



# Skull Creek Ranch

For more information Contact: Bill Johnson & Associates Real Estate  
420 East Main, Bellville, Texas 77418  
979-865-5969 | 281-463-3791 | 979-992-2636  
[www.bjre.com](http://www.bjre.com)



PICTURED AT  
RIGHT IS  
THE FENCE  
LINE AND  
THE ROAD  
FRONTAGE  
ON PAVED  
SKULL  
CREEK ROAD.



PICTURED AT  
LEFT IS THE  
VIEW OF THE  
WOODED AREA  
THAT IS A GOOD  
PLACE FOR  
HUNTING. THIS  
AREA OF THE  
PROPERTY IS  
LOCATED OFF  
WOLFF ROAD.



THIS  
STUNNING  
PHOTO IS  
CAPTURING  
THE VIEW  
FROM ATOP  
THE TANK DAM  
LOOKING  
UPHILL  
TOWARD THE  
POSSIBLE  
HOMESITE.



NESTLED IN  
ANOTHER  
AREA OF THE  
PROPERTY IS  
THIS ONE  
ACRE POND.

**BILL JOHNSON & ASSOCIATES REAL ESTATE COMPANY WILL  
CO-BROKER IF BUYER IS ACCOMPANIED BY HIS OR HER AGENT AT  
ALL PROPERTY SHOWINGS.**



*Texas is Our Territory*

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**Bill Johnson & Associates**  
**Real Estate**

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*Since 1970*

979-865-5969 • 979-992-2636 • [kzapalac@bjre.com](mailto:kzapalac@bjre.com)  
420 East Main Street, Bellville • 424 Cedar St., New Ulm



Price:	<b>\$825,000</b>
Type:	Acreage
Address:	FM 389 At Cut-Off Road
City/County:	Fayetteville, Austin County
Bed/Bath:	0 Bed, 0 Bath
Size/Acreage:	~0 Sq. Ft., ~98.94 Acres
ID No.:	97896
Status:	Active

TRACT #7 - 98.942 ACRES - CURRENT APPRAISAL 06-30-16 for \$831,000. Available Upon Request from Buyer - -

Now available is this spectacular 98.9420 acres just minutes east of Shelby, Texas on FM 389. Located in the rolling hills of western Austin County, the property is both heavily wooded in areas and open with expansive views in other areas. The property has a combined total of 3,073 feet of road frontage. The property has 98 feet of frontage on paved road FM 389, with 597 feet on paved Skull Creek road, 2,211 feet gravel road frontage on Cut-Off Road and 167 feet gravel road frontage on Wolff Road. There are also two ponds located on the property and a large population of white tail deer. The property could be divided in 3-4-5 tracts.

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<b>Improvements</b>  Public Water	<b>Land Features</b>  Paved Road Frontage Gravel Road Frontage County Road Frontage Farm to Market Road Frontage Agricultural Exemption Minerals Conveyed: None Pond Partially Wooded Rolling Sandy Soil	<b>Other</b>  School District: Bellville ISD Taxes: \$141.74  <b>Financing</b>  Cash Conventional
<b>Directions:</b> From Shelby, take FM 389 east .4 mile and turn right on Cut-Off Road. The property on the left side (east side) of Cut-Off Road. Look for Bill Johnson & Associates Real Estate sign.		

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**Bellville:**  
979-865-5969 office  
979-865-5500 fax  
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**Bill Johnson & Associates**  
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*Since 1970*

**New Ulm:**  
979-992-3626 office  
979-865-5500 fax  
[www.bjre.com](http://www.bjre.com)

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### TRACT #7 - - LOT OR ACREAGE LISTING - - TRACT #7

