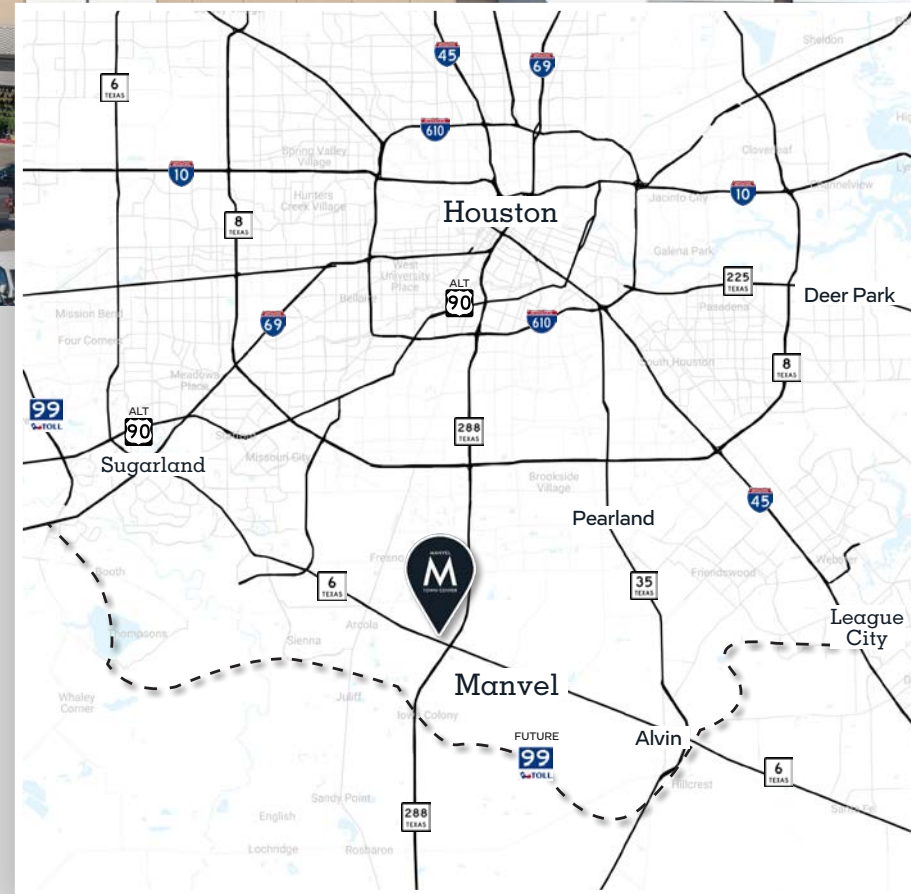


MANVEL
M
TOWN·CENTER

DOMINANT GROCERY-ANCHORED RETAIL IN ONE OF HOUSTON'S FASTEST GROWING CORRIDORS



~16%

Population Growth
within 1 mile
(recent 5-year period)



\$122,899

Median HH Income
within 1 mile

\$125,199

Median HH Income
within 3 mile



45,000

Current Homes

27,000

Additional Units

~60%+ increase in housing
stock), which directly
supports sustained retail

WHY RETAILERS PERFORM AT MANVEL TOWN CENTER



Dominant H-E-B Anchor Draw

Strong regional pull with a broad trade area, driving consistent daily needs traffic and repeat visitation.



Lowe's Cross-Shopping Synergy

Complementary big-box adjacency enhances basket size and dwell time, supporting both service and retail tenants.



Curated Daily-Needs Tenant Mix

Strategic blend of medical, QSR, and service users creates (steady) traffic throughout the day—morning through evening.



Premier Highway Visibility & Access

Signalized hard corner positioning along a major corridor provides seamless ingress/egress and maximum exposure to commuter traffic.



Accelerating Rooftop Growth

Robust residential pipeline fueling sustained population increases and expanding the site's built-in customer base.



Underserved Grocery Trade Area

Limited competitive grocer presence reinforces long-term viability and customer loyalty for the center's anchor.

MANVEL TOWN CENTER | FAQ

273
TOTAL
ACRES

1M+
SQ FT
PLANNED

70+
LOI'S
SUBMITTED

DEVELOPMENT FACTS

What is Manvel Town Center?

Manvel Town Center is designed to incorporate more than 1 million square feet of retail, entertainment, hospitality, medical and office space, making it one of the largest open-area retail-focused projects in Houston metro history. The project spans 273 acres at the major intersection of SH-288 and SH-6.

What tenants are open now?

Current tenants include Chipotle, Whataburger, Jersey Mike's Subs, Smoothie King, McDonald's, Teal Ridge Dental Care, Verizon, Memorial Hermann-GoHealth Urgent Care, Great American Cookie, Dunkin' Donuts/Baskin-Robbins, Supercuts, AT&T, Milano Nails, and Aki Steak & Sushi.

