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Crossroad Terrace

300 State Highway-78 S., Farmersville, TX 75442

Number of Units: **36** Year Built: **1985**



 **the multifamily group.**

Investment Advisors



Yonnic Land
Sr. Managing Director

yonnic.land@multifamilygrp.com
c. 972.983.9051



Jon Krebbs
Managing Partner

jon.krebbs@multifamilygrp.com
o. 972.379.9843



Paul Yazbeck
Managing Partner

paul.yazbeck@multifamilygrp.com
o. 972.379.9844



Chase Davis
Chief Operating Officer

chase.davis@multifamilygrp.com
o. 972.465.9533

Summary:

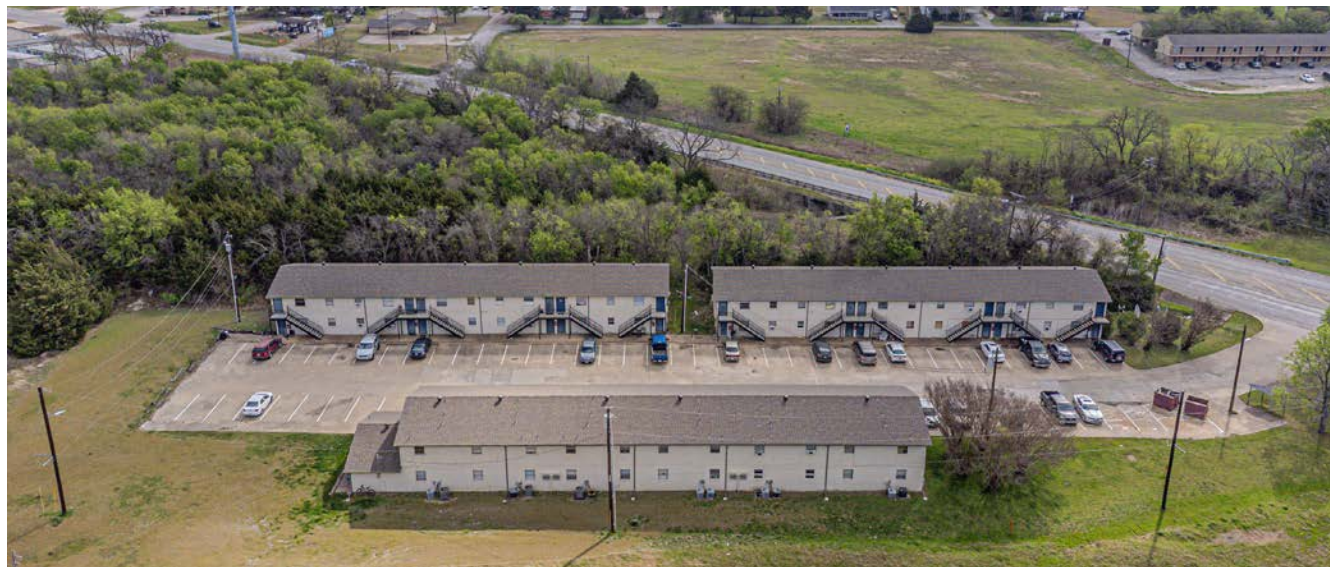
The Multifamily Group is pleased to present the exclusive offering of Crossroad Terrace, a unique, value-add opportunity in Farmersville, Texas. Constructed in 1985, the property consists of 36 units averaging 699 square feet. The property features one- and two-bedroom floor plans and is currently 72% occupied, compared to a strong submarket occupancy of 91%. Crossroad Terrace is being offered free and clear of any existing debt.

Value-Add:

- Renovate the interiors of all of the units.
- Repair seven units that need a heavy lift (\$7,500/unit in estimated repairs).
- Implement RUBS for water.
- Add washer and dryer hookups to each unit.
- See pages 9-10 for a full analysis.

Location:

Crossroad Terrace is located in the growing community of Farmersville, Texas, offering a small-town atmosphere with convenient access to major employment hubs in Collin County via SH-78. The property benefits from steady traffic flow and connectivity to nearby cities like McKinney, Princeton, and Greenville. Residents are just minutes from local retailers such as Brookshire's and Dollar General, with additional access to national brands in nearby Princeton and McKinney.



Investment Highlights

\$1.6MM+ in Operational Value Enhancement

Roofs & Stairwells Replaced Within the Last Year

Same Owner for Over 35 Years

More than Half are Two-Bedroom Units

Located Just Off Highway-78 & US-380

\$83,000+ Median Area Income in a 5-Mile Radius*

Collin County - One of the Fastest-Growing Counties in Texas, Adding Almost 100 New Residents Every Day

Proximity to Major Employment Hubs in McKinney, Allen, and Plano

**Note: The Yardi Matrix data is in reference to a nearby property, Palladium Farmersville (1-mile west)*

Summary



Crossroad Terrace

300 TX-78, Farmersville, TX 75442

General

Terms	Free and Clear
Address	300 TX-78 Farmersville TX, 75442
Year Built	1985
Units	36
Net Rentable SF	25,168
Average Unit Size	699 SF
Site Size	3-Acres
Density	12-Units/Acre
Occupancy	72%

Construction

Foundation	Slab
Exterior	Half Brick & Half Vinyl
Roof	Pitched Shingles - Replaced 1 Year Ago
Number of Buildings	3

