

Lantana Center

McAllen, TX





01

Property Highlights

02

Overview & Pricing

03

Financial Analysis & Rent Roll

05

Tenant Information

07

Site Plan

08

Aerials

12

About the Area

14

Demographics

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Fisher James Corp. ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto. Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

- **100% Leased Shopping Center Opportunity with a Diverse Tenant Mix**
 - Anchored by Mr. Gatti's Pizza, featuring a Drive-Thru Pickup Window
 - Majority of Leases Feature Rent Increases, Providing a Hedge Against Inflation
- **Shadow-Anchored by a 17-Screen Cinemark Movie Theater**
 - Additional Draw from a Major National Tenant Adjacent to the Property
- **Diverse and Synergistic Retail Corridor Featuring National Tenants and Neighborhood Retail Centers**
 - Wells Fargo, Stripes, Jack in the Box, Baskin Robbins, Denny's, Walgreens, Walmart Neighborhood Market, and More Nearby
- **Convenient Location Near the Highly Trafficked Intersection of N 2nd Street & W Nolana Avenue (49,817 ADT)**
- **High Concentration of Schools Supporting Consistent Family- and Student-Driven Traffic**
 - More than 13 Elementary, Middle, and High Schools within a 5-Mile Radius Provide a Strong, Recurring Customer Base
- **Dense, Growing Demographics with Ample Residential Development Activity Surrounding the Site**
 - Population of 622,354 within 10 Miles
 - Average Household Income of \$90,822 within 3 Miles
- **Business-Friendly Environment Supported by a Diverse Economy**
 - Major Employers in the Region include Panasonic, GE Aviation, SpaceX, Stanley Black & Decker, T-Mobile, UnitedHealth, & More
- **5 Miles from McAllen International Airport (MFE)**
 - Continues to Post Record Growth, Serving Over 1.2 Million Passengers in 2024



100% Leased Multi-Tenant Retail Center

Diverse Tenant Mix with Scheduled Rent Growth



Featuring a Convenient Drive-Thru Pickup Window

for Mr. Gatti's Pizza



Shadow-Anchored by Cinemark Movie Theater

415,200 Annual Visits (per Placer.ai)



Population of 622,354

within a 10-Mile Radius



High Concentration of Schools Nearby

Consistent Family- & Student-Driven Traffic



No State Income Tax in Texas





 LOCATION	4100 N 2nd St, McAllen, TX 78504
 LOT SIZE	±3.03 acres or ±131,987 square feet
 IMPROVEMENTS	±38,145 square foot retail building comprised of six suites Mr. Gatti's Pizza 25,650 sq ft with a drive-thru pickup Jason's Deli 4,845 square feet Bricks & Minifigs 2,550 square feet Sport Clips 1,870 square feet Big League Sports 1,700 square feet StretchLab 1,530 square feet
 YEAR BUILT	1997
 PARKING	±298 parking spaces
 FINANCING	Delivered free and clear of permanent financing

\$9,500,000

6.75% CAP RATE
\$249/SF

[View on Map ↗](#)

Projected Gross Revenue	Year 1	Year 10
Scheduled Base Rental Revenue	\$640,883	\$809,734
Expense Reimbursement Revenue	\$196,478	\$255,597
Effective Gross Revenue	\$837,361	\$1,065,330
Annual Expenses	Year 1	Year 10
Common Area Maintenance	\$85,063	\$110,988
Insurance	\$25,939	\$33,844
Taxes	\$60,269	\$78,638
Management	\$25,121	\$31,975
Total Operating Expenses	\$196,392	\$255,444
Net Operating Income Return	\$640,969 6.75%	\$809,900 8.53%

NOTE:

The net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, physical inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