Location of Property:	0.4 miles East of Shelby on FM 389 at Cut-Off Road	Listing #:	97896
Address of Property:	FM 389 at Cut-Off Road, Fayetteville,	Tx. 78940	Road Frontage: 3,073. feet
County:	Austin	Paved Road:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
Subdivision:	No Subdivision	For Sale Sign on Property?	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
Property Restricted:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	Lot Size or Dimensions:	98.9420 acres
Number of Acres:	98.9420	Mandatory Membership in Property Owners' Assn.	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO
Price per Acre (or)	\$8,339.00	<b>Improvements on Property:</b>	
Total Listing Price:	\$825,000.00	Home:	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO See HOME listing if Yes
Terms of Sale:		Buildings:	
Cash:	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO	Barns:	
Seller-Finance:	<input type="checkbox"/> YES <input type="checkbox"/> NO	Others:	
Sell.-Fin. Terms:			
Down Payment:			
Note Period:			
Interest Rate:			
Payment Mode:	<input type="checkbox"/> Mo. <input type="checkbox"/> Qt. <input type="checkbox"/> Ann.	% Wooded:	30%
Balloon Note:	<input type="checkbox"/> YES <input type="checkbox"/> NO	Type Trees:	Oak, Cedar, Mesquite
Number of Years:		Fencing:	Perimeter <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
\$1.43/acre ag use		Condition:	1/2 new, back good
Year: R#66971 2016		Cross-Fencing:	<input type="checkbox"/> YES <input checked="" type="checkbox"/> NO
<b>Property Taxes:</b>		Condition:	
School:	\$95.82	Ponds:	Number of Ponds: 2
County:	\$30.15	Sizes:	1/2 acre and 1 1/2 acre ponds
FM/Rd/Br.:	\$11.18	Creek(s):	Name(s):
City:	\$0.00	River(s):	Name(s):
Hospital:	\$4.59	<b>Water Well(s): How Many?</b>	
TOTAL:	\$141.74	Year Drilled:	Depth:
Agricultural Exemption:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<b>Community Water Available:</b>	<input checked="" type="checkbox"/> YES <input type="checkbox"/> NO
School District:	Bellville	Provider:	West End Water Supply Cooperation
<b>Minerals and Royalty:</b>		<b>Electric Service Provider (Name):</b>	
Seller believes 25% *Minerals		Fayette Electric Co-op	
to own: 25% *Royalty		<b>Gas Service Provider</b>	
Seller will NONE Minerals			
Convey: NONE Royalty			
<b>Leases Affecting Property:</b>		<b>Septic System(s): How Many:</b>	
Oil and Gas Lease:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<b>Soil Type:</b>	Gray Sandy Clay Loam
Lessee's Name:	GeoSouthern Energy	<b>Grass Type(s):</b>	Bermuda, Native
Lease Expiration Date:	2/28/20	<b>Flood Hazard Zone:</b>	See Seller's Disclosure or to be determined by survey
	**no drill clause in lease**	<b>Nearest Town to Property:</b>	Shelby, Texas
Surface Lease:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Distance:	0.4 miles
Lessee's Name:		Driving time from Houston	1 1/2 hours
Lease Expiration Date:		<b>Additional Information:</b>	Property is Restricted
<b>Oil or Gas Locations:</b>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	Property has the following road frontage:	
<b>Easements Affecting Property:</b>	Name(s):	98 feet on FM 389 - Paved	
Pipeline:	Seminole Gas Pipeline	2,211 feet on Cut-Off Road - Gravel	
Roadway:	Cut-Off Road, Skull Creek Road, Wolff Road,	597 feet on Skull Creek Road - Paved	
Electric:	LCRA/Fayette Electric Co-op Transmission Line	167 feet on Wolff Road - Gravel	
Telephone:	A T & T	3,073 feet total road frontage. (Property May Be Divided)	
Water:	West End Water Supply Cooperation		
Other:			

**BILL JOHNSON AND ASSOCIATES REAL ESTATE COMPANY WILL CO-BROKER IF BUYER IS ACCOMPANIED BY HIS OR HER AGENT AT ALL PROPERTY SHOWINGS.**

### **Exhibit "C" Page One of One Page**

Concerning the property known as:

Approximately 164.61 acres of land being located on FM 389, Cut-Off Road, Skull Creek Road and Wolff Road, being Tract #1 through Tract #9 located in the William Sutherland Survey, A-96, Fayetteville (Shelby), Austin County, TX.

