

# LAND FOR SALE

## 2.4 - 22 ACRES – THE WOODLANDS

8626 – 8912 West Lane, Magnolia, TX 77354

**BERKSHIRE  
HATHAWAY**  
HomeServices  
**Anderson Properties**  
COMMERCIAL DIVISION



ADDITIONAL 5 ACRES MAY BE AVAILABLE

|                       |                                |
|-----------------------|--------------------------------|
| <b>SALE PRICE:</b>    | <b>\$5,649,999</b>             |
| <b>PRICE/SF/ACRE:</b> | <b>\$5.88 / \$256,120</b>      |
| <b>LOT SIZE:</b>      | <b>22.06 Acres</b>             |
| <b>DIVISIBLE:</b>     | <b>2.4 Acres</b>               |
| <b>LAND GRADE:</b>    | <b>Level/Partially Wooded</b>  |
| <b>CROSS STREETS:</b> | <b>FM 2978 &amp; West Lane</b> |

### PROPERTY OVERVIEW

22 Acres of land just 0.5 miles from Woodlands Parkway and just off FM 2978. Consists of 5 adjacent properties, divisible to 2.4 Acres, in a great location for development of Office, Retail, Recreational, Apartment, Special Purpose facilities, or Corporate Headquarters. Also a wonderful location for a Place of Worship in the very attractive area of The Woodlands. An additional 5 acres may be available. The area is rapidly changing from Single-Family Residential 5-Acre lots to Multi-family, Apartments, Specialty Properties & Office Buildings. Great Demographics! Projected Average Household Income in 10 mile radius in 2019 is \$188,054.

### PROPERTY FEATURES

- ❖ Very Desirable Location...Great Demographics!
- ❖ 22 Acres with all Utilities Available
- ❖ Priced Right for the Area!
- ❖ Close to Fine Dining, Shopping & Entertainment
- ❖ Perfect for Development
- ❖ Direct Access to Woodlands Pkwy Leading to I-45

**RICK STALLINGS TEAM**  
**713.503.0808 | 281.203.9194**  
**9303 New Trails, Suite 300, The Woodlands, TX 77381**

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— 2019 —  
**FORTUNE'S 10  
MOST ADMIRED  
COMPANIES IN  
THE WORLD**



**RICK STALLINGS TEAM**

713.503.0808  
281.203.9194



Rick Stallings, MBA



Pouya Tiraie



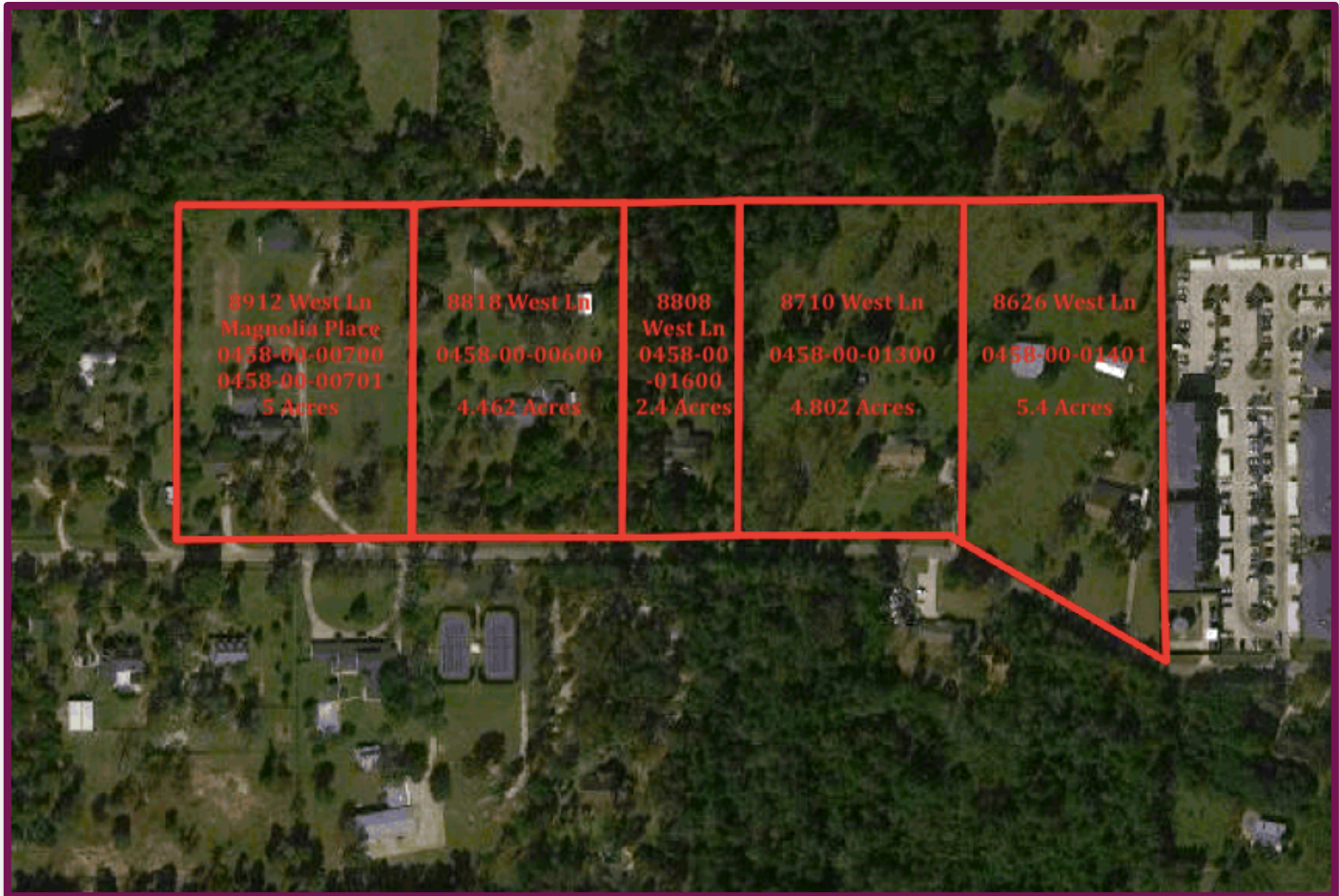
Dawn Rogers  
Office Manager

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**LEVEL GRADE**



**PARTIALLY WOODED**

**ALL UTILITIES**

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## West Lane Lots

|                |            |             |
|----------------|------------|-------------|
| 8626 West Lane | 5.40 Acres | \$1,200,000 |
| 8710 West Lane | 4.80 Acres | \$1,500,000 |
| 8808 West Lane | 2.40 Acres | \$850,000   |
| 8818 West Lane | 4.46 Acres | \$999,999   |
| 8912 West Lane | 5.00 Acres | \$1,100,000 |

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|                |             |             |
|----------------|-------------|-------------|
| West Lane Lots | 22.06 Acres | \$5,649,999 |
|----------------|-------------|-------------|

|                |            |                  |
|----------------|------------|------------------|
| 8916 West Lane | 5.00 Acres | May be Available |
|----------------|------------|------------------|