Who are the Anchors?



The Lowe's Home Improvement operates a +/-114,000 SF store.



HEB operates a +/-108,000-square-foot store.

How much retailer interest has there been?

The Weitzman leasing team reports working with nearly 70 submitted Letters of Intent, highlighting strong interest from local, regional and national retailers.

What is the trade area like?

Within a five-mile radius of Manvel Town Center, the population totals more than 102,000 residents in more than 32,000 households with an average household income of \$108,508. Since 2020, the population within that radius has grown approximately 33 percent.

How many homes are in the trade area?

The trade area includes more than 60 active master-planned communities with approximately 62,000 existing homes, on track to total approximately 98,000 homes upon buildout.

What is the broader trade area profile?

The 15-minute drivetime trade area reports average household incomes over \$110,000 and close to 291,000 residents. The daytime population within this trade area is approximately 242,735.

TRADE AREA AT A GLANCE

862

New Homes

- Manvel is the fastest-growing residential hub in Brazoria County
- 862 new homes permitted in the past year

193K+

Jobs in Brazoria County

- 193K+ employment base supporting daily traffic and retail demand

4.3%

Up in Leading Economic Index YoY

- Brazoria County Leading Economic Index ↑ 4.3% YoY – signaling continued economic expansion

MANVEL TOWN CENTER | FAQ

WHERE ROOFTOPS, INCOME & TRAFFIC CONVERGE



MANVEL TEXAS | FAQ

11.67%
ANNUAL
GROWTH

94.9%
POPULATION
INCREASE SINCE
2021-2024

~22K
CITIZENS IN
2025

DEVELOPMENT FACTS

What is the median home value?

The median home value has risen to \$451,188, with the average home being 2,895 square feet. Manvel offers a variety of home types, from attainably priced homes to homes worth millions of dollars.

What is the demographic profile?

Manvel's median age is 36.5, median household income is \$118,808 — roughly 1.5 times the Houston metro and Texas averages — and 40.7% of residents hold a bachelor's degree or higher, outpacing both state and national averages.

What is the poverty rate?

Only 5.7% of residents live below the poverty line, which is about two-fifths of the Houston metro rate and roughly half the national rate.

How is commercial development accelerating?

From October 2024 to October 2025, thirty-one new businesses opened in the city, including larger projects such as Manvel Town Center, Presidio Manvel, and the forthcoming Manvel Crossing.

What is the city's economic development support?

The Manvel Economic Development Corporation (M.E.D.C.) has awarded \$570,000 in economic incentives to invest in local businesses and expand the city.

How many new home permits has Manvel seen?

From the Brazosport College Economic Forecasting Center newsletter: Manvel led all Brazoria County cities with 862 new single-family building permits filed in the last year — the most of any city in the county.

What schools serve Manvel?

Students in Manvel attend schools in the Alvin Independent School District. Junior high schools serving Manvel include Manvel Junior High, Rodeo Palms Junior High, Caffey Junior High, and Harby Junior High. Most areas north of Highway 6 are zoned to Manvel High School.

Where is Manvel relative to Houston?

Manvel is a rapidly growing suburb within close proximity to Pearland and Downtown Houston, offering a mix of suburban and rural living, a strong community feel, good schools, and increasing amenities. It sits approximately 20–24 miles south of Downtown Houston. Manvel spans 40 square miles.

What is the broader county context?

Brazoria County is home to well over 370,000 residents and is the 8th most diverse county in Texas, ranked 14th best county in Texas to live in. The county's leading economic index has been above its six-month moving average for seven consecutive months as of early 2026, signaling early-stage economic growth ahead.

GROWTH AT A GLANCE

4.3%

Up in Leading Economic Index YoY

- Brazoria County Leading Economic Index ↑ 4.3% YoY – signaling continued economic expansion

862

New Homes

- Manvel is the fastest-growing residential hub in Brazoria County
- 862 new homes permitted in the past year

33K+

Jobs Added (10 Years)

- +33,842 jobs added over the past decade "Brazoria County has added 33K+ jobs over the past decade"