**Restrictive Covenants:** This conveyance is made and accepted subject to the hereinafter stated restrictive covenants, which are hereby impressed against the subject property, to-wit. **The following restrictions will be impressed on the subject property for a period of 20 years after closing:**

1. No residential **house** shall be built on the tract unless its living area has a minimum of fifteen hundred (1,500.) square feet of floor area. **This excludes all barns, barns with living areas, barndominiums,** open or screened porches, carports and garages. No single wide, double wide or triple wide mobile homes, modular homes or manufactured homes are permitted on this property. No travel trailers, tents or any other temporary portable structure may be used as a temporary residence on this property. No homes will be moved on this property.
2. No commercial hog farm or commercial poultry farm nor junkyard or otherwise offensive or noxious activity shall be carried on or permitted on property. No property shall be used or maintained as a dumping ground for trash, rubbish or any other material.
3. The creation of "feed lots" or any other type of agricultural activity, which concentrates animals in such a manner as to create a health hazard or offensive odor, or concentration of animal waste products, is prohibited.
4. Sewage Disposal: No structure intended for permanent human habitation should be occupied until such time as a sewage disposal system which will comply with the Austin County Septic Requirements for on-site-sewer-facilities (OSSF) has been approved and installed. In no event shall cesspools be installed nor raw sewage be dumped on any portion of the property.
5. Toxic or Hazardous Waste Prohibited: No portion of the property shall be used for storage or disposal of any toxic or hazardous waste as same may be, from time to time, defined by applicable law or regulation.
6. No lot or tract may be re-subdivided into smaller lots or tracts smaller than 11 acres. Any tract to be re-subdivided must comply with all of the Austin County regulations concerning subdivisions.

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(Buyer)

Date

---

(Buyer)

Date

---

Carl E. Isgren

(Seller)

Date

---

(Seller)

Date



SUMMARY APPRAISAL REPORT OF  
THE PROPERTY LOCATED AT

CUTOFF ROAD

FAYETTEVILLE, TX 78940

as of

JUNE 30, 2016

98.942 AC.

6-30-16

\$ 831,000.

for

BILL JOHNSON REAL ESTATE  
420 E. MAIN STREET  
BELLVILLE, TEXAS  
78940

\$ 8,399./AC.

by

Appraisal Services

P.O. BOX 1232  
BRENHAM 77834

COMPLETE COPY OF APPRAISAL  
AVAILABLE UPON REQUEST

July 6, 2016

BILL JOHNSON REAL ESTATE  
420 E. MAIN STREET  
BELLVILLE, TEXAS  
78940

Property -

Borrower -

File No. -

Case No. -

CUTOFF ROAD  
FAYETTEVILLE, TX 78940  
CARL ISGREN  
201663

98.942 AC.  
@ \$8,399./AC.

Dear Mr. MAHON:

In accordance with your request, I have prepared an appraisal of the real property located at CUTOFF ROAD, FAYETTEVILLE, TX.

The purpose of the appraisal is to provide an opinion of the market value of the property described in the body of this report.

Enclosed, please find the report which describes certain data gathered during our investigation of the property. The methods of approach and reasoning in the valuation of the various physical and economic factors of the subject property are contained in this report.

An inspection of the property and a study of pertinent factors, including valuation trends and an analysis of neighborhood data, led the appraiser to the conclusion that the market value, as of JUNE 30, 2016 is :


\$831,000

The opinion of value expressed in this report is contingent upon the Limiting Conditions attached to this report.

It has been a pleasure to assist you. If I may be of further service to you in the future, please let me know.