Mechanical

HVAC	Individual HVACs
Hot Water	Individual Electric
Wiring	Copper
Plumbing	Copper & PVC

Utilities

Electricity	Individually Metered - Tenants Pay
Water/Sewer	Master Metered - Owner Pays
Gas	None
Cable/Internet	None

Useful Links

[County Appraisal District \(CAD\)](#)

Tax Information

County	Collin
CAD Account No.	1874396
Tax Rate	2.147%
Assessed Value	\$1,081,302

School Information

School District	Farmersville ISD
Elementary	Tatum Elementary School
Middle School	Farmersville Middle School
High School	Farmersville High School

Parking

Paving	Concrete
Number of Spaces	Buyer to Verify On-Site

Leasing Fees

Application Fee	\$50
Administration Fee	None
Security Deposit	\$600/\$1100
Pet Fee	\$250 Non-Refundable
Pet Rent	None
Reserved Parking	None
Month-to-Month Fee	None
Trash Fee	None - Sanitation Solutions
Pest Control Fee	None

Personnel

Manager	1 Full-Time
Maintenance	As Needed
Make-Ready	As Needed

Investment Overview

Value-Add Analysis

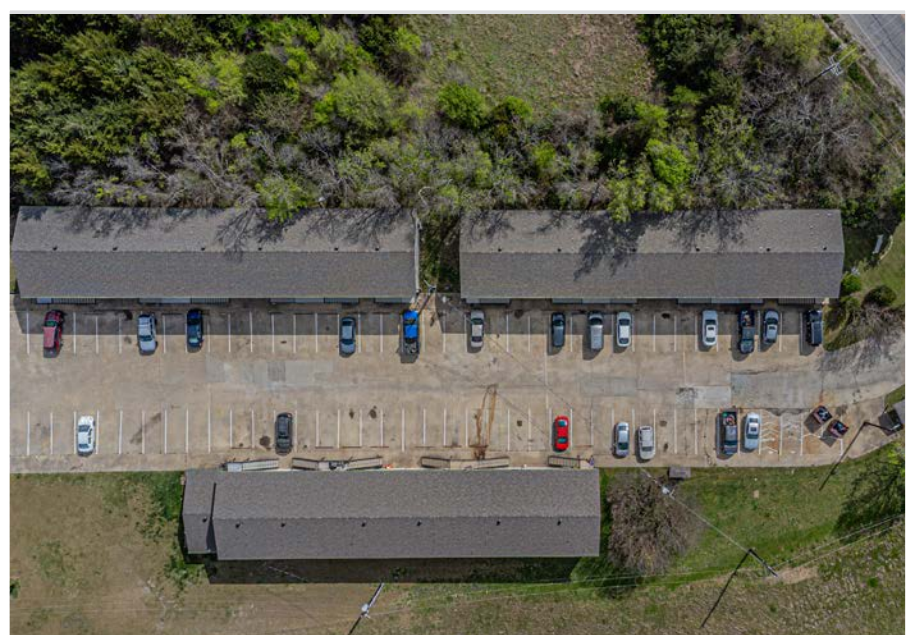
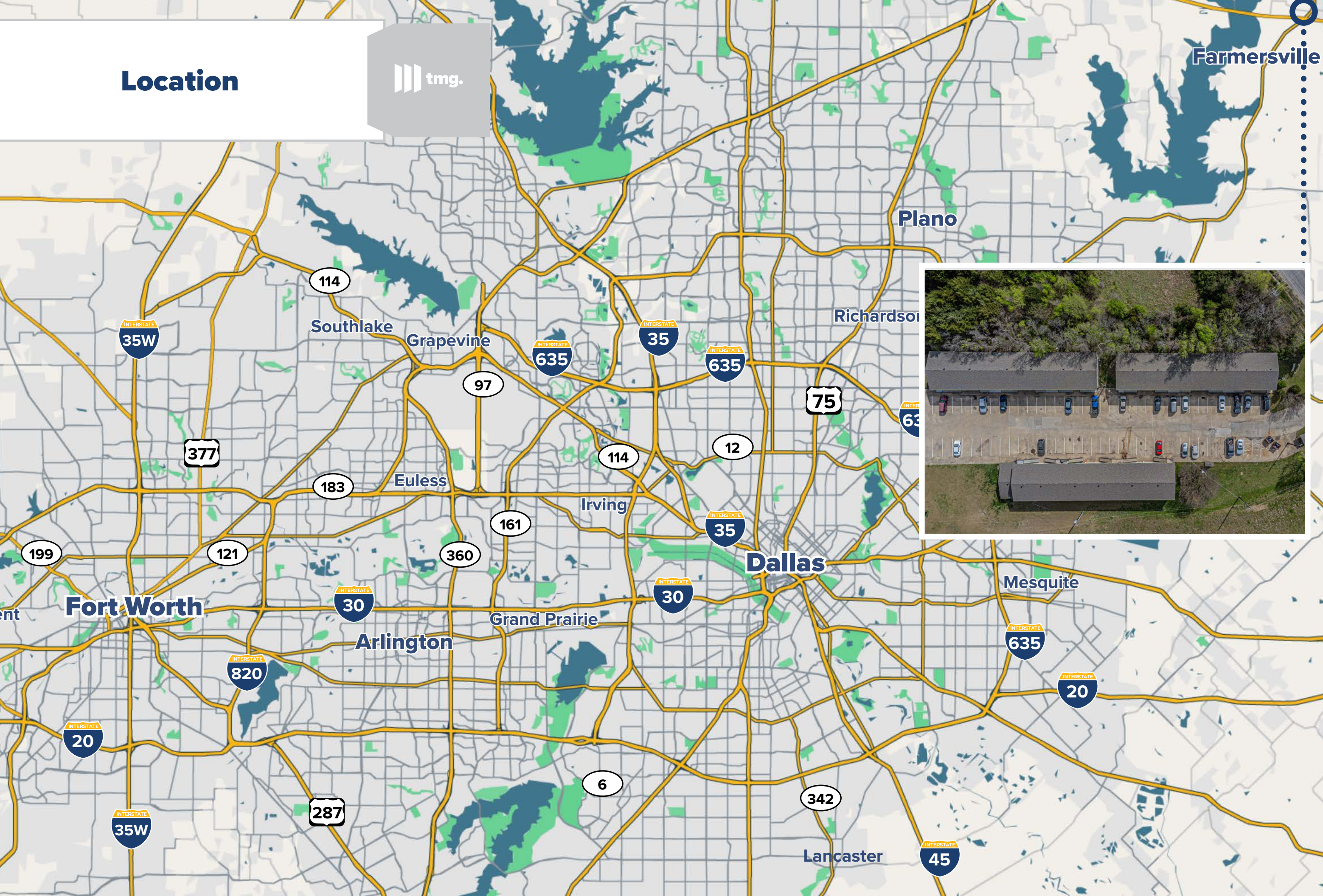


