

# SPRINGHILL SUITES<sup>®</sup>

BY MARRIOTT

200 Colonade Parkway | Woodway, TX 76712

Hospitality  
Investment Opportunity

Offering Memorandum



**Baylor University**  
±6 MILES AWAY

**MATTHEWS<sup>™</sup>**

## Exclusively Listed By



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# MATTHEWS™

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# Property Overview

SPRINGHILL  
SUITES®  
BY MARRIOTT



# Property Overview



# The Opportunity

Property Name	Springhill Suites Waco Woodway
Total Keys	82
Address	200 Colonnade Pky
City, ST	Woodway, TX
Year Built/Renovated	2009/2019
Building Size	±70,660 SF
Lot Size	±2.56 AC
TX 121	±60,842 VPD
5-Mile Population	122,276
5-Mile Household Income	\$82,604
License Term Expiration	2031
Hotel Location Type	Suburban
Market Name	Texas Central
Submarket Name	Waco & Killeen
Class	Upscale
Corridor	Interior
Stories	4



# Investment Highlights

## Prime Location Near Baylor University

The hotel is located within 5 miles of Baylor University, a 20,000+ student Big 12 institution, as well as the Baylor Scott & White healthcare system, one of the largest healthcare networks in Texas.

## Institutionally Owned & Operated

The property presents an opportunity for a hands-on operator or local hotelier to improve operating efficiency, reduce expenses, and increase profitability of a Marriott-branded asset generating a \$94 RevPAR.

## Major Projects & Development

Major projects such as the \$1.4B downtown redevelopment and the new sports and entertainment district are expected to bring thousands of construction and permanent jobs to the area, supporting future demand growth.

## Hands-On Buyer Opportunity

These initiatives will bring additional waves of workers, event attendees, and relocating professionals who need convenient, extended stay lodging near the primary demand generators. A strategic operator will capture this incremental demand through localized revenue management, targeted corporate contracts with healthcare systems and construction firms, and packages tied to university and Magnolia Market visitation, turning the redevelopment tailwind into measurable RevPAR and occupancy gains.

## Consistent Performance

The property has consistently generated RevPAR above \$94 over the past four years, reflecting stable performance and steady demand.

## Value-Add Upside

By capturing operational efficiencies from third party management, normalizing margins to market standards, and actively leveraging the quantified demand from healthcare (thousands of local jobs and beds generating repeat medical travel stays), Baylor University events, Magnolia Market tourism (hundreds of thousands of annual visitors), and downtown redevelopment job growth, a new owner will be considerably north of \$800,000 in NOI (only 30% of 2025 room revenue) while building a more resilient, locally optimized operation.



# | Amenities



- Indoor Pool
- Fitness Center
- Free Breakfast
- On-Site Restaurant/Bar
- Meeting Rooms
- Business Center
- Free WiFi
- Free Parking
- Laundry Facilities
- Outdoor Terrace
- Snack Bar/Deli
- BBQ/Picnic Area



# Property Photos





**Waco Regional Airport**  
±200,000  
Annual Passengers

**Lake Waco**  
±500,000 Annual Visitors

**neighborly**  
your hub for home services  
Headquarters

**Cameron Park**

**Cameron Park Zoo**  
±500,000  
Annual Visitors

**WACO CONVENTION CENTER**

**Downtown Redevelopment Project**  
4,500—6,000 Seat Multi-Purpose Stadium  
Construction Phase 1 in 2026

**CULTURAL ARTS OF WACO**  
±10,000  
Annual Attendees

**Extraco Events Center**  
Over 225 Events Per Year

**Downtown Waco**  
±6.6 Miles Away

**Baylor Ballpark**  
BU College Baseball

**BAYLOR CLUB McLANE STADIUM**  
±275,000  
Annual Visitors

**TNB YourBankforLife**  
Headquarters

**Ferrell Center**  
BU College Events & Sports Arena

**Woodway Park**

**Waco ISD**  
Admin Building



**Baylor University**  
±20,600 Students

**MAGNOLIA MARKET + GARDEN WACO TX**  
±1.7M  
Annual Visitors

**Ascension Providence Hospital — Main Campus**  
±237 Beds | ±2,000 Employees

**TOPGOLF**

**WACO Dr Pepper TEXAS MUSEUM**  
±260,000  
Annual Visitors

**SPRINGHILL SUITES BY MARRIOTT**  
Subject Property

**amazon**  
Warehouse  
±2,300 Employees

**Midway ISD**  
Admin Building

**Baylor Scott & White Medical Center — Hillcrest**  
±260 Beds | ±1,700 Employees

**Panther Stadium**  
Waco High School Football Stadium

**Central Texas Marketplace**  
**KOHL'S Marshalls ULTA**  
**ROSS DRESS FOR LESS belk SALLY BEAUTY petco**  
**HomeGoods OLD NAVY BOOT BARN**  
**BEST BUY DSW Burlington**

