%

- ✓ **20-Year Absolute NNN Ground Lease** with 10% Rental Increases Every 5 Years, in Primary Term & Options Periods, Plus (8) 5-Year Options to Renew
- ✓ **Relocation Store Directly Across Highway 6** – Proven Sales
- ✓ **Subject Property Situated Directly off of Highway 6 (54,551 VPD)**, one of the longest state highways in Texas, spanning over 500 miles. It runs from the southeastern part of the state near the Gulf Coast to the northern border with Oklahoma.
- ✓ **Strategically Located for Maximum Exposure:** Situated adjacent to the vibrant Kroger at Fort Bend Town Center I (Petco, Popeye's, Burger King, AutoZone, Wells Fargo, etc.) and directly opposite Fort Bend Town Center II (Cinemark, Ulta, Burlington, Ross, Five Below, Cava, etc.), the site is also directly across from a Walmart and down the street from an H-E-B.
- ✓ **The Site is Across the Street from Hightower High School (2,356+ Students)**, an Amazon Warehouse and Distribution Center (1.325M SF), and 3 miles from Houston Southwest Airport, a full-service airport located just minutes from Houston's major commercial centers.
- ✓ **Unparalleled Access and Convenience To the Surrounding Neighborhoods:** Located directly on Highway 6, the property offers convenient and direct access, making it an ideal spot for consumers. There are 177,262 residents and 57,765 households within a 5-mile radius that have an average household income of \$147,860.
- ✓ **Proximity to Downtown Houston:** This site is only 16 miles from Texas's largest business district, covering 1.84 square miles at the junction of Interstates 10, 45, and 69. Downtown Houston is home to nine Fortune 500 companies, 50 million square feet of office space, and 150,000 employees. The area features cultural landmarks like the Theater District, sports venues such as Minute Maid Park and Toyota Center, and the popular Discovery Green park.
- ✓ **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 MISSOURI CITY, TX (HOUSTON)

McDonald's

Lessee: McDonald's USA, LLC, a limited liability company

REVENUE
\$25.49 B

CREDIT RATING
BBB+

LOCATIONS
41,822+



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

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

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**.



IN THE NEWS

MCDONALD'S MISSOURI CITY, TX (HOUSTON)

McDonald's Economic Impact: 5 Ways We're Advancing Opportunity Through Our U.S. Business

JANUARY 23, 2024 (MCDONALDS)

McDonald's, chances are our World Famous Fries® and fan-favorite burgers come to mind.

And while we love being known for our **delicious food**, the impact we have on the communities we serve is just as important to us. It comes to life in many ways, some of which may surprise you – from **employment opportunities** and tuition assistance to helping **support farmers** across the country and raising funds for **Ronald McDonald House Charities® (RMHC®)**.

We believe all of these initiatives lead to real impact, both at the local and national level.

We measured McDonald's business community impact and involvement over the course of one year across all **50 states**, in partnership with analysis firm Oxford Economics, to find out. Here's a glimpse at some of the key takeaways*.

McDonald's and its franchisees helped generate **1.2 million jobs** and contributed **\$76 billion** to U.S. GDP over a year:

1 in 8 Americans have something unique in common: the experience of working at a McDonald's restaurant, a powerful fact that highlights the impact of McDonald's as an employer in communities around the country. And with a focus on growing our footprint – aiming to have **50,000 restaurants** open globally by 2027 – we're excited to continue expanding our local impact and bring even more members into the McFamily.

EXPLORE ARTICLE



McDonald's Strategy Sustains Growth

APRIL 30, 2024 (MCDONALDS)

Q1 2024 Results

The resilience of the entire McDonald's System drives our ability to deliver delicious feel-good moments to our customers, with a laser focus on strong execution and a vision for long-term sustained growth.

Culturally Relevant Marketing : We continue to maximize our marketing by further elevating creative excellence, scaling great ideas globally, and building meaningful relationships with our customers. In more than **30 markets** around the world, we did just that, tapping into a **new global community** with a truly unique brand campaign – WcDonald's, a fictional Anime restaurant we brought to life for our fans this quarter, creating passionate **brand excitement** and lifting Chicken McNugget category sales.

Through our Accelerating the Arches strategy, we are evolving to meet our customers' needs and establishing strong platforms for long-term growth.

Affordable Core Equities : We continued to showcase our strength in beef with a consistent approach to improving fan favorites, and the progress we've made highlights what McDonald's can achieve when we tap into the full power of our size and scale. In the U.S., we recently celebrated the full rollout of Best Burger, which is now deployed in **over 80%** of our **restaurants globally** and will be scaled to nearly all restaurants by **the end of 2026**.

Engaging Digital Experiences : Our **digital capabilities** continue to enhance our ability to know and serve our customers, combining the strength of our core equities with new and exciting digital experiences. The UK market drove strong **loyalty results** with the return of their Winning Sips digital experience, offering customers the opportunity to win prizes by scanning a QR code on their drink cup. This offering resulted in engagement from our loyalty members, with nearly **75%** of our total loyalty user base in the UK active in the quarter.

EXPLORE ARTICLE



LEASE OVERVIEW

MCDONALD'S MISSOURI CITY, TX (HOUSTON)

Initial Lease Term	20-Years, Plus (8), 5-Year Options
Estimated Rent Commencement	December 2024
Estimated Lease Expiration	December 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	\$427,968

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.



