



#### OFFERING SUMMARY

Lease Rate: \$25.00 - \$28.00 NNN

Available SF: 16,845 SF

Lot Size: 1.001 Acres

Parking Spaces: 100+

#### PROPERTY OVERVIEW

111 East Martin Luther King Drive is a one story commercial building at the intersection of East MLK and N LBJ Dr just blocks away from the historic Square in downtown San Marcos. 111 East Martin Luther King is within walking distance from Texas State University.

Renovations are taking place with a expected completion date of Q1 2019. 111 E MLK offers 16,845 SF of restaurant, retail and office space available for lease.

#### DEMISING OPTIONS AVAILABLE

111 East Martin Luther King Drive	\$25.00 - 28.00 SF/yr	1,500 - 16,845 SF
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#### MATT KENYON

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#### JARED DAVIS

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**FOR LEASE** | 111 EAST MARTIN LUTHER KING DRIVE  
SAN MARCOS, TX 78666



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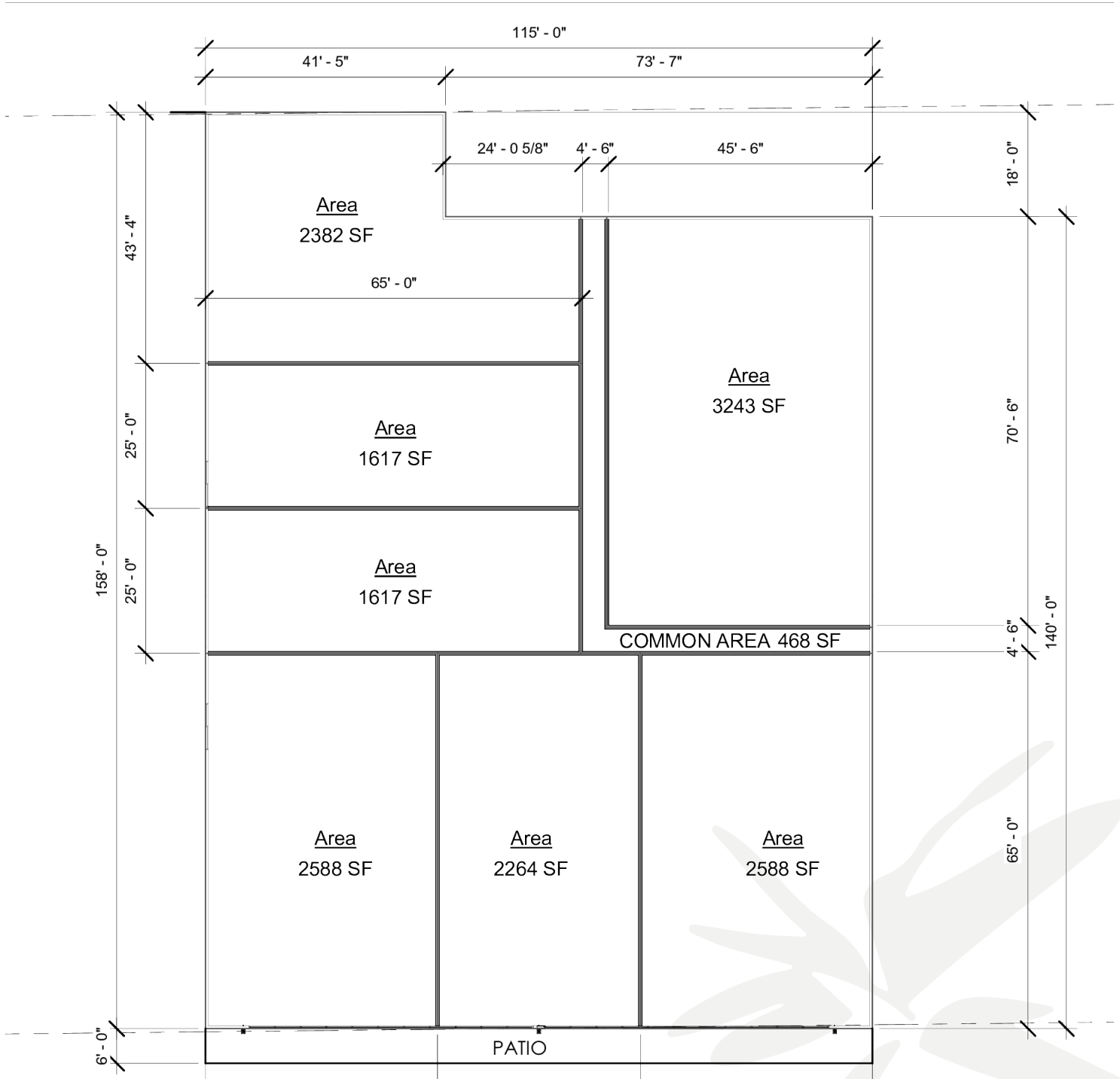
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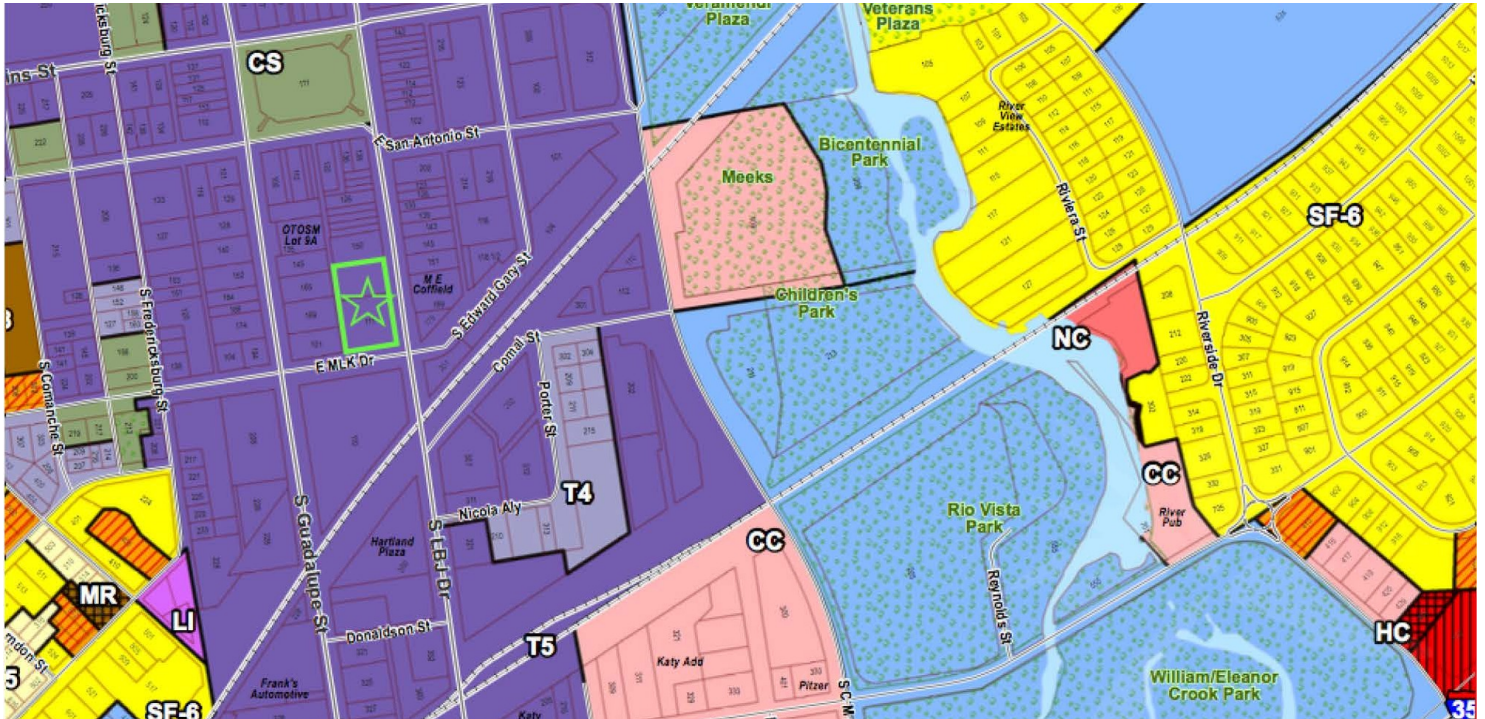
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T5 URBAN CENTER			
 <p><b>T5</b></p>	<p>T-5 Urban Center Zone consists of higher density mixed use building that accommodate retail, offices, rowhouses and apartments. It has a tight network of streets, with wide sidewalks, regularly spaced street tree planting and buildings set close to the sidewalks.</p>	<b>General Character:</b>	Shops mixed with Townhouses, larger Apartment houses, Offices, workplace, and Civic buildings; predominantly attached buildings; trees within the public right-of-way; substantial pedestrian activity
		<b>Building Placement</b>	Shallow Setbacks or none; buildings oriented to street defining a street wall
		<b>Frontage Types:</b>	Stoops, Shopfronts, Galleries
		<b>Typical Building Height:</b>	2- to 5-Story with some variation