193K+

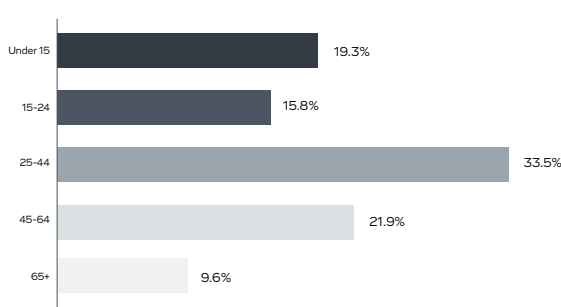
Jobs in Brazoria County

~193,000 total jobs in the county

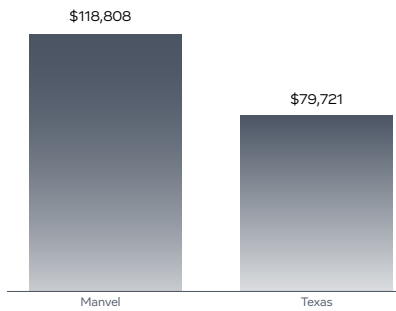
MANVEL TEXAS | FAQ

Manvel, Texas is rapidly emerging along the SH-288 corridor as a high-growth suburban market fueled by new master-planned communities and steady population gains. Residential expansion is outpacing commercial development, creating strong demand for everyday retail, dining, and essential services.

With key corridors like Highway 6 and SH-288 driving increasing traffic exposure, Manvel offers a rare opportunity to position early in an under-served market. Investors and tenants benefit from a growing rooftops base and a clear gap between residential demand and commercial supply—setting the stage for long-term upside.



MANVEL AGE DEMOGRAPHICS (%)



MEDIAN HOUSEHOLD INCOME COMPARISON

MAJOR AREA EMPLOYERS



4,074 Employees



3,182 Employees



2,579 Employees



2,541 Employees



2,471 Employees



2,000 Employees



1,684 Employees



1,475 Employees



1,272 Employees



1,166 Employees

VALUE OF CITY

City of Manvel projected value to double from 2021 to 2025

MANVEL TOWN CENTER

PROGRESS UPDATE FEBRUARY 2026



MANVEL TEXAS | SITE PLAN

Available Executed



MANVEL TOWN CENTER

CURRENT TENANTS

1 ■ H-E-B 108,000 sf

Retail A 9,000 sf

2 ■ Great Clips 1,100 sf
 3 ■ Milano Nails 5,000 sf
 4 ■ Marble Slab 1,500 sf
 5 ■ AT&T 1,400 sf

Proposed Anchors

6 ■ Burlington* 25,017 sf
 7 ■ Ross* 22,217 sf
 8 ■ Five Below* 8,470 sf
 9 ■ Marshall's* 22,354 sf
 10 ■ Ulta* 10,000 sf
 11 ■ Petco* 12,504 sf
 12 ■ Lowe's 113,860 sf
 13 ■ Target* 147,873 sf

Restaurant Space

Available Restaurant 5,850 sf
 Available Restaurant 5,850 sf
 Available Restaurant 6,300 sf
 Available Restaurant 5,227 sf

Retail B 12,300 sf

14 ■ Chipotle 2,550 sf
 15 ■ Available 2,000 sf
 16 ■ Jersey Mike's 1,400 sf
 17 ■ Einstein Bro Bagels 2,350 sf
 18 ■ Aki Steak & Sushi 4,000 sf

*Proposed Tenants

Retail C 10,500 sf

19 ■ Verizon 2,400 sf
 20 ■ Available 2,000 sf
 21 ■ MH Go Health 2,600 sf
 22 ■ Dunkin' 2,400 sf

Retail C-1 5,600 sf

23 ■ Smoothie King 1,200 sf
 24 ■ Gyro Hut 2,000 sf
 25 ■ Five Guys Burgers & Fries 2,400 sf

Retail D 16,400 sf

26 ■ Memorial Hermann 9,000 sf
 27 ■ Available 3,400 sf
 28 ■ Available 4,000 sf

Retail E 10,400 sf

29 ■ Potbelly Sandwich Works 1,800 sf
 30 ■ Available 2,600 sf
 31 ■ Ramen Dumpling* 3,000 sf
 32 ■ Triple Pepper* 3,000 sf