For the Years Ending	Year 1 May-2027	Year 2 May-2028	Year 3 May-2029	Year 4 May-2030	Year 5 May-2031	Year 6 May-2032	Year 7 May-2033	Year 8 May-2034	Year 9 May-2035	Year 10 May-2036
Rental Revenue										
Potential Base Rent	\$640,883	\$655,665	\$675,606	\$695,181	\$715,330	\$736,083	\$757,528	\$768,018	\$792,034	\$809,734
Turnover Vacancy	\$0	(\$32,907)	\$0	\$0	\$0	\$0	(\$38,148)	(\$5,394)	(\$74,083)	\$0
Total Rental Revenue	\$640,883	\$622,759	\$675,606	\$695,181	\$715,330	\$736,083	\$719,381	\$762,624	\$717,951	\$809,734
Other Tenant Revenue										
Total Expense Recoveries	\$196,478	\$195,347	\$208,331	\$214,563	\$220,982	\$227,593	\$226,396	\$239,117	\$218,056	\$255,597
Effective Gross Revenue	\$837,361	\$818,106	\$883,937	\$909,744	\$936,311	\$963,676	\$945,777	\$1,001,741	\$936,007	\$1,065,330
Operating Expenses										
CAM	\$85,063	\$87,615	\$90,244	\$92,951	\$95,740	\$98,612	\$101,570	\$104,617	\$107,756	\$110,988
Insurance	\$25,939	\$26,717	\$27,518	\$28,344	\$29,194	\$30,070	\$30,972	\$31,901	\$32,858	\$33,844
Taxes	\$60,269	\$62,077	\$63,939	\$65,858	\$67,833	\$69,868	\$71,964	\$74,123	\$76,347	\$78,638
Management	\$25,121	\$24,543	\$26,518	\$27,292	\$28,089	\$28,910	\$28,373	\$30,052	\$28,080	\$31,960
Total Operating Expenses	\$196,392	\$200,952	\$208,220	\$214,445	\$220,856	\$227,460	\$232,880	\$240,694	\$245,041	\$255,430
Net Operating Income	\$640,969	\$617,154	\$675,717	\$695,300	\$715,455	\$736,215	\$712,897	\$761,047	\$690,966	\$809,900
Leasing & Capital Costs										
Tenant Improvements	\$0	\$19,699	\$0	\$0	\$0	\$0	\$22,836	\$7,840	\$121,847	\$0
Leasing Commissions	\$0	\$39,309	\$0	\$0	\$0	\$0	\$45,570	\$6,444	\$88,497	\$0
Available Cash Flow	\$640,969	\$558,146	\$675,717	\$695,300	\$715,455	\$736,215	\$644,491	\$746,763	\$480,622	\$809,900

GENERAL ASSUMPTIONS

Analysis Date 06/01/2026	General Expense Growth per Annum 3.00%	Real Estate Growth per Annum 2.00%
Total Rentable Area 38,145	General Inflation per Annum 3.00%	Management Fee 3% of EGR