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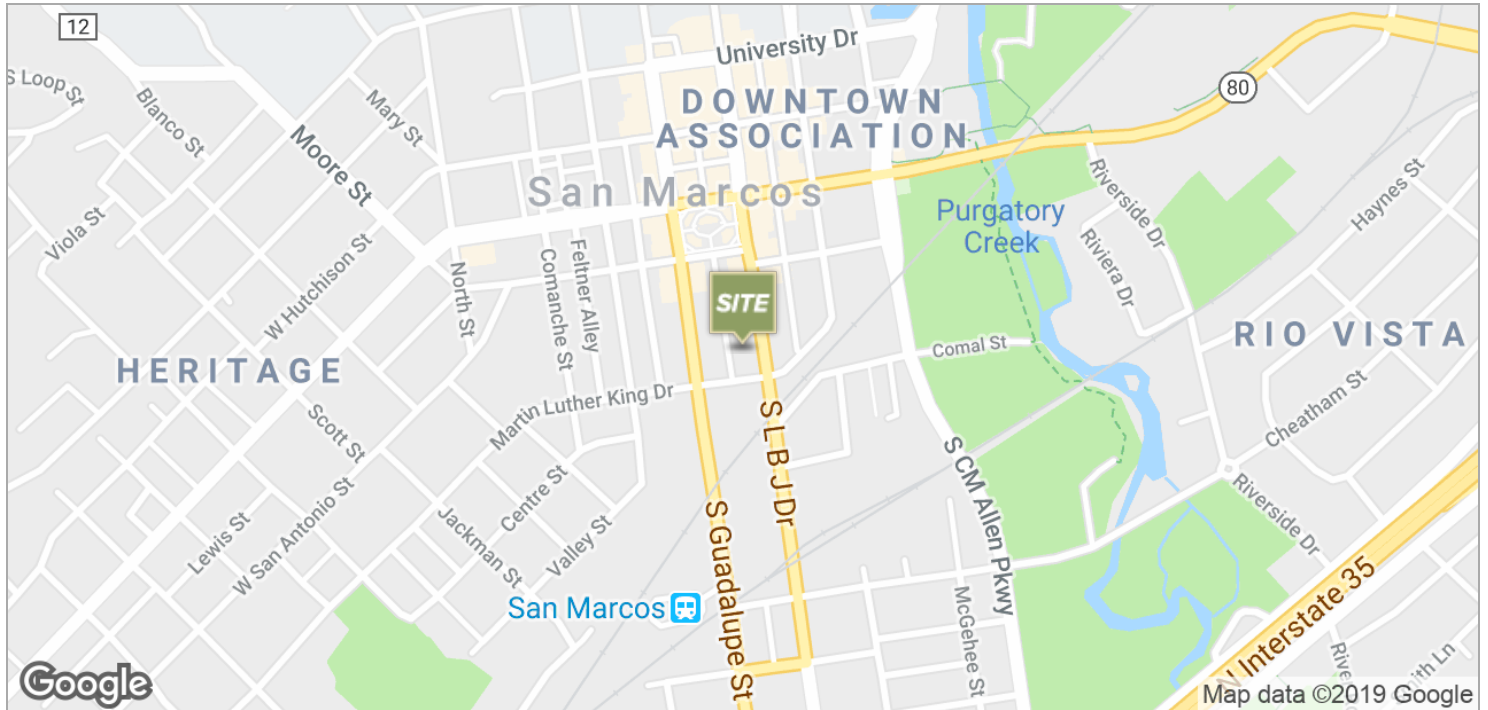
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# FOR LEASE | 111 EAST MARTIN LUTHER KING DRIVE

SAN MARCOS, TX 78666

Longitude: -97.74070

	1 mile	3 miles	5 miles
<b>Population Summary</b>			
2000 Total Population	11,386	37,680	44,412
2010 Total Population	12,129	44,828	55,044
2016 Total Population	13,336	51,717	64,803
2016 Group Quarters	5,083	6,779	8,463
2021 Total Population	14,449	60,299	75,190
2016-2021 Annual Rate	1.62%	3.12%	3.02%
<b>Household Summary</b>			
2000 Households	2,881	13,382	15,299
2000 Average Household Size	2.42	2.32	2.46
2010 Households	3,403	17,248	20,041
2010 Average Household Size	2.22	2.25	2.36
2016 Households	3,719	20,045	23,893
2016 Average Household Size	2.22	2.24	2.36
2021 Households	4,224	23,857	28,346
2021 Average Household Size	2.22	2.24	2.35
2016-2021 Annual Rate	2.58%	3.54%	3.48%
2010 Families	1,214	7,064	8,839
2010 Average Family Size	3.12	2.98	3.11
2016 Families	1,270	7,839	10,095
2016 Average Family Size	3.13	3.00	3.13
2021 Families	1,415	9,156	11,718
2021 Average Family Size	3.13	3.01	3.14
2016-2021 Annual Rate	2.19%	3.15%	3.03%
<b>Housing Unit Summary</b>			
2000 Housing Units	3,039	14,103	16,115
Owner Occupied Housing Units	31.2%	33.3%	37.6%
Renter Occupied Housing Units	63.6%	61.6%	57.4%
Vacant Housing Units	5.2%	5.1%	5.1%
2010 Housing Units	3,640	18,396	21,334
Owner Occupied Housing Units	24.9%	28.7%	32.1%
Renter Occupied Housing Units	68.6%	65.1%	61.8%
Vacant Housing Units	6.5%	6.2%	6.1%
2016 Housing Units	4,040	21,684	25,818
Owner Occupied Housing Units	20.7%	24.5%	27.6%
Renter Occupied Housing Units	71.4%	68.0%	64.9%
Vacant Housing Units	7.9%	7.6%	7.5%
2021 Housing Units	4,574	25,714	30,527
Owner Occupied Housing Units	20.3%	24.1%	27.0%
Renter Occupied Housing Units	72.0%	68.7%	65.8%
Vacant Housing Units	7.7%	7.2%	7.1%
<b>Median Household Income</b>			
2016	\$23,977	\$30,106	\$32,549
2021	\$24,484	\$29,480	\$31,388
<b>Median Home Value</b>			
2016	\$127,308	\$153,588	\$145,046
2021	\$167,370	\$183,847	\$175,825
<b>Per Capita Income</b>			
2016	\$19,431	\$20,480	\$20,733
2021	\$19,897	\$21,509	\$21,825
<b>Median Age</b>			
2010	21.7	23.9	24.0
2016	21.9	24.3	24.4
2021	22.2	24.6	24.7