Google Earth

# Market Overview

SPRINGHILL  
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WACO, TEXAS MSA

An aerial night photograph of Waco, Texas, showing a dense urban landscape with numerous illuminated buildings and streets. The sky is dark with scattered clouds, and the city lights create a warm, golden glow. The text 'WACO, TEXAS MSA' is overlaid in a large, white, outlined font across the center of the image.

# WOODWAY, TX

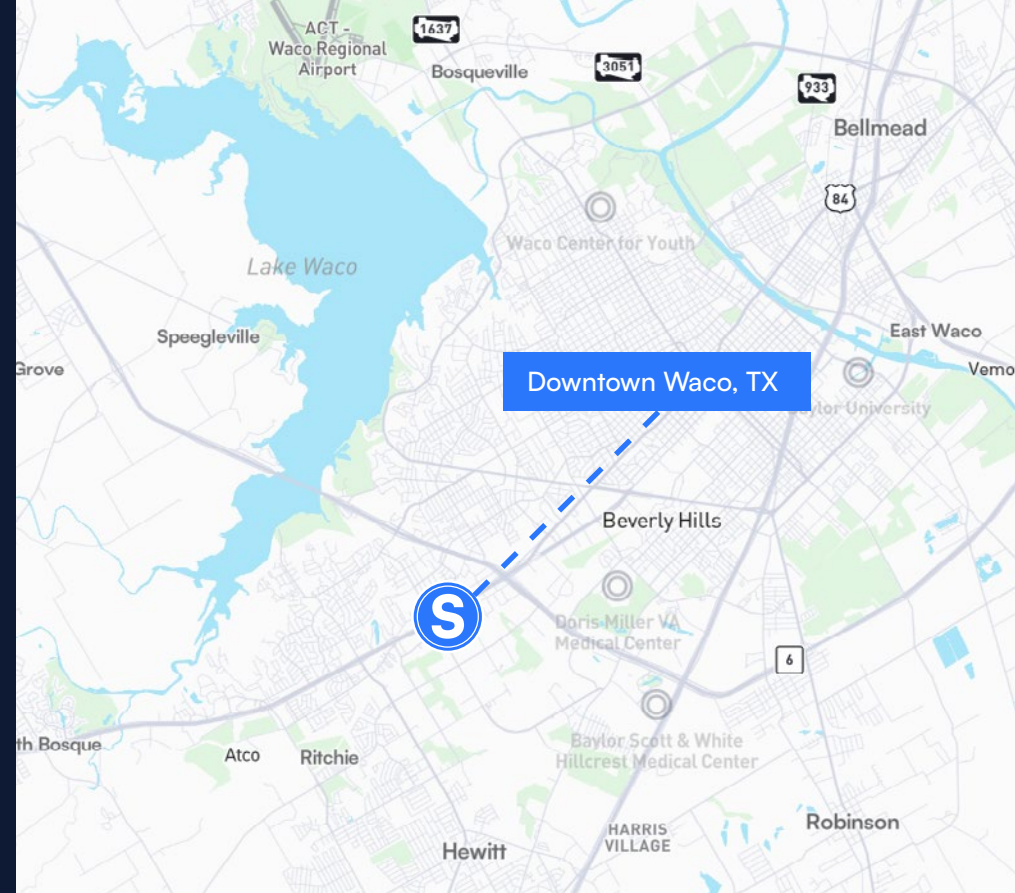
## Local Area Overview

Woodway is a primarily residential and suburban community within the Waco metropolitan area, located just southwest of Downtown Waco and near major commercial corridors. The city serves as a local hub for residential living, healthcare access, and nearby employment centers, supporting a stable base of households and consistent housing demand. Positioned along U.S. Highway 84 and near Interstate 35, Woodway benefits from strong regional connectivity and proximity to major employers and retail destinations. The local economy is supported by nearby medical facilities, retail centers, and professional services, with key institutions located throughout the surrounding area.