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## Places Nearby

### RESTAURANTS/RETAIL

Perry's Steakhouse  
Fogo de Chao Brazilian  
Flemings  
TRIS Restaurant  
Truluck's Seafood & Steak  
Robards  
Peli Peli  
Kirby's Prime  
Waterway Dining Establishments  
The Woodlands Mall  
Market Street Establishments



### ENTERTAINMENT/SPORTS

Cynthia Woods Mitchell Pavilion  
Waterway Arts Festival  
Waterway Seasonal Festivals  
Play Street Museum  
I-Fly  
The Woodlands Country Club Tournament Course  
The Golf Trails at The Woodlands  
Augusta Pines Golf Club  
Jurassic Quest  
Nancy Bock Center for Performing Arts



### COMPANY HEADQUARTERS/ LARGE EMPLOYERS

Anadarko Petroleum  
Hewitt Associates  
Memorial Hermann  
Lone Star College  
Baker Hughes  
Huntsman Company  
Woodforest National Bank  
Chevron Phillips Chemical  
Maersk Line  
The Woodlands Resort/Conference Center  
St. Lukes Medical Center  
U.S. Oncology Holdings



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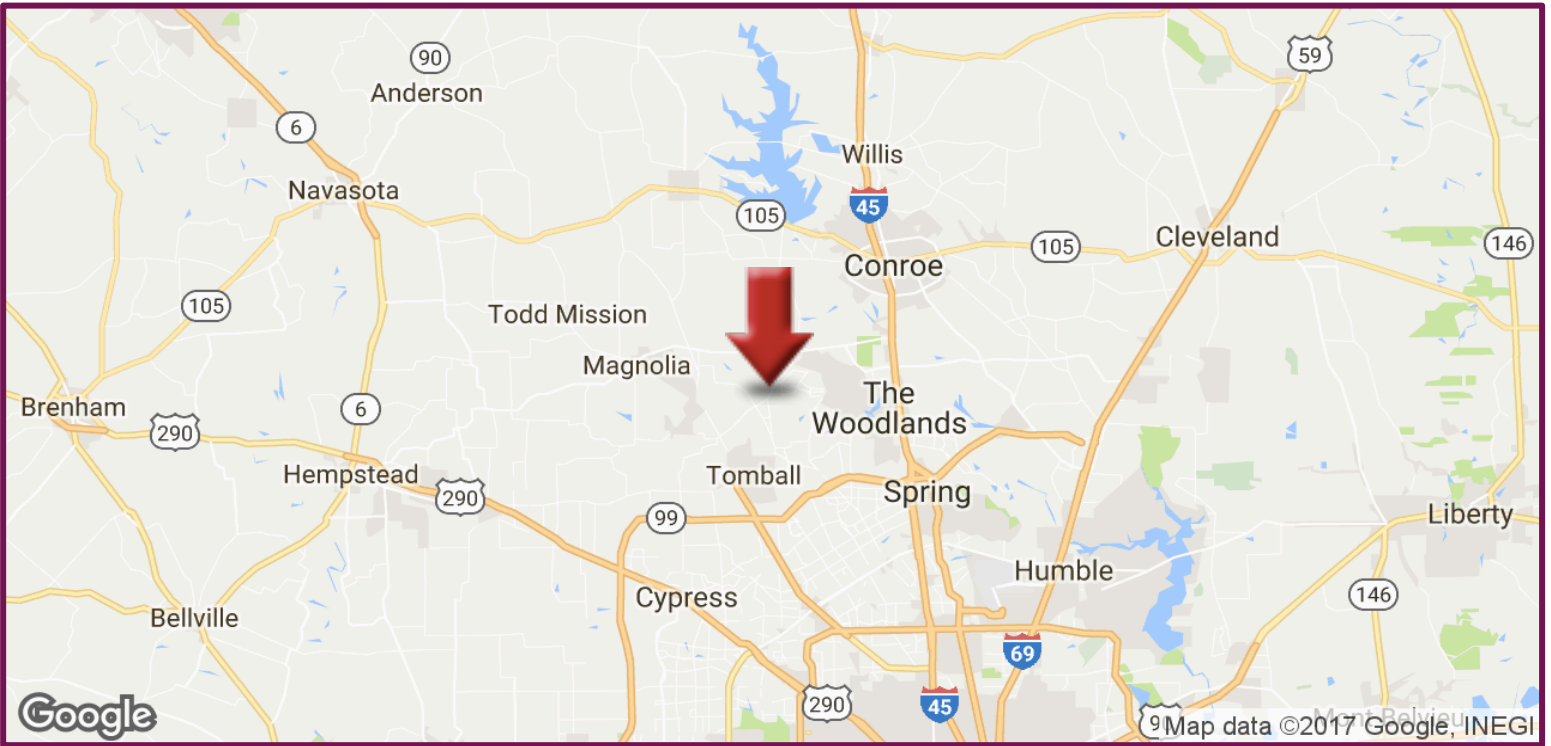
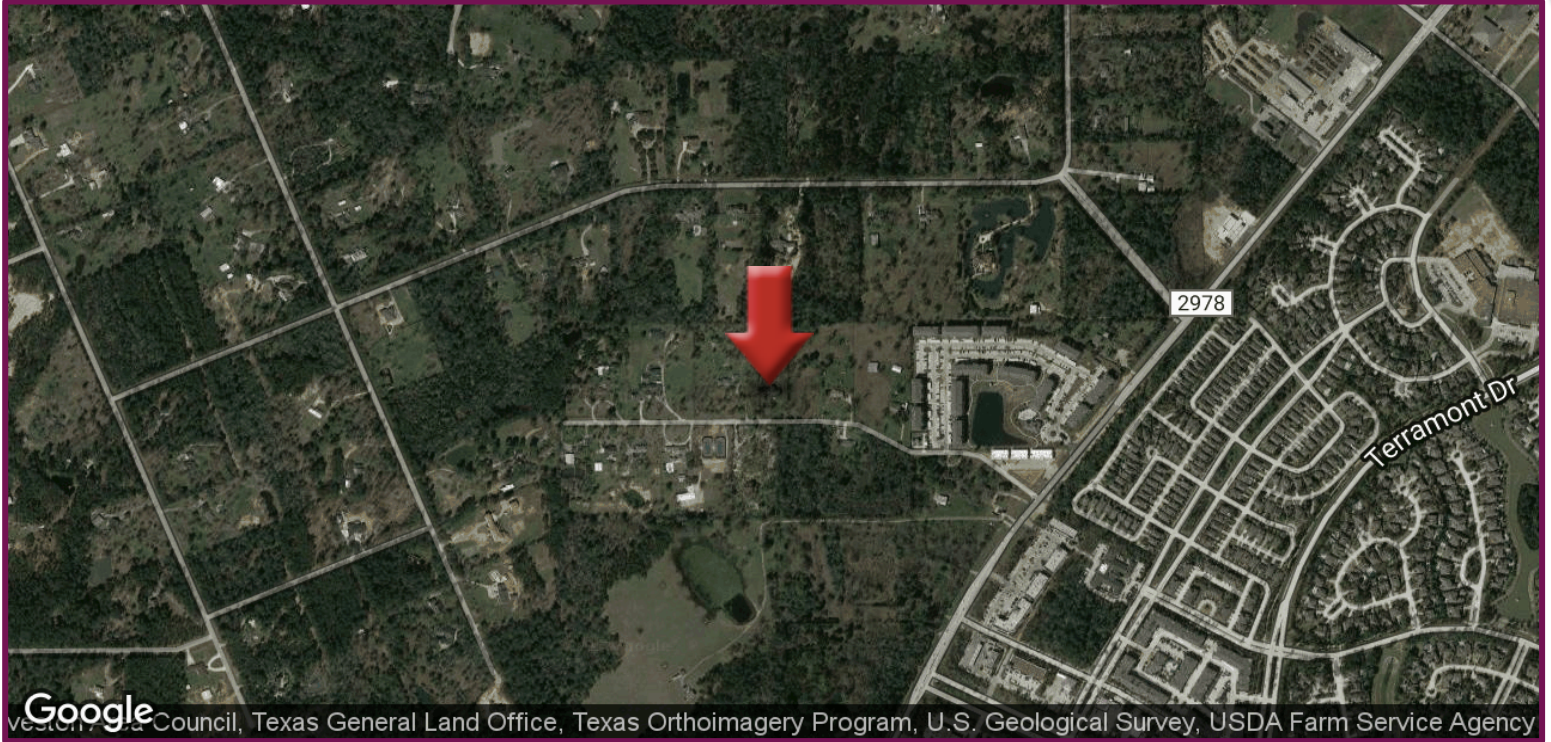
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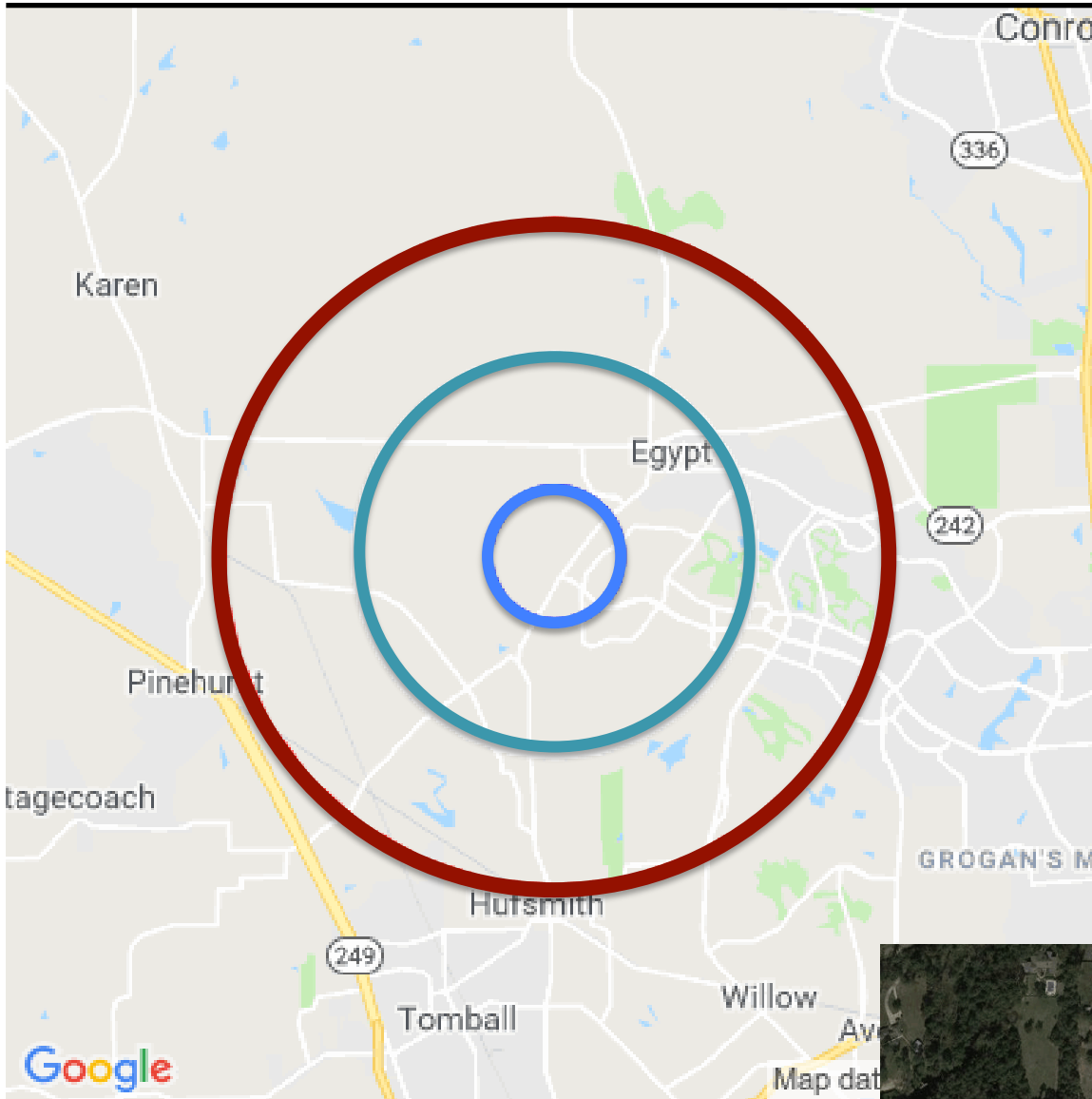
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## Demographic Report