CONSTRUCTION PROGRESS AS OF 9/9/24

MCDONALD'S MISSOURI CITY, TX (HOUSTON)



LOCATION – RELOCATION STORE DIRECTLY ACROSS HIGHWAY 6

MCDONALD'S MISSOURI CITY, TX (HOUSTON)



STAFFORD
HIGH SCHOOL
(1,044 STUDENTS)

downtown
houston
16 MILES

Walmart
Supercenter

Exxon Mobil

MURPHY
USA

O'Reilly
AUTO PARTS

verizon
Great Clips
IT'S GONNA BE GREAT

Bank of America

TACO
BELL

McDonald's
CURRENT
LOCATION

Wendy's



6
TEXAS

(54,551 VPD)



CHIPOTLE
MEXICAN GRILL
COMING SOON

SEVEN BREW
DRIVE THRU COFFEE
COMING SOON

SHOPS AT VICKSBURG
- COMING SOON
ideal dental
EST. 2008
FIREHOUSE
SUBS
FOUNDED BY FIREMEN
The Toasted
Yolk
Bon
Ton
CH

QUAIL VALLEY MIDDLE SCHOOL (1,080 STUDENTS)

Walmart Supercenter
DOLLAR TREE
TACO BELL
Wendy's

MATTRESS FIRM
Lowe's
Cane's
Marco's Pizzeria
LESLIE'S
SMOOTHIE KING
CHIPOTE
FIVE GUYS
BURGERS and FRIES
Domino's
H&R BLOCK
DUNKIN'

LANTERN LANE ELEMENTARY SCHOOL (448 STUDENTS)

7 ELEVEN

LAKE OLYMPIA MIDDLE SCHOOL (1,200 STUDENTS)

PALMER ELEMENTARY SCHOOL (681 STUDENTS)

Kroger
Chick-fil-
PAPA JOHNS
SUBWAY

tropical CAFE

Public Storage

ALDI
SONIC

MATTRESS FIRM
BR baskin robbins

SUBJECT PROPERTY
9950 HWY. 6.

ELKINS HIGH SCHOOL (2,575 STUDENTS)

AMAZON FULFILLMENT CENTER

TARGET HOBBY LOBBY
PET SMART
KOHLS
The HOME DEPOT
planet fitness
Michaels
CAFO
Bath & Body Works
five BEL'W
ROSS
DRESS FOR LESS
Office DEPOT
OfficeMax
Starbucks
JJ
chili's

H-E-B
SportClips
Jersey Mike's
WHATASUGAR

SHIPLEY DONUTS

Walmart Supercenter

SHOPS AT VICKSBURG - COMING SOON
ideal dental
FIREHOUSE SUBS
Toasted Yolk
DON DON KIM BAKERY

Burlington ROSS
CINEMARK
five BEL'W
petco
DOLLAR TREE
McALISTER'S DELI
MOD
Olive Garden

O'Reilly AUTO PARTS
Wendy's
PANDA EXPRESS

ULTA

6 TEXAS

HIGHTOWER HIGH SCHOOL (2,356 STUDENTS)

PET SUPPLIES PLUS
Academy SPORTS+OUTDOORS
Chick-fil-
IHOP
SHERWIN WILLIAMS
LA FITNESS
DISCOUNT TIRE
Jack in the box
Starbucks
SPEC'S

CHIPOTE
SEVEN BREW
COMING SOON

PRESERVE AT HIGHWAY 6 (320 UNITS)

BURTON ELEMENTARY SCHOOL (413 STUDENTS)

Kroger
Burger King
Popeye's
AutoZone
Firestone
DUTCH BROS
SUBWAY

SUNOCO

Public Storage

Pizza Hut

Jack in the box

BILLY BAINES MIDDLE SCHOOL (1,246 STUDENTS)