Respectfully submitted,

Appraisal Services

  
KATHY MCKINNEY  
TX Certification #TX 1321159-G

TX Certification #TX 1321159-G



# Appraisal Report

## LAND APPRAISAL REPORT

File No. 201663

**IDENTIFICATION**

Borrower CARL ISGREN  
 Property Address CUTOFF ROAD Census Tract \_\_\_\_\_ Map Reference LOCAL  
 City FAYETTEVILLE County AUSTIN State TX Zip Code 78940  
 Legal Description WM SUTHERLAND SURVEY, ABSTRACT 96 (R000066971)  
 Sale Price \$N/A Date of Sale N/A Loan Term UNK yrs. Property Rights Appraised ☒ Fee ☐ Leasehold ☐ De Minimis PUD  
 Actual Real Estate Taxes \$UNKNOWN (yr.) Loan charges to be paid by seller \$N/A Other sales concessions NONE  
 Lender/Client BILL JOHNSON REAL ESTATE Address 420 E. MAIN STREET, BELLVILLE, TEXAS, 78940  
 Occupant VACANT LAND Appraiser KATHY MCKINNEY Instructions to Appraiser MARKET VALUE/FEE SIMPLE

**NEIGHBORHOOD**

Location ☐ Urban ☐ Suburban ☒ Rural  
 Built Up ☐ Over 75% ☒ 25% to 75% ☐ Under 25%  
 Growth Rate ☐ Fully Dev. ☒ Rapid ☒ Steady ☐ Slow  
 Property Values ☐ Increasing ☒ Stable ☐ Declining  
 Demand/Supply ☐ Shortage ☒ In Balance ☐ Over Supply  
 Marketing Time ☐ Under 3 Mos. ☒ 4-6 Mos. ☐ Over 6 Mos.  
 Present Land Use 70 % 1 Family 30 % 2-4 Fam 0 % Apts. 0 % Condo 0 % Commercial  
 Change in Present Land Use ☐ Not Likely ☒ Likely (\*) ☐ Taking Place (\*)  
 Predominant Occupancy ☒ From VACANT To RESIDENTIAL  
 Single Family Price Range \$ 125K to \$ 500K Tenant 0 % Vacant  
 Single Family Age 5 yrs. to 75+ yrs. Predominant Value \$ 300K Predominant Age 40 yrs.  
 Comments including those factors, favorable or unfavorable, affecting marketability (e.g. public parks, schools, noise) ACCORDING TO TEXAS A&M REAL ESTATE CENTER THE TEXAS ECONOMY IS SLOWING WITH AN ANNUAL NON-AGRICULTURAL JOB GROWTH OF 1.5 PERCENT WHICH IS LOWER THAN THE NATIONAL GROWTH RATE OF 1.9 PERCENT. \*\*\* See Additional Comments \*\*\*

**SITE**

Dimensions SURVEY = 98.942 ACRES P/SURVEY  
 Zoning Classification NONE Present Improvements ☐ do ☐ do not conform to zoning regulations  
 Highest and best use: ☐ Present use ☒ Other (specify) SINGLE FAMILY RESIDENTIAL  
 Elec. ☒ Public TRANSMI. OFF SITE IMPROVEMENTS  
 Gas ☐ Other (Describe) \_\_\_\_\_ Street Access: ☒ Public ☐ Private  
 Water ☐ Surface GRAVEL Topo ROLLING  
 San. Sewer ☐ Maintenance: ☒ Public ☐ Private Size TYPICAL  
 Underground Elect. & Tel. ☐ Storm Sewer ☐ Curb/Gutter Shape IRREGULAR  
 View SCATTERED TREES  
 Drainage APPEARS ADEQUATE  
 Comments (favorable or unfavorable including any apparent adverse easements, encroachments or other adverse conditions) THE PROPERTY IS ACCESSED FROM THE WASHINGTON COUNTY SEAT OF BRENHAM BY TRAVELING SOUTHWEST ON FM 389 TO "CUTOFF ROAD" BEING JUST TO THE NORTHEASTERN LINE OF THE SMALL RURAL COMMUNITY OF SHELBY \*\*\* See Additional Comments \*\*\*

The undersigned has recited three recent sales of properties most similar and proximate to subject and has considered these in the market analysis. The description includes a dollar adjustment, reflecting market reaction to those items of significant variation between the subject and comparable properties. If a significant item in the comparable property is superior to, or than, the subject property, a plus (+) adjustment is made, thus increasing the indicated value of subject; if a significant item in the comparable is inferior to, or less favorable than, the subject property, a minus (-) adjustment is made, thus decreasing the indicated value of the subject.

