



±68,000 VPD



**SALADO  
AIRPORT STORAGE**

**15741 INTERSTATE 35 SERVICE RD**

**SALADO, TX 76571**



# TABLE OF CONTENTS

INVESTMENT SUMMARY .....	4
ASSET OVERVIEW .....	6
FINANCIAL OVERVIEW.....	8
MARKET OVERVIEW.....	13

## EXCLUSIVELY LISTED BY:

**GRAY GRIFFIN**

*Associate*

**(512) 535-5787**

[gray.griffin@matthews.com](mailto:gray.griffin@matthews.com)

License No. 776088 (TX)

**DOSS ALLEN**

*Associate*

**(214) 227-8682**

[doss.allen@matthews.com](mailto:doss.allen@matthews.com)

License No. 768529 (TX)

**AUSTIN MCLEOD**

*FVP & Associate Director*

**(404) 445-1093**

[austin.mcleod@matthews.com](mailto:austin.mcleod@matthews.com)

License No. 394903 (GA)

**PATRICK GRAHAM**

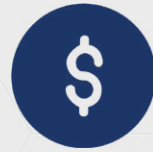
*Broker of Record*

License No. 9005919 (TX)

Austin McLeod (In conjunction with Matthews Real Estate Investment Services, Inc., a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)



# INVESTMENT SUMMARY



**\$1,560,000**  
LIST PRICE



**\$86,483**  
CURRENT NOI



**\$150,565**  
YEAR 2 NOI



**\$174,472**  
YEAR 4 NOI



**5.54%**  
IN PLACE CAP RATE



**9.65%**  
YEAR 2 CAP RATE



**11.18%**  
YEAR 4 CAP RATE



**67%**  
UNIT OCCUPANCY



**71%**  
SF OCCUPANCY



**±24,200**  
NRSF



# INVESTMENT HIGHLIGHTS

- Significant capital improvements made to the industrial warehouse, including a new sign and new exterior metal and façade
- Visibility and access from Interstate 35, which sees over  $\pm 68,000$  VPD
- Very attractive year two and year three yields projecting a year two 9.65% cap rate and year three 10.85% cap rate
- Affluent area with average household incomes above \$101,000 in a 3-mile radius
- 3.70% annual population growth for each of the last 4 years, with projected annual growth of 2.60% until 2029



# ASSET OVERVIEW

Facility Name	Salado Airport Storage
Address	15741 S IH 35 Service Rd
City, State, Zip Code	Salado, TX 76571
County	Bell County
Parcel Number	102783
Lot Size (Acres)	±2.70
Year Built	1997
Number of Buildings	10
Number of Stories	1
Net Rentable SF	±24,200 SF
Total Units	130
Climate Controlled Units	0
Non-Climate Controlled Units	125
Parking Spaces	4
Unit Occupancy	67%
Square Foot Occupancy	71%
Economic Occupancy	50%
3-Mile SF/Capita	30.21
5-Mile SF/Capita	26.85
Management	Owner-Operated
Foundation	Concrete
Framing	Steel
Roof	Metal
Fencing	Chain-Link
Parking Surface	Caliche
Entry	Electronic, Keypad Access
Security	10 Cameras
Traffic Counts	±68,000 VPD
Flood Zone	No
On-Site Apartment	No



# UNIT MIX

## NON-CLIMATE CONTROLLED

Unit Size	Unit SF	Total Units	Occupied	Vacant	NRSF	Current Rates	Monthly Total	Annual Total
10 X 10	100	76	52	24	7,600	\$71	\$5,396	\$64,752
10 X 20	200	46	30	16	9,200	\$161	\$7,406	\$88,872
20 X 40	800	2	2	0	1,600	\$700	\$1,400	\$16,800
20 X 40	800	1	1	0	800	\$600	\$600	\$7,200
<b>Totals</b>		<b>125</b>	<b>85</b>	<b>40</b>	<b>19,200</b>	<b>-</b>	<b>\$14,802</b>	<b>\$177,624</b>