Housing demand in Woodway is supported by a combination of professional employment, regional healthcare services, and proximity to Waco's commercial and educational assets. In addition, Woodway's role as a residential community within the broader Waco metro area supports consistent demand from families, professionals, medical employees, and a diverse base of residents seeking suburban living with convenient access to nearby business centers.

## Property Demographics

POPULATION	1-MILE	3-MILE	5-MILE
2020 Population	3,227	50,219	115,314
2025 Population	3,941	52,009	122,276
2030 Population Projection	4,284	55,100	130,057
Projected Growth 2025-2030	0.7%	0.5%	0.6%
HOUSEHOLDS	1-MILE	3-MILE	5-MILE
2020 Households	1,286	20,098	43,938
2025 Households	1,595	20,790	46,523
2030 Household Projection	1,741	22,055	49,547
INCOME	1-MILE	3-MILE	5-MILE
Avg Household Income	\$82,523	\$87,241	\$82,604



±6.6 Miles Away from Downtown Waco, TX



# WACO, TX

The Greater Waco area is characterized by steady and notable population growth, indicating its rising regional appeal. Data confirms that Waco has continued population expansion—growing 2.9% from 2020 to 2023 and 12.8% over the past decade—driven by consistent domestic migration and a varied demographic profile. The 25—34 age group, which comprises

15.4% of the population, contributes significantly to this growth, providing the area with a youthful and active workforce. This influx of young professionals leads to an increase in household formation, highlighting the region's attractiveness as a place for long-term residency.

Total Population  
**146,600**

Annual Visitors  
**3+ Million**

Tourism Economic Impact  
**\$765 Million**

GDP  
**\$15+ Billion**



# Tourism & Cultural Events

Waco hosts a diverse lineup of annual events that drive both tourism and the local economy. From markets to festivals, the city's cultural calendar draws millions of visitors each year and supports downtown businesses, hospitality, and retail sectors. Highlights include Magnolia Market at the Silos, a nationally

recognized destination that attracts visitors year-round, and Baylor University events that bring consistent regional attention. Seasonal favorites like the Waco Cultural Arts Fest, Texas Food Truck Showdown, and holiday events at the Silos further energize the city throughout the year.



## Magnolia Market at the Silos

**1.6M+ Attendees in 2025**

±6.2 Miles from Springhill Suites



## Baylor Football Games

**45,000+ Visitors Per Game**

±8.1 Miles from Springhill Suites



## Waco Cultural Arts Fest

**10,000+ Attendees Annually**

±7.4 Miles from Springhill Suites





## Higher Education

Waco's higher education institutions serve as engines for economic growth and innovation, attracting students from across the U.S. and preparing a competitive workforce for the region. The city is home to several accredited colleges and universities, which collectively support thousands of local jobs.

Major universities such as Baylor University and Texas State Technical College offer strong programs in business, health sciences, and technical fields, while McLennan Community College enhances access to affordable education and workforce training in the region. Altogether, these institutions contribute significantly to Waco's growing education services sector annually, underscoring their critical role in the area's economic vitality and long-term development.

**Baylor University (Big 12 Conference)**  
**20,000+ Students**  
**80%+ Graduation Rate**

**Texas State Technical College**  
**5,000+ Students**  
**90% Job Placement Rate**





# Transportation

Waco supports a developing transportation infrastructure that contributes to its role as a regional connector and economic center. In 2023, Waco Regional Airport served over 180,000 passengers—reflecting continued post-pandemic growth—while freight movement across Interstate 35 remains a key driver of commercial activity. The city’s public transit is operated by Waco Transit System, offering fixed bus routes and paratransit services throughout the area. Major companies like Amazon continue to invest in nearby distribution facilities, drawn by Waco’s strategic location between Dallas and Austin and its access to major highways—supporting steady economic development.



