



INTERSTATE FREEWAY 410 (193,917 VPD)

CALLAGHAN ROAD (30,267 VPD)

6402-6410 CALLAGHAN ROAD

6402-6410 CALLAGHAN ROAD, SAN ANTONIO, TEXAS 78229

Marcus & Millichap



6402-6410 CALLAGHAN ROAD

6402-6410 CALLAGHAN ROAD, SAN ANTONIO, TEXAS 78229

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District Manager

Broker of Record

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Marcus & Millichap



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Prospective purchasers are encouraged to visit the subject property prior to submitting offers. However, all property tours must be arranged with the Marcus & Millichap listing agent in advance. PLEASE DO NOT CONTACT ONSITE MANAGEMENT, STAFF OR TENANTS WITHOUT PRIOR APPROVAL.

6402-6410 CALLAGHAN ROAD

6402-6410 CALLAGHAN ROAD, SAN ANTONIO, TEXAS 78229

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EXECUTIVE SUMMARY

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OFFERING OVERVIEW

6402-6410 CALLAGHAN ROAD

6402-6410 CALLAGHAN ROAD, SAN ANTONIO, TEXAS 78229

OFFERING PRICE

\$1,500,000

SUMMARY

Price	\$1,500,000
Price/SF	\$275.23
Total Size (Gross Acres)	0.48 Acres
Total Size (Gross Square Feet)	5,450 SF





PROPERTY DETAILS

6402-6410 CALLAGHAN ROAD

Property Address	6402-6410 Callaghan Road San Antonio, Texas 78229
Parcel Number	13914-001-0210
Square Footage	5,450 SF
Number of Units	4
Occupancy	100%
Year Built	1978
Lot Size	0.48 Acres
Zoning	C-3
Type of Ownership	Fee Simple
Parking	30 Surface Spaces

**** New roof recently installed.**





INVESTMENT HIGHLIGHTS

IMMEDIATELY ACCESSIBLE OFF I-410

Direct access off Interstate 410 (193,917 VPD) at Callaghan Road, which provides average traffic counts of 30,267 vehicles per day. Minutes from the primary medical corridor, which includes the South Texas Medical Center, San Antonio's University Hospital Health System, as well as the Audie L. Murphy VA Hospital and more.

DESIRABLE NORTHWEST SUBMARKET

Extremely dense residential population in the surrounding three-mile radius consists of nearly 160,000 residents. Very low 4.9% vacancy rate in this submarket with average NNN asking rents of \$17.67 per square foot, significantly higher than the majority of the current tenancy of the Subject Property which averages \$16.17 per square foot currently if viewed as an NNN leased investment.

EASE OF MANAGEMENT

Tenants responsible for all utilities directly, including electric, sewer and water. Current gross lease structure facilitates a minimal requirement of effort on the part of the Landlord.

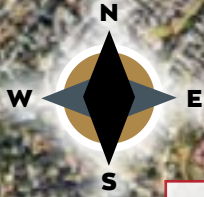
NEW ROOF RECENTLY INSTALLED

Further reduction of Landlord requirements due to the recently replaced roof (2018). Brick exterior. Two points of ingress/egress at the front of the building plus additional parking in the back.

VALUE ADD INVESTMENT OPPORTUNITY

Near-term lease renewals and expiration dates enable an investor the opportunity to re-structure tenant leases consistent with higher surrounding submarket rents and increase NNN recovery associated with property taxes and insurance.





Walmart Supercenter
CINEMARK
McDonalds
Party City
Domino's Pizza
Wendy's
SAMS CLUB
PETSMART
SUBWAY
golden corral

AUDIE L. MURPHY
MEMORIAL VA HOSPITAL

Wendy's
McDonalds
SUBWAY
TACO BELL
Bank of America
Walgreens
7 ELEVEN
GOLD'S GYM

CALLAGHAN ROAD (30,267 VPD)

6402
CALLAGHAN
ROAD

INTERSTATE FREEWAY 410 (193,917 VPD)

INTERSTATE FREEWAY 10 (215,136 VPD)

IHOP
VALERO
BEST BUY
Schlotzsky's
PETCO
BARNES & NOBLE BOOKSELLERS
BIG TIRES
Jason's Deli
DAVID'S BRIDAL
MATTRESS FIRM
DOLLAR TREE
SKECHERS

THE HOME DEPOT

goodwill
Conn's HomePlus
CVS

Pizza Hut
SUBWAY
Starbucks

WHATABURGER
Red Lobster
EBSA
Kindred Healthcare
Labor On Demand

POPEYES
LOUISIANA KITCHEN
enterprise
K
Best Western
QUALITY INN & SUITES

ST. LUKE
CATHOLIC CHURCH

Target
Jack in the Box
WHATABURGER
CVS pharmacy
Hobby Lobby
Mazda
EZ PAWN
Burlington
McDonalds
Office DEPOT
DOLLAR TREE
AutoZone