- 1 Mile
- 3 Miles
- 5 Miles

### 2- 22 Acres near the Woodlands

#### Population



| Distance | Male   | Female | Total  |
|----------|--------|--------|--------|
| 1- Mile  | 1,871  | 1,919  | 3,790  |
| 3- Mile  | 17,759 | 18,229 | 35,988 |
| 5- Mile  | 38,760 | 39,573 | 78,333 |



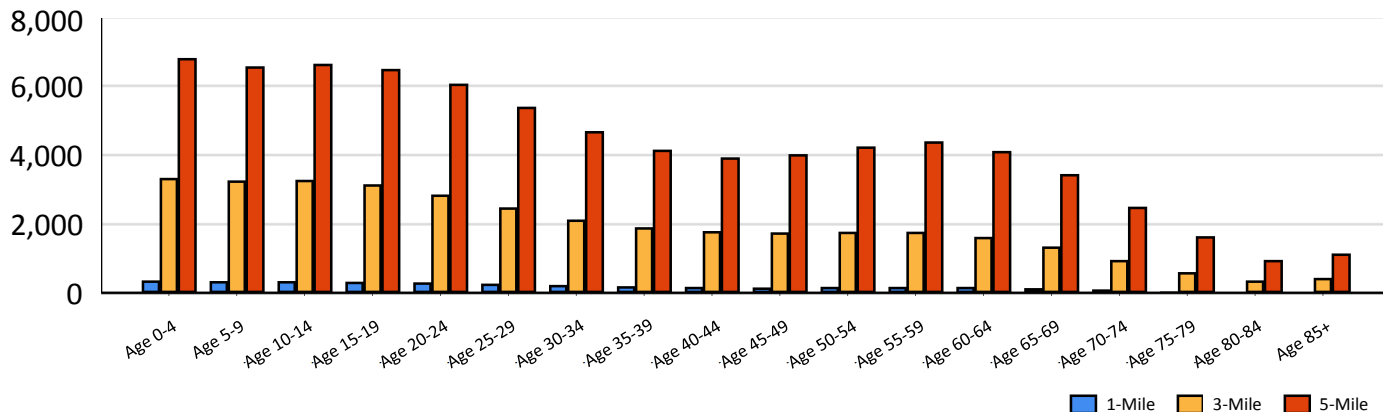
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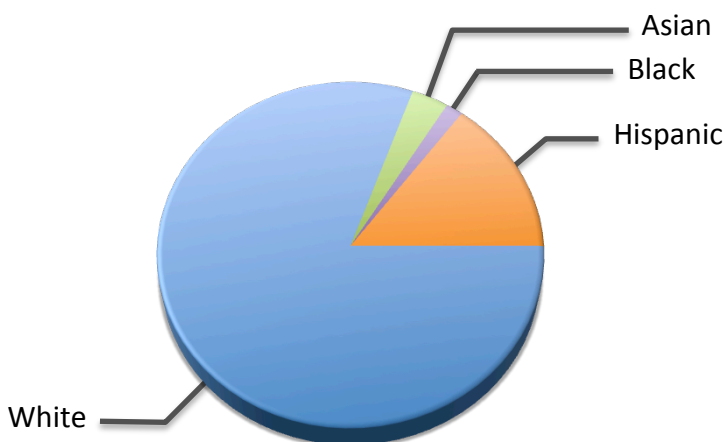
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Population by Distance and Age (2018)