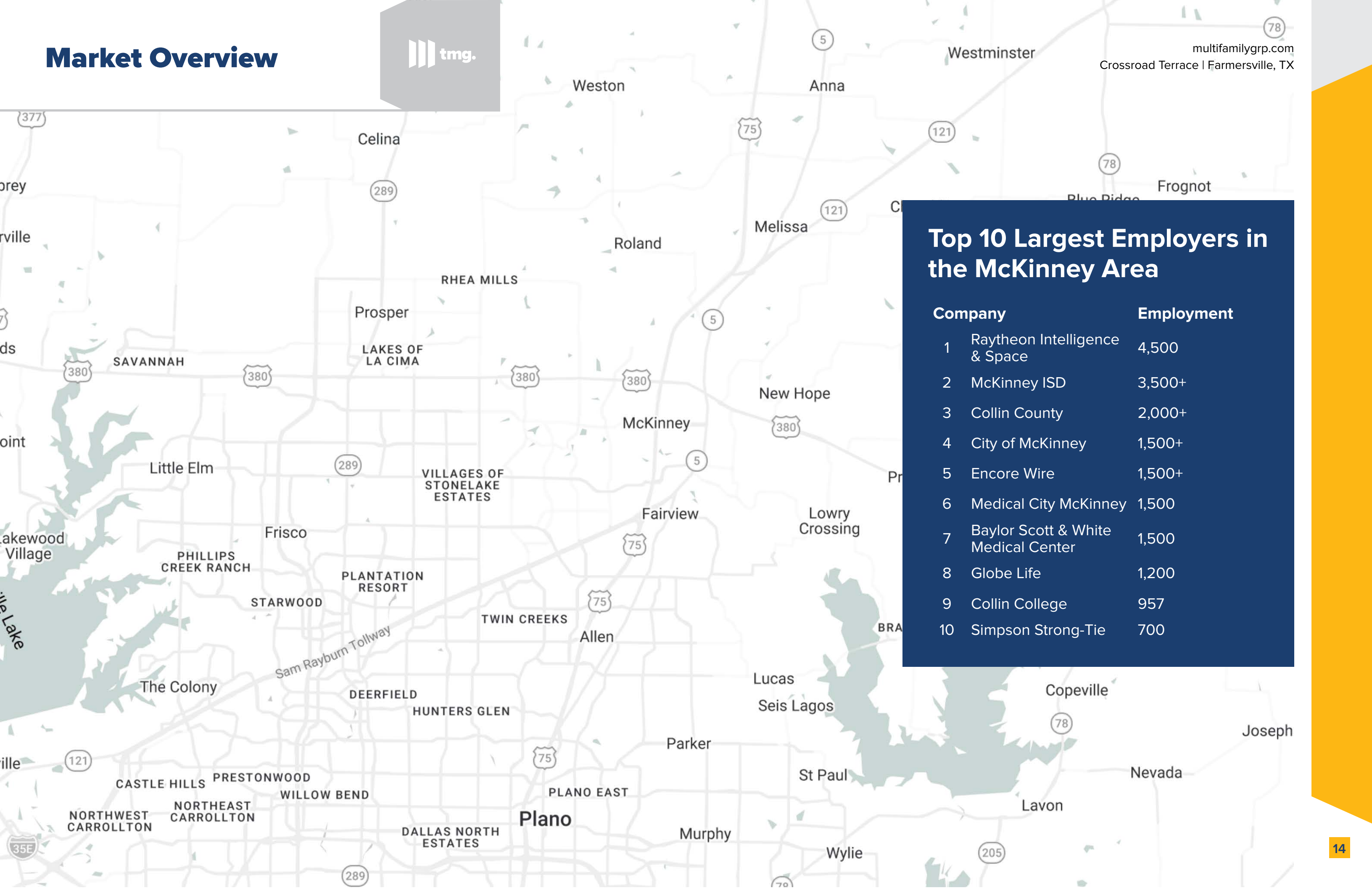
Analysis								
Value Category	Value Driver	Number of Units	Cost per Unit	Total Cost	NOI/Unit/Month	NOI/Month	NOI/Year	Capitalized Value
Interior Renovations	Renovate all unit for additional levels of interior upgrades.	36	\$11,000	\$396,000	\$100	\$3,600	\$43,200	\$595,862
Repair Heavy Lift Units	There are seven units that need around \$7,500 in repairs each that should be brought back online.	7	\$7,500	\$54,000	\$735	\$5,292	\$63,504	\$875,917
Washer/Dryer Hookups	Washer/Dryer hookups are a frequently desired renovation upgrade.	36	\$4,000	\$144,000				
Implement RUBS for Water	New ownership should begin billing back for water.	36	\$0	\$0	\$35	\$1,260	\$15,120	\$208,552
Exterior Renovation & Deferred Maintenance	The property's exterior falls below comparable standards, contributing to higher turnover, increased marketing costs, and lower quality tenants. Upgrading the exterior should mitigate these issues.	36	\$10,000	\$360,000				
TOTAL			\$26,500*	\$954,000	\$870	\$10,152	\$121,824	\$1,680,331