FLYING SAUCER
TOYOTA
SALLY BEAUTY
H-E-B
U-HAUL
T-Mobile
enterprise
FedEx Office
jiffy lube
Office DEPOT
GameStop
Bank of America
Print & Ship Services



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UNIVERSITY HOSPITAL
UNIVERSITY HEALTH SYSTEM



UTHSCSA SCHOOL
OF NURSING



CALLAGHAN ROAD (30,267 VPD)



6402
CALLAGHAN
ROAD

FINANCIAL ANALYSIS



Marcus & Millichap

FINANCIAL OVERVIEW

6402-6410 CALLAGHAN ROAD

6402-6410 CALLAGHAN ROAD, SAN ANTONIO, TEXAS 78229

OFFERING PRICE

\$1,500,000

OVERVIEW

Offering Price	\$1,500,000
Price S/F (GLA)	\$275.23
Net Operating Income	\$82,372
Gross Leasable Area (GLA)	5,450 SF
Lot Size	0.48 Acres
Year Built	1978



Quizno's



SUBS

6408



**MONDAY TRIPLE
SUB DEAL**
Every Monday after 2 pm



STORE HOURS



**MOVIE
PRIMETIME**



Quizno's
Q
STOP! GET TO

FINANCIAL OVERVIEW

SUMMARY

Offering Price	\$1,500,000
Net Operating Income	\$82,372
CAP Rate	5.49%
Price S/F (GLA)	\$275.23

PROPOSED FINANCING

New Loan	\$975,000
Down Payment	\$525,000
Loan to Value	65%
Interest Rate	4.35%
Term	7 Years
Amortization Period	25 Years
Loan Constant	6.57%
Annual Debt Service Payment	\$64,040
Debt Coverage Ratio	1.29
Year 1 Net Cash Flow After Debt Service	\$18,332
Principal Reduction	\$22,064
Total Annual Return	\$40,396

RETURNS

YEAR 1

CAP Rate	5.49%
Cash-on-Cash	3.49%
Total Annual Return	7.69%

FINANCING QUOTE PROVIDED BY:

NICK GRAY (MMCC)

NICK.GRAY@MARCUSMILLICHAP.COM

702.215.7144

\$525K

DOWN PAYMENT

\$975K

LOAN AMOUNT

4.35%

INTEREST RATE

(SUBJECT TO MARKET

FLUCTUATION)



ANNUAL OPERATING DATA	YEAR 1	PSF
Scheduled Base Rental Income	\$114,852	\$21.07
Total NNN Reimbursement Income	\$0	\$0
General Vacancy Factor (5% of EGR)	(\$5,743)	(\$1.05)
Effective Gross Revenue	\$109,109	\$20.02
Less: Operating Expenses	(24.5%) \$26,737	\$4.91
Net Operating Income	\$82,372	\$15.11
Cash Flow	\$82,372	\$15.11
Debt Service	(\$64,040)	(\$11.75)
Net Cash Flow After Debt Service	(3.49%) \$18,332	\$3.36
Principal Reduction	\$22,064	\$4.05
Total Return	(7.69%) \$40,396	\$7.41

OPERATING EXPENSES	YEAR 1	PSF
CAM	\$818	\$0.15
Insurance	\$4,102	\$0.75
Real Estate Taxes (2019)	\$17,454	\$3.20
Management Fee (@ 4%)	\$4,364	\$0.80
Total Expenses	\$26,737	\$4.91

Tenants are directly responsible for utilities services payments, including electricity, sewer and water.

RENT ROLL

SUITE	TENANT	SIZE (SF)	GLA %	LEASE TYPE	ANNUAL RENT PSF (GROSS)	ANNUAL RENT PSF (IF NNN)	CURRENT MONTHLY RENT	CURRENT ANNUAL RENT	EXPENSE REIMBURSEMENTS
6502	My Bar	1,450	26.6%	GROSS	\$33.10	\$28.20	\$4,000	\$48,000	- 0 -
6404	Tattoo Parlor	1,500	27.5%	GROSS	\$15.60	\$10.69	\$1,950	\$23,400	- 0 -
6408	Quizno's Subs	1,750	32.1%	GROSS	\$17.14	\$12.24	\$2,500	\$30,000	- 0 -
6410	Aizza's Dry Cleaner (DROP OFF ONLY)	750	13.8%	GROSS	\$17.94	\$13.03	\$1,121	\$13,452	- 0 -
4 Tenants		5,450 SF	100%		AVG \$21.07	AVG \$16.17	\$9,571	\$114,852	- 0 -