Outparcels

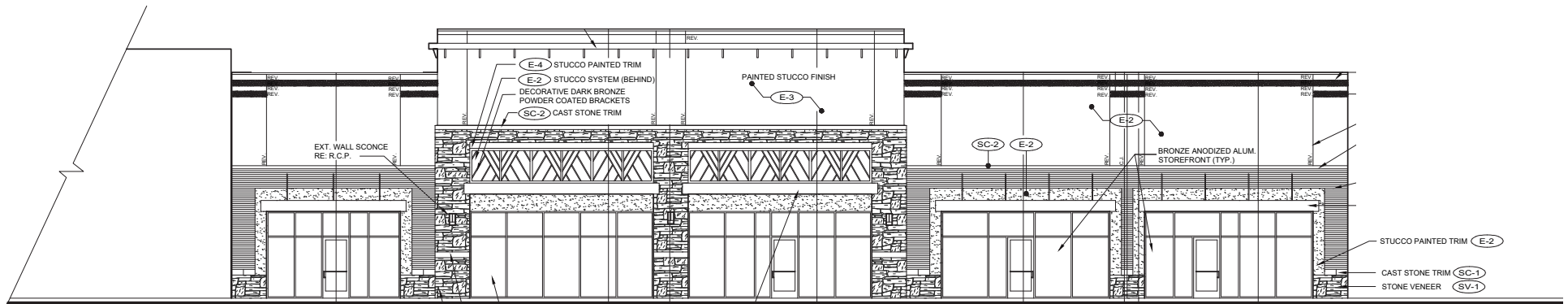
1A ■ Teal Ridge Dental Care 3,500 sf
 1B ■ McDonald's 4,456 sf
 2 ■ Whataburger 3,745 sf
 5 ■ PNC Bank 0.89 ac
 6 ■ Available 1.61 ac
 7 ■ Available 1.72 ac
 8 ■ Available 1.27 ac
 9 ■ Available 0.98 ac
 10 ■ Available 1.61 ac
 11 ■ Available 1.24 ac
 12 ■ Available 1.24 ac
 13 ■ Available 1.24 ac
 14 ■ Available 1.30 ac

RETAIL A & H-E-B

SITE PLAN

9,000 SF

Available Executed



FRONT ELEVATION
SCALE: 1/8" = 1'-0"

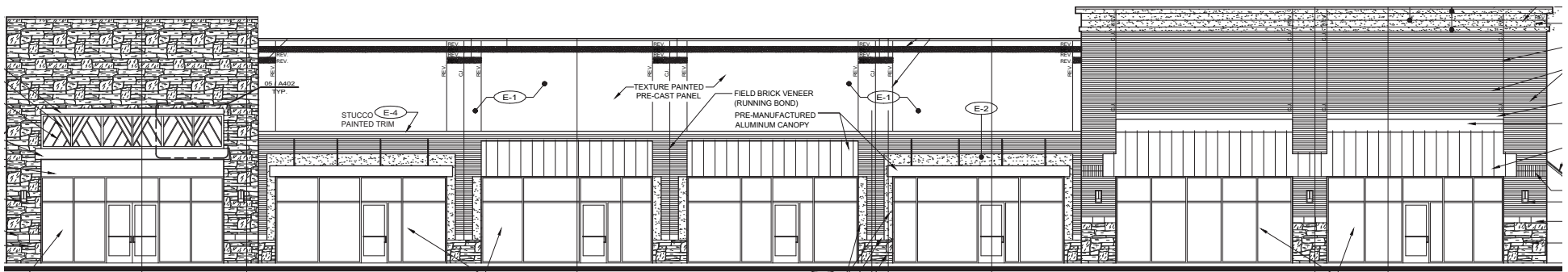


RETAIL B

SITE PLAN

12,300 SF

Available Executed



FRONT ELEVATION
SCALE: 1/8" = 1'-0"



RETAIL C & C-1

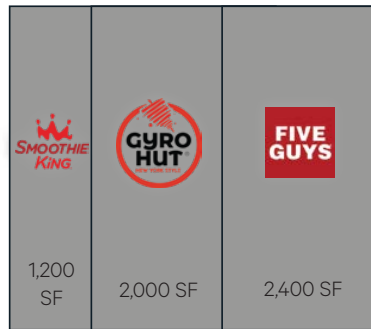
SITE PLAN

RETAIL C-1 | 5,600 SF

RETAIL C | 10,500 SF

Available Executed

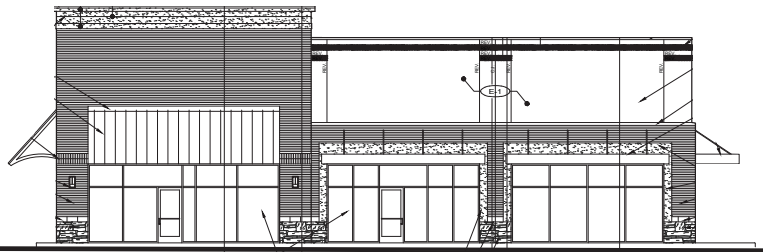
RETAIL C-1



RETAIL C



Available Executed



SOUTH ELEVATION
SCALE: 1/8" = 1'-0"



SOUTH ELEVATION
SCALE: 1/8" = 1'-0"