Daily Traffic Volume  
**140,000+ VPD**  
(Passing Through Waco)



Airport Economic Impact  
**\$180K Passengers Annually**



Logistics Employment  
**6,000+ Workers in Transport & Warehousing**



High Traffic Corridor  
Located Between Dallas & Austin

# Financial Summary

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# Financial Overview

**\$8,500,000**

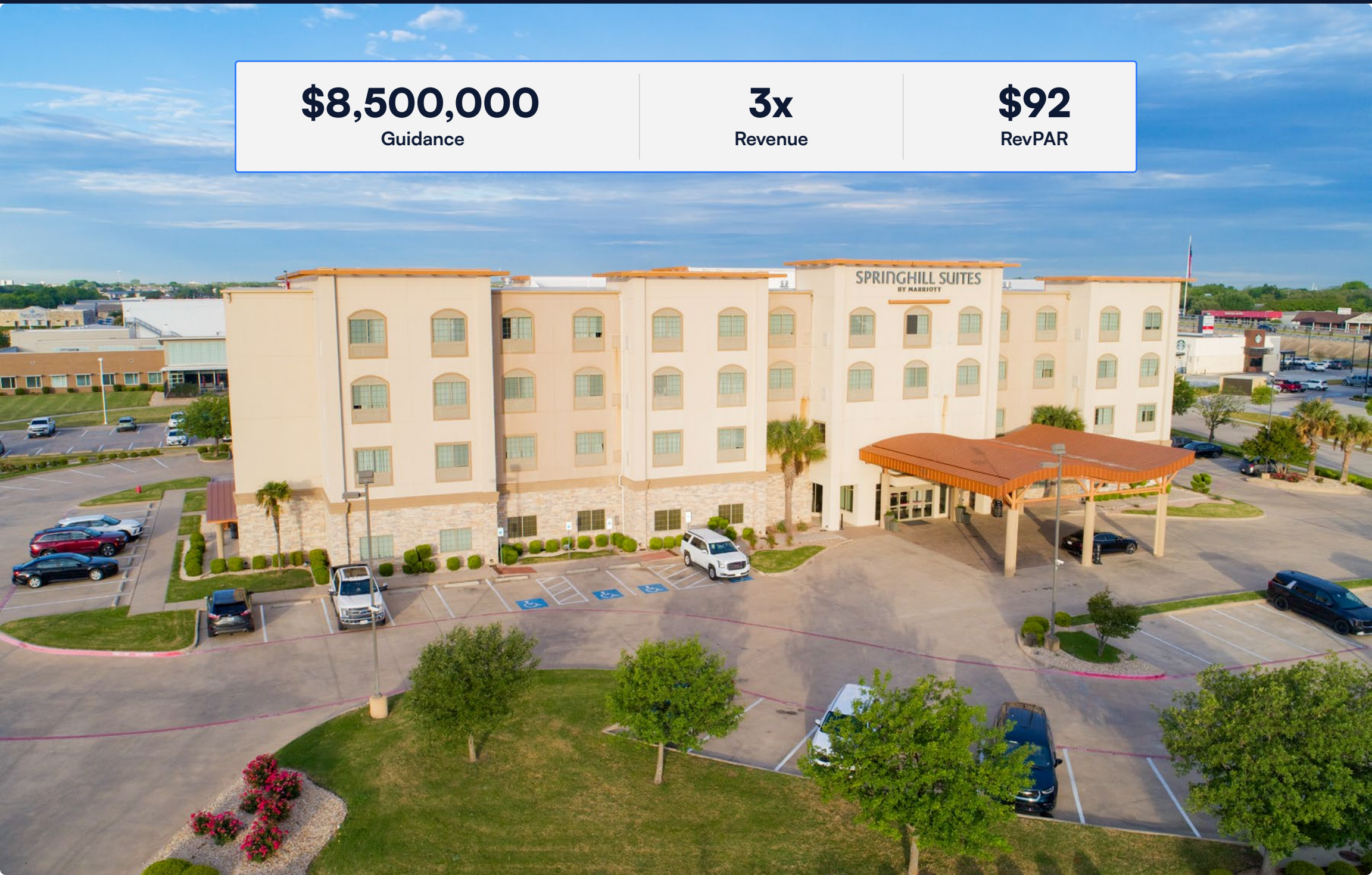
Guidance

**3x**

Revenue

**\$92**

RevPAR



# STR Report

## February 2026

	Occupancy %			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (MPI)
Current Month	77.2	70.9	108.9	118.87	105.82	112.3	91.79	75.02	122.4
Year To Date	66.5	63.8	104.2	119.74	103.52	115.7	79.62	66.06	120.5
Running 3 Months	67.2	61.3	109.7	117.35	102.37	114.6	78.84	62.70	125.7
Running 12 Months	74.2	67.4	110.1	123.17	111.05	110.9	91.44	74.85	122.2