INTERSTATE FREEWAY 410 (193,917 VPD)

6402
CALLAGHAN
ROAD



CALLAGHAN ROAD (30,267 VPD)

12 minutes from the
San Antonio International Airport

DEMOGRAPHICS

2018 ESTIMATE	1 MILE	3 MILES	5 MILES
Population	12,364	159,625	393,332
Households	5,316	65,726	152,970
Average HH Income	\$66,512	\$53,608	\$57,997



20,177

Daytime Population



34.30

Median Age

84.88%

High School or Higher

28.49%

Bachelor's Degree or Higher

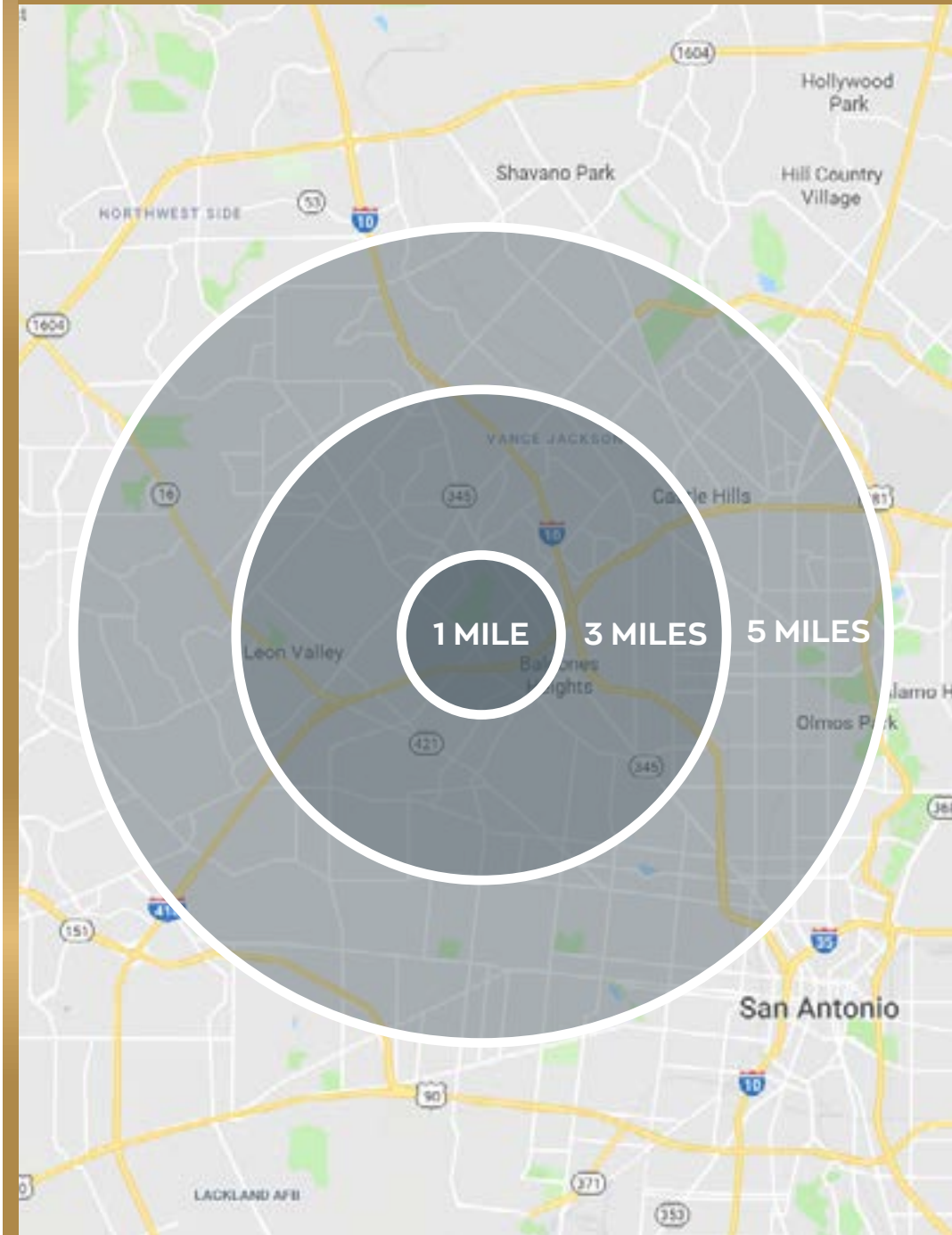
11.43%

Graduate or Professional Degree



2.26

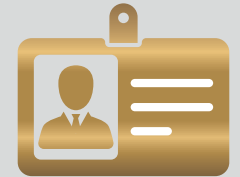
Average Household Size





DEMOGRAPHICS SUMMARY

In 2018, there are 13,308 employees in your selected area, this is also known as the daytime population. The 2000 Census revealed that 74.33% of employees are employed in white-collar occupations in this geography, and 25.70% are employed in blue-collar occupations. In 2018, unemployment in this area is 4.03%.