Tenant	Sq. Ft.	Monthly Rent PSF	Annual Rent PSF	Current Annual Rent	Rent Commence. Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End of Term Assumption
Jason's Deli	4,845	\$2.39	\$28.67	\$138,906	1/1/1998	12/31/2027	N/A	N/A	N/A	NNN with tenant responsible for its pro rata share of taxes, insurance, and common area maintenance, including management fee. Roof maintenance and repair (but not roof replacement) shall be included as a common area maintenance item.	MLA: \$2.39/sf with 3% Annual Increases
Bricks & Minifigs	2,550	\$1.33	\$16.00	\$40,800	1/18/2026	6/30/2033	2/1/2027 2/1/2028 2/1/2029 2/1/2030 2/1/2031 2/1/2032 2/1/2033	\$42,024 \$43,285 \$44,583 \$45,920 \$47,298 \$48,717 \$50,179	1 @ 3 yrs Option 1: mos. 90-96: \$29,271 mos. 97-108: \$51,684 mos. 109-120: \$53,235 mos. 121-125: \$54,851	NNN with tenant responsible for its pro rata share of taxes, insurance, and common area maintenance. Tenant is also responsible for an administrative fee equal to 15% of CAM, taxes, and insurance, as well as a pylon sign fee of \$120 per year. Roof maintenance and repair (but not roof replacement) shall be included as a common area maintenance item.	Option; MLA: \$1.33/sf with 3% Annual Increases
Big League Sports	1,700	\$1.29	\$15.45	\$26,265	1/27/2024	1/31/2029	2/1/2026 2/1/2027 2/1/2028	\$27,047 \$27,863 \$28,696	1 @ 5 yrs Option 1: Year 6: \$29,563 Year 7: \$30,447 Year 8: \$31,365 Year 9: \$32,300 Year 10: \$33,269	NNN with tenant responsible for its pro rata share of taxes, insurance, and common area maintenance. Tenant is also responsible for an administrative fee equal to 15% of CAM, taxes, and insurance, as well as a pylon sign fee of \$120 per year. Roof maintenance and repair (but not roof replacement) shall be included as a common area maintenance item.	Option; MLA: \$1.29/sf with 3% Annual Increases
Sports Clips	1,870	\$2.35	\$28.22	\$52,771	4/5/2002	7/31/2027	8/1/2026	\$54,361	N/A	NNN with tenant responsible for its pro rata share of taxes, insurance, and common area maintenance, including management fee. Roof maintenance and repair (but not roof replacement) shall be included as a common area maintenance item.	MLA: \$2.35/sf with 3% Annual Increases
StretchLab	1,530	\$1.17	\$14.00	\$21,420	3/22/2023	5/20/2033	6/1/2028	\$23,562	2 @ 5 yrs Option 1: \$25,918 Option 2: \$28,504	NNN with tenant responsible for its pro rata share of taxes, insurance, and common area maintenance. Tenant is also responsible for an administrative fee equal to 15% of CAM, taxes, and insurance. Roof maintenance and repair (but not roof replacement) shall be included as a common area maintenance item.	Option; MLA: \$1.17/sf with 3% Annual Increases
Mr. Gatti's Pizza	25,650	\$1.14	\$13.65	\$350,058	7/8/1999	8/31/2034	9/1/2026 9/1/2027 9/1/2028 9/1/2029 9/1/2030 9/1/2031 9/1/2032 9/1/2033	\$360,560 \$371,377 \$382,518 \$393,994 \$405,814 \$417,988 \$430,528 \$443,443	N/A	NNN with tenant responsible for its pro rata share of taxes, insurance, and common area maintenance, including management fee. Roof maintenance and repair (but not roof replacement) shall be included as a common area maintenance item.	MLA: \$1.14/sf with 3% Annual Increases
Leased	38,145	100%									
Vacant	0	0%									
TOTAL	38,145	100%		WALT 6.6 Years							

Mr. Gatti's Pizza



LESSEE
MG Valley, Ltd.

NO. OF LOCATIONS
100+

WEBSITE
gattispizza.com

Mr. Gatti's Pizza is a well-established family dining and entertainment brand founded in 1964 in Austin, Texas. Known for its pizza buffet and arcade-focused "Mr. Gatti's Gameroom," the brand caters to families seeking a value-oriented experience. Currently executing a massive expansion, Mr. Gatti's has grown its pipeline to over 230 locations, bolstered by a strategic partnership with Walmart. The brand benefits from decades of consumer recognition and a flexible footprint, serving as a durable traffic driver within multi-tenant shopping environments.

StretchLab



LESSEE
SL South Texas, LLC

GUARANTORS
Dennis Houghton and
Martha Houghton

NO. OF LOCATIONS
500+

WEBSITE
stretchlab.com

StretchLab is a leading boutique wellness franchise specializing in assisted stretching services designed to improve flexibility, mobility, and overall performance. Founded in 2015, the brand has grown rapidly through a franchise model and now operates hundreds of studios across the U.S. StretchLab's membership-based model generates recurring revenue and benefits from strong consumer demand driven by fitness, recovery, and preventative health trends. The concept appeals to a broad demographic, including athletes, professionals, and aging populations, and is typically positioned in high-traffic retail centers alongside complementary service-oriented tenants.



Jason's Deli



LESSEE
Coastal Deli, Inc.

GUARANTOR
Robert W. Becquet, Sr.

NO. OF LOCATIONS
239

WEBSITE
jasonsdeli.com

Jason's Deli, founded in 1976, is a fast-casual restaurant chain known for its health-conscious menu, salad bar, and commitment to quality ingredients. Headquartered in Texas, the brand operates hundreds of locations nationwide and maintains a strong presence throughout the state. Jason's Deli emphasizes transparency, fresh preparation, and broad menu appeal, serving both dine-in and takeout customers. The brand's long operating history, regional strength, and consistent traffic generation position it as a reliable anchor within multi-tenant retail developments.