ITEM	Subject Property	COMPARABLE NO. 1	COMPARABLE NO. 2	COMPARABLE NO. 3
Address	<u>CUTOFF ROAD</u> <u>FAYETTEVILLE, TX 78940</u>	<u>5011 FM 2754</u> <u>BELLVILLE</u>	<u>FM 2502</u> <u>BLEIBLERVILLE</u>	<u>1115 FM 2502</u> <u>BELLVILLE</u>
Proximity to Subj.		<u>12.12 miles E</u>	<u>7.96 miles E</u>	<u>10.60 miles E</u>
Sales Price	<u>\$ N/A</u>	<u>\$ 8,489.00</u>	<u>\$ 8,334.00</u>	<u>\$ 9,100.00</u>
Price		<u>\$ 417,000.00</u>	<u>\$ 815,144.00</u>	<u>\$ 818,400</u>
Data Source	<u>INSPECTION</u>	<u>TXLS#84159/COLDWELL BNKR</u>	<u>TXLS #75852/B. JOHNSON R.E.</u>	<u>TXLS#36837/HODDE R.E.</u>
Date of Sale and Time Adjustment	<u>N/A</u>	<u>12-19-2014</u>	<u>12-21-2015</u>	<u>8/11/2015</u>
Location	<u>AVERAGE</u>	<u>AVERAGE</u>	<u>AVERAGE</u>	<u>AVERAGE</u>
Site/View	<u>OPEN/WOODED</u>	<u>OPEN/WOODED</u>	<u>OPEN/WOODED</u>	<u>OPEN/WOODED</u>
Site Area	<u>TYP/98.942 AC</u>	<u>TYP/49.12 ACRES</u>	<u>TYP/97.81 ACRES</u>	<u>TYP/89.93 ACRES</u>
IMPROVEMENTS	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>	<u>NONE</u>
EASEMENT	<u>TRANS/PIPELINE</u>	<u>PAD SITE/PIPELINE</u>	<u>PAD SITE/PIPELINE</u>	<u>NONE</u>
Sales or Financing Concessions	<u>CONVENTIONAL</u>	<u>CONVENTIONAL</u>	<u>CONVENTIONAL</u>	<u>CONVENTIONAL</u>
Net Adj. (Total)		<u>Plus Minus \$</u>	<u>Plus Minus \$</u>	<u>Plus Minus \$</u>
Indicated Value of Subject		<u>Gross 0.0%</u> <u>Net 0.0%</u> <u>\$ 8,489.00</u>	<u>Gross 0.0%</u> <u>Net 0.0%</u> <u>\$ 8,334.00</u>	<u>Gross 7.7%</u> <u>Net -7.7%</u> <u>\$ 8,400.00</u>

**MARKET DATA ANALYSIS**

Comments on Market Data: A SEARCH WAS CONDUCTED THROUGH TXLS. HAR AND LANDS OF TEXAS MULTIPLE LISTING SERVICES FOR PROPERTIES IN WESTERN AUSTIN COUNTY, SOUTH WESTERN WASHINGTON COUNTY. \*\*\* See Additional Comments \*\*\*  
 Comments and Conditions of Appraisal: THE APPRAISAL IS PREPARED SUBJECT TO CONDITIONS THE APPRAISER IS CURRENTLY UNAWARE. THE INTENDED USER OF THIS APPRAISAL REPORT IS BILL JOHNSON REAL ESTATE. THE INTENDED USE IS FOR CONSIDERATION OF LISTING PROPERTY ON THE MARKET FOR SALE. \*\*\* See Additional Comments \*\*\*  
 Final Reconciliation: THE MARKET APPROACH TO VALUE REFLECTS THE ACTIONS BETWEEN BUYERS AND SELLERS ON PROPERTIES SIMILAR TO THAT OF THE APPRAISED. \*\*\* See Additional Comments \*\*\*