Ethnicity within 5 miles

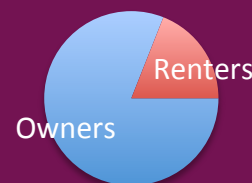


- White
- Native American
- Asian
- Black
- Pacific Islanders
- Hispanic

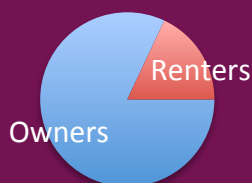
### Employment by Distance

| Distance | Employed | Unemployed | Unemployment Rate |
|----------|----------|------------|-------------------|
| 1-Mile   | 1,448    | 38         | 0.36 %            |
| 3-Mile   | 14,755   | 418        | 1.42 %            |
| 5-Mile   | 34,927   | 932        | 1.72 %            |

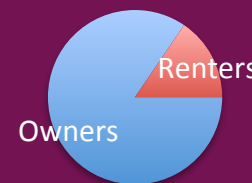
### Home Ownership 1 Mile



### Home Ownership 3 Mile



### Home Ownership 5 Mile



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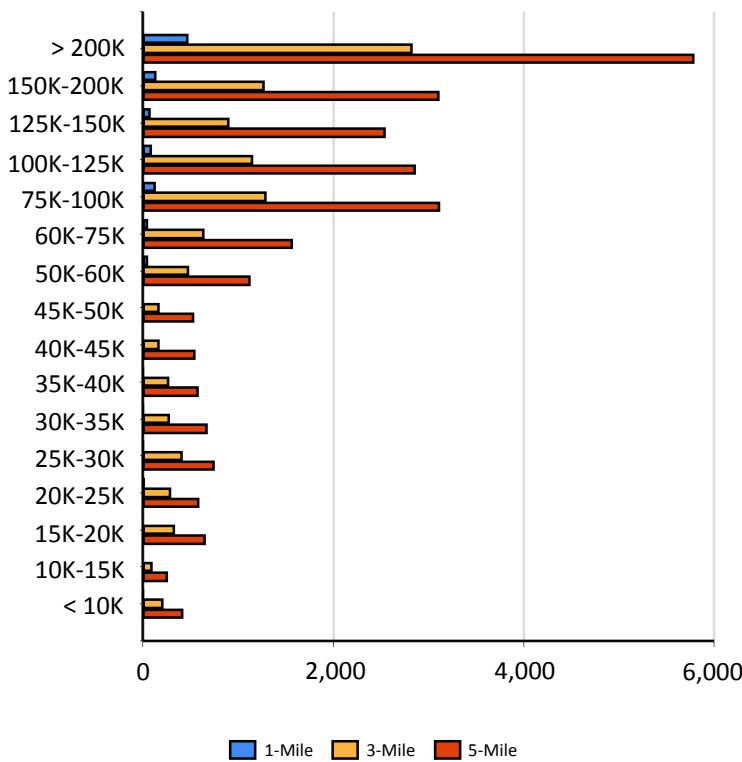
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## Labor & Income

|        | Agriculture | Mining | Construction | Manufacturing | Wholesale | Retail | Transportaion | Information | Professional | Utility | Hospitality | Pub-Admin | Other |
|--------|-------------|--------|--------------|---------------|-----------|--------|---------------|-------------|--------------|---------|-------------|-----------|-------|
| 1-Mile | 2           | 89     | 99           | 206           | 69        | 70     | 92            | 6           | 254          | 319     | 35          | 4         | 93    |
| 3-Mile | 47          | 748    | 983          | 2,054         | 851       | 1,114  | 990           | 118         | 1,865        | 3,114   | 617         | 170       | 1,190 |
| 5-Mile | 54          | 1,867  | 2,467        | 4,152         | 1,664     | 2,925  | 2,627         | 349         | 4,747        | 7,819   | 1,602       | 593       | 2,225 |

## Household Income



| Radius | Median Household Income |
|--------|-------------------------|
| 1-Mile | \$159,662.00            |
| 3-Mile | \$130,974.40            |
| 5-Mile | \$123,182.25            |

| Radius | Average Household Income |
|--------|--------------------------|
| 1-Mile | \$147,371.00             |
| 3-Mile | \$124,295.40             |
| 5-Mile | \$124,369.67             |

| Radius | Aggregate Household Income |
|--------|----------------------------|
| 1-Mile | \$180,185,982.66           |
| 3-Mile | \$1,404,877,828.36         |
| 5-Mile | \$3,210,500,655.21         |

## Education

|                  | 1-Mile | 3-mile | 5-mile |
|------------------|--------|--------|--------|
| Pop > 25         | 1,897  | 18,946 | 44,634 |
| High School Grad | 687    | 5,820  | 10,842 |
| Some College     | 407    | 3,980  | 9,331  |
| Associates       | 29     | 617    | 2,326  |
| Bachelors        | 269    | 3,332  | 10,675 |
| Masters          | 20     | 556    | 2,919  |
| Prof. Degree     | 4      | 162    | 733    |
| Doctorate        | 0      | 83     | 345    |

## Tapestry

|                             | 1-Mile | 3-mile | 5-mile |
|-----------------------------|--------|--------|--------|
| Vacant Ready For Rent       | 0 %    | 4 %    | 19 %   |
| Teen's                      | 22 %   | 71 %   | 83 %   |
| Expensive Homes             | 0 %    | 4 %    | 51 %   |
| Mobile Homes                | 94 %   | 265 %  | 212 %  |
| New Homes                   | 21 %   | 175 %  | 274 %  |
| New Households              | 4 %    | 40 %   | 77 %   |
| Military Households         | 0 %    | 0 %    | 3 %    |
| Households with 4+ Cars     | 3 %    | 23 %   | 54 %   |
| Public Transportation Users | 1 %    | 7 %    | 23 %   |
| Young Wealthy Households    | 0 %    | 14 %   | 59 %   |

This Tapestry information compares this selected market against the average. If a tapestry is over 100% it is above average for that statistic. If a tapestry is under 100% it is below average.