Note: This page provides a breakdown of CAP-EX allocation and should only be used only as estimates. Potential buyers should obtain actual bids to verify.

*Note: While individual cost components sum to approximately \$32,500 per unit, the total cost per unit has been normalized to \$26,500 based on total project costs divided by total units.

Location

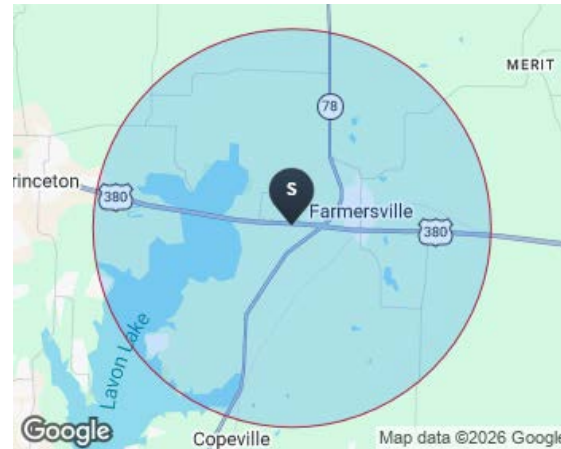




Top 10 Largest Employers in the McKinney Area

Company	Employment
1 Raytheon Intelligence & Space	4,500
2 McKinney ISD	3,500+
3 Collin County	2,000+
4 City of McKinney	1,500+
5 Encore Wire	1,500+
6 Medical City McKinney	1,500
7 Baylor Scott & White Medical Center	1,500
8 Globe Life	1,200
9 Collin College	957
10 Simpson Strong-Tie	700

AREA INFORMATION - 5 MILES



Demographics

Total Population	16,531
Population Density per Sq Mile	161
Population Projection in 5 years	19,743
Population Median Age In Years	37
Total Housing	6,005
Average People per Household	2.98
Median Household Income	\$83,059
Employed Population	7,441

Area Characteristics

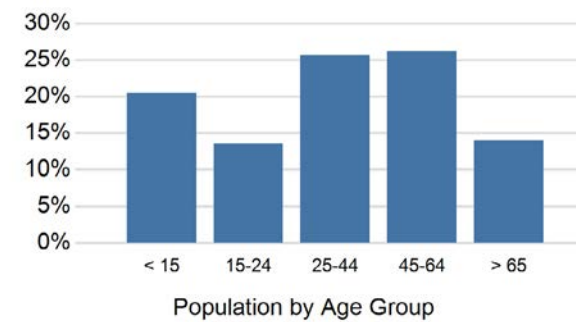
Properties in the Area	2
Total Units in the Area	370
Total Unit SqFt in the Area	337,920

Asset Benchmark Rates

Average Rent One Bedroom	\$1,216
Average Rent/SqFt One Bedroom	\$1.67

Average Improvements Rating	B+
Average Location Rating	B-

Demographic Cohorts



Age		
Under 15	3,387	20.5%
15 to 24	2,236	13.5%
25 to 44	4,255	25.7%
45 to 64	4,334	26.2%
Over 65	2,319	14.0%