Big League Sports



LESSEE
Big League Sports, LLC

GUARANTORS
Rolando Cantu and
Diego S. Olague

Big League Sports is a locally owned sporting goods retailer specializing in baseball and softball equipment, apparel, and accessories. The store offers gloves, bats, caps, sunglasses, and team gear, serving youth athletes throughout the McAllen trade area. In addition to retail sales, Big League Sports provides glove services including relacing, cleaning and conditioning, and break-in, supporting repeat customer visitation. The business maintains community visibility through participation in local tournaments and sports qualifiers, positioning the tenant as a destination for organized athletics.

Sport Clips



LESSEE
Medvilla, LLC

GUARANTORS
Miguel and Gloria
Villarreal, Juan and
Annabelle Medrano

NO. OF LOCATIONS
1,800+

WEBSITE
sportclips.com

Sport Clips, founded in 1993, is a nationally recognized men's and boys' haircut franchise with over 1,800 locations across the United States and Canada. The brand differentiates itself through its sports-themed environment and signature "MVP Haircut Experience," creating strong customer loyalty and repeat visitation. Sports Clips operates under a franchise model and benefits from a simple, service-driven business with consistent demand across economic cycles. Its necessity-based offering and strong national footprint make it a stable tenant within neighborhood and community retail centers.

Bricks & Minifigs



LESSEE
JS MEDIA, LLC

GUARANTOR
Donna R. Schmatz

NO. OF LOCATIONS
130+

WEBSITE
bricksandminifigs.com

Bricks & Minifigs is a specialty retail franchise dedicated to new and pre-owned LEGO® products, including sets, minifigures, and custom builds. Founded in 2010, the brand has expanded to over 130 locations nationwide through a franchise model. Bricks & Minifigs appeals to both children and adult collectors, offering a unique experiential retail concept that encourages repeat visits and community engagement. The brand's niche positioning and strong customer loyalty make it a complementary tenant within family-oriented shopping centers.



COL ROWE BOULEVARD/ N 2ND STREET 18,453 ADT



SHOPPES AT RIO GRANDE VALLEY

ANYTIME FITNESS
BURGER KING
McALISTER'S DELI
SUBWAY

UTRGV

SOUTH TEXAS HEALTH SYSTEM
Cornerstone REGIONAL HOSPITAL

CINEMARK
TRU•FIT ATHLETIC CLUBS
CVS
Applebee's GRILL + BAR

SOUTH TEXAS HEALTH SYSTEM
EDINBURG

JCPenney Academy SPORTS+OUTDOORS
TJ-maxx
Burlington
ROSS DRESS FOR LESS
Michaels
petco
ULTA BEAUTY

BERT OGDEN ARENA

Edwards THE NAUTILUS GROUP

DUNKIN' FIREHOUSE DISCOUNT TIRE
Freddy's STEAKBURGERS
Burger King

DHR Health

LANTANA CENTER

The Gatti's pizza
280,400 Annual Visits, #3 in Chain

Jason's deli
204,700 Annual Visits, Top 20% Nationwide

STRETCH LAB
SportClips HAIRCUTS
BRICKS & MINI FIGS
Big League Sports

CINEMARK
415,200 Annual Visits

Vipers
CHRISTOPHER P. CAVAZOS

penny's
Chili's
Khan's Grill

Rio BANK

HIGH NOON SALOON & KITCHEN
Nails 2 Tails Grooming
Ace's BBQ

E Quanasia Ave
Col Rowe Blvd / N 2nd St (18,453 ADT)

WELLS FARGO

W Nolana Ave (31,364 ADT)



Sharyland North Junior High School

Walmart
Neighborhood Market
908,600 Annual Visits
CVS

enterprise

LANTANA CENTER

The Gattis pizza
280,400 Annual Visits, #3 in Chain

Stretch Lab
Sport Clips
HAIRCUTS!
BRICKS & MINIFIGS

Jason's deli
204,700 Annual Visits, Top 20% Nationwide

Big League Sports

CHASE

sam's club

TRENTON CROSSING SHOPPING CENTER

HOBBY LOBBY
Marshalls
HomeGoods
KOHL'S
TARGET
ROSS
DRESS FOR LESS

IHOOP
TITLEMAX

Office DEPOT
OfficeMax

DOLLAR GENERAL

PLAZA LAS FUENTES
2.1M Annual Visits

LOWE'S
668,600 Annual Visits

SPROUTS FARMERS MARKET
591,300 Annual Visits, Top 5% Nationwide

THE HOME DEPOT
H-E-B
1.8M Annual Visits

NOLANA TOWER PLAZA

BUFFALO WILD WINGS

Applebees
SINCE 1981

EDDIE'S TAVERN
Suerte
BAR & GRILL

Allstate

Col Rowe Blvd/ N 2nd St (18,453 ADT)