F45 TRAINING
PAPA JOHNS

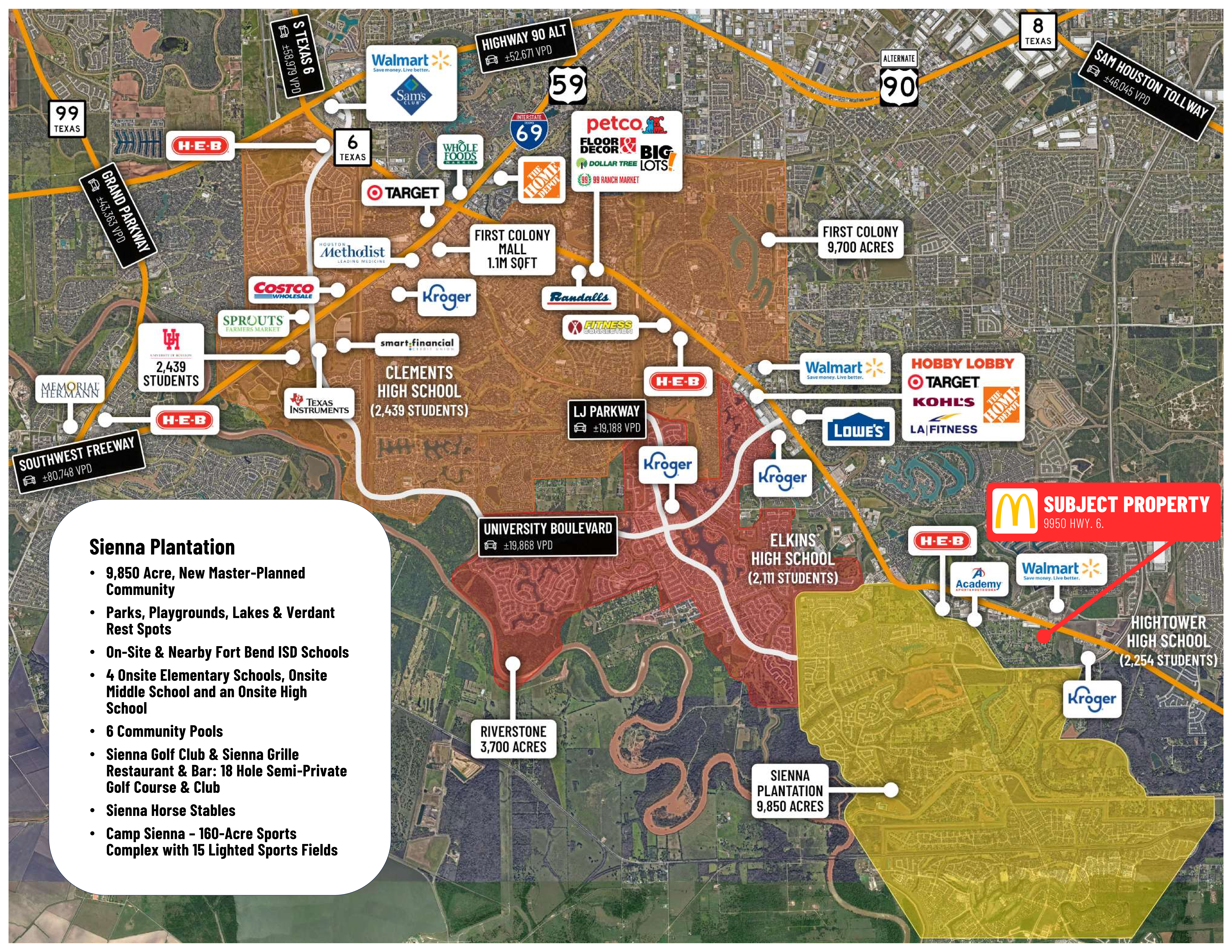
SIENNA CROSSING ELEMENTARY SCHOOL (948 STUDENTS)

CUBESMART self storage

Little Caesars

HOUSTON SOUTHWEST AIRPORT

+54,551 VPD



Sienna Plantation

- 9,850 Acre, New Master-Planned Community
- Parks, Playgrounds, Lakes & Verdant Rest Spots
- On-Site & Nearby Fort Bend ISD Schools
- 4 Onsite Elementary Schools, Onsite Middle School and an Onsite High School
- 6 Community Pools
- Sienna Golf Club & Sienna Grille Restaurant & Bar: 18 Hole Semi-Private Golf Course & Club
- Sienna Horse Stables
- Camp Sienna - 160-Acre Sports Complex with 15 Lighted Sports Fields

IN THE NEWS

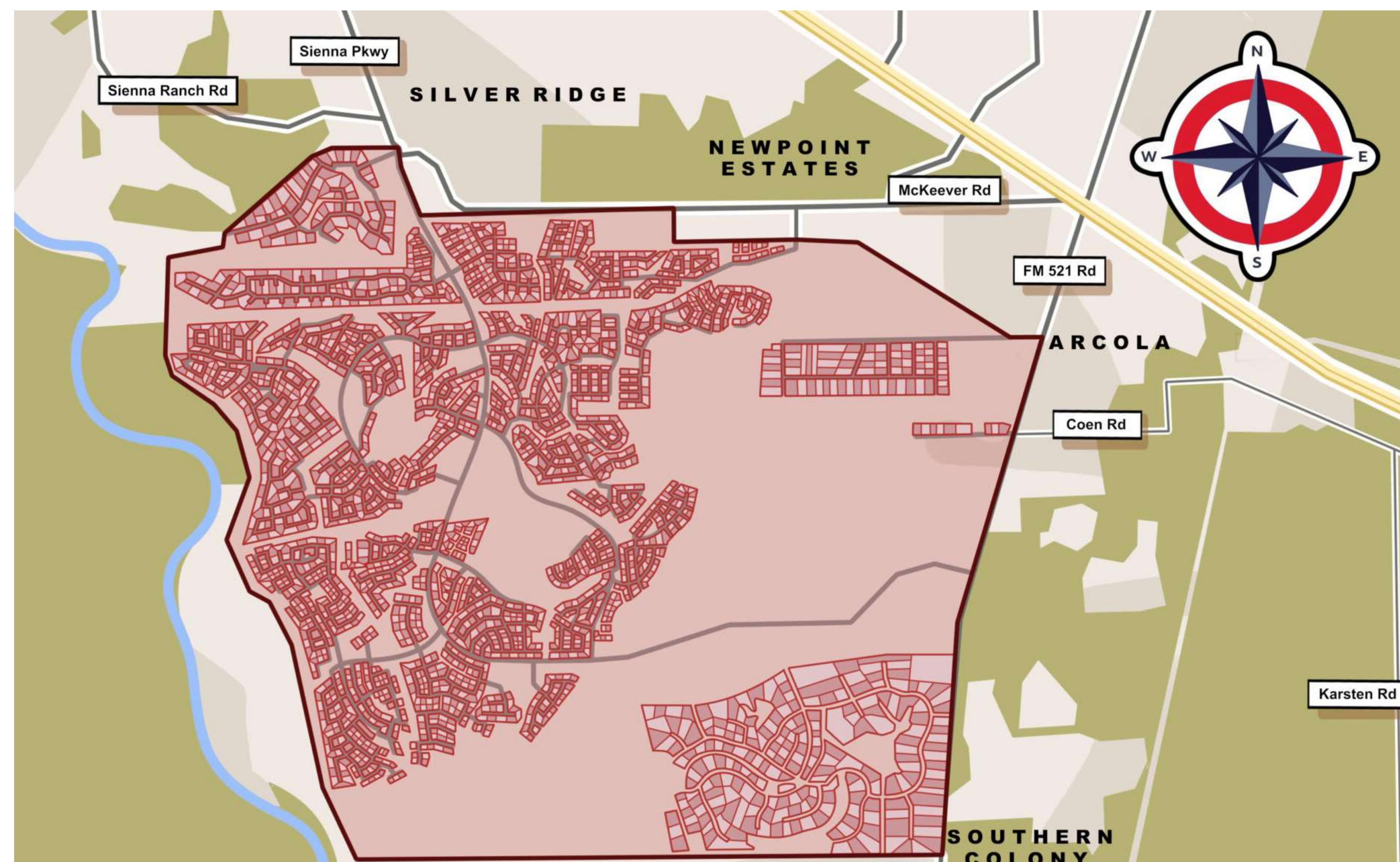
— MCDONALD'S MISSOURI CITY, TX (HOUSTON)