## February 2026

	Occupancy %			ADR			RevPAR		
	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (MPI)	My Prop	Comp Set	Index (MPI)
Current Month	15.5	5.4	9.5	-3.2	3.3	-6.3	11.8	8.9	2.7
Year To Date	11.5	3.3	8.0	0.1	2.3	-2.2	11.6	5.7	5.6
Running 3 Months	11.2	3.3	7.6	0.0	2.3	-2.2	11.2	5.7	5.2
Running 12 Months	0.9	-1.1	2.1	-3.4	-3.9	0.6	-2.5	-5.0	2.6

# Financial Overview

	Historical Revenue		
	2023	2024	2025
Total Revenue	\$2,903,879	\$3,022,198	\$2,856,070
Occupancy	71.30%	73.20%	70.20%
ADR	\$130.18	\$130.99	\$128.28
RevPAR	\$92.71	\$95.67	\$90.06

2025 Operating Overview	
Number of Rooms	82
Available Rooms	29,930
Occupancy	76.47%
ADR	\$124.61
RevPAR	\$95.29
Room Revenue	\$2,695,088
F&B/Other Revenue	\$160,982
Total Revenue	\$2,856,070
<b>Market Expense Load</b>	
Expense Load %	70%
Expenses	\$1,999,249
Buyers 2025 NOI	\$856,821