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## Expenditures

|                                 | 1-Mile     | %       | 3-Mile      | %       | 5-Mile        | %       |
|---------------------------------|------------|---------|-------------|---------|---------------|---------|
| <b>Total Expenditures</b>       | 84,729,512 |         | 726,636,046 |         | 1,676,095,616 |         |
| <b>Average annual household</b> | 73,184     |         | 67,575      |         | 67,197        |         |
| <b>Food</b>                     | 9,249      | 12.64 % | 8,556       | 12.66 % | 8,517         | 12.67 % |
| Food at home                    | 5,467      |         | 5,154       |         | 5,141         |         |
| Cereals and bakery products     | 783        |         | 736         |         | 733           |         |
| Cereals and cereal products     | 278        |         | 259         |         | 259           |         |
| Bakery products                 | 505        |         | 476         |         | 474           |         |
| Meats poultry fish and eggs     | 1,082      |         | 1,023       |         | 1,017         |         |
| Beef                            | 254        |         | 241         |         | 240           |         |
| Pork                            | 176        |         | 170         |         | 170           |         |
| Poultry                         | 210        |         | 196         |         | 194           |         |
| Fish and seafood                | 191        |         | 176         |         | 175           |         |
| Eggs                            | 81         |         | 77          |         | 77            |         |
| Dairy products                  | 586        |         | 546         |         | 544           |         |
| Fruits and vegetables           | 1,119      |         | 1,047       |         | 1,049         |         |
| Fresh fruits                    | 164        |         | 153         |         | 154           |         |
| Processed vegetables            | 197        |         | 187         |         | 188           |         |
| Sugar and other sweets          | 194        |         | 186         |         | 185           |         |
| Fats and oils                   | 171        |         | 161         |         | 161           |         |
| Miscellaneous foods             | 1,012      |         | 959         |         | 957           |         |
| Nonalcoholic beverages          | 429        |         | 414         |         | 413           |         |
| Food away from home             | 3,782      |         | 3,402       |         | 3,376         |         |
| Alcoholic beverages             | 589        |         | 540         |         | 534           |         |
| <b>Housing</b>                  | 24,478     | 33.45 % | 22,857      | 33.82 % | 22,725        | 33.82 % |
| Shelter                         | 15,111     |         | 14,015      |         | 13,923        |         |
| Owned dwellings                 | 9,859      |         | 9,014       |         | 8,998         |         |
| Mortgage interest and charges   | 5,152      |         | 4,681       |         | 4,679         |         |
| Property taxes                  | 3,416      |         | 3,119       |         | 3,100         |         |
| Maintenance repairs             | 1,290      |         | 1,212       |         | 1,218         |         |
| Rented dwellings                | 3,409      |         | 3,380       |         | 3,344         |         |
| Other lodging                   | 1,843      |         | 1,620       |         | 1,580         |         |
| Utilities fuels                 | 4,917      |         | 4,741       |         | 4,739         |         |
| Natural gas                     | 506        |         | 477         |         | 477           |         |
| Electricity                     | 1,857      |         | 1,815       |         | 1,811         |         |
| Fuel oil                        | 215        |         | 200         |         | 200           |         |
| Telephone services              | 1,526      |         | 1,470       |         | 1,473         |         |
| Water and other public services | 813        |         | 776         |         | 776           |         |
| <b>Household operations</b>     | 1,899      | 2.59 %  | 1,755       | 2.60 %  | 1,734         | 2.58 %  |
| Personal services               | 619        |         | 569         |         | 558           |         |
| Other household expenses        | 1,280      |         | 1,186       |         | 1,176         |         |
| Housekeeping supplies           | 875        |         | 816         |         | 806           |         |
| Laundry and cleaning supplies   | 209        |         | 199         |         | 198           |         |
| Other household products        | 520        |         | 486         |         | 480           |         |
| Postage and stationery          | 145        |         | 130         |         | 127           |         |
| Household furnishings           | 1,674      |         | 1,528       |         | 1,521         |         |
| Household textiles              | 129        |         | 116         |         | 116           |         |
| Furniture                       | 495        |         | 434         |         | 424           |         |
| Floor coverings                 | 57         |         | 48          |         | 48            |         |
| Major appliances                | 119        |         | 117         |         | 122           |         |
| Small appliances                | 149        |         | 135         |         | 132           |         |
| Miscellaneous                   | 723        |         | 676         |         | 677           |         |
| <b>Apparel and services</b>     | 2,083      | 2.85 %  | 1,946       | 2.88 %  | 1,914         | 2.85 %  |
| Men and boys                    | 459        |         | 421         |         | 412           |         |
| Men 16 and over                 | 378        |         | 347         |         | 341           |         |
| Boys 2 to 15                    | 81         |         | 73          |         | 71            |         |
| Women and girls                 | 747        |         | 680         |         | 672           |         |

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|                   |     |     |     |
|-------------------|-----|-----|-----|
| Women 16 and over | 680 | 609 | 601 |
| Girls 2 to 15     | 66  | 70  | 71  |
| Children under 2  | 119 | 113 | 110 |

### Expenditures (Continued)

|                                   | 1-Mile     | %       | 3-Mile      | %       | 5-Mile        | %       |
|-----------------------------------|------------|---------|-------------|---------|---------------|---------|
| <b>Total Expenditures</b>         | 84,729,512 |         | 726,636,046 |         | 1,676,095,616 |         |
| <b>Average annual household</b>   | 73,184     |         | 67,575      |         | 67,197        |         |
| <b>Transportation</b>             | 9,384      | 12.82 % | 8,744       | 12.94 % | 8,767         | 13.05 % |
| Vehicle purchases                 | 2,509      |         | 2,249       |         | 2,272         |         |
| Cars and trucks new               | 1,406      |         | 1,207       |         | 1,222         |         |
| Cars and trucks used              | 1,056      |         | 997         |         | 1,004         |         |
| Gasoline and motor oil            | 2,550      |         | 2,445       |         | 2,458         |         |
| Other vehicle expenses            | 3,343      |         | 3,193       |         | 3,190         |         |
| Vehicle finance charges           | 222        |         | 214         |         | 214           |         |
| Maintenance and repairs           | 1,276      |         | 1,180       |         | 1,182         |         |
| Vehicle insurance                 | 1,338      |         | 1,338       |         | 1,332         |         |
| Vehicle rental leases             | 505        |         | 461         |         | 461           |         |
| Public transportation             | 981        |         | 855         |         | 845           |         |
| <b>Health care</b>                | 4,795      | 6.55 %  | 4,546       | 6.73 %  | 4,576         | 6.81 %  |
| Health insurance                  | 3,052      |         | 2,913       |         | 2,924         |         |
| Medical services                  | 1,087      |         | 1,014       |         | 1,024         |         |
| Drugs                             | 476        |         | 452         |         | 461           |         |
| Medical supplies                  | 179        |         | 166         |         | 165           |         |
| <b>Entertainment</b>              | 4,110      | 5.62 %  | 3,858       | 5.71 %  | 3,861         | 5.75 %  |
| Fees and admissions               | 1,120      |         | 984         |         | 975           |         |
| Television radios                 | 1,170      |         | 1,150       |         | 1,150         |         |
| Pets toys                         | 1,534      |         | 1,435       |         | 1,437         |         |
| Personal care products            | 977        |         | 896         |         | 892           |         |
| Reading                           | 88         |         | 81          |         | 80            |         |
| Education                         | 3,044      |         | 2,649       |         | 2,558         |         |
| Tobacco products                  | 371        |         | 376         |         | 377           |         |
| <b>Miscellaneous</b>              | 1,249      | 1.71 %  | 1,136       | 1.68 %  | 1,119         | 1.67 %  |
| <b>Cash contributions</b>         | 1,699      |         | 1,602       |         | 1,589         |         |
| <b>Personal insurance</b>         | 11,065     |         | 9,784       |         | 9,681         |         |
| Life and other personal insurance | 235        |         | 226         |         | 228           |         |
| Pensions and Social Security      | 10,830     |         | 9,557       |         | 9,452         |         |