Sienna Plantation - Master Planned Community

A nearly 10,000-acre master-planned community, Sienna is located in Missouri City, one of the Best Houston Suburbs. The community features several neighborhoods with an array of home options, great amenities, and accessibility.

Sienna is Fort Bend County's largest and most celebrated master-planned community. Sienna is consistently among the top-selling communities in the nation, and one visit makes it easy to see why. Life is bigger here – wow-packed amenities, Fort Bend ISD schools K-12, on-site restaurants + retail, and more. Houston's city life, including medical, business, sports, restaurants and retail, is a straight shot from Sienna Parkway on the Fort Bend Parkway Toll Rd.




Johnson Development's Flagship Community; New Homes From Low \$300s-Million+; 15 Award-Winning Builders

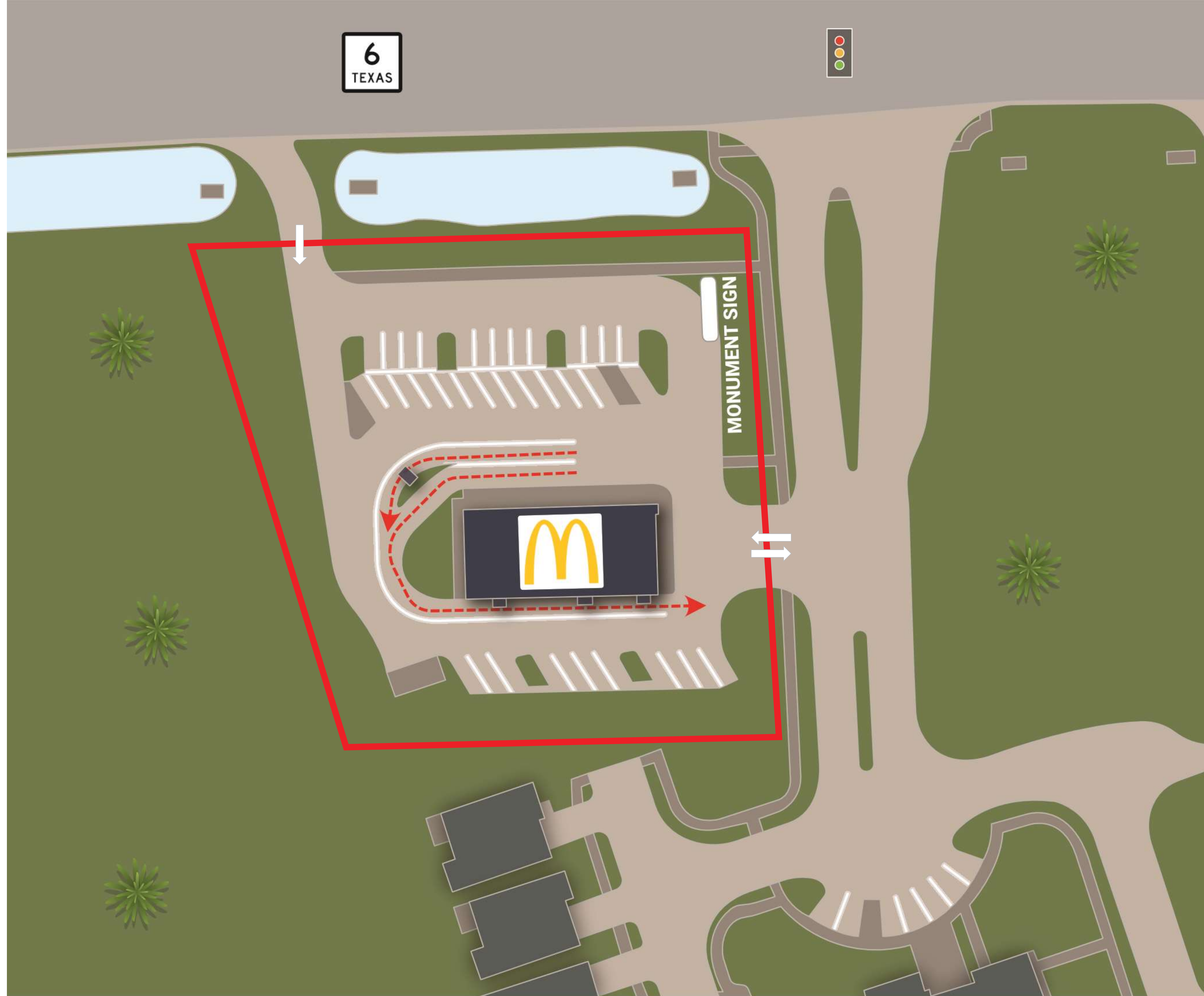


- Planned for 16,500-plus homes, 5 million+ square feet of non-residential space
- Over 3,000 acres dedicated to parkland, golf, recreation areas, lakes and undeveloped green space