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# FOR LEASE | 111 EAST MARTIN LUTHER KING DRIVE

SAN MARCOS, TX 78666

Longitude: -97.74070

	1 mile	3 miles	5 miles
<b>2016 Households by Income</b>			
Household Income Base	3,719	20,045	23,893
<\$15,000	33.3%	28.2%	26.4%
\$15,000 - \$24,999	17.9%	15.0%	14.5%
\$25,000 - \$34,999	11.7%	11.6%	11.4%
\$35,000 - \$49,999	12.1%	13.1%	13.6%
\$50,000 - \$74,999	12.3%	14.1%	14.9%
\$75,000 - \$99,999	5.6%	7.9%	8.5%
\$100,000 - \$149,999	3.8%	5.8%	6.3%
\$150,000 - \$199,999	1.9%	2.3%	2.3%
\$200,000+	1.3%	1.9%	2.1%
Average Household Income	\$38,887	\$46,591	\$48,882
<b>2021 Households by Income</b>			
Household Income Base	4,224	23,857	28,346
<\$15,000	33.5%	28.3%	26.5%
\$15,000 - \$24,999	17.1%	14.4%	14.0%
\$25,000 - \$34,999	13.9%	13.9%	13.5%
\$35,000 - \$49,999	11.3%	11.0%	11.3%
\$50,000 - \$74,999	9.7%	11.6%	12.3%
\$75,000 - \$99,999	6.6%	9.5%	10.3%
\$100,000 - \$149,999	4.2%	6.5%	7.0%
\$150,000 - \$199,999	2.4%	2.7%	2.8%
\$200,000+	1.3%	2.0%	2.2%
Average Household Income	\$40,702	\$49,373	\$51,846
<b>2016 Owner Occupied Housing Units by Value</b>			
Total	834	5,300	7,125
<\$50,000	11.4%	12.7%	16.9%
\$50,000 - \$99,999	30.1%	17.3%	16.4%
\$100,000 - \$149,999	15.6%	18.6%	18.5%
\$150,000 - \$199,999	18.1%	20.8%	20.0%
\$200,000 - \$249,999	10.7%	10.3%	9.0%
\$250,000 - \$299,999	0.5%	6.0%	5.9%
\$300,000 - \$399,999	6.0%	8.5%	7.5%
\$400,000 - \$499,999	0.8%	1.7%	1.8%
\$500,000 - \$749,999	5.6%	2.8%	2.6%
\$750,000 - \$999,999	0.0%	0.5%	0.5%
\$1,000,000 +	1.2%	1.0%	0.8%
Average Home Value	\$176,888	\$186,731	\$176,614
<b>2021 Owner Occupied Housing Units by Value</b>			
Total	928	6,184	8,250
<\$50,000	8.1%	9.3%	12.9%
\$50,000 - \$99,999	25.6%	14.6%	14.2%
\$100,000 - \$149,999	10.5%	12.6%	12.8%
\$150,000 - \$199,999	16.6%	19.9%	19.5%
\$200,000 - \$249,999	20.0%	17.2%	15.0%
\$250,000 - \$299,999	0.9%	10.3%	10.5%
\$300,000 - \$399,999	7.5%	8.8%	7.9%
\$400,000 - \$499,999	1.1%	1.9%	2.1%
\$500,000 - \$749,999	8.1%	3.7%	3.5%
\$750,000 - \$999,999	0.5%	0.6%	0.6%
\$1,000,000 +	1.0%	1.0%	0.9%
Average Home Value	\$209,655	\$212,007	\$202,176