The median housing value in your area was \$152,048 in 2018, compare this to the US average of \$201,842. In 2000, there were 2,185 owner occupied housing units in your area and there were 3,081 renter occupied housing units in your area. The median rent at the time was \$517.



The current year racial makeup of your selected area is as follows: 73.60% White, 5.47% Black, 0.05% Native American and 5.13% Asian/Pacific Islander. Compare these to US averages which are: 70.20% White, 12.89% Black, 0.19% Native American and 5.59% Asian/Pacific Islander. People of Hispanic origin are counted independently of race. People of Hispanic origin make up 66.32% of the current year population in your selected area. Compare this to the US average of 18.01%.



In 2018, the median household income for your selected geography is \$43,937, compare this to the US average which is currently \$58,754. The median household income for your area has changed by 21.67% since 2000. It is estimated that the median household income in your area will be \$50,735 five years from now, which represents a change of 15.47% from the current year.



POPULATION	1 MILE	3 MILES	5 MILES
2023 Projection	12,364	163,008	401,682
2018 Estimate	12,343	159,625	393,332
2010 Census	11,723	148,912	365,801
2000 Census	12,554	141,970	347,317
Current Daytime Population	20,177	218,197	434,290

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Under 20	23.69%	25.04%	26.10%
20 to 34 Years	27.45%	28.71%	26.57%
35 to 39 Years	6.96%	7.06%	6.94%
40 to 49 Years	11.02%	10.99%	11.49%
50 to 64 Years	15.97%	15.17%	15.93%
Age 65+	14.91%	13.04%	12.96%
Median Age	34.30	32.84	33.35

POPULATION EDUCATION LEVEL	1 MILE	3 MILES	5 MILES
2018 Estimate Population Age 25+	8,449	106,300	249,555
Elementary (0-8)	4.94%	6.18%	8.12%
Some High School (9-11)	8.66%	9.47%	10.23%
High School Graduate (12)	23.24%	26.74%	25.98%
Some College (13-15)	26.32%	24.57%	22.96%
Associate Degree Only	6.83%	7.17%	6.64%
Bachelors Degree Only	17.06%	15.72%	15.33%
Graduate Degree	11.43%	8.09%	8.36%





HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2023 Projection	5,393	68,633	160,412
2018 Estimate	5,316	65,726	152,970
2010 Census	5,034	61,162	142,078
2000 Census	5,266	57,858	131,462

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
\$150,000 or More	7.19%	3.26%	4.47%
\$100,000 - \$149,000	7.87%	7.53%	8.55%
\$75,000 - \$99,999	9.86%	9.87%	10.40%
\$50,000 - \$74,999	19.77%	19.65%	19.55%
\$35,000 - \$49,999	15.93%	16.61%	15.62%
Under \$35,000	39.40%	43.08%	41.41%
Average Household Income	\$66,512	\$53,608	\$57,997
Median Household Income	\$43,937	\$40,441	\$42,457
Per Capita Income	\$28,862	\$22,299	\$22,700

HOUSEHOLDS BY EXPENDITURE	1 MILE	3 MILES	5 MILES
Total Average Household Retail Expenditure	\$57,742	\$53,616	\$56,480
Average Household Housing Expenditure	\$15,253	\$14,257	\$14,925
Average Household Transportation Expenditure	\$11,509	\$10,816	\$11,412
Average Household Food Expenditure	\$5,948	\$5,675	\$5,943
Average Household Health Care Expenditure	\$3,580	\$3,214	\$3,418
Average Household Entertainment Expenditure	\$2,275	\$2,133	\$2,283



ST. LUKE
CATHOLIC CHURCH



INTERSTATE FREEWAY 410 (193,917 VPD)

6402
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CALLAGHAN ROAD (30,267 VPD)

MARKET OVERVIEW



Marcus & Millichap

MARKET OVERVIEW

SAN ANTONIO

The San Antonio metro is located in the southern portion of central Texas, covering 412 square miles and straddling the Interstate 35 Corridor, one of the fastest-growing areas in the lone star state.