- Currently home to over 11,000 families with a median new home price of \$499,000 in 2023.
- \$3-plus billion tax base, after starting with \$11 million in 1997
- Eight on-site Fort Bend ISD schools K-12, a public library, numerous daycare facilities and churches
- One private school K-12
- On-site restaurants, retail and professional services
- Sienna Golf Club & Grille 18-hole golf course and restaurant, Camp Sienna Sports Park, Sienna Stables
- Four recreation complexes including Sawmill Lake Club, featuring lakeside resort pool, zip line playground/sprayground, fitness center, ballroom, social hubs, outdoor grill, fire pit and more
- Direct access to Loop 610 in Houston via Fort Bend Parkway
- Award-winning events and recreation staff planning year-round events and sports leagues for all ages

SITE OVERVIEW

MCDONALD'S MISSOURI CITY, TX (HOUSTON)

	Year Built		2024
	Building Area		±4,285 SF
	Land Area		±1.407 AC



NEIGHBORING RETAILERS

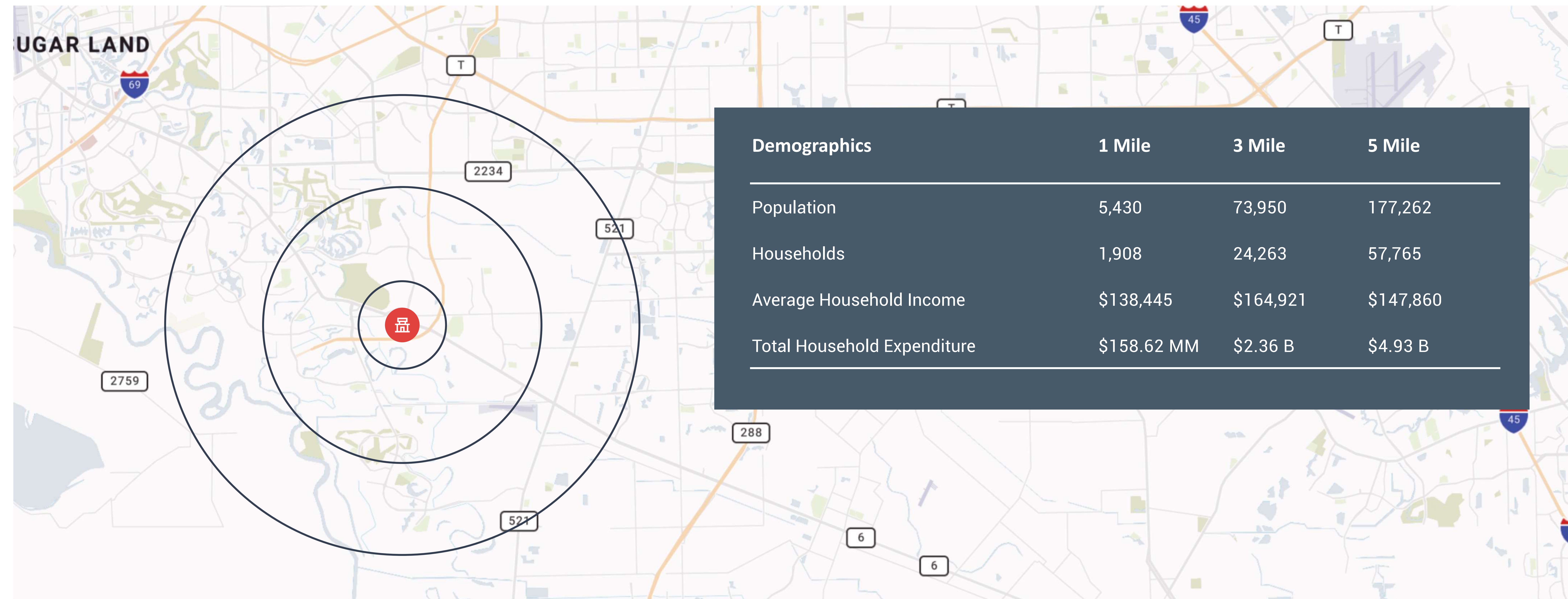
- Walmart Supercenter
- Target
- Kroger
- Lowe's
- Hobby Lobby
- Home Depot
- Kohl's
- Burlington
- Michael's
- PetSmart