WELLS FARGO

CINEMARK
415,200 Annual Visits

E Quamasia Ave



LANTANA CENTER

The Gattis Pizzeria
280,400 Annual Visits, #3 in Chain

STRETCH LAB
SportClips HAIRCUTS!
BRICKS & MINIFIGS
Big League Sports

Jason's deli
204,700 Annual Visits, Top 20% Nationwide

PHARR TOWN CENTER

Academy SPORTS • OUTDOORS
CINEMARK
TJ-maxx
Burlington WORLD MARKET

IKEA
CRASH
ROSS DRESS FOR LESS

COSTCO WHOLESALE
LOWE'S

Walmart Supercenter
sam's club
BEST BUY

Walmart Neighborhood Market
908,600 Annual Visits

Starbucks

POPEYES
LSNB
LIN'S *Carry Fiestas*

WHATABURGER
683,800 Annual Visits, Top 2% Nationwide
THE HUMAN BEAN

Lyndon B. Johnson Middle School

69C **281** **115,115 ADT**

NORTH EAST CROSSING

First Pools USA
Jack in the box
SUBWAY
RIOS TIRES & WHEELS E.L.L.C.

JACKSON PALMER CROSSING

THE HOME DEPOT
ASHLEY
Staples
DOLLAR TREE

cricket BASKIN **BR** ROBBINS

WELLS FARGO

W
penny's
Chili's
Khan's Grill

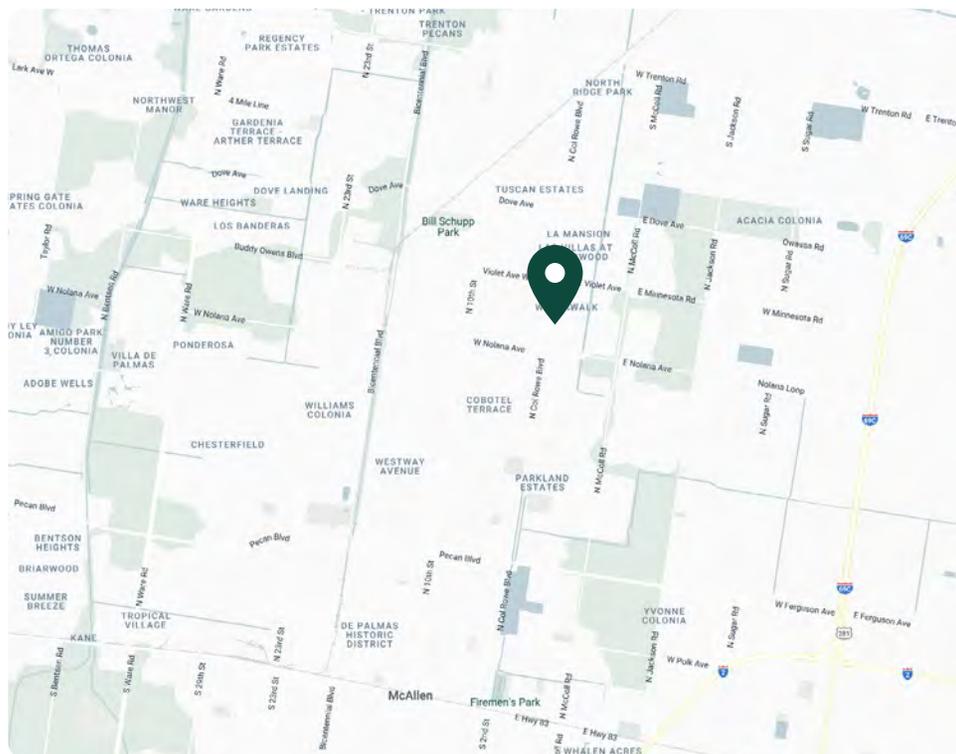
HIGH NOON SALOON & KITCHEN
Wails 2 Tails Grooming
Ace's BBQ

CINEMARK
415,200 Annual Visits

W Nolana Ave (31,364 ADT)