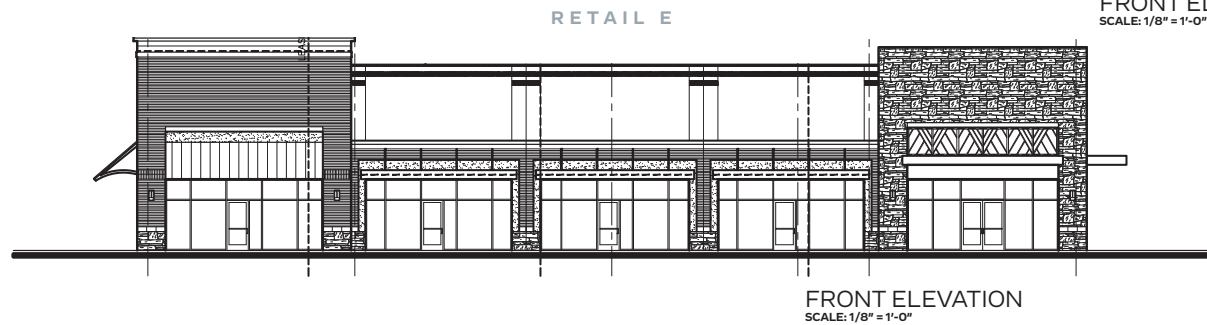
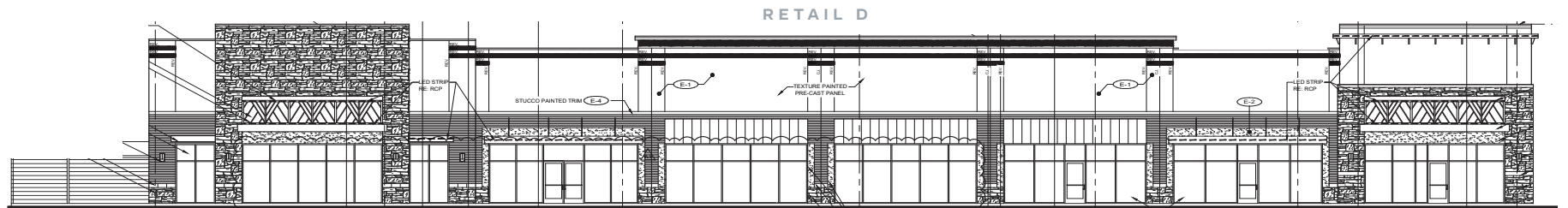
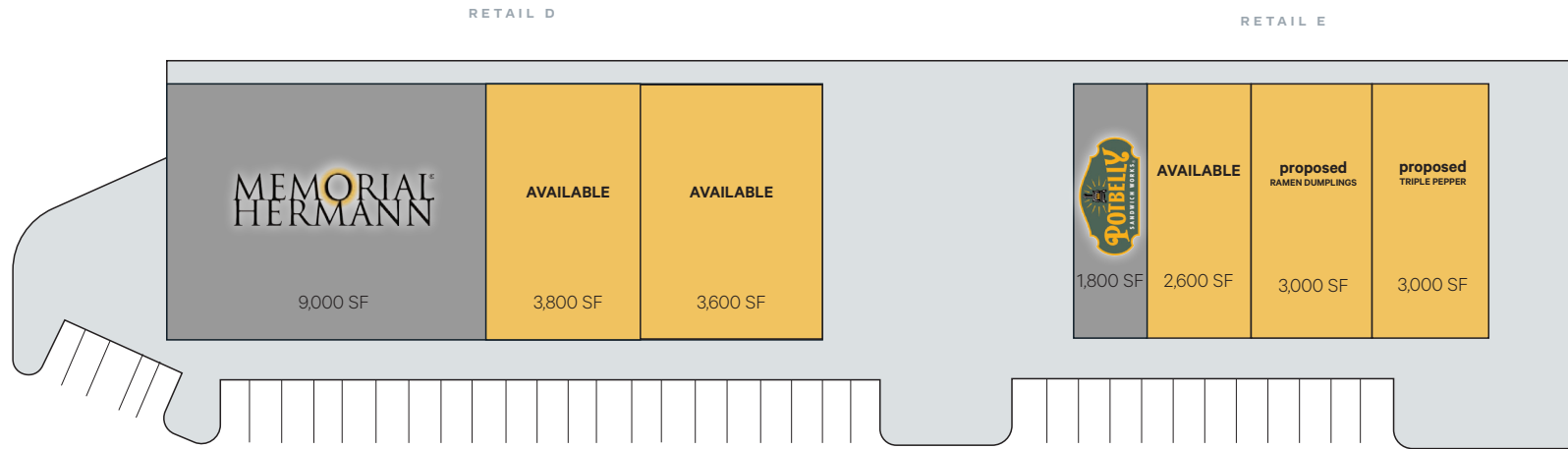
RETAIL C & C-1
PHOTOGRAPHY