File Photo

LOCATION OVERVIEW

MCDONALD'S MISSOURI CITY, TX (HOUSTON)



ECONOMIC DRIVERS (NUMBER OF EMPLOYEES)

1. Fort Bend ISD (1,197)
2. Amazon (1,100)
3. H-E-B (930)
4. Twin Star Bakery (800)
5. Best Buy (750)
6. Ben E. Keith (580)
7. Wal-Mart Stores, LLP (554)
8. City of Missouri City (451)
9. Super Target (255)
10. Niagara Bottling (115)

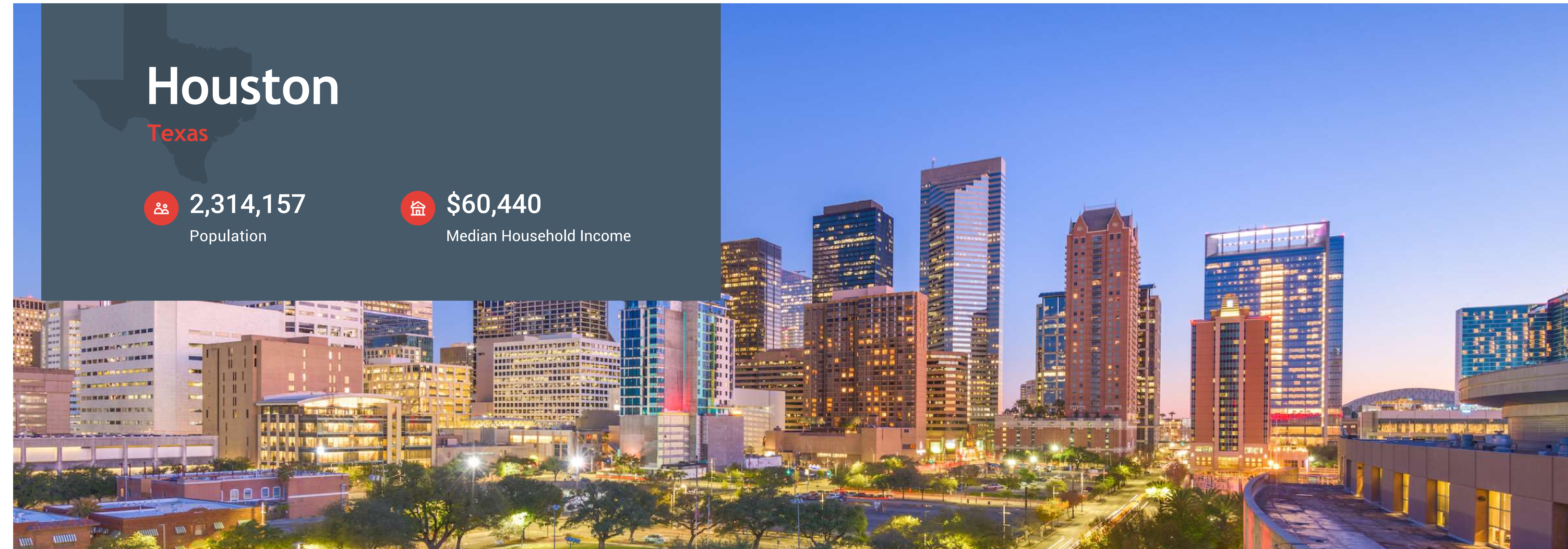
LOCATION OVERVIEW

— MCDONALD'S MISSOURI CITY, TX (HOUSTON)

Houston Texas

 **2,314,157**
Population

 **\$60,440**
Median Household Income



Home to the World's
Largest Healthcare &
Research Institutions:

THE TEXAS MEDICAL
CENTER

Most Populous City in
Texas

#1

Houston, the largest city in Texas and seat of Harris County, is located in the southeast part of the state near the Gulf of Mexico.

The City of Houston is the largest city in Texas with a population of 2,365,578 as of July 1, 2023.

Houston is 2nd to New York City in Fortune 500 headquarters.

It is the principal city of Houston–The Woodlands–Sugar Land, which is the fifth-most populated metropolitan area in the United States. Home to a vibrant economy, beautiful surroundings and a population full of optimism and spirit, it's no wonder that Houston is a popular international destination.

Houston is outstanding in oil and natural-gas production and is the energy capital of the world. Houston is also the global leader in petrochemical, its petrochemical industry is booming. Houston has the cheap natural gas, the knowledge and expertise base, the infrastructure and the Houston Ship Channel—a near-perfect combination for production and distribution of petrochemical products. Dow Chemical, Chevron Phillips Chemical and BASF are investing billions in Houston, and shipping ethylene and polyethylene plastics to virtually every country in the world. As a major corporate center, Houston is home to 23 Fortune 500 companies. The port of Houston ranks high among U.S. ports in foreign tonnage handled. The city is a major business, financial, science, and technology center. It is the home of one of the largest medical facilities in the world: the Texas Medical Center, and the focus of the aerospace industry. The Lyndon B. Johnson Space Center is the nation's headquarters for staffed spaceflight. A thriving business center, the city has become increasingly cosmopolitan, with an influx of diverse ethnic groups and a strong emphasis on the arts, sporting events and the outdoors. Opera, ballet, symphony and theater are all topnotch, and the museums are considered some of the finest in the nation. Houston is a dynamic city that is constantly adding exciting new areas for entertainment, culture and dining. One of the city's newest features is Discovery Green. Discovery Green is a 12-acre park in downtown Houston created by a public-private partnership between the City of Houston and the non-profit Discovery Green Conservancy.