## PARKING

Unit Size	Unit SF	Total Units	Occupied	Vacant	NRSF	Current Rates	Monthly Total	Annual Total
0 X 0	0	4	1	3	-	\$60	\$240	\$2,880
<b>Totals</b>		<b>4</b>	<b>1</b>	<b>3</b>	<b>-</b>	<b>-</b>	<b>\$240</b>	<b>\$2,880</b>

## WAREHOUSE

Unit Size	Unit SF	Total Units	Occupied	Vacant	NRSF	Current Rates	Monthly Total	Annual Total
-	5,000	1	1	0	5,000	\$4,480	\$4,480	\$53,760
<b>Totals</b>		<b>1</b>	<b>1</b>	<b>0</b>	<b>5,000</b>	<b>\$4,480</b>	<b>\$4,480</b>	<b>\$53,760</b>

<b>Facility Totals</b>		<b>130</b>	<b>87</b>	<b>43</b>	<b>24,200</b>	<b>-</b>	<b>\$19,522</b>	<b>\$234,264</b>
------------------------	--	------------	-----------	-----------	---------------	----------	-----------------	------------------

FOR FINANCING OPTIONS CONTACT

**ZACHARY AHMAD**

(972) 636-8449

zachary.ahmad@matthews.com

# FINANCIAL OVERVIEW

	T-12		Year 1		Year 2		Year 3		Year 4						
	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF	Total	\$/SF					
<b>INCOME</b>															
Gross Potential Rent	\$180,504	\$9.40	\$180,504	\$9.40	\$185,919	\$9.68	\$191,497	\$9.97	\$197,242	\$10.27					
Warehouse Income	\$53,760	\$2.80	\$55,373	\$2.88	\$57,034	\$2.97	\$58,745	\$3.06	\$60,507	\$3.15					
Tenant Insurance (Net)	\$310	\$0.02	\$5,850	\$0.30	\$7,800	\$0.41	\$8,288	\$0.43	\$8,536	\$0.44					
Admin Fees	\$0.00	\$0.00	\$1,440	\$0.08	\$1,483	\$0.08	\$1,528	\$0.08	\$1,574	\$0.08					
Late Fees	\$2,001	\$0.10	\$2,301	\$0.12	\$2,876	\$0.15	\$2,963	\$0.15	\$3,052	\$0.16					
Economic Vacancy	-50.00%	(\$90,252)	(\$4.70)	-35.00%	(\$63,176)	(\$3.29)	-15.00%	(\$27,888)	(\$1.45)	-8.00%	(\$15,320)	(\$0.80)	-8.00%	(\$15,779)	(\$0.82)
<b>Effective Gross Income</b>	<b>\$146,323</b>	<b>\$7.62</b>	<b>\$182,292</b>	<b>\$9.49</b>	<b>\$227,225</b>	<b>\$11.83</b>	<b>\$247,700</b>	<b>\$12.90</b>	<b>\$255,131</b>	<b>\$13.29</b>					
<b>EXPENSES</b>															
Real Estate Taxes	\$15,424	\$0.80	\$19,947	\$1.04	\$20,146	\$1.05	\$20,348	\$1.06	\$20,551	\$1.07					
Insurance	\$10,985	\$0.57	\$11,205	\$0.58	\$11,429	\$0.60	\$11,657	\$0.61	\$11,891	\$0.62					
Utilities & Trash	\$1,706	\$0.09	\$1,740	\$0.09	\$1,775	\$0.09	\$1,810	\$0.09	\$1,847	\$0.10					
On-Site Payroll	\$12,000	\$0.63	\$12,240	\$0.64	\$12,485	\$0.65	\$12,734	\$0.66	\$12,989	\$0.68					
Management Fees	\$6,750	\$0.35	\$9,115	\$0.47	\$11,361	\$0.59	\$12,385	\$0.65	\$12,757	\$0.66					
Bank and Credit Card Fees	\$2,926	\$0.15	\$3,646	\$0.19	\$4,544	\$0.24	\$4,954	\$0.26	\$5,103	\$0.27					
Advertising & Marketing	\$1,500	\$0.08	\$12,000	\$0.63	\$6,000	\$0.31	\$6,120	\$0.32	\$6,242	\$0.33					
Office & Administrative	\$2,469	\$0.13	\$2,543	\$0.13	\$2,594	\$0.14	\$2,646	\$0.14	\$2,699	\$0.14					
Telephone & Internet	\$3,200	\$0.17	\$3,264	\$0.17	\$3,329	\$0.17	\$3,396	\$0.18	\$3,464	\$0.18					
Repairs & Maintenance	\$2,880	\$0.15	\$2,938	\$0.15	\$2,996	\$0.16	\$3,056	\$0.16	\$3,117	\$0.16					
<b>Total Operating Expenses</b>	<b>\$59,840</b>	<b>\$3.12</b>	<b>\$78,637</b>	<b>\$4.10</b>	<b>\$76,660</b>	<b>\$3.99</b>	<b>\$79,107</b>	<b>\$4.12</b>	<b>\$80,659</b>	<b>\$4.20</b>					
<i>Operating Expense Ratio</i>	40.9%	-	43.1%	-	33.7%	-	31.9%	-	31.6%	-					
<b>NET OPERATING INCOME</b>	<b>\$86,483</b>	<b>\$4.50</b>	<b>\$103,655</b>	<b>\$5.40</b>	<b>\$150,565</b>	<b>\$7.84</b>	<b>\$168,593</b>	<b>\$8.78</b>	<b>\$174,472</b>	<b>\$9.09</b>					