| Distance | Year | Estimated Households |        |         | Housing Occupied By |        | Housing Occupancy |        |        |
|----------|------|----------------------|--------|---------|---------------------|--------|-------------------|--------|--------|
|          |      | Projection           | 2000   | Change  | 1 Person            | Family | Owner             | Renter | Vacant |
| 1-Mile   | 2020 | 8,103                | 5,660  | 43.55 % | 915                 | 6,995  | 6,777             | 1,326  | 200    |
| 3-Mile   | 2020 | 19,542               | 13,915 | 40.18 % | 2,515               | 16,505 | 16,512            | 3,030  | 427    |
| 5-Mile   | 2020 | 37,765               | 28,215 | 32.78 % | 4,906               | 31,873 | 33,107            | 4,658  | 2,835  |
| 1-Mile   | 2023 | 8,691                | 5,660  | 54.12 % | 983                 | 7,500  | 7,255             | 1,436  | 202    |
| 3-Mile   | 2023 | 20,957               | 13,915 | 50.54 % | 2,700               | 17,695 | 17,696            | 3,261  | 556    |
| 5-Mile   | 2023 | 40,118               | 28,215 | 41.68 % | 5,206               | 33,868 | 35,241            | 4,877  | 3,375  |

 Catylist Research

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### Retail MarketPlace Profile (0-1 mile radius)

| Summary Demographics                          |           |                              |                          |               |                           |                         |
|---|-----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| 2019 Population                               |           |                              |                          |               |                           | 6,685                   |
| 2019 Households                               |           |                              |                          |               |                           | 2,260                   |
| 2019 Median Disposable Income                 |           |                              |                          |               |                           | \$116,420               |
| 2019 Per Capita Income                        |           |                              |                          |               |                           | \$56,683                |
| 2017 Industry Summary                         | NAICS     | Demand<br>(Retail Potential) | Supply<br>(Retail Sales) | Retail Gap    | Leakage/Surplus<br>Factor | Number of<br>Businesses |
| Total Retail Trade and Food & Drink           | 44-45,722 | \$164,189,780                | \$51,431,933             | \$112,757,847 | 52.3                      | 19                      |
| Total Retail Trade                            | 44-45     | \$146,999,033                | \$47,945,760             | \$99,053,273  | 50.8                      | 9                       |
| Total Food & Drink                            | 722       | \$17,190,747                 | \$3,486,173              | \$13,704,574  | 66.3                      | 9                       |
| 2017 Industry Group                           | NAICS     | Demand<br>(Retail Potential) | Supply<br>(Retail Sales) | Retail Gap    | Leakage/Surplus<br>Factor | Number of<br>Businesses |
| Motor Vehicle & Parts Dealers                 | 441       | \$31,655,209                 | \$6,663,308              | \$24,991,901  | 65.2                      | 1                       |
| Automobile Dealers                            | 4411      | \$25,394,745                 | \$5,691,878              | \$19,702,867  | 63.4                      | 1                       |
| Other Motor Vehicle Dealers                   | 4412      | \$3,493,955                  | \$908,188                | \$2,585,767   | 58.7                      | 1                       |
| Auto Parts, Accessories & Tire Stores         | 4413      | \$2,766,509                  | \$0                      | \$2,766,509   | 100.0                     | 0                       |
| Furniture & Home Furnishings Stores           | 442       | \$5,452,380                  | \$0                      | \$5,452,380   | 100.0                     | 0                       |
| Furniture Stores                              | 4421      | \$3,145,881                  | \$0                      | \$3,145,881   | 100.0                     | 0                       |
| Home Furnishings Stores                       | 4422      | \$2,306,499                  | \$0                      | \$2,306,499   | 100.0                     | 0                       |
| Electronics & Appliance Stores                | 443       | \$5,612,745                  | \$0                      | \$5,612,745   | 100.0                     | 0                       |
| Bldg Materials, Garden Equip. & Supply Stores | 444       | \$9,939,490                  | \$0                      | \$9,939,490   | 100.0                     | 0                       |
| Bldg Material & Supplies Dealers              | 4441      | \$9,423,384                  | \$0                      | \$9,423,384   | 100.0                     | 0                       |
| Lawn & Garden Equip & Supply Stores           | 4442      | \$516,106                    | \$0                      | \$516,106     | 100.0                     | 0                       |
| Food & Beverage Stores                        | 445       | \$25,853,764                 | \$413,041                | \$25,440,723  | 96.9                      | 1                       |
| Grocery Stores                                | 4451      | \$23,383,196                 | \$0                      | \$23,383,196  | 100.0                     | 0                       |
| Specialty Food Stores                         | 4452      | \$1,095,290                  | \$384,324                | \$710,966     | 48.1                      | 1                       |
| Beer, Wine & Liquor Stores                    | 4453      | \$1,375,278                  | \$0                      | \$1,375,278   | 100.0                     | 0                       |
| Health & Personal Care Stores                 | 446,4461  | \$7,966,288                  | \$248,878                | \$7,717,410   | 93.9                      | 1                       |
| Gasoline Stations                             | 447,4471  | \$14,103,651                 | \$7,311,264              | \$6,792,387   | 31.7                      | 2                       |
| Clothing & Clothing Accessories Stores        | 448       | \$7,100,032                  | \$803,918                | \$6,296,114   | 79.7                      | 1                       |
| Clothing Stores                               | 4481      | \$4,656,963                  | \$800,602                | \$3,856,361   | 70.7                      | 1                       |
| Shoe Stores                                   | 4482      | \$1,014,661                  | \$0                      | \$1,014,661   | 100.0                     | 0                       |
| Jewelry, Luggage & Leather Goods Stores       | 4483      | \$1,428,407                  | \$0                      | \$1,428,407   | 100.0                     | 0                       |
| Sporting Goods, Hobby, Book & Music Stores    | 451       | \$5,343,499                  | \$0                      | \$5,343,499   | 100.0                     | 0                       |
| Sporting Goods/Hobby/Musical Instr Stores     | 4511      | \$4,779,205                  | \$0                      | \$4,779,205   | 100.0                     | 0                       |
| Book, Periodical & Music Stores               | 4512      | \$564,293                    | \$0                      | \$564,293     | 100.0                     | 0                       |
| General Merchandise Stores                    | 452       | \$26,138,097                 | \$0                      | \$26,138,097  | 100.0                     | 0                       |
| Department Stores Excluding Leased Depts.     | 4521      | \$18,483,892                 | \$0                      | \$18,483,892  | 100.0                     | 0                       |
| Other General Merchandise Stores              | 4529      | \$7,654,205                  | \$0                      | \$7,654,205   | 100.0                     | 0                       |
| Miscellaneous Store Retailers                 | 453       | \$5,733,326                  | \$813,194                | \$4,920,132   | 75.2                      | 1                       |
| Florists                                      | 4531      | \$242,436                    | \$0                      | \$242,436     | 100.0                     | 0                       |
| Office Supplies, Stationery & Gift Stores     | 4532      | \$1,289,265                  | \$0                      | \$1,289,265   | 100.0                     | 0                       |
| Used Merchandise Stores                       | 4533      | \$1,032,787                  | \$0                      | \$1,032,787   | 100.0                     | 0                       |
| Other Miscellaneous Store Retailers           | 4539      | \$3,168,838                  | \$711,664                | \$2,457,174   | 63.3                      | 1                       |
| Nonstore Retailers                            | 454       | \$2,100,552                  | \$0                      | \$2,100,552   | 100.0                     | 0                       |
| Electronic Shopping & Mail-Order Houses       | 4541      | \$1,618,316                  | \$0                      | \$1,618,316   | 100.0                     | 0                       |
| Vending Machine Operators                     | 4542      | \$128,524                    | \$0                      | \$128,524     | 100.0                     | 0                       |
| Direct Selling Establishments                 | 4543      | \$353,712                    | \$0                      | \$353,712     | 100.0                     | 0                       |
| Food Services & Drinking Places               | 722       | \$17,190,747                 | \$3,486,173              | \$13,704,574  | 66.3                      | 9                       |
| Special Food Services                         | 7223      | \$210,561                    | \$0                      | \$210,561     | 100.0                     | 0                       |
| Drinking Places - Alcoholic Beverages         | 7224      | \$630,417                    | \$0                      | \$630,417     | 100.0                     | 0                       |
| Restaurants/Other Eating Places               | 7225      | \$16,349,769                 | \$3,481,123              | \$12,868,646  | 64.9                      | 9                       |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement. <http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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**RICK STALLINGS TEAM**  
**713.503.0808 | 281.203.9194**  
**9303 New Trails, Suite 300, The Woodlands, TX 77381**