IN THE NEWS

MCDONALD'S MISSOURI CITY, TX (HOUSTON)

Texas Dominates Business Attraction, Houston Remains a Top Leader

SHAW ADCOCK, MARCH 01, 2024 (GREATER HOUSTON PARTNERSHIP)

The Houston region has once again ranked third among top U.S. metros for attracting new business, according to Site Selection Magazine's yearly analysis, while Texas earned its 12th consecutive Governor's Cup.

Site Selection identified **1,254 project** wins for Texas in **2023**, more than doubling the next-highest state, Illinois. With **226 more projects** than **2022**, Texas saw a **22% increase** in projects. The Houston-The Woodlands-Sugar Land MSA won **413 projects**, an uptick of more than 150 since 2022. Chicago and Dallas-Fort Worth placed first and second, **respectively**, in **the top U.S.** metros category.

"The Governor's Cups recognize not only the winning governors, but their entire economic development teams, and by extension, the many professionals throughout their states who work every day to attract new investment and retain and grow existing businesses," said Mark Arend, editor emeritus of Site Selection.

"We are **excited** to see Texas continues to be the **leading State for corporate relocations** and expansions," said Partnership Vice President of Regional Economic Development Craig Rhodes. "Houston's ranking as a **top three** metro further highlights the **unique opportunity** we have in our region for companies to access diverse talent, critical infrastructure, and the convergence of industries to **grow their business** on a global scale."

EXPLORE ARTICLE



Chevron To Move HQ From California To Houston

MADDY MCCARTY, AUGUST 02, 2024 (BISNOW)

Chevron Corp. has announced plans to relocate its headquarters from California to Houston, a win for the Lone Star State, which has seen its number of corporate relocations fall sharply in recent years.

The **oil** and **gas giant** will move its corporate functions from San Ramon, California, to Houston over the **next five years**, it said in a Friday morning news release. Chevron Chairman and **CEO Mike Wirth** and Vice Chairman Mark Nelson will relocate to Houston before the end of 2024 to be near other company leaders, the release states.

Chevron's relocation is unlikely to come as a huge surprise since California leaders have worked to force a transition away from oil and its related products, Forbes reported. Houston is known as the Energy Capital of the World, with about 40% of its economy directly or indirectly tied to oil and gas.

Chevron already has significantly **more employees** in Houston than San Ramon, at about **7,000 and 2,000**, respectively. The move will have minimal impact on employees based in San Ramon, and positions in support of Chevron's California operations will remain there, according to Chevron.

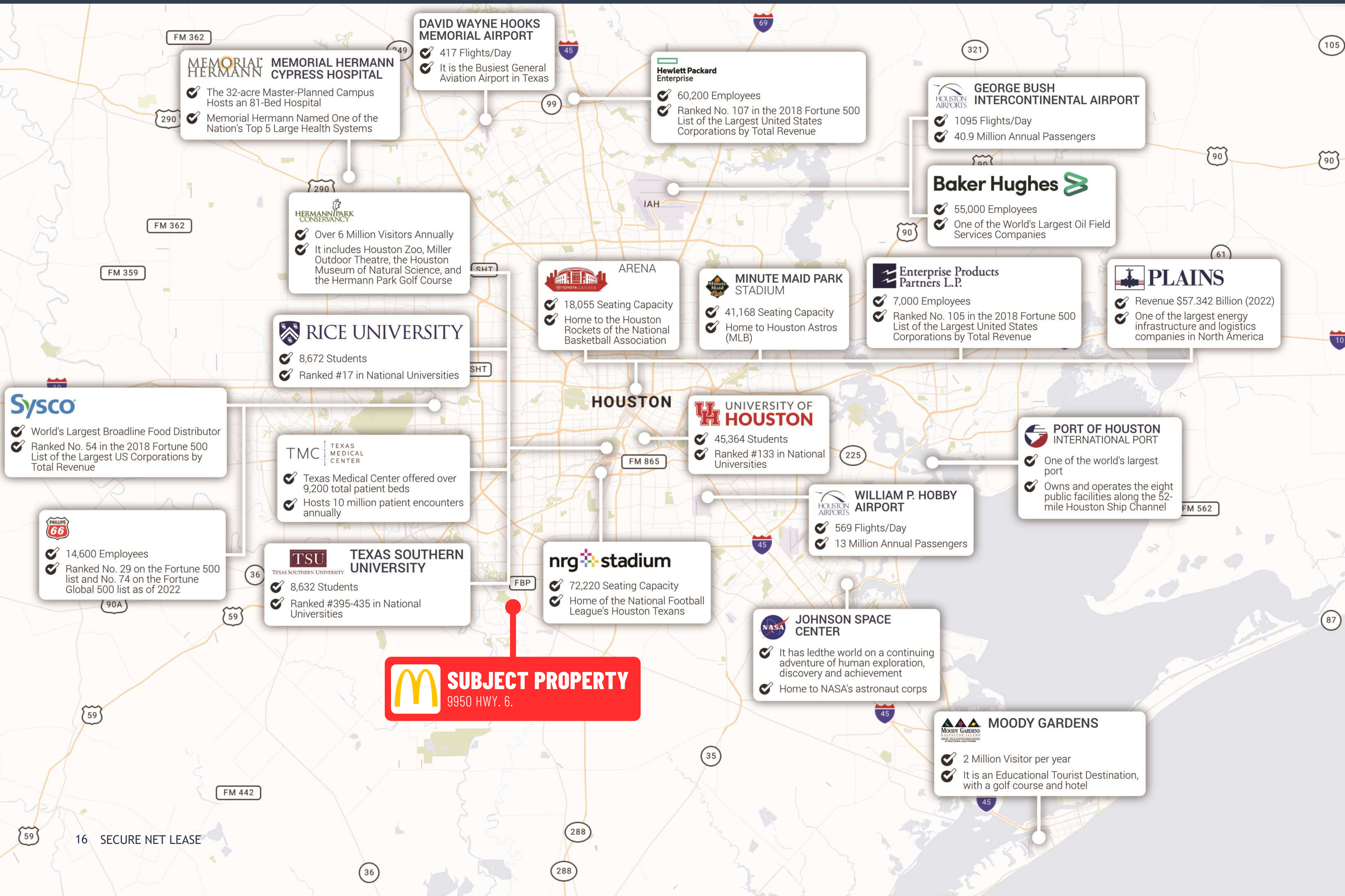
While it has lightened its load over the past decade, **Chevron** has a significant commercial real estate footprint in Houston. The corporation owns **two Downtown buildings** known as the **Chevron Towers**. Chevron fully leased 1400 Smith Street, a 50-story, 1.2M SF building, in 2006 before purchasing it in **2011**.