RETAIL D | 16,400 SF

RETAIL E | 10,400 SF

Available Executed

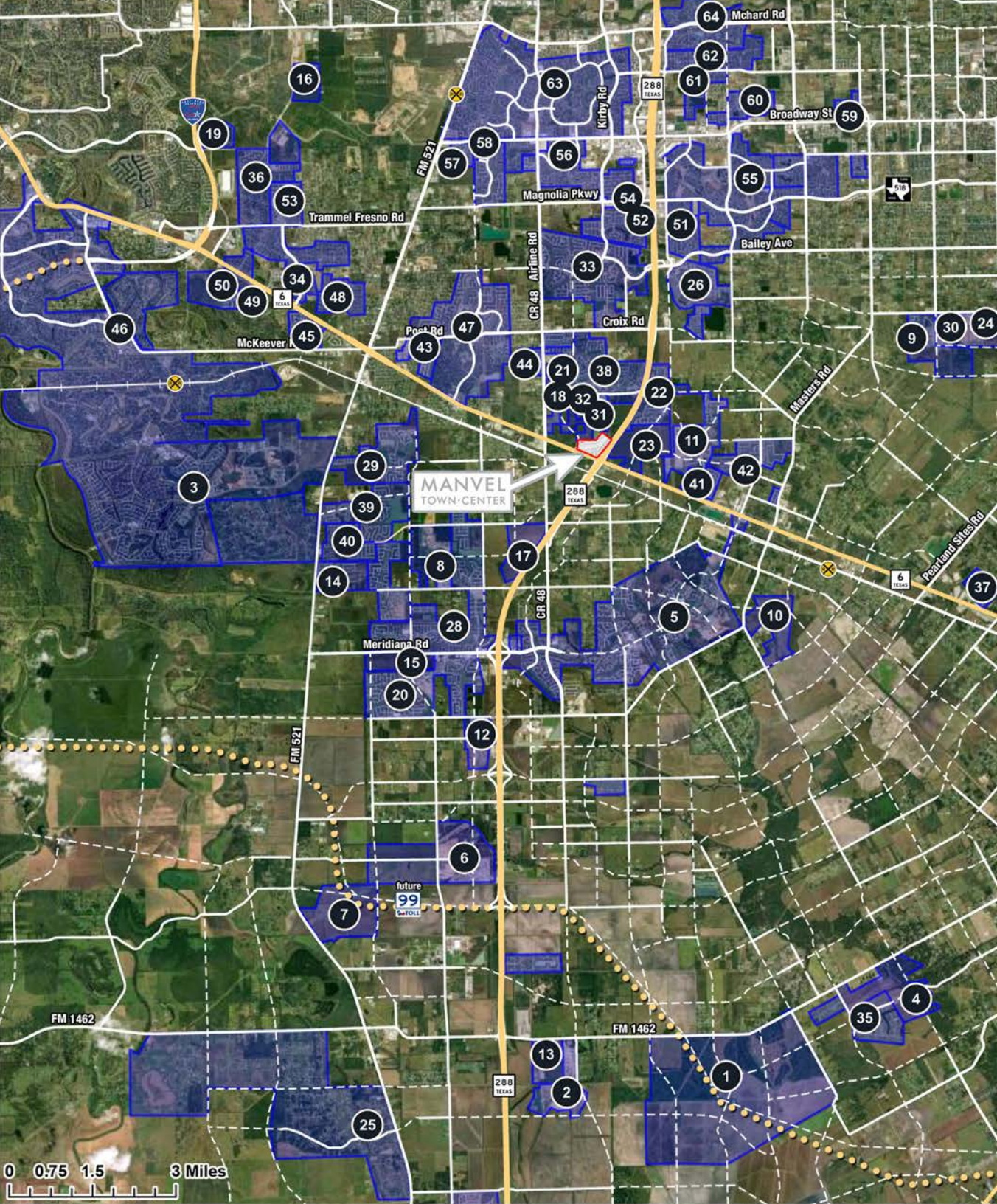




MANVEL TOWN CENTER

HOUSING & DEVELOPMENT | 1 MILE RADIUS





ID	SELECTED COMMUNITIES	OCCUPIED HOMES	U/C	FUTURE LOTS	TOTAL UNITS
1	SE PROPERTIES LTD	-	-	8,750	8,750
2	PRESERVATION CREEK	-	-	5,100	5,100
3	SIENNA	12,451	241	3,980	16,672
4	WALTON 1445 ACRES	-	-	2,500	2,500
5	MERIDIANA	3,441	197	2,416	6,054
6	CREEKHAVEN	64	27	2,010	2,101
7	WYNSERRA	-	-	1,515	1,515
8	CALDWELL CROSSING/LAKES	200	76	1,339	1,615
9	MASSEY OAKS/VLG	268	59	933	1,260
10	ALEXANDER	-	-	745	745
11	VALENCIA	270	59	742	1,071
12	ELLWOOD	6	32	619	657
13	DIAMOND OAKS	-	-	600	600
14	HUNTINGTON PLACE	302	13	563	878
15	AVERY CROSSING	-	-	519	519
16	PALMETTO PARK	-	-	482	482
17	LACOVIA LAKES	-	-	440	440
18	PRIMROSE	-	-	413	413
19	OLYMPIA FALLS/FIELDS	345	25	375	745
20	SIERRA VISTA	1,685	33	368	2,086
21	MANVEL PALMS	-	-	362	362
22	DEL BELLO LAKES	427	3	336	766
23	THE PRESIDIO MANVEL	-	-	310	310
24	MAGNOLIA CREEK-PEARLAND	-	-	282	282
25	SUNCREEK ESTATES/RANCH	477	4	251	732
26	SEDONA LAKES	650	-	237	887
27	MAPLE VIEW	-	-	235	235
28	STERLING LAKES	2,383	64	224	2,671
29	GLENDALE LAKES	1,203	55	214	1,472
30	ARCADIAN ESTATES	-	-	184	184
31	FOXTAIL PALMS	41	25	161	227
32	AVELLINO	-	-	140	140
33	POMONA	2,073	58	129	2,260
34	TEAL RUN/GARDENS	2,433	-	107	2,540
35	SAVANNAH PLANTATION	161	3	49	213
36	WINFIELD LAKES	1,790	-	31	1,821
37	MARTHA'S VINEYARD	279	7	28	314
38	RODEO PALMS	1,653	-	9	1,662
39	CALDWELL RANCH	1,375	-	4	1,379
40	SOUTHERN COLONY	1,442	-	-	1,442
41	BLUEWATER LAKES	329	-	-	329
42	LAKELAND	669	-	-	669
43	CHARLESTON HEIGHTS	404	-	-	404
44	COLD RIVER RANCH	294	-	-	294
45	POST OAK POINTE	460	-	-	460
46	SILVER RIDGE	270	-	-	270