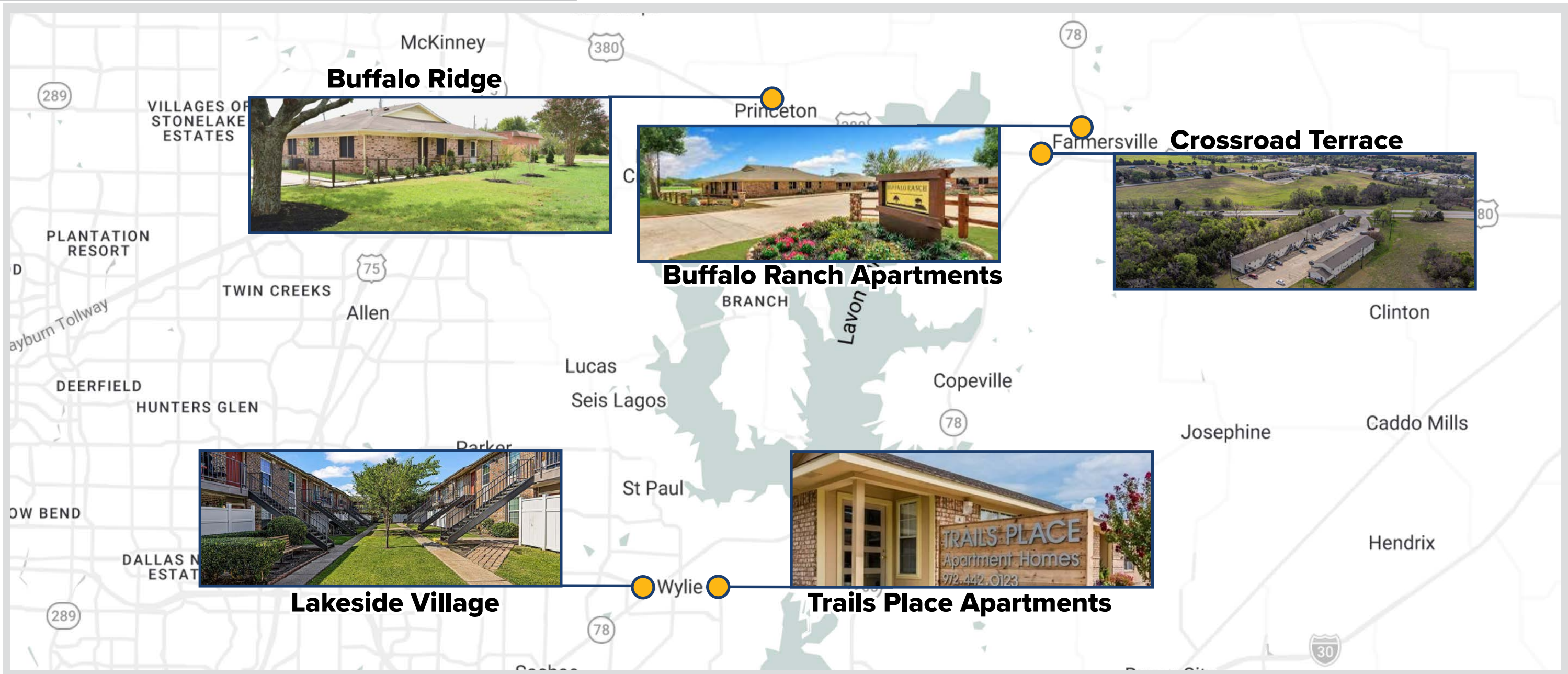
Gender		
Male	8,824	53.4%
Female	7,707	46.6%

Comparable Rental Properties



**Note: The square footages of the units are estimates. Potential buyers should verify.*

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Property Name	Address	City	State	Zip	Year Built	# of Units	Occupancy	Avg. Size	Avg. Rent/Unit	Avg. \$/SF
Buffalo Ranch Apartments	1009 Gaddy Street	Farmersville	TX	75442	1989	24	92%	770	\$1,133	\$1.47
Buffalo Ridge	133 South 4th Street	Princeton	TX	75407	1989	24	100%	777	\$1,208	\$1.55
Trails Place Apartment Homes	9 Trails Place	Wylie	TX	75098	1985	61	95%	1,171	\$1,813	\$1.55
Lakeside Village	301 West Kirby Street	Wylie	TX	75098	1981	76	92%	836	\$1,378	\$1.65
Averages					1986	46	95%	889	\$1,383	\$1.56
Crossroad Terrace	300 Tx-78	Farmersville	TX	75442	1985	36	72%	699	\$753	\$1.08
Variance								(190)	(\$630)	(\$0.48)

Rent Comparison



One Bedroom

PROPERTY	SIZE	RENT	\$/SF
Buffalo Ranch Apartments	650	\$1,084	\$1.67
Trails Place Apartment Homes	700	\$1,114	\$1.59
Lakeside Village	700	\$1,268	\$1.81
AVERAGE	703	\$1,153	\$1.66
Crossroad Terrace*	572	\$733	\$1.28
Variance		(\$420)	(\$0.38)

Two Bedroom

PROPERTY	SIZE	RENT	\$/SF
Buffalo Ranch Apartments	850	\$1,182	\$1.39
Buffalo Ridge	850	\$1,208	\$1.42
Trails Place Apartment Homes	1,178	\$2,002	\$1.70
Lakeside Village	950	\$1,465	\$1.54
Fountainview at Farmersville	1,056	\$1,600	\$1.52
AVERAGE	974	\$1,494	\$1.52
Crossroad Terrace*	780	\$766	\$0.98
Variance		(\$727)	(\$0.54)

*Note: The square footages of the units are estimates. Potential buyers should verify.