# 5-Year Cash Flow (w/ Management and Reserves)

	Year 1			Year 2			Year 3			Year 4			Year 5		
Revenue	Amount	% Rev	\$POR	Amount	% Rev	\$POR	Amount	% Rev	\$POR	Amount	% Rev	\$POR	Amount	% Rev	\$POR
Rooms Revenue	\$2,709,264	95.1%	\$124.00	\$2,820,232	95.1%	\$126.48	\$2,934,556	95.2%	\$129.01	\$3,052,324	95.2%	\$131.59	\$3,133,457	95.2%	\$134.22
Food and Beverage Revenue	\$96,861	3.4%	\$4.43	\$99,767	3.4%	\$4.47	\$102,760	3.3%	\$4.52	\$105,843	3.3%	\$4.56	\$109,018	3.3%	\$4.67
Other Departmental Revenue	\$42,733	1.5%	\$1.96	\$44,015	1.5%	\$1.97	\$45,335	1.5%	\$1.99	\$46,695	1.5%	\$2.01	\$48,096	1.5%	\$2.06
<b>Total Revenue</b>	<b>\$2,848,858</b>	<b>100.0%</b>	<b>\$130.39</b>	<b>\$2,964,014</b>	<b>100.0%</b>	<b>\$132.93</b>	<b>\$3,082,651</b>	<b>100.0%</b>	<b>\$135.52</b>	<b>\$3,204,862</b>	<b>100.0%</b>	<b>\$138.17</b>	<b>\$3,290,571</b>	<b>100.0%</b>	<b>\$140.95</b>
<b>Departmental Expenses</b>															
Rooms Expense	\$569,772	20.0%	\$26.08	\$586,865	19.8%	\$26.32	\$604,471	19.6%	\$26.57	\$622,605	19.4%	\$26.84	\$641,283	19.5%	\$27.47
Food and Beverage Expense	\$85,466	3.0%	\$3.91	\$88,030	3.0%	\$3.95	\$90,671	2.9%	\$3.99	\$93,391	2.9%	\$4.03	\$96,192	2.9%	\$4.12
Other Departmental Expense	\$34,186	1.2%	\$1.56	\$35,212	1.2%	\$1.58	\$36,268	1.2%	\$1.59	\$37,356	1.2%	\$1.61	\$38,477	1.2%	\$1.65
<b>Total Departmental Expenses</b>	<b>\$689,424</b>	<b>24.2%</b>	<b>\$31.55</b>	<b>\$710,106</b>	<b>24.0%</b>	<b>\$31.85</b>	<b>\$731,409</b>	<b>23.7%</b>	<b>\$32.15</b>	<b>\$753,352</b>	<b>23.5%</b>	<b>\$32.48</b>	<b>\$775,952</b>	<b>23.6%</b>	<b>\$33.24</b>
<b>Departmental Profit</b>	<b>\$2,159,434</b>	<b>75.8%</b>	<b>\$98.83</b>	<b>\$2,253,908</b>	<b>76.0%</b>	<b>\$101.08</b>	<b>\$2,351,241</b>	<b>76.3%</b>	<b>\$103.37</b>	<b>\$2,451,510</b>	<b>76.5%</b>	<b>\$105.69</b>	<b>\$2,514,619</b>	<b>76.4%</b>	<b>\$107.71</b>
<b>Undistributed Expenses</b>															
			\$PAR			\$PAR			\$PAR			\$PAR			\$PAR
Administrative and General	\$199,420	7.0%	\$2,432	\$205,403	6.9%	\$2,505	\$211,565	6.9%	\$2,580	\$217,912	6.8%	\$2,657	\$224,449	6.8%	\$2,737
Info and Telecom Systems	\$56,977	2.0%	\$695	\$58,686	2.0%	\$716	\$60,447	2.0%	\$737	\$62,260	1.9%	\$759	\$64,128	1.9%	\$782
Sales and Marketing	\$128,199	4.5%	\$1,563	\$132,045	4.5%	\$1,610	\$136,006	4.4%	\$1,659	\$140,086	4.4%	\$1,708	\$144,289	4.4%	\$1,760
Property Operations and Maintenance	\$142,443	5.0%	\$1,737	\$146,716	4.9%	\$1,789	\$151,118	4.9%	\$1,843	\$155,651	4.9%	\$1,898	\$160,321	4.9%	\$1,955
Utilities	\$113,954	4.0%	\$1,390	\$117,373	4.0%	\$1,431	\$120,894	3.9%	\$1,474	\$124,521	3.9%	\$1,519	\$128,257	3.9%	\$1,564
Franchise Fees	\$227,909	8.0%	\$2,779	\$237,121	8.0%	\$2,892	\$246,612	8.0%	\$3,007	\$256,389	8.0%	\$3,127	\$263,246	8.0%	\$3,210
<b>Total Undistributed Expenses</b>	<b>\$868,902</b>	<b>30.5%</b>	<b>\$10,596</b>	<b>\$897,344</b>	<b>30.3%</b>	<b>\$10,943</b>	<b>\$926,642</b>	<b>30.1%</b>	<b>\$11,301</b>	<b>\$956,819</b>	<b>29.9%</b>	<b>\$11,669</b>	<b>\$984,689</b>	<b>29.9%</b>	<b>\$12,008</b>
<b>House Profit (GOP)</b>	<b>\$1,290,533</b>	<b>45.3%</b>	<b>\$15,738</b>	<b>\$1,356,564</b>	<b>45.8%</b>	<b>\$16,543</b>	<b>\$1,424,600</b>	<b>46.2%</b>	<b>\$17,373</b>	<b>\$1,494,691</b>	<b>46.6%</b>	<b>\$18,228</b>	<b>\$1,529,930</b>	<b>46.5%</b>	<b>\$18,658</b>
Management Fee	\$85,466	3.0%	\$1,042	\$88,920	3.0%	\$1,084	\$92,480	3.0%	\$1,128	\$96,146	3.0%	\$1,173	\$98,717	3.0%	\$1,204
Reserve for Replacement	\$113,954	4.0%	\$1,390	\$118,561	4.0%	\$1,446	\$123,306	4.0%	\$1,504	\$128,194	4.0%	\$1,563	\$131,623	4.0%	\$1,605