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# LAND FOR SALE

## 2.4 - 22 ACRES – THE WOODLANDS

8626 – 8912 West Lane, Magnolia, TX 77354

**BERKSHIRE  
HATHAWAY**  
HomeServices  
**Anderson Properties**  
COMMERCIAL DIVISION

### Retail MarketPlace Profile (1-3 mile radius)

| Summary Demographics                          |           |                              |                          |               |                           |                         |
|---|-----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| 2019 Population                               |           |                              |                          |               |                           | 41,022                  |
| 2019 Households                               |           |                              |                          |               |                           | 12,272                  |
| 2019 Median Disposable Income                 |           |                              |                          |               |                           | \$101,365               |
| 2019 Per Capita Income                        |           |                              |                          |               |                           | \$51,589                |
| 2017 Industry Summary                         | NAICS     | Demand<br>(Retail Potential) | Supply<br>(Retail Sales) | Retail Gap    | Leakage/Surplus<br>Factor | Number of<br>Businesses |
| Total Retail Trade and Food & Drink           | 44-45,722 | \$795,240,045                | \$294,416,068            | \$500,823,977 | 46.0                      | 167                     |
| Total Retail Trade                            | 44-45     | \$713,047,400                | \$259,134,249            | \$453,913,151 | 46.7                      | 115                     |
| Total Food & Drink                            | 722       | \$82,192,645                 | \$35,281,819             | \$46,910,826  | 39.9                      | 52                      |
| 2017 Industry Group                           | NAICS     | Demand<br>(Retail Potential) | Supply<br>(Retail Sales) | Retail Gap    | Leakage/Surplus<br>Factor | Number of<br>Businesses |
| Motor Vehicle & Parts Dealers                 | 441       | \$153,894,248                | \$22,468,079             | \$131,426,169 | 74.5                      | 14                      |
| Automobile Dealers                            | 4411      | \$123,485,283                | \$14,345,690             | \$109,139,593 | 79.2                      | 6                       |
| Other Motor Vehicle Dealers                   | 4412      | \$16,897,715                 | \$945,089                | \$15,952,626  | 89.4                      | 1                       |
| Auto Parts, Accessories & Tire Stores         | 4413      | \$13,511,250                 | \$7,177,300              | \$6,333,950   | 30.6                      | 7                       |
| Furniture & Home Furnishings Stores           | 442       | \$26,210,580                 | \$5,596,266              | \$20,614,314  | 64.8                      | 10                      |
| Furniture Stores                              | 4421      | \$15,032,986                 | \$2,883,275              | \$12,149,711  | 67.8                      | 5                       |
| Home Furnishings Stores                       | 4422      | \$11,177,594                 | \$2,712,991              | \$8,464,603   | 60.9                      | 5                       |
| Electronics & Appliance Stores                | 443       | \$26,652,323                 | \$14,982,993             | \$11,669,330  | 28.0                      | 8                       |
| Bldg Materials, Garden Equip. & Supply Stores | 444       | \$49,406,405                 | \$26,333,056             | \$23,073,349  | 30.5                      | 17                      |
| Bldg Material & Supplies Dealers              | 4441      | \$46,587,195                 | \$24,757,172             | \$21,830,023  | 30.6                      | 13                      |
| Lawn & Garden Equip & Supply Stores           | 4442      | \$2,819,210                  | \$1,575,884              | \$1,243,326   | 28.3                      | 4                       |
| Food & Beverage Stores                        | 445       | \$125,425,403                | \$58,955,931             | \$66,469,472  | 36.1                      | 11                      |
| Grocery Stores                                | 4451      | \$113,405,789                | \$52,931,274             | \$60,474,515  | 36.4                      | 7                       |
| Specialty Food Stores                         | 4452      | \$5,296,607                  | \$626,701                | \$4,669,906   | 78.8                      | 2                       |
| Beer, Wine & Liquor Stores                    | 4453      | \$6,723,007                  | \$5,397,956              | \$1,325,051   | 10.9                      | 3                       |
| Health & Personal Care Stores                 | 446,4461  | \$39,526,294                 | \$19,717,748             | \$19,808,546  | 33.4                      | 8                       |
| Gasoline Stations                             | 447,4471  | \$67,947,957                 | \$23,643,001             | \$44,304,956  | 48.4                      | 8                       |
| Clothing & Clothing Accessories Stores        | 448       | \$34,078,517                 | \$3,484,794              | \$30,593,723  | 81.4                      | 7                       |
| Clothing Stores                               | 4481      | \$22,325,841                 | \$2,467,676              | \$19,858,165  | 80.1                      | 5                       |
| Shoe Stores                                   | 4482      | \$4,809,673                  | \$752,669                | \$4,057,004   | 72.9                      | 1                       |
| Jewelry, Luggage & Leather Goods Stores       | 4483      | \$6,943,002                  | \$264,448                | \$6,678,554   | 92.7                      | 1                       |
| Sporting Goods, Hobby, Book & Music Stores    | 451       | \$25,557,171                 | \$3,969,093              | \$21,588,078  | 73.1                      | 11                      |
| Sporting Goods/Hobby/Musical Instr Stores     | 4511      | \$22,862,574                 | \$3,720,873              | \$19,141,701  | 72.0                      | 10                      |
| Book, Periodical & Music Stores               | 4512      | \$2,694,597                  | \$248,221                | \$2,446,376   | 83.1                      | 1                       |
| General Merchandise Stores                    | 452       | \$125,706,794                | \$70,067,258             | \$55,639,536  | 28.4                      | 4                       |
| Department Stores Excluding Leased Depts.     | 4521      | \$88,610,337                 | \$69,383,744             | \$19,226,593  | 12.2                      | 3                       |
| Other General Merchandise Stores              | 4529      | \$37,096,457                 | \$683,515                | \$36,412,942  | 96.4                      | 1                       |
| Miscellaneous Store Retailers                 | 453       | \$27,964,607                 | \$9,798,953              | \$18,165,654  | 48.1                      | 17                      |
| Florists                                      | 4531      | \$1,344,504                  | \$311,036                | \$1,033,468   | 62.4                      | 2                       |
| Office Supplies, Stationery & Gift Stores     | 4532      | \$6,188,511                  | \$2,244,702              | \$3,943,809   | 46.8                      | 3                       |
| Used Merchandise Stores                       | 4533      | \$4,932,746                  | \$446,512                | \$4,486,234   | 83.4                      | 2                       |
| Other Miscellaneous Store Retailers           | 4539      | \$15,498,846                 | \$6,796,704              | \$8,702,142   | 39.0                      | 10                      |
| Nonstore Retailers                            | 454       | \$10,677,100                 | \$117,076                | \$10,560,024  | 97.8                      | 1                       |
| Electronic Shopping & Mail-Order Houses       | 4541      | \$7,862,793                  | \$0                      | \$7,862,793   | 100.0                     | 0                       |
| Vending Machine Operators                     | 4542      | \$620,453                    | \$117,076                | \$503,377     | 68.3                      | 1                       |
| Direct Selling Establishments                 | 4543      | \$2,193,854                  | \$0                      | \$2,193,854   | 100.0                     | 0                       |
| Food Services & Drinking Places               | 722       | \$82,192,645                 | \$35,281,819             | \$46,910,826  | 39.9                      | 52                      |
| Special Food Services                         | 7223      | \$1,028,198                  | \$171,377                | \$856,821     | 71.4                      | 2                       |
| Drinking Places - Alcoholic Beverages         | 7224      | \$3,070,996                  | \$481,860                | \$2,589,136   | 72.9                      | 2                       |
| Restaurants/Other Eating Places               | 7225      | \$78,093,450                 | \$34,628,582             | \$43,464,868  | 38.6                      | 48                      |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement. <http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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**RICK STALLINGS TEAM**  
**713.503.0808 | 281.203.9194**  
**9303 New Trails, Suite 300, The Woodlands, TX 77381**