Amenities

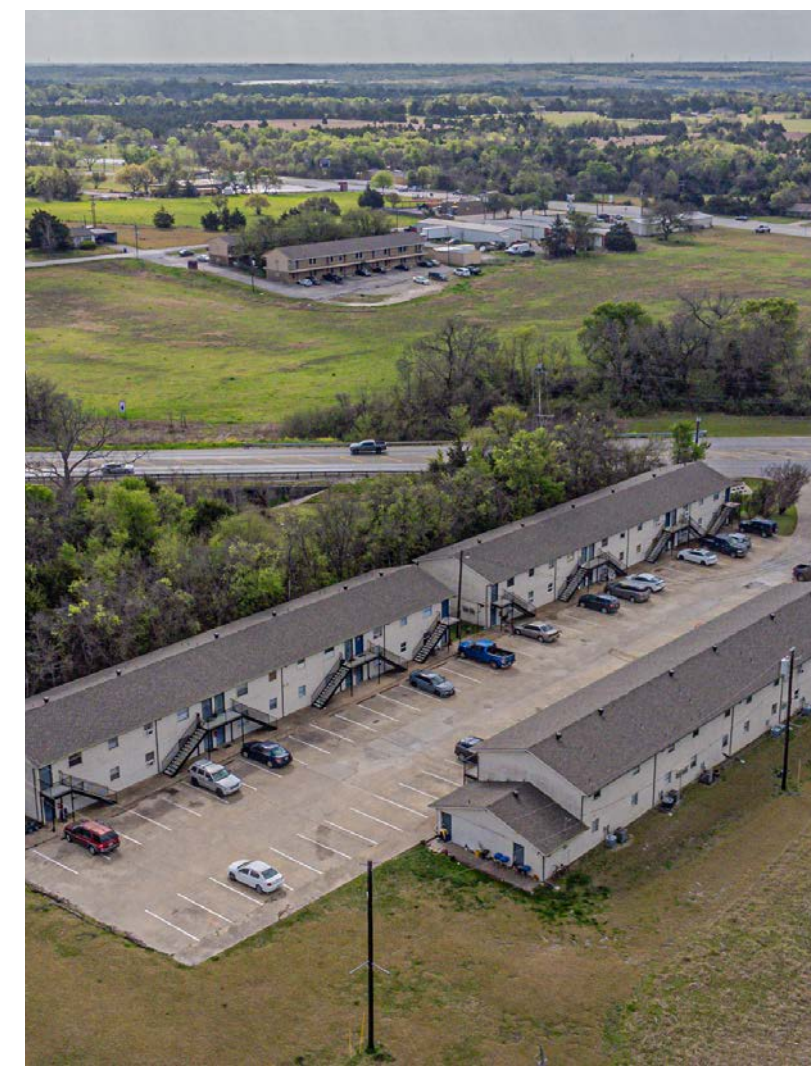
Units

- » Resurfaced Countertops**
- » Stainless-Steel Appliances**
- » Hardwood-Style Floors**
- » Two-Tone Paint**
- » Carpet in Non-Wet Areas
- » Breakfast Bar
- » Dishwasher

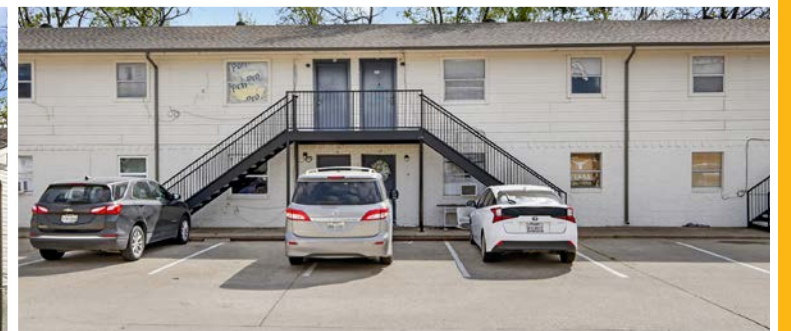
** In Select Units

Community

- » Easy Access to Hwy-78 and US-380
- » Nearby Major Employment Hubs in McKinney, Allen, and Plano



Additional Images





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Financial Analysis

Financial Analysis

Unit Mix



Type	Bed	Bath	# Units	% of Total	Square Feet	Effective Rent	Market Rent	Comp Supported Rent	Effective \$/SF	Market \$/SF	Pro Forma \$/SF
1bed	1	1	14	39%	572	\$733	\$900	\$1,000	\$1.28	\$1.57	\$1.75
2bed	2	1	22	61%	780	\$766	\$1,100	\$1,150	\$0.98	\$1.41	\$1.47
Average:					699	\$753	\$1,022	\$1,092	\$1.08	\$1.46	\$1.56
Total:			36	100%	25,168	\$27,114	\$36,800	\$39,300			
Annual:						\$325,372	\$441,600	\$471,600			

*Note: The square footages of the units are estimates. Potential buyers should verify.