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# FOR LEASE | 111 EAST MARTIN LUTHER KING DRIVE

SAN MARCOS, TX 78666

Longitude: -97.74070

	1 mile	3 miles	5 miles
<b>2010 Population by Age</b>			
Total	12,132	44,828	55,045
0 - 4	3.1%	4.4%	4.7%
5 - 9	2.7%	3.9%	4.3%
10 - 14	2.4%	3.9%	4.3%
15 - 24	60.5%	44.1%	42.3%
25 - 34	12.3%	14.6%	14.1%
35 - 44	5.5%	7.6%	8.1%
45 - 54	4.7%	7.0%	7.6%
55 - 64	4.2%	6.5%	6.9%
65 - 74	2.4%	3.9%	4.0%
75 - 84	1.5%	2.7%	2.5%
85 +	0.7%	1.3%	1.2%
18 +	90.4%	85.2%	83.5%
<b>2016 Population by Age</b>			
Total	13,336	51,715	64,801
0 - 4	2.8%	4.1%	4.4%
5 - 9	2.7%	3.7%	4.1%
10 - 14	2.2%	3.6%	4.0%
15 - 24	59.7%	43.0%	41.1%
25 - 34	13.2%	15.9%	15.5%
35 - 44	5.5%	7.4%	7.7%
45 - 54	4.5%	6.6%	7.1%
55 - 64	4.3%	6.8%	7.2%
65 - 74	3.0%	4.9%	5.1%
75 - 84	1.4%	2.7%	2.6%
85 +	0.7%	1.3%	1.2%
18 +	90.6%	86.0%	84.4%
<b>2021 Population by Age</b>			
Total	14,449	60,298	75,191
0 - 4	2.9%	4.2%	4.5%
5 - 9	2.7%	3.6%	4.0%
10 - 14	2.3%	3.6%	4.0%
15 - 24	57.1%	40.7%	38.9%
25 - 34	13.1%	16.0%	15.7%
35 - 44	6.3%	8.0%	8.4%
45 - 54	4.7%	6.4%	6.8%
55 - 64	4.7%	7.0%	7.2%
65 - 74	3.7%	5.8%	6.0%
75 - 84	1.8%	3.2%	3.2%
85 +	0.7%	1.4%	1.3%
18 +	90.4%	86.0%	84.6%
<b>2010 Population by Sex</b>			
Males	5,902	22,263	27,631
Females	6,227	22,565	27,413
<b>2016 Population by Sex</b>			
Males	6,510	25,850	32,671
Females	6,826	25,867	32,132
<b>2021 Population by Sex</b>			
Males	7,093	30,250	37,984
Females	7,356	30,049	37,205

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Longitude: -97.74070

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<b>2010 Population by Race/Ethnicity</b>			
Total	12,129	44,828	55,043
White Alone	79.1%	79.0%	78.1%
Black Alone	5.8%	5.2%	5.1%
American Indian Alone	0.7%	0.9%	0.8%
Asian Alone	1.9%	1.6%	1.7%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	9.1%	10.2%	11.3%
Two or More Races	3.4%	3.0%	2.9%
Hispanic Origin	34.3%	37.6%	40.7%
Diversity Index	65.4	66.7	68.3
<b>2016 Population by Race/Ethnicity</b>			
Total	13,336	51,716	64,804
White Alone	74.5%	74.7%	74.0%
Black Alone	7.4%	6.4%	6.2%
American Indian Alone	0.8%	0.9%	0.9%
Asian Alone	2.7%	2.3%	2.2%
Pacific Islander Alone	0.1%	0.2%	0.2%
Some Other Race Alone	10.5%	11.9%	13.0%
Two or More Races	4.1%	3.6%	3.4%
Hispanic Origin	39.6%	43.4%	46.1%
Diversity Index	70.8	71.4	72.2
<b>2021 Population by Race/Ethnicity</b>			
Total	14,450	60,299	75,190
White Alone	71.8%	72.2%	71.8%
Black Alone	8.4%	7.3%	7.0%
American Indian Alone	0.8%	1.0%	1.0%
Asian Alone	3.0%	2.5%	2.4%
Pacific Islander Alone	0.2%	0.2%	0.2%
Some Other Race Alone	11.5%	12.9%	13.9%
Two or More Races	4.3%	3.8%	3.7%
Hispanic Origin	44.7%	48.6%	50.9%
Diversity Index	73.6	73.6	73.9
<b>2010 Population by Relationship and Household Type</b>			
Total	12,129	44,828	55,044
In Households	62.4%	86.4%	85.9%
In Family Households	32.8%	49.1%	52.3%
Householder	10.4%	15.5%	15.9%
Spouse	6.0%	9.7%	10.3%
Child	12.2%	18.1%	20.0%
Other relative	2.6%	3.6%	3.7%
Nonrelative	1.6%	2.2%	2.3%
In Nonfamily Households	29.6%	37.2%	33.7%
In Group Quarters	37.6%	13.6%	14.1%
Institutionalized Population	0.1%	1.1%	1.3%
Noninstitutionalized Population	37.5%	12.5%	12.8%