Col Rowe Blvd / N 2nd St (18,453 ADT)

E Quamasia Ave



The Lantana Shopping Center benefits from its location within a dynamic retail corridor in McAllen, offering multiple access points along N 2nd Street and Quamasia Avenue. The adjacent 17-screen Cinemark Hollywood USA movie theater and Wells Fargo Bank generate consistent daily traffic, complemented by strong surrounding retailers and shopping centers including Stripes, Jack in the Box, Subway, Baskin Robbins, Cricket Wireless, Denny's, Popeyes, Chili's Grill & Bar, Lone Star National Bank, Walgreens, Circle K, Walmart Neighborhood Market, Barnes & Noble, Whataburger, El Pollo Loco, Burger King, and multiple neighborhood retail centers.

Less than 1.5 miles from the site is the DHR Edinburg Health Campus, including DHR Health Edinburg Hospital and ER. Also approximately 1.5 miles away is the International Museum of Art and Science, which offers exhibits and educational programming for all ages. About 3 miles from the property is Edinburg Regional Medical Center, part of the South Texas Health System, a 202-bed acute care hospital with a regional operations center and medical office complex.

Downtown McAllen is located roughly 3.5 miles from the site, while Bert Ogden Arena sits 4 miles away. This 9,300 seat sports and entertainment venue draws visitors from across the region and hosts concerts, major touring events, and professional sports, including games for the NBA G League Rio Grande Valley Vipers. The University of Texas Rio Grande Valley is located approximately 6.5 miles from the site and serves more than 34,000 students with a staff of about 3,000, competing in the Southland NCAA Division I conference.

The area is further supported by consistent daily traffic from numerous nearby schools, including McAllen High School, McAllen Memorial High School, PSJA North Early College High School, Rowe High School, Sharyland North Junior High School, Alonzo De Leon Middle School, Allen and William Arnold Elementary, Daniel Ramirez Elementary, Christa McAuliffe Elementary, Alfonso Ramirez Elementary, Gonzalez Elementary, Rayburn Elementary, Reynaldo G. Garza Elementary, Hendricks Elementary, Donna Wernecke Elementary, and Seguin Elementary, among others.

The property is surrounded by dense, established residential neighborhoods and favorable, growing demographics, with a total population of 622,354 within 10 miles and an average household income of \$90,822 within 3 miles.

Nearby Shopping Centers & Retailers	Visit Data (per Placer.ai)
H-E-B	1.8M Annual Visits
Plaza Las Fuentes	2.1M Annual Visits
Lowe's	668,600 Annual Visits
Sprouts	591,300 Annual Visits, Top 5% Nationwide
Northcross Shopping Center	952,300 Annual Visits
Walmart Neighborhood Market	908,600 Annual Visits
Whataburger	683,800 Annual Visits, Top 2% Nationwide
Cinemark	415,200 Annual Visits
Gatti's Pizza	280,400 Annual Visits, #3 in Chain
Jason's Deli	204,700 Annual Visits, Top 20% Nationwide

596,287



2025 Total Population

\$235,972



Average Home Value

\$90,822



Average Household Income

📍 4100 N 2nd St | McAllen, TX, 78504



Population Summary	3 Miles	5 Miles	10 Miles
2020 Total Population	103,887	256,575	596,287
2025 Total Population	108,091	266,261	622,354
2030 Total Population	112,201	275,531	644,984
2025 Total Daytime Population	146,823	318,461	629,784
Average Household Income			
2025	\$90,822	\$87,583	\$81,085
2030	\$98,620	\$95,731	\$89,014
Average Home Value			
2025	\$235,972	\$228,358	\$210,612
2030	\$308,347	\$300,570	\$283,409

Major Employers in McAllen, TX	# of Employees
McAllen Independent School District	3,400
City of McAllen	2,566
South Texas College	1,777
South Texas Health System	1,662
Rio Grande Regional Hospital	1,300
Duda Sod	944
McAllen Dialysis Ltd	911
Duda Farm	850
Lenix Office & General Supplies LLC	489
Aim Media Texas LLC	380



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.

11-03-2025



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.

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:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o 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.

Name of Sponsoring Broker (Licensed Individual or Business Entity)	License No.	Email	Phone
Name of Designated Broker of Licensed Business Entity, if applicable	License No.	Email	Phone
Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date



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