Financial Analysis

T-12 Income



T-12 INCOME & EXPENSE	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25	Jan-26	Feb-26	Mar-26	Apr-26	May-26	T-12 TOTAL
Market Rent	36,800	36,800	36,800	36,800	36,800	36,800	36,800	36,800	36,800	36,800	36,800	36,800	\$441,600
Less: Loss to Lease	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(9,686)	(\$116,228)
Gross Potential Rent	27,114	27,114	27,114	27,114	27,114	27,114	27,114	27,114	27,114	27,114	27,114	27,114	\$325,372
Less: Vacancy	(5,864)	(6,464)	(6,339)	(7,124)	(6,544)	(4,814)	(5,069)	(5,794)	(6,639)	(8,439)	(6,649)	(5,469)	(\$75,212)
Less: Non-Revenue/ Concessions	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Less: Bad Debt	0	0	0	0	0	0	0	0	0	0	0	0	\$0
NET RENTAL INCOME	21,250	20,650	20,775	19,990	20,570	22,300	22,045	21,320	20,475	18,675	20,465	21,645	\$250,160
Plus: RUBS Income	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Electric/Gas	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Water/Sewer	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Trash	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Plus: Other Income	0	0	0	0	0	0	0	0	0	0	0	0	\$0
TOTAL INCOME	21,250	20,650	20,775	19,990	20,570	22,300	22,045	21,320	20,475	18,675	20,465	21,645	\$250,160
T-12 EXPENSES													
Contract Services	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Repairs & Maintenance	3,562	4,450	8,918	12,456	2,909	4,694	8,632	2,717	1,968	2,000	2,000	2,000	\$56,305
Administrative	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Marketing	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Payroll	0	0	0	0	0	0	0	0	0	0	0	0	\$0
Utilities													
Water/Sewer	3,139	2,743	2,402	2,362	2,444	2,273	2,120	2,440	2,233	2,319	2,250	2,250	\$28,974
Trash	445	445	445	445	445	445	445	445	445	445	445	445	\$5,339
Electric	20	20	20	20	20	20	20	186	541	537	550	550	\$2,502
Gas/Other	24	24	24	24	24	24	24	24	24	24	24	24	\$288
Utilities Subtotal	3,628	3,232	2,890	2,850	2,932	2,761	2,609	3,095	3,243	3,325	3,269	3,269	\$37,103
Management Fee	2,139	2,280	2,266	2,110	2,057	2,230	2,206	2,254	2,048	1,868	1,810	1,882	\$25,147
Insurance	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	3,680	\$44,164
Real Estate Taxes	1,992	1,992	1,992	1,992	1,992	1,992	1,992	1,992	1,992	1,992	1,992	1,992	\$23,898
TOTAL EXPENSES	15,001	15,633	19,745	23,088	13,570	15,357	19,118	13,738	12,930	12,864	12,750	12,823	\$186,618
NET OPERATING INCOME	6,249	5,017	1,030	(3,098)	7,000	6,943	2,927	7,582	7,545	5,811	7,715	8,822	\$63,542

Financial Analysis

Trending Income



TRENDING ANALYSIS	TRAILING 12 MONTHS		T-3 ANNUALIZED		T-1 ANNUALIZED		YEAR 1 UNDERWRITING		NOTES
Market Rent	441,600	12,267	441,600	12,267	441,600	12,267	463,200	12,867	Year 1 Rents have been grown at 4.9% based on comparable properties
Less: Loss to Lease	(116,228)	26.3%	(116,228)	26.3%	(116,228)	26.3%	(18,528)	4.0%	Loss to Lease has been estimated at 4.0% of Total Market Rent
Gross Potential Rent	325,372	9,038	325,372	9,038	325,372	9,038	444,672	12,352	
Less: Vacancy	(75,212)	23.1%	(82,232)	25.3%	(65,632)	20.2%	(133,402)	30.0%	Vacancy has been normalized at 30.0% based on historical operations
Less: Non-Revenue/Concessions	0	0.0%	0	0.0%	0	0.0%	0	0.0%	Non-Revenue Units/Concessions are projected at 0.0% of Gross Potential Rent based on historical operations
Less: Bad Debt	0	0.0%	0	0.0%	0	0.0%	(8,893)	2.0%	Bad Debt is projected at 2.0% of Gross Potential Rent based on historical operations
NET RENTAL INCOME	250,160	6,949	243,140	6,754	259,740	7,215	302,377	8,399	
Plus: RUBS Income	-	-	-	-	-	-	15,120	420	RUBS Income is projected at \$15,120 based on historical operations plus optimization adjustments
Electric/Gas	-	-	-	-	-	-	-	-	
Water/Sewer	-	-	-	-	-	-	15,120	420	Water/Sewer RUBS has been adjusted \$15,120 to match comparable product
Trash	-	-	-	-	-	-	-	-	
Plus: Other Income	-	-	-	-	-	-	-	-	Other income added following renovations, change in management.
TOTAL INCOME	250,160	6,949	243,140	6,754	259,740	7,215	317,497	8,819	
EXPENSES									
Contract Services	-	-	-	-	-	-	9,000	250	Contract Services have been normalized at \$250 per unit based on comparable properties
Repairs & Maintenance	56,305	1,564	56,305	1,564	56,305	1,564	23,400	650	Repairs and Maintenance have been normalized at \$650 per unit based on comparable properties
Administrative	-	-	-	-	-	-	9,000	250	Administration Costs have been normalized at \$250 per unit based on comparable properties
Marketing	-	-	-	-	-	-	-	-	Included in management fee.
Payroll	-	-	-	-	-	-	-	-	Included in management fee.
Utilities									
Water/Sewer	28,974	805	28,974	805	28,974	805	28,974	805	
Trash	5,339	148	5,339	148	5,339	148	5,339	148	
Electric	2,502	70	2,502	70	2,502	70	2,502	70	
Gas/Other	288	8	288	8	288	8	288	8	
Utilities Subtotal	37,103	1,031	37,103	1,031	37,103	1,031	37,103	1,031	Utilities are projected at \$1,031 per unit
Management Fee	25,147	699	25,147	699	25,147	699	31,750	882	Management Fee is projected at 10.0% of Gross Revenue
Insurance	44,164	1,227	44,164	1,227	44,164	1,227	23,000	639	Insurance is projected at \$639 per unit based on current policy
Taxes	23,898	664	23,898	664	23,898	664	38,641	1,073	Taxes are \$38,641 based on a reassessment at the 2026 rate of 2.147%
TOTAL EXPENSES	186,618	5,184	186,618	5,184	186,618	5,184	171,894	4,775	
NET OPERATING INCOME	63,542	1,765	56,522	1,570	73,122	2,031	145,603	4,045	