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<b>2010 Households by Type</b>			
Total	3,403	17,247	20,042
Households with 1 Person	37.7%	33.1%	31.3%
Households with 2+ People	62.3%	66.9%	68.7%
Family Households	35.7%	41.0%	44.1%
Husband-wife Families	20.7%	25.8%	28.5%
With Related Children	8.6%	11.0%	12.9%
Other Family (No Spouse Present)	15.0%	15.1%	15.6%
Other Family with Male Householder	5.1%	5.1%	5.3%
With Related Children	2.3%	2.4%	2.6%
Other Family with Female Householder	9.9%	10.0%	10.3%
With Related Children	6.0%	6.2%	6.5%
Nonfamily Households	26.6%	25.9%	24.6%
All Households with Children	17.3%	20.0%	22.3%
Multigenerational Households	3.0%	3.0%	3.7%
Unmarried Partner Households	8.1%	8.1%	8.1%
Male-female	7.3%	7.4%	7.4%
Same-sex	0.8%	0.7%	0.7%
<b>2010 Households by Size</b>			
Total	3,401	17,249	20,043
1 Person Household	37.7%	33.1%	31.3%
2 Person Household	35.5%	34.4%	33.6%
3 Person Household	12.7%	16.1%	16.3%
4 Person Household	8.4%	9.8%	10.7%
5 Person Household	3.1%	3.7%	4.4%
6 Person Household	1.3%	1.5%	1.9%
7 + Person Household	1.2%	1.3%	1.7%
<b>2010 Households by Tenure and Mortgage Status</b>			
Total	3,403	17,248	20,041
Owner Occupied	26.7%	30.6%	34.2%
Owned with a Mortgage/Loan	14.9%	18.9%	21.0%
Owned Free and Clear	11.8%	11.7%	13.2%
Renter Occupied	73.3%	69.4%	65.8%
<b>2010 Housing Units By Urban/ Rural Status</b>			
Total Housing Units	3,640	18,396	21,334
Housing Units Inside Urbanized Area	99.7%	92.5%	89.4%
Housing Units Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Housing Units	0.3%	7.5%	10.6%

**Data Note:** Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are correctly classified as nonfamily households unless there is another member of the household related to the

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Longitude: -97.74070

	1 mile	3 miles	5 miles
<b>2010 Population by Race/Ethnicity</b>			
Total	12,129	44,828	55,043
White Alone	79.1%	79.0%	78.1%
Black Alone	5.8%	5.2%	5.1%
American Indian Alone	0.7%	0.9%	0.8%
Asian Alone	1.9%	1.6%	1.7%
Pacific Islander Alone	0.1%	0.1%	0.1%
Some Other Race Alone	9.1%	10.2%	11.3%
Two or More Races	3.4%	3.0%	2.9%
Hispanic Origin	34.3%	37.6%	40.7%
Diversity Index	65.4	66.7	68.3
<b>2016 Population by Race/Ethnicity</b>			
Total	13,336	51,716	64,804
White Alone	74.5%	74.7%	74.0%
Black Alone	7.4%	6.4%	6.2%
American Indian Alone	0.8%	0.9%	0.9%
Asian Alone	2.7%	2.3%	2.2%
Pacific Islander Alone	0.1%	0.2%	0.2%
Some Other Race Alone	10.5%	11.9%	13.0%
Two or More Races	4.1%	3.6%	3.4%
Hispanic Origin	39.6%	43.4%	46.1%
Diversity Index	70.8	71.4	72.2
<b>2021 Population by Race/Ethnicity</b>			
Total	14,450	60,299	75,190
White Alone	71.8%	72.2%	71.8%
Black Alone	8.4%	7.3%	7.0%
American Indian Alone	0.8%	1.0%	1.0%
Asian Alone	3.0%	2.5%	2.4%
Pacific Islander Alone	0.2%	0.2%	0.2%
Some Other Race Alone	11.5%	12.9%	13.9%
Two or More Races	4.3%	3.8%	3.7%
Hispanic Origin	44.7%	48.6%	50.9%
Diversity Index	73.6	73.6	73.9
<b>2010 Population by Relationship and Household Type</b>			
Total	12,129	44,828	55,044
In Households	62.4%	86.4%	85.9%
In Family Households	32.8%	49.1%	52.3%
Householder	10.4%	15.5%	15.9%
Spouse	6.0%	9.7%	10.3%
Child	12.2%	18.1%	20.0%
Other relative	2.6%	3.6%	3.7%
Nonrelative	1.6%	2.2%	2.3%
In Nonfamily Households	29.6%	37.2%	33.7%
In Group Quarters	37.6%	13.6%	14.1%
Institutionalized Population	0.1%	1.1%	1.3%
Noninstitutionalized Population	37.5%	12.5%	12.8%