## ASSUMPTIONS:




- Gross Potential Rent - Unchanged in Year 1, followed by 3% annual increases starting in Year 2
- Warehouse Income - Current lease runs until May 2029 with scheduled 3% annual increases
- Tenant Insurance (Self-Storage Units Only) - 60% penetration x \$6.50 (Profit) x 12 months in Year 1, 80% penetration in Year 2, 85% penetration in Year 3, 3% annual growth moving forward
- Admin Fees - \$24 per move-in x 5 move-ins per month x 12 months in Year 1, 3% annual growth moving forward
- Real Estate Taxes - Estimated in Year 1 based on the sale price (with 30% goodwill allocation) and current millage rate, followed by 1% annual growth moving forward
- Insurance Expense - 2% annual growth starting in Year 1
- Utilities Expense - 2% annual growth starting in Year 1
- Management Fee - 5% of Effective Gross Income
- Bank and Credit Card Fees - 2% of Effective Gross Income
- Advertising & Marketing - \$1,000 per month budget starting in Year 1, 2% annual growth moving forward
- Office & Administrative - 3% annual growth starting in Year 1
- Telephone & Internet - 2% annual growth starting in Year 1

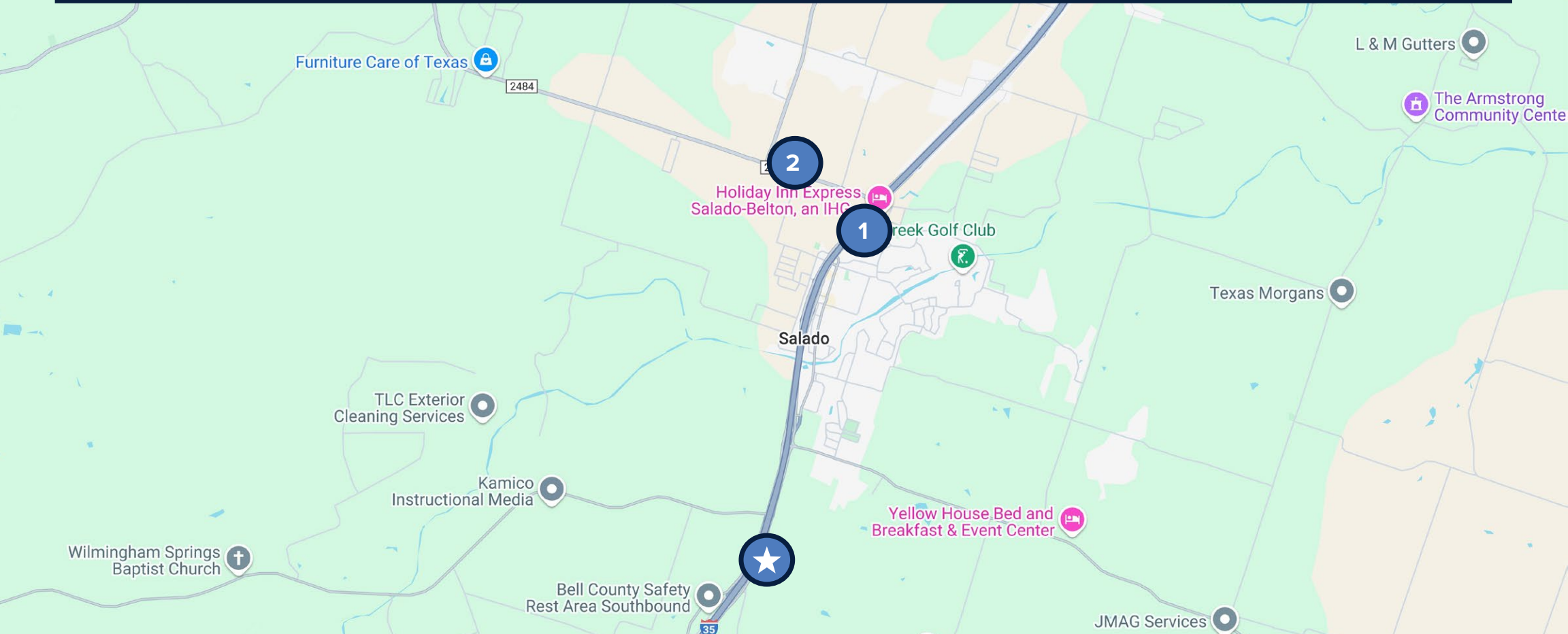


# 10 YEAR CASH FLOW ANALYSIS

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>INCOME</b>										
Gross Potential Rent	\$180,504	\$185,919	\$191,497	\$197,242	\$203,159	\$209,254	\$215,531	\$221,997	\$228,657	\$235,517
Warehouse Income	\$55,373	\$57,034	\$58,745	\$60,507	\$62,323	\$64,192	\$66,118	\$68,102	\$70,145	\$72,249
Merchandise Sales	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Tenant Insurance (Net)	\$5,850	\$7,800	\$8,288	\$8,536	\$8,792	\$9,056	\$9,328	\$9,607	\$9,896	\$10,193