**RECONCILIATION**

I ESTIMATE THE MARKET VALUE, AS DEFINED, OF SUBJECT PROPERTY AS OF JUNE 30 2016 to be \$831,000  
 Appraiser(s) Kathy McKinney Review Appraiser (if applicable) ☐ Did ☐ Did Not Physically Inspect Property  
 Signature Kathy McKinney Signature \_\_\_\_\_  
 Name KATHY MCKINNEY Date 07/06/2016 Name \_\_\_\_\_  
 State TX License ☒ Certification # TX 1321159-G State \_\_\_\_\_ License ☐ Certification # \_\_\_\_\_



WOLFF ROAD

ISGREN 98.942 ACRES

SKULL CREEK ROAD

CUT-OFF ROAD

FM 389

0 500 1000 1500





1" = 500'



4 mi.

SHELBY

98.

N 0° 50' 37" V, 119.49' (No Call)  
S 46° 49' 43" E, 40.75' (No Call)

Set 1/2" Iron Rod at E. Post

N 42° 37' 15" E, 98.11' (No Call)

F. M. HIGHWAY 389

BRENNHAM  
17. mi.

841.

N 59° 23' 14" V, 841.89' (Called 3rd N 60° V)

2719.

N 61° 17' 30" E, 2719.69' (No Call)

HOUSE AREA

Set 1/2" Iron Rod at E. Post

Electric Line

Set 1/2" Iron Rod at E. Post

CUTOFF ROAD  
(PUBLIC ROAD)

1249.

N 60° 18' 45" V, 1249.74' (Called N 61-1/4° V, 447.5)

4 mi.

SHELBY

Set 1/2" Iron Rod at E. Post

S 25° 04' 18" V, 366.69' (No Call)

S 33° 14' 52" V, 232.26' (No Call)

Set 1/2" Iron Rod at E. Post

S 43° 30' 02" V, 723' (2008.37)

Set 1/2" Iron Rod at E. Post

S 43° 30' 02" V, 723' (2008.37)

Set 1/2" Iron Rod at E. Post

S 43° 30' 02" V, 723' (2008.37)

Set 1/2" Iron Rod at E. Post

S 43° 30' 02" V, 723' (2008.37)

Set 1/2" Iron Rod at E. Post

98.942 AC.  
Portion of Called  
FILED 18759  
DACT. 01/7/75  
17281 AC.

TOTAL  
17281 AC.  
(SURVEYED APRIL 17-18, 2007)

1772.

Set 1/2" Iron Rod at E. Post

N 61° 17' 30" E, 2719.69' (No Call)

Set 1/2" Iron Rod at E. Post

N 61° 17' 30" E, 2719.69' (No Call)

Set 1/2" Iron Rod at E. Post

N 61° 17' 30" E, 2719.69' (No Call)

Set 1/2" Iron Rod at E. Post

N 61° 17' 30" E, 2719.69' (No Call)

Set 1/2" Iron Rod at E. Post

N 61° 17' 30" E, 2719.69' (No Call)