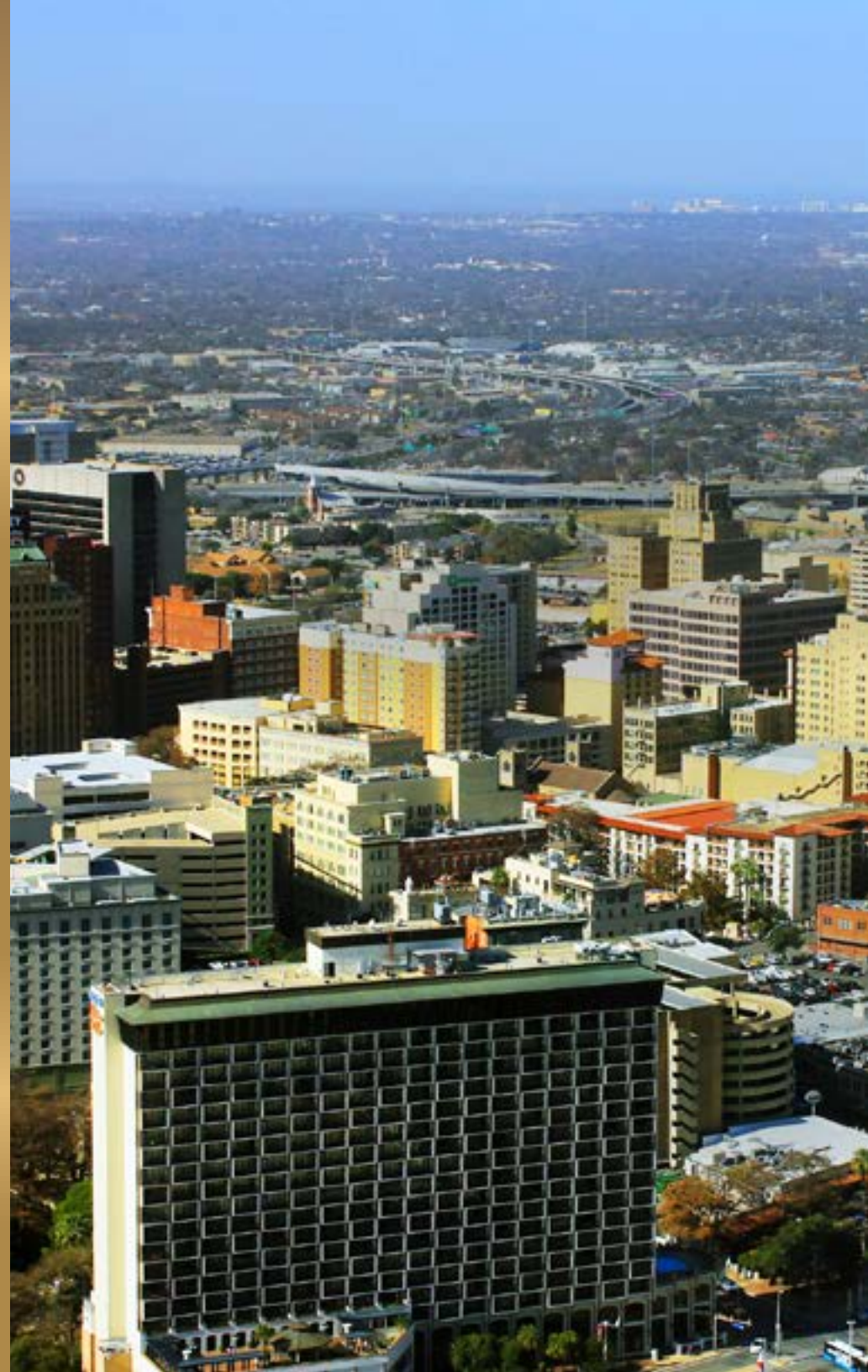
The area is further enhanced by an extensive transportation network that provides shipping options to domestic and international markets as well as the Eagle Ford Shale formation that runs through Atascosa and Wilson counties. San Antonio is the most populous city in the metro area, housing more than 1.4 million residents.



The metro is maintaining population growth and household formation well above the national level and generating the need for housing options.



More than 47,000 jobs are expected to be created through 2022. Many positions will be related to Eagle Ford, one of the largest oil and gas developments in the world.