<b>Income Before Fixed Charges</b>	<b>\$1,205,067</b>	<b>42.3%</b>	<b>\$14,696</b>	<b>\$1,267,643</b>	<b>42.8%</b>	<b>\$15,459</b>	<b>\$1,332,120</b>	<b>43.2%</b>	<b>\$16,245</b>	<b>\$1,398,545</b>	<b>43.6%</b>	<b>\$17,055</b>	<b>\$1,431,213</b>	<b>43.5%</b>	<b>\$17,454</b>
Addback of Mangment Fee & RR	\$199,420		\$2,432	\$207,481		\$2,530	\$215,786		\$2,632	\$224,340		\$2,736	\$230,340		\$2,809
<b>EBITDA</b>	<b>\$1,059,479</b>		<b>\$12,920</b>	<b>\$1,120,889</b>		<b>\$13,669</b>	<b>\$1,184,212</b>		<b>\$14,442</b>	<b>\$1,249,495</b>		<b>\$15,238</b>	<b>\$1,279,830</b>		<b>\$15,608</b>
<b>Fixed Charges</b>															
Property Taxes	\$174,076	6.1%	\$2,123	\$177,558	6.0%	\$2,165	\$181,109	5.9%	\$2,209	\$184,731	5.8%	\$2,253	\$188,426	5.7%	\$2,298
Insurance	\$56,977	2.0%	\$695	\$58,117	2.0%	\$709	\$59,279	1.9%	\$723	\$60,465	1.9%	\$737	\$61,674	1.9%	\$752
<b>Total Fixed Charges</b>	<b>\$345,008</b>	<b>12.1%</b>	<b>\$4,207</b>	<b>\$354,235</b>	<b>12.0%</b>	<b>\$4,320</b>	<b>\$363,694</b>	<b>11.8%</b>	<b>\$4,435</b>	<b>\$373,390</b>	<b>11.7%</b>	<b>\$4,554</b>	<b>\$381,723</b>	<b>11.6%</b>	<b>\$4,655</b>
<b>Total Expenses</b>	<b>\$1,988,799</b>	<b>69.8%</b>	<b>\$24,254</b>	<b>\$2,050,606</b>	<b>69.2%</b>	<b>\$25,007</b>	<b>\$2,114,225</b>	<b>68.6%</b>	<b>\$25,783</b>	<b>\$2,179,707</b>	<b>68.0%</b>	<b>\$26,582</b>	<b>\$2,241,081</b>	<b>68.1%</b>	<b>\$27,330</b>
<b>Net Operating Income</b>	<b>\$860,059</b>	<b>30.2%</b>	<b>\$10,489</b>	<b>\$913,408</b>	<b>30.8%</b>	<b>\$11,139</b>	<b>\$968,426</b>	<b>31.4%</b>	<b>\$11,810</b>	<b>\$1,025,155</b>	<b>32.0%</b>	<b>\$12,502</b>	<b>\$1,049,490</b>	<b>31.9%</b>	<b>\$12,799</b>
Unlevered Cash Flow	\$860,059	-	-	\$913,408	-	-	\$968,426	-	-	\$1,025,155	-	-	\$1,049,490	-	-
Interest Payment	(\$503,270)	-	-	(\$495,264)	-	-	(\$486,679)	-	-	(\$477,473)	-	-	(\$467,602)	-	-
Debt Payment	(\$110,754)	-	-	(\$118,760)	-	-	(\$127,346)	-	-	(\$136,551)	-	-	(\$146,423)	-	-
<b>Levered Cash Flow</b>	<b>\$246,035</b>			<b>\$299,384</b>			<b>\$354,402</b>			<b>\$411,130</b>			<b>\$435,466</b>		
<b>Number of Rooms</b>			82 Rooms			82 Rooms			82 Rooms			82 Rooms			82 Rooms
<b>Total Rooms Occupied</b>			21,849 Nights			22,298 Nights			22,747 Nights			23,196 Nights			23,345 Nights
<b>Total Rooms Available</b>			29,930 Nights			29,930 Nights			29,930 Nights			29,930 Nights			29,930 Nights
<b>Occupancy</b>			73.00%			74.50%			76.00%			77.50%			78.00%
<b>Average Daily Rate</b>			\$124.00			\$126.48			\$129.01			\$131.59			\$134.22
<b>Rooms RevPAR</b>			\$90.52			\$94.23			\$98.05			\$101.98			\$104.69
<b>Occupancy (% Change)</b>						2.05%			2.01%			1.97%			0.65%
<b>Average Daily Rate (% Change)</b>						2.00%			2.00%			2.00%			2.00%
<b>Rooms RevPAR (% Change)</b>						4.10%			4.05%			4.01%			2.66%

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Ryan Sanchez & Mitchell Glasson (In conjunction with Matthews™, a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)

**Patrick Graham** | Broker of Record | Broker License No. 528005 (TX) | Firm License No. 9005919 (TX)

This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at **200 Colonnade Pky, Woodway, TX 76712** ("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™. The material and information in the Offering Memorandum is unverified. Matthews™ 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™ 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™, the property, or the seller by such entity.

Owner and Matthews™ 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™ 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.



## 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