47	LAKES OF SAVANNAH	3,381	-	-	3,381
48	ANDOVER FARMS	547	-	-	547
49	CREEKMONT	494	-	-	494
50	SHIPMANS COVE	274	-	-	274
51	SILVERCREEK	747	-	-	747
52	SOUTHFORK	815	-	-	815
53	CAMBRIDGE FALLS	782	-	-	782
54	SOUTHGATE	442	-	-	442
55	SILVERLAKE	4,919	-	-	4,919
56	SOUTHERN TRAILS/OAKS	1,436	-	-	1,436
57	SHADOW GROVE	380	-	-	380
58	SOUTHLAKE	771	-	-	771
59	AVALON TERRACE	529	-	-	529
60	SUNRISE LAKES	708	-	-	708
61	AUTUMN LAKES	413	-	-	413
62	SOUTHDOWN	1,509	-	-	1,509
63	SHADOW CRK/EDGEWATER	6,263	-	-	6,263
64	COUNTRY PLACE	1,096	-	-	1,096
	*NOT SHOWN	1,445	8	241	1,694
TOTALS		64,796	989	37,943	103,728

MANVEL TOWN CENTER

CURRENT TENANTS



H-E-B

Dominant grocer serving the Hwy 288 corridor, drawing from Manvel, Iowa County, Missouri City, and Pearland.



LOWE'S

Only major home improvement retailer directly serving the immediate Manvel trade area.



MEMORIAL HERMANN URGENT CARE

Provides convenient access to healthcare for Manvel's expanding residential base.



MILANO NAIL SPA

Upscale nail concept positioned to capture high-frequency service demand from nearby master-planned communities.



AKI STEAKHOUSE

The only sushi restaurant serving the Manvel and Iowa Colony area, offering a fresh and modern take on Asian cuisine.



FIVE GUYS

National brand capturing high traffic along the Hwy 288 corridor and surrounding retail growth areas

RESIDENTIAL GROWTH




1,970 OCCUPIED /
2,260 PLANNED

POMONA
(1-2 MILES | 5 MINUTES FROM SITE)
Hillwood Communities homes starting at \$500K




3,201 OCCUPIED /
2,631 PLANNED

MERIDIANA
(3-5 MILES | 5-10 MINUTES FROM SITE)
Rise Communities homes starting around \$400K



180 OCCUPIED /
1,071 PLANNED

VALENCIA
(2-4 MILES | >10 MINUTES FROM SITE)
PulteGroup homes ranging from \$400K - \$500K