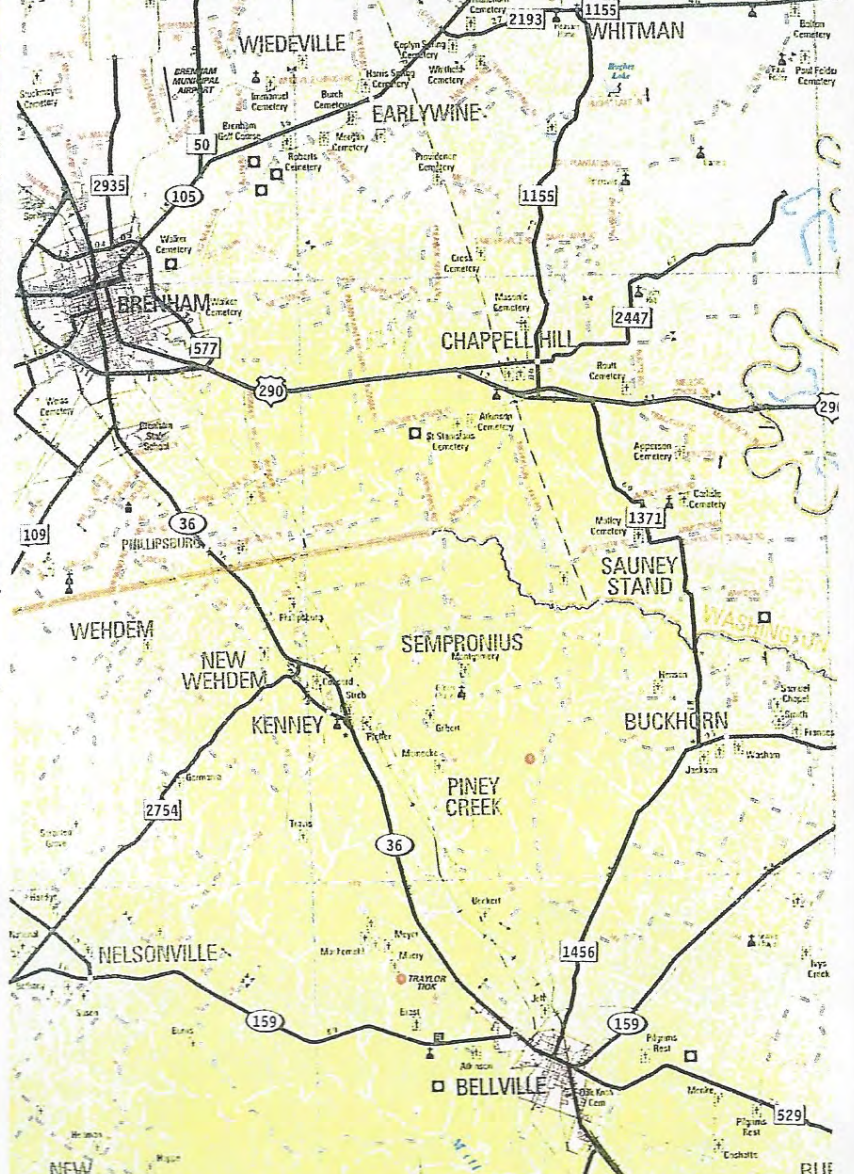
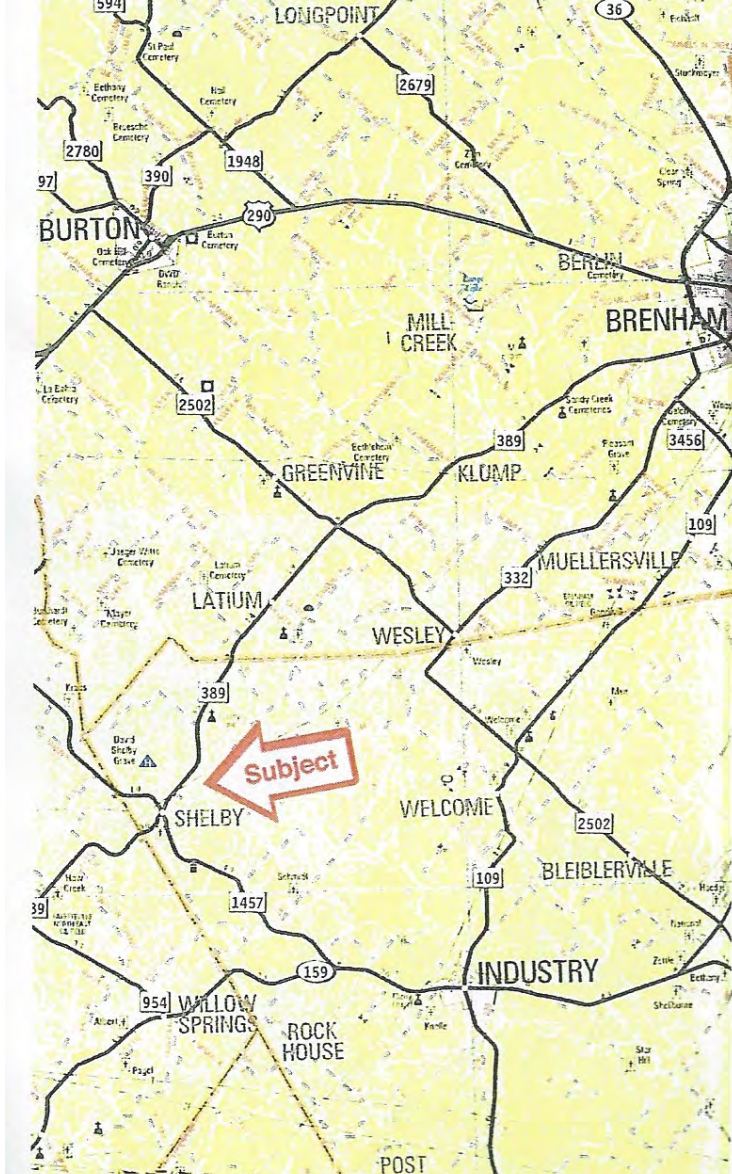
Residue of Called  
FILED 18759  
DACT. 01/7/75