Admin Fees	\$1,440	\$1,483	\$1,528	\$1,574	\$1,621	\$1,669	\$1,719	\$1,771	\$1,824	\$1,879
Late Fees	\$2,301	\$2,876	\$2,963	\$3,052	\$3,143	\$3,237	\$3,335	\$3,435	\$3,538	\$3,644
Economic Vacancy	(\$63,176)	(\$27,888)	(\$15,320)	(\$15,779)	(\$16,253)	(\$16,740)	(\$17,242)	(\$17,760)	(\$18,293)	(\$18,841)
<b>EFFECTIVE GROSS INCOME*</b>	<b>\$182,292</b>	<b>\$227,225</b>	<b>\$247,700</b>	<b>\$255,131</b>	<b>\$262,785</b>	<b>\$270,668</b>	<b>\$278,788</b>	<b>\$287,152</b>	<b>\$295,767</b>	<b>\$304,640</b>
<b>EXPENSES</b>										
Real Estate Taxes	\$19,947	\$20,146	\$20,348	\$20,551	\$20,757	\$20,964	\$21,174	\$21,386	\$21,600	\$21,816
Insurance	\$11,205	\$11,429	\$11,657	\$11,891	\$12,128	\$12,371	\$12,618	\$12,871	\$13,128	\$13,391
Utilities	\$1,740	\$1,775	\$1,810	\$1,847	\$1,884	\$1,921	\$1,960	\$1,999	\$2,039	\$2,080
On-Site Payroll	\$12,240	\$12,485	\$12,734	\$12,989	\$13,249	\$13,514	\$13,784	\$14,060	\$14,341	\$14,628
Management Fees	\$9,115	\$11,361	\$12,385	\$12,757	\$13,139	\$13,533	\$13,939	\$14,358	\$14,788	\$15,232
Bank and Credit Card Fees	\$3,646	\$4,544	\$4,954	\$5,103	\$5,256	\$5,413	\$5,576	\$5,743	\$5,915	\$6,093
Advertising & Marketing	\$12,000	\$6,000	\$6,120	\$6,242	\$6,367	\$6,495	\$6,624	\$6,757	\$6,892	\$7,030
Office & Administrative	\$2,543	\$2,594	\$2,646	\$2,699	\$2,753	\$2,808	\$2,864	\$2,921	\$2,980	\$3,039
Telephone & Internet	\$3,264	\$3,329	\$3,396	\$3,464	\$3,533	\$3,604	\$3,676	\$3,749	\$3,824	\$3,901
Repairs & Maintenance	\$2,938	\$2,996	\$3,056	\$3,117	\$3,180	\$3,243	\$3,308	\$3,374	\$3,442	\$3,511