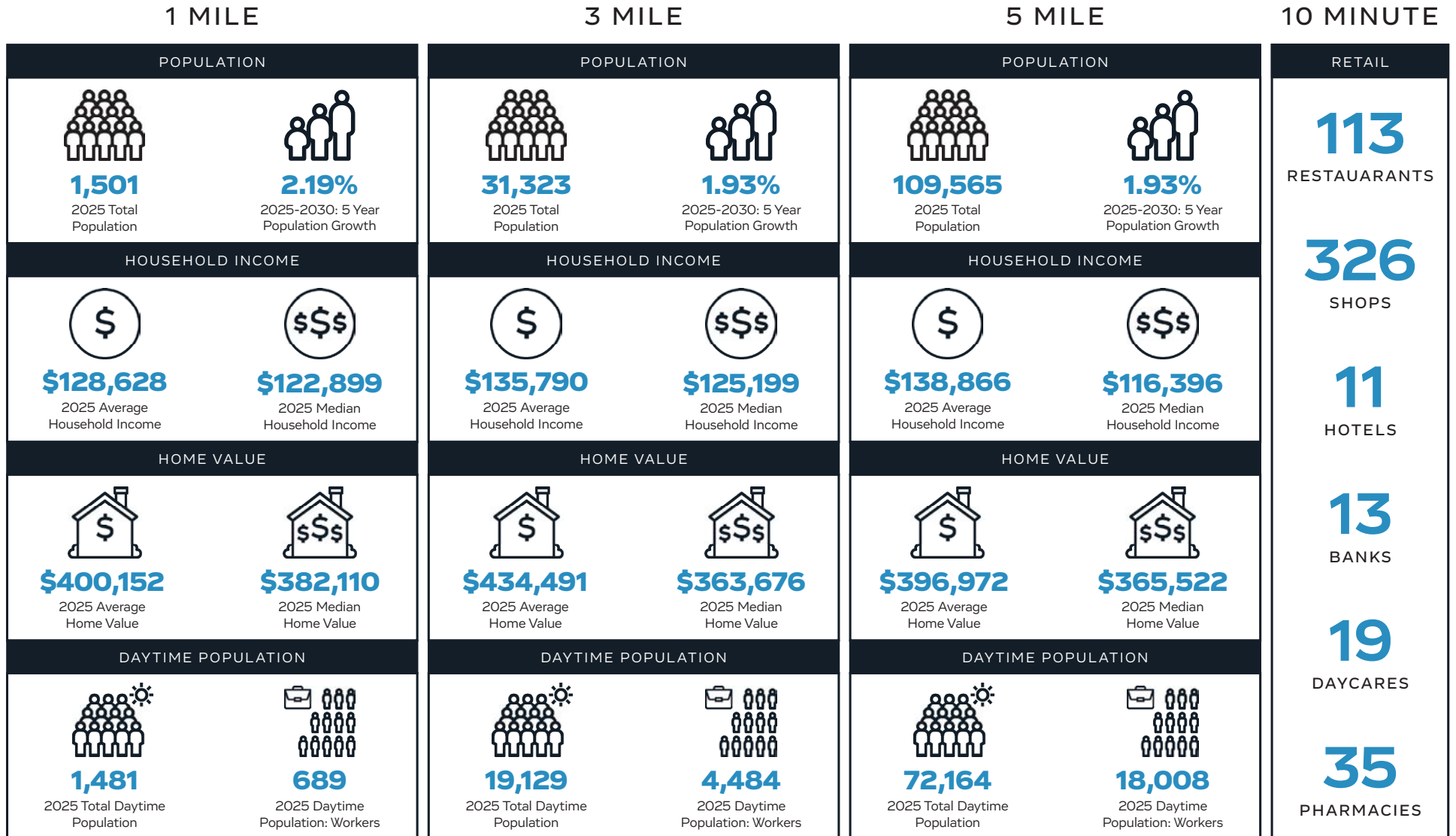


1,651 OCCUPIED /
1,662 PLANNED

RODEO PALMS
(10-12 MILES | 15-20 MINUTES FROM SITE)
Shadow Creek Ranch Development homes starting at \$400K

DEMOGRAPHICS

1,3 & 5 MILE | 2025



MANVEL TOWN CENTER PHOTOS



MANVEL
M
TOWN·CENTER

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weitzman[®]

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INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:

A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see

section 1101.563 of the Texas Occupations Code.

Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD):

The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information

about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically

instructs the broker in writing not to disclose, unless required to do so by law.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

Weitzman

Licensed Broker /Broker Firm Name or Primary Assumed Business Name

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James Nathan Namken

Sales Agent/Associate's Name

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License No.

jnamken@weitzmangroup.com

Email

(713) 980-5622

Phone

Buyer/Tenant/Seller/Landlord Initials

Date

INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information on about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD):

The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of each party

to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION:

This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

The Weitzman Group

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Phone

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Email

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Phone

Buyer/Tenant/Seller/Landlord Initials

Date

INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:

A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see

section 1101.563 of the Texas Occupations Code.

Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD):

The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information

about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - any confidential information or any other information that a party specifically

instructs the broker in writing not to disclose, unless required to do so by law.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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James Nathan Namken

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Date