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# FOR LEASE | 111 EAST MARTIN LUTHER KING DRIVE

SAN MARCOS, TX 78666

Longitude: -97.74070

	1 mile	3 miles	5 miles
<b>2016 Population 25+ by Educational Attainment</b>			
Total	4,353	23,571	30,050
Less than 9th Grade	5.3%	5.3%	6.8%
9th - 12th Grade, No Diploma	7.4%	6.2%	7.6%
High School Graduate	22.5%	18.1%	18.0%
GED/Alternative Credential	4.4%	4.9%	5.0%
Some College, No Degree	19.6%	23.4%	23.0%
Associate Degree	5.7%	6.9%	6.7%
Bachelor's Degree	22.6%	24.9%	23.4%
Graduate/Professional Degree	12.6%	10.3%	9.5%
<b>2016 Population 15+ by Marital Status</b>			
Total	12,307	45,821	56,708
Never Married	80.1%	67.8%	65.1%
Married	13.7%	21.4%	23.9%
Widowed	1.2%	3.5%	3.5%
Divorced	5.0%	7.4%	7.5%
<b>2016 Civilian Population 16+ in Labor Force</b>			
Civilian Employed	93.9%	94.4%	94.5%
Civilian Unemployed	6.1%	5.6%	5.5%
<b>2016 Employed Population 16+ by Industry</b>			
Total	4,765	23,057	28,357
Agriculture/Mining	0.5%	1.1%	1.2%
Construction	5.4%	3.4%	4.1%
Manufacturing	5.1%	4.4%	4.8%
Wholesale Trade	0.9%	1.9%	1.9%
Retail Trade	15.1%	19.4%	19.2%
Transportation/Utilities	3.1%	3.5%	3.3%
Information	1.6%	1.1%	1.1%
Finance/Insurance/Real Estate	3.6%	3.5%	3.4%
Services	62.4%	58.9%	58.0%
Public Administration	2.3%	2.9%	3.1%
<b>2016 Employed Population 16+ by Occupation</b>			
Total	4,764	23,058	28,357
White Collar	56.2%	58.6%	58.0%
Management/Business/Financial	7.6%	8.8%	9.0%
Professional	21.3%	19.9%	19.4%
Sales	13.6%	16.2%	15.9%
Administrative Support	13.7%	13.7%	13.7%
Services	30.1%	26.7%	26.2%
Blue Collar	13.7%	14.7%	15.8%
Farming/Forestry/Fishing	0.0%	0.3%	0.3%
Construction/Extraction	5.3%	2.8%	3.4%
Installation/Maintenance/Repair	1.3%	2.2%	2.4%
Production	2.9%	3.0%	3.6%
Transportation/Material Moving	4.1%	6.3%	6.2%
<b>2010 Population By Urban/ Rural Status</b>			
Total Population	12,129	44,828	55,044
Population Inside Urbanized Area	99.8%	92.3%	89.5%
Population Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Population	0.2%	7.7%	10.5%

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# FOR LEASE | 111 EAST MARTIN LUTHER KING DRIVE

SAN MARCOS, TX 78666

Longitude: -97.74070

	1 mile	3 miles	5 miles
<b>2010 Households by Type</b>			
Total	3,403	17,247	20,042
Households with 1 Person	37.7%	33.1%	31.3%
Households with 2+ People	62.3%	66.9%	68.7%
Family Households	35.7%	41.0%	44.1%
Husband-wife Families	20.7%	25.8%	28.5%
With Related Children	8.6%	11.0%	12.9%
Other Family (No Spouse Present)	15.0%	15.1%	15.6%
Other Family with Male Householder	5.1%	5.1%	5.3%
With Related Children	2.3%	2.4%	2.6%
Other Family with Female Householder	9.9%	10.0%	10.3%
With Related Children	6.0%	6.2%	6.5%
Nonfamily Households	26.6%	25.9%	24.6%
All Households with Children	17.3%	20.0%	22.3%
Multigenerational Households	3.0%	3.0%	3.7%
Unmarried Partner Households	8.1%	8.1%	8.1%
Male-female	7.3%	7.4%	7.4%
Same-sex	0.8%	0.7%	0.7%
<b>2010 Households by Size</b>			
Total	3,401	17,249	20,043
1 Person Household	37.7%	33.1%	31.3%
2 Person Household	35.5%	34.4%	33.6%
3 Person Household	12.7%	16.1%	16.3%
4 Person Household	8.4%	9.8%	10.7%
5 Person Household	3.1%	3.7%	4.4%
6 Person Household	1.3%	1.5%	1.9%
7 + Person Household	1.2%	1.3%	1.7%
<b>2010 Households by Tenure and Mortgage Status</b>			
Total	3,403	17,248	20,041
Owner Occupied	26.7%	30.6%	34.2%
Owned with a Mortgage/Loan	14.9%	18.9%	21.0%
Owned Free and Clear	11.8%	11.7%	13.2%
Renter Occupied	73.3%	69.4%	65.8%
<b>2010 Housing Units By Urban/ Rural Status</b>			
Total Housing Units	3,640	18,396	21,334
Housing Units Inside Urbanized Area	99.7%	92.5%	89.4%
Housing Units Inside Urbanized Cluster	0.0%	0.0%	0.0%
Rural Housing Units	0.3%	7.5%	10.6%