EXPLORE ARTICLE



METRO AREA

MCDONALD'S MISSOURI CITY, TX (HOUSTON)



MEMORIAL HERMANN MEMORIAL HERMANN CYPRESS HOSPITAL

- ✓ The 32-acre Master-Planned Campus Hosts an 81-Bed Hospital
- ✓ Memorial Hermann Named One of the Nation's Top 5 Large Health Systems

DAVID WAYNE HOOKS MEMORIAL AIRPORT

- ✓ 417 Flights/Day
- ✓ It is the Busiest General Aviation Airport in Texas

Hewlett Packard Enterprise

- ✓ 60,200 Employees
- ✓ Ranked No. 107 in the 2018 Fortune 500 List of the Largest United States Corporations by Total Revenue

HOUSTON AIRPORTS GEORGE BUSH INTERCONTINENTAL AIRPORT

- ✓ 1095 Flights/Day
- ✓ 40.9 Million Annual Passengers

HERMANN PARK CONSERVANCY

- ✓ Over 6 Million Visitors Annually
- ✓ It includes Houston Zoo, Miller Outdoor Theatre, the Houston Museum of Natural Science, and the Hermann Park Golf Course

Baker Hughes

- ✓ 55,000 Employees
- ✓ One of the World's Largest Oil Field Services Companies

RICE UNIVERSITY

- ✓ 8,672 Students
- ✓ Ranked #17 in National Universities

ARENA TOYOTA CENTER

- ✓ 18,055 Seating Capacity
- ✓ Home to the Houston Rockets of the National Basketball Association

MINUTE MAID PARK STADIUM

- ✓ 41,168 Seating Capacity
- ✓ Home to Houston Astros (MLB)

Enterprise Products Partners L.P.

- ✓ 7,000 Employees
- ✓ Ranked No. 105 in the 2018 Fortune 500 List of the Largest United States Corporations by Total Revenue

PLAINS

- ✓ Revenue \$57.342 Billion (2022)
- ✓ One of the largest energy infrastructure and logistics companies in North America

Sysco

- ✓ World's Largest Broadline Food Distributor
- ✓ Ranked No. 54 in the 2018 Fortune 500 List of the Largest US Corporations by Total Revenue

TMC TEXAS MEDICAL CENTER

- ✓ Texas Medical Center offered over 9,200 total patient beds
- ✓ Hosts 10 million patient encounters annually

Phillips 66

- ✓ 14,600 Employees
- ✓ Ranked No. 29 on the Fortune 500 list and No. 74 on the Fortune Global 500 list as of 2022

TSU TEXAS SOUTHERN UNIVERSITY

- ✓ 8,632 Students
- ✓ Ranked #395-435 in National Universities

nrg stadium

- ✓ 72,220 Seating Capacity
- ✓ Home of the National Football League's Houston Texans

UH UNIVERSITY OF HOUSTON

- ✓ 45,364 Students
- ✓ Ranked #133 in National Universities

HOUSTON AIRPORTS WILLIAM P. HOBBY AIRPORT

- ✓ 569 Flights/Day
- ✓ 13 Million Annual Passengers

PORT OF HOUSTON INTERNATIONAL PORT

- ✓ One of the world's largest port
- ✓ Owns and operates the eight public facilities along the 52-mile Houston Ship Channel

NASA JOHNSON SPACE CENTER

- ✓ It has led the world on a continuing adventure of human exploration, discovery and achievement
- ✓ Home to NASA's astronaut corps

MOODY GARDENS

- ✓ 2 Million Visitor per year
- ✓ It is an Educational Tourist Destination, with a golf course and hotel

MCDONALD'S SUBJECT PROPERTY
9950 HWY. 6.

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

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Bob Moorhead

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TEXAS DISCLAIMER

MCDONALD'S MISSOURI CITY, TX (HOUSTON)

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.