Residue of Called  
FILED 18759  
DACT. 01/7/75

CARL E. LEBLANC, ET UX  
CALL 18759 AC.  
FILED 00487 DACT.

- NOTES: 1) The tract of land shown hereon lies within Zone 14. Areas determined to be outside the 500-year flood plain are shown in yellow. The area shown in yellow is not to be included in the 500-year flood plain. The area shown in yellow is not to be included in the 500-year flood plain.
- 2) Backsight bearings are based on the called bearing of N 43° 30' 02" E, used in the description of the 2173 acre tract recorded in Volume 946, Page 408 DACT.
- 3) Reference is hereby made to notes and bounds description of the subject tract, prepared this day.
- 4) That Right-of-way Easement to Fayette Electric Corp., Inc. recorded in File # 01248 DACT.
- 5) Those easements to West End Water Supply Corp., recorded in Volume 429, Page 401 DACT, Volume 429, Page 407 DACT, and Volume 267, Page 921 DACT, are not described well enough to be shown on this map and are shown as dashed lines within the white lines.





# Skull Creek Ranch

From Shelby, take FM 389 east .4 miles and turn right on Cut-Off Road. The property is located on the left side (east side) of Cut-Off Road. Look for Bill Johnson & Associates Real Estate Sign.

Bill Johnson & Associates Real Estate Company  
 420 East Main, Bellville, Texas 77418  
 379-865-5969 | 281-463-3791 | 979-992-2636  
[www.bjre.com](http://www.bjre.com)





# Information About Brokerage Services

11-2-2015

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

## 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.

<u><b>BJRE Holdings L.L.C.</b></u>	<u><b>9004851</b></u>	<u><b>kzapalac@bjre.com</b></u>	<u><b>(979) 865-5969</b></u>
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone

<u><b>William R. Johnson, Jr.</b></u>	<u><b>127410</b></u>	<u><b>billjohnson@bjre.com</b></u>	<u><b>(979) 865-5969</b></u>
Designated Broker of Firm	License No.	Email	Phone

<u><b>William R. Johnson, Jr.</b></u>	<u><b>127410</b></u>	<u><b>billjohnson@bjre.com</b></u>	<u><b>(979) 865-5969</b></u>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone

_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone
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Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

**Regulated by the Texas Real Estate Commission**

**Information available at [www.trec.texas.gov](http://www.trec.texas.gov)**

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