SAN ANTONIO METRO AREA

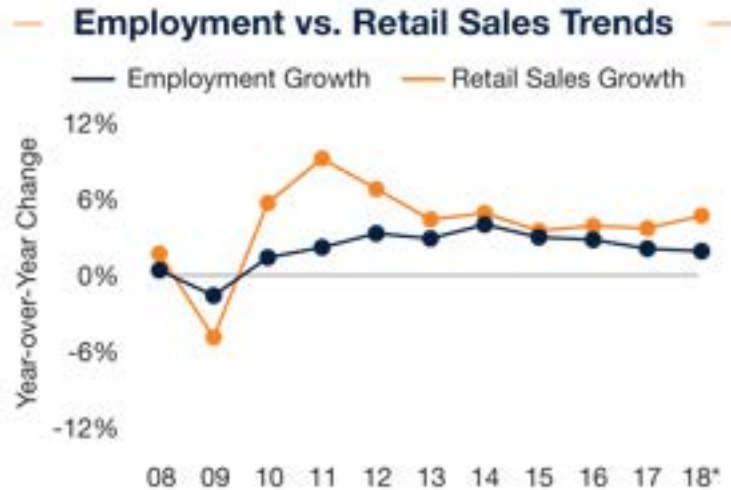
Retailers concentrate on existing space as demand outweighs limited supply this year.

Steady employment growth has resulted in a healthy stream of new residents to San Antonio over the past several years, encouraging retailers to expand. Developers have struggled to keep pace with robust tenant demand, and vacancy has tightened 100 basis points below the national average. Completions dip for a second consecutive year in 2018, as deliveries remain less than half of the 10-year average, and expanding retailers will be forced to compete for limited space in existing centers. As a result, the vacancy rate remains on a downward spiral this year.

Vacancy tightest in submarkets with minimal new supply.

Developers have completed nearly 4.6 million square feet of retail space in northern submarkets since 2012, compared with approximately 2.4 million square feet throughout the rest of the metro during the span. Scant completions elsewhere in the market have resulted in vacancy retreating well below the overall average for eight out of 12 submarkets. While completions remain heavy in the north, vacancy stays above the metrowide average through the rest of the year.

SAN ANTONIO METRO AREA



1.8%

Increase in Total Employment Y-O-Y

The construction and trade, transportation and utilities sectors added 4,400 and 3,800 positions, respectively, over the past year, leading employment gains. These additions contributed to total job creation of 18,400 during the past 12 months.

The unemployment rate sank 70 basis points during the past four quarters to 3.4 percent.



743,000

Squared Feet Completed Y-O-Y

Developers completed 66,000 square feet of space during the first quarter of the year as the pace of deliveries slows during 2018. More than 175,000 square feet was brought online in the first three months last year.

Nearly 300,000 square feet of retail space is underway in the northern portion of the metro as deliveries remain concentrated through the remainder of the year.



40

Basis Point Decrease In Vacancy Y-O-Y

A reduced level of deliveries has been met with still strong demand, driving retail vacancy down to 4.0 percent in the first quarter. This rate matches a cyclical low recorded in 2016.

Vacancy in North Central and Northeast San Antonio are some of the highest in the metro, at 5.4 percent and 4.9 percent, respectively.



3.4%

Decrease In the Average Asking Rent Y-O-Y

The average asking rent reached its highest level since the recession during the first quarter last year but has since retreated to \$15.18 per square foot.

Absorption of existing square footage has resulted in the space available for lease primarily in older buildings in need of upgrades or repositioning, prompting the decline in marketed rents since March of last year.

ECONOMY

- The economy is anchored by the industries of healthcare, tourism and national defense.
- The Eagle Ford Shale deposit has contributed to the diversification of jobs into the energy sector. Valero's corporate headquarters are here, as well as NuStar Energy, Halliburton, NOV, Baker-Hughes and Tesoro.
- Lackland Air Force Base, Randolph Air Force Base, Fort Sam Houston and Camp Bullis are among the many military installations located in the metro.
- An important component of the healthcare industry is South Texas Medical Center, a conglomerate of hospitals, clinics and research and higher-education facilities.

SHARE OF 2017 TOTAL EMPLOYMENT



Leisure and Hospitality

13%



Construction

5%



Trade, Transportation and Utilities

17%



Financial Activities

8%



Professional and Business Services

13%



Other Services

4%



Government

17%



Manufacturing

5%



Education and Health Services

16%



Information

2%

MAJOR AREA EMPLOYERS

South Texas Medical Center

USAA

Wells Fargo

Baptist Health System

Southwest Research Institute

Methodist Healthcare System

SPORTS



EDUCATION



ARTS & ENTERTAINMENT



PORTFOLIO:

SAN ANTONIO ASSETS

[6025 Tezel Road \(Timber Plaza\)](#) **SOLD**

[6504 Bandera Road \(Alamo Pets Center\)](#)

[6501 Bandera Road \(Seneca Plaza\)](#)

5403 Jackwood Drive

[5402 Glen Ridge Drive](#)

5440 Evers Road

[6402 Callaghan Road](#)