**Data Note:** Households with children include any households with people under age 18, related or not. Multigenerational households are families with 3 or more parent-child relationships. Unmarried partner households are correctly classified as nonfamily households unless there is another member of the household related to the

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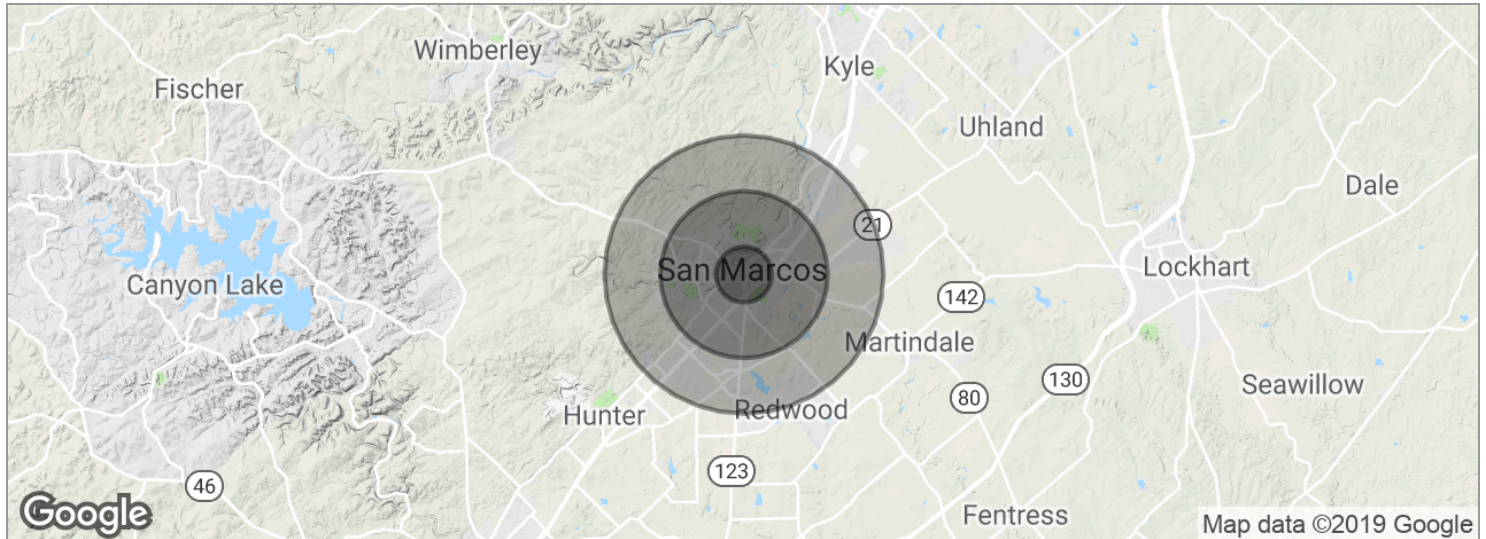
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# FOR LEASE | 111 EAST MARTIN LUTHER KING DRIVE

SAN MARCOS, TX 78666



## POPULATION

### 1 MILE

### 3 MILES

### 5 MILES

Total population	9,670	24,913	41,853
Median age	22.0	24.1	25.6
Median age (Male)	22.2	24.0	25.6
Median age (Female)	21.7	24.6	26.1

## HOUSEHOLDS & INCOME

### 1 MILE

### 3 MILES

### 5 MILES

Total households	2,018	7,538	14,081
# of persons per HH	4.8	3.3	3.0
Average HH income	\$35,101	\$37,720	\$40,331
Average house value	\$229,454	\$173,743	\$171,274

*\* Demographic data derived from 2010 US Census*

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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.*

11-2-2015



## 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.

**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.

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\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date