<b>Total Operating Expenses</b>	<b>\$78,637</b>	<b>\$76,660</b>	<b>\$79,107</b>	<b>\$80,659</b>	<b>\$82,245</b>	<b>\$83,867</b>	<b>\$85,524</b>	<b>\$87,218</b>	<b>\$88,949</b>	<b>\$90,719</b>
<i>Operating Expense Ratio</i>	<i>43.1%</i>	<i>33.7%</i>	<i>31.9%</i>	<i>31.6%</i>	<i>31.3%</i>	<i>31.0%</i>	<i>30.7%</i>	<i>30.4%</i>	<i>30.1%</i>	<i>29.8%</i>
<b>NET OPERATING INCOME</b>	<b>\$103,655</b>	<b>\$150,565</b>	<b>\$168,593</b>	<b>\$174,472</b>	<b>\$180,539</b>	<b>\$186,802</b>	<b>\$193,264</b>	<b>\$199,934</b>	<b>\$206,817</b>	<b>\$213,920</b>

# NON-CLIMATE CONTROLLED RENT COMPARABLES MAP

Facility Name	Address	10x10 NC	10x25 NC	Distance to Subject Property
 Subject Property	15741 Interstate 35 Frontage Rd, Salado, TX	\$74.00	\$159.00	-
 Keep-N-Stor Self Storage	97 Paradise Ln, Salado, TX	\$75.00	\$115.00	2.90 Miles
 Amy's Attic Self Storage	3524 FM 24848, Salado, TX	\$81.00	\$120.00	3.36 Miles
<b>Averages</b>		<b>\$78.00</b>	<b>\$117.50</b>	
<b>Average Rent Per Foot</b>		<b>\$0.78</b>	<b>\$0.59</b>	



**WOLFF**  
CONSTRUCTION

TEAM  
**TARGET SOLUTIONS**

**BOBCAT**  
CRANE L.L.C.



**HIDDEN GLEN**  
50 UNITS



**SALADO HIGH SCHOOL**  
676 STUDENTS



**SALADO MIDDLE SCHOOL**  
544 STUDENTS



*Rustic Acres*  
**EVENT CENTER**

**FAIRWAY**  
SPORTS VEHICLES



**THOMAS ARNOLD ELEMENTARY SCHOOL**  
1,017 STUDENTS



*Brookshire Brothers*  
**FOOD & PHARMACY**



**SANCTUARY BY CASTLE ROCK COMMUNITIES**



**± 68,000 VPD**

**SUBJECT PROPERTY**



# DEMOGRAPHIC ANALYSIS



## POPULATION

	3-MILE	5-MILE	10-MILE
2020 Population	3,170	7,678	38,435
2024 Population	3,544	8,811	45,600
2029 Population Projection	3,981	9,958	53,645
Annual Growth 2020-2024	3.0%	3.7%	4.7%
Annual Growth 2024-2029	2.5%	2.6%	3.5%