5719 W Commerce Street

~~7475 Military Drive~~ **SOLD**

1303 Castroville

1158-1166 S General McMullen

5028-5040 Military Drive

3632 SW Military Drive

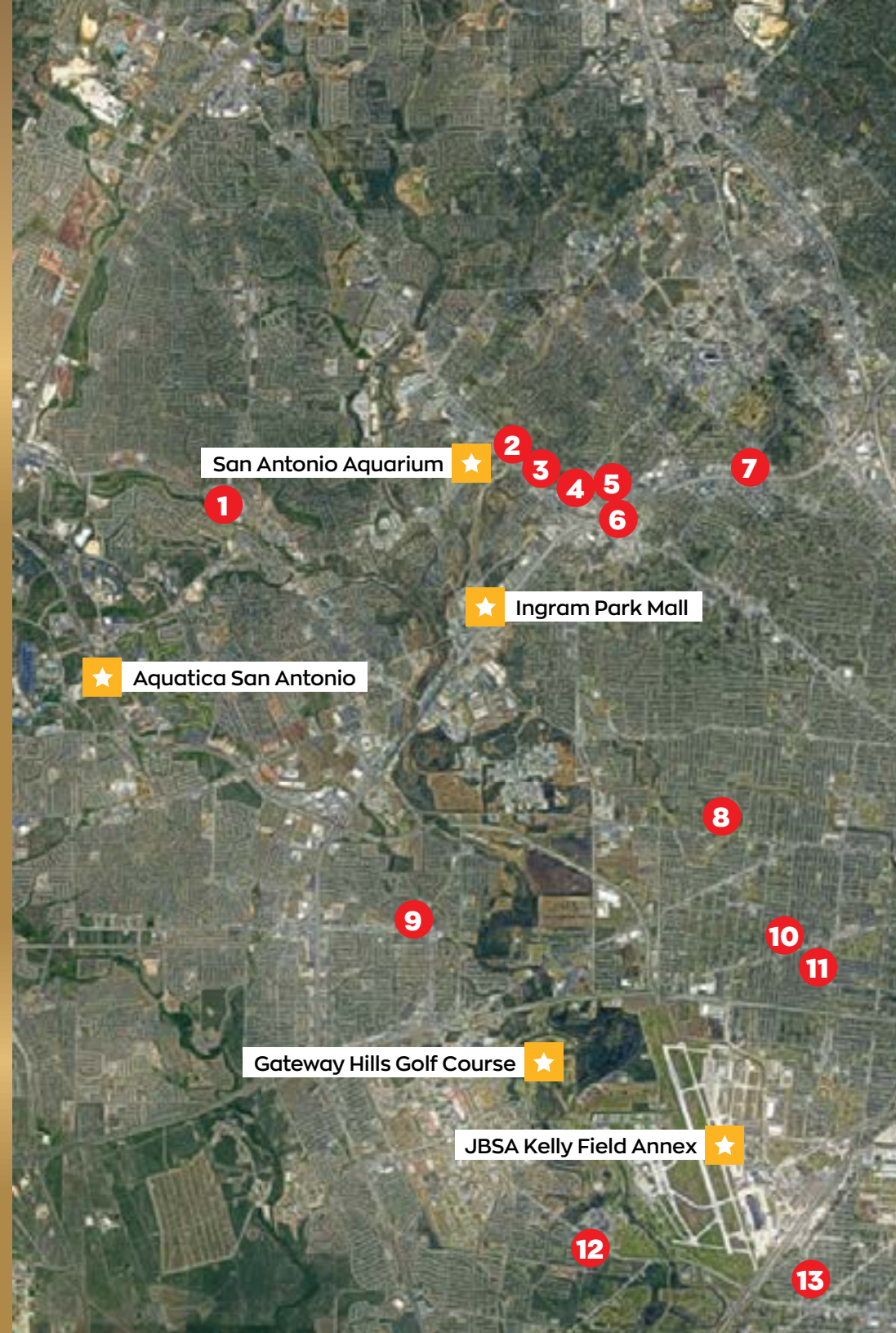
[1210 Pat Booker Road](#)