Financial Analysis

5 Year Cash Flow



5 YEAR CASHFLOW ASSUMPTIONS	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Potential Rent Growth		4.89%	4.89%	2.00%	2.00%	2.00%
Total Economic Loss	43.35%	34.72%	12.00%	12.00%	10.00%	10.00%
Other/RUBS Income Growth		0.00%	2.00%	2.00%	2.00%	2.00%
Operating Expense Growth		0.00%	2.00%	2.00%	2.00%	2.00%
Real Estate Taxes Growth		0.00%	2.00%	2.00%	25.00%	2.00%
INCOME	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Gross Potential Rent	325,372	463,200	485,857	495,574	505,485	515,595
Less: Total Economic Loss	(75,212)	(160,823)	(58,303)	(59,469)	(50,549)	(51,559)
Economic Occupancy		65%	88%	88%	90%	90%
Net Rent Per Unit	579	700	990	1,010	1,053	1,074
Net Rental Income	250,160	302,377	427,554	436,105	454,937	464,035
Plus: RUBS Income	0	15,120	15,422	15,731	16,045	16,366
Plus: Other Income	0	0	0	0	0	0
Total Income	250,160	317,497	442,976	451,836	470,982	480,402
Monthly Revenue	20,847	26,458	36,915	37,653	39,249	40,033
% Increase Over Previous Year		26.92%	39.52%	2.00%	4.24%	2.00%
EXPENSES	CURRENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
Contract Services	0	9,000	9,180	9,364	9,551	9,742
Repairs & Maintenance	56,305	23,400	23,868	24,345	24,832	25,329
Administrative	0	9,000	9,180	9,364	9,551	9,742
Marketing	0	0	0	0	0	0
Payroll	0	0	0	0	0	0
Utilities	37,103	37,103	37,845	38,602	39,374	40,162
Management Fee	25,147	31,750	32,385	33,032	33,693	34,367
Insurance	44,164	23,000	23,460	23,929	24,408	24,896
Taxes	23,898	38,641	39,414	40,202	50,253	51,258
Recurring Capital Expenditures	9,000	9,000	9,000	9,000	9,000	9,000
Total Expenses with Reserves	(195,618)	(180,894)	(184,332)	(187,839)	(200,662)	(204,495)
NET OPERATING INCOME	54,542	136,603	258,644	263,997	270,320	275,906



Investment Advisors



Yonnic Land
Sr. Managing Partner

yonnic.land@multifamilygrp.com
o. 972.983.9051



Jon Krebbs
Managing Partner

jon.krebbs@multifamilygrp.com
o. 972.379.9843



Paul Yazbeck
Managing Partner

paul.yazbeck@multifamilygrp.com
o. 972.379.9844



Chase Davis
Chief Operating Officer

chase.davis@multifamilygrp.com
o. 972.465.9533

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The information contained herein is subject to change without notice and the recipient of those materials shall not look to Owner or The Multifamily Group Advisor nor any of their officers, employees, representatives, independent contractors, or affiliates, for the accuracy or completeness thereof. Recipients of this Offering Memorandum are advised and encouraged to conduct their own comprehensive review and analysis of the Property.

This Offering Memorandum is a solicitation of interest only and is not an offer to sell the Property. The Owner expressly reserves the right, at its sole discretion, to reject any or all expressions of interest to purchase the Property and expressly reserves the right, at its sole discretion, to terminate negotiations with any entity, for any reason, at any time with or without notice. The Owner shall have no legal commitment or obligation to any entity reviewing the Offering Memorandum or making an offer to purchase the Property unless and until the Owner executes and delivers a signed Real Estate Purchase Agreement on terms acceptable to the Owner, in Owner's sole discretion. By submitting an offer, a prospective purchaser will be deemed to have acknowledged the foregoing and agreed to release the Owner and The Multifamily Group Advisor from any liability with respect thereto.

To the extent Owner or any agent of Owner or any agent of Owner corresponds with any prospective purchaser, any prospective purchaser should not rely on any such correspondence or statements as binding Owner. Only a fully executed Real Estate Purchase Agreement shall bind the property and each prospective purchaser proceeds at its own risk.



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.

2-10-2025



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.

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. **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.

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 Multifamily Group	9007084	tmg@multifamilygrp.com	972-379-9862
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Jon Krebs	635789	jon.krebs@multifamilygrp.com	972-379-9843
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Yonnic Land	730208	yonnic.land@multifamilygrp.com	972-983-9051
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date



the multifamily group.

multifamilygrp.com