## HOUSEHOLD

	3-MILE	5-MILE	10-MILE
2020 Households	1,194	2,885	13,685
2024 Households	1,332	3,302	16,125
2029 Household Projection	1,499	3,739	18,964
Annual Growth 2020-2024	2.5%	3.4%	4.0%
Annual Growth 2024-2029	2.5%	2.6%	3.5%
Owner Occupied Households	1,258	3,139	14,901
Renter Occupied Households	241	599	4,064



## INCOME

	3-MILE	5-MILE	10-MILE
Avg Household Income	\$101,940	\$107,870	\$97,362
Median Household Income	\$79,939	\$86,449	\$84,471



**\$107,870**

AVG HH INCOME



**3,302**

HOUSEHOLDS



**\$4.0M**

2024 CONSUMER SPEND



**8,334**

DAYTIME POPULATION

## MARKET OVERVIEW

### SALADO, TEXAS

Salado, Texas, is a strategically located community along the *I-35 corridor between Austin and Waco*. Known for its accessibility and logistical advantages, Salado provides an attractive setting for industrial and self-storage assets. Its proximity to major urban centers ensures a steady flow of traffic and supports demand for storage and industrial uses, making it a valuable node in the regional economy.

The area's infrastructure is well-suited for businesses requiring storage and distribution capabilities. *The I-35 highway facilitates efficient transportation, linking Salado to key commercial hubs and supporting the movement of goods across the state*. This connectivity has contributed to steady growth in industrial and residential development, further driving demand for self-storage facilities.

Salado benefits from a growing population in the surrounding region, including nearby cities such as Temple and Belton. The influx of residents and businesses in the area creates a sustained need for self-storage and industrial spaces to support both personal and commercial needs. Additionally, the area's business-friendly environment and manageable operating costs make it an appealing location for investors in these asset classes.

# CONFIDENTIALITY & DISCLAIMER STATEMENT

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **15741 Interstate 35 Frontage Rd, Salado, TX 76571** (“Property”). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews Real Estate Investment Services. The material and information in the Offering Memorandum is unverified. Matthews Real Estate Investment Services has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants’ plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews Real Estate Investment Services is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity’s name or logo, including any commercial tenant’s name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews Real Estate Investment Services, the property, or the seller by such entity.

Owner and Matthews Real Estate Investment Services expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser’s sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews Real Estate Investment Services or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

## EXCLUSIVELY LISTED BY:

### GRAY GRIFFIN

Associate

(512) 535-5787

gray.griffin@matthews.com

License No. 776088 (TX)

### DOSS ALLEN

Associate

(214) 227-8682

doss.allen@matthews.com

License No. 768529 (TX)

### AUSTIN MCLEOD

FVP & Associate Director

(404) 445-1093

austin.mcleod@matthews.com

License No. 394903 (GA)

### PATRICK GRAHAM

Broker of Record

License No. 9005919 (TX)

Austin McLeod (In conjunction with Matthews Real Estate Investment Services, Inc., a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)



**SALADO  
AIRPORT STORAGE**

# 15741 INTERSTATE 35 SERVICE RD

SALADO, TX 76571



## 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.

Matthews Real Estate Investment Services, Inc.	9005919	transactions@matthews.com	866-889-0050
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Patrick Graham	528005	licensing@matthews.com	866-889-0050
Designated Broker of Firm	License No.	Email	Phone
Patrick Graham	528005	licensing@matthews.com	866-889-0050
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

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

\_\_\_\_\_  
Date