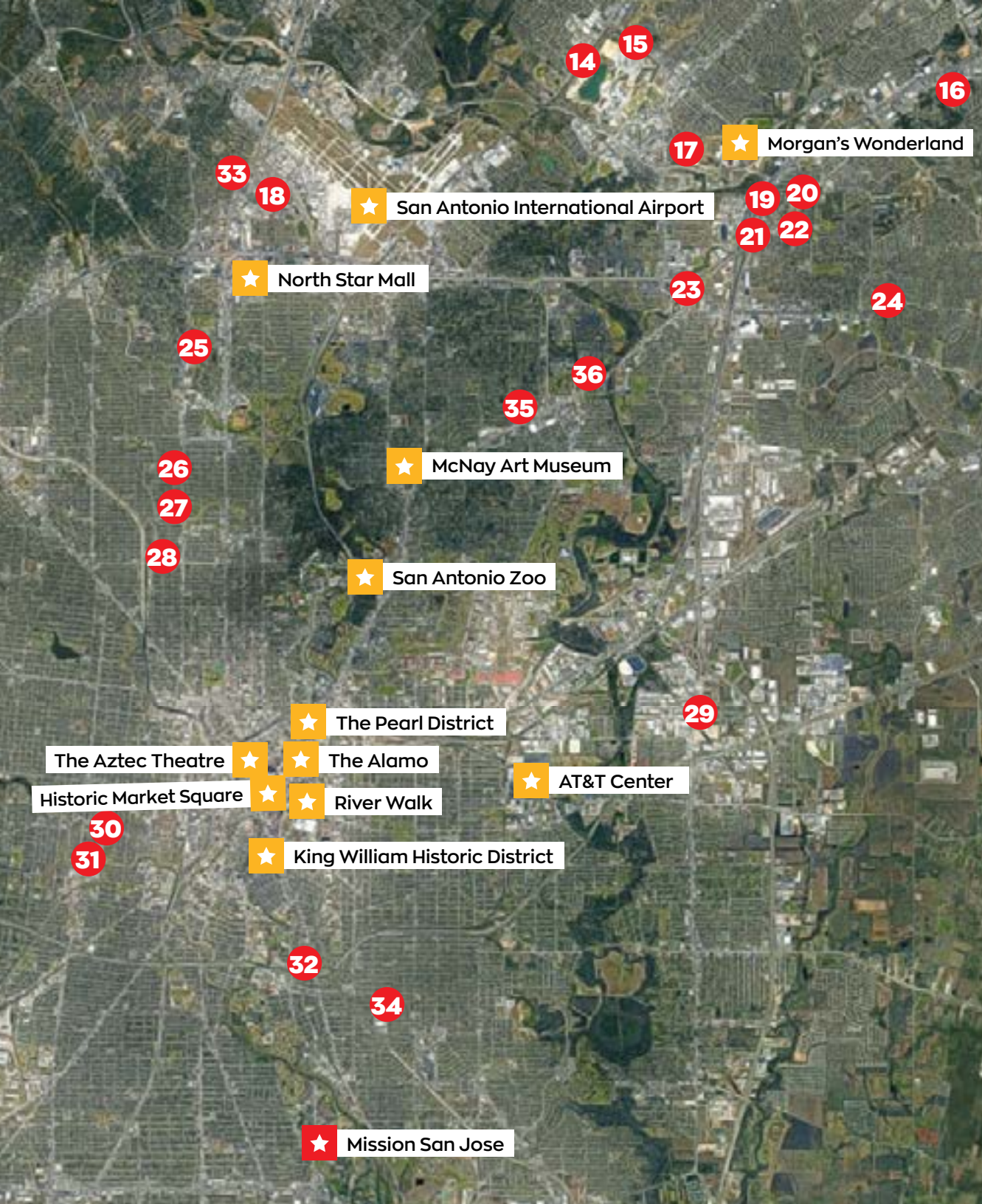
(far East San Antonio -falls off the city map)

3751 Loop 1605

(far East San Antonio -falls off the city map)

[VIEW OTHER LISTINGS](#)





12573 Wetmore Road	14
3965 Thousand Oaks Drive	15
SOLD 12107 Teepperwein Road	16
<u>SOLD 10712 Perrin Bietel Road</u>	17
<u>747 Isom Road</u>	18
<u>5103 Randolph Boulevard</u>	19
<u>5520 Randolph Boulevard</u>	20
<u>5042 Sherri Ann Road</u>	21
<u>5170 Randolph Boulevard</u>	22
2818 NE Loop 410	23
<u>6206 Montgomery Drive</u>	24
<u>5510 Blanco Road</u>	25
<u>3503 Blanco Road</u>	26
<u>3321 Blanco Road</u>	27
<u>1124-1136 Hildebrand</u>	28
113-115 Lula Mae	29
SOLD 2702 W Commerce Street	30
SOLD 2710 W Commerce Street	31
SOLD 2602-2620 S Presa Street	32
<u>10200 San Pedro Avenue</u>	33

Allstate

ACCOUNT AGENT
JOE DE LUCA
377-2033

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6404

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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.

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Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

SPECIAL COVID-19 NOTICE

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

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