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# LAND FOR SALE

## 2.4 - 22 ACRES – THE WOODLANDS

8626 – 8912 West Lane, Magnolia, TX 77354

**BERKSHIRE  
HATHAWAY**  
HomeServices  
**Anderson Properties**  
COMMERCIAL DIVISION

### Retail MarketPlace Profile (3-5 mile radius)

| Summary Demographics                          |           |                              |                          |               |                           |                         |
|---|-----------|------------------------------|--------------------------|---------------|---------------------------|-------------------------|
| 2019 Population                               |           |                              |                          |               |                           | 51,847                  |
| 2019 Households                               |           |                              |                          |               |                           | 18,226                  |
| 2019 Median Disposable Income                 |           |                              |                          |               |                           | \$100,354               |
| 2019 Per Capita Income                        |           |                              |                          |               |                           | \$53,818                |
| 2017 Industry Summary                         | NAICS     | Demand<br>(Retail Potential) | Supply<br>(Retail Sales) | Retail Gap    | Leakage/Surplus<br>Factor | Number of<br>Businesses |
| Total Retail Trade and Food & Drink           | 44-45,722 | \$1,187,817,750              | \$342,158,268            | \$845,659,482 | 55.3                      | 178                     |
| Total Retail Trade                            | 44-45     | \$1,065,358,072              | \$305,519,864            | \$759,838,208 | 55.4                      | 119                     |
| Total Food & Drink                            | 722       | \$122,459,678                | \$36,638,404             | \$85,821,274  | 53.9                      | 59                      |
| 2017 Industry Group                           | NAICS     | Demand<br>(Retail Potential) | Supply<br>(Retail Sales) | Retail Gap    | Leakage/Surplus<br>Factor | Number of<br>Businesses |
| Motor Vehicle & Parts Dealers                 | 441       | \$229,387,054                | \$10,493,506             | \$218,893,548 | 91.3                      | 10                      |
| Automobile Dealers                            | 4411      | \$183,976,409                | \$6,255,029              | \$177,721,380 | 93.4                      | 5                       |
| Other Motor Vehicle Dealers                   | 4412      | \$25,103,631                 | \$1,632,428              | \$23,471,203  | 87.8                      | 1                       |
| Auto Parts, Accessories & Tire Stores         | 4413      | \$20,307,014                 | \$2,606,049              | \$17,700,965  | 77.3                      | 4                       |
| Furniture & Home Furnishings Stores           | 442       | \$39,121,847                 | \$4,953,436              | \$34,168,411  | 77.5                      | 6                       |
| Furniture Stores                              | 4421      | \$22,365,363                 | \$2,401,943              | \$19,963,420  | 80.6                      | 2                       |
| Home Furnishings Stores                       | 4422      | \$16,756,484                 | \$2,551,493              | \$14,204,991  | 73.6                      | 4                       |
| Electronics & Appliance Stores                | 443       | \$39,742,876                 | \$9,190,178              | \$30,552,698  | 62.4                      | 4                       |
| Bldg Materials, Garden Equip. & Supply Stores | 444       | \$74,581,006                 | \$23,515,027             | \$51,065,979  | 52.1                      | 20                      |
| Bldg Material & Supplies Dealers              | 4441      | \$70,165,250                 | \$19,280,773             | \$50,884,477  | 56.9                      | 14                      |
| Lawn & Garden Equip & Supply Stores           | 4442      | \$4,415,756                  | \$4,234,254              | \$181,502     | 2.1                       | 6                       |
| Food & Beverage Stores                        | 445       | \$187,506,048                | \$143,486,761            | \$44,019,287  | 13.3                      | 16                      |
| Grocery Stores                                | 4451      | \$169,456,583                | \$127,687,781            | \$41,768,802  | 14.1                      | 8                       |
| Specialty Food Stores                         | 4452      | \$7,906,377                  | \$1,123,362              | \$6,783,015   | 75.1                      | 3                       |
| Beer, Wine & Liquor Stores                    | 4453      | \$10,143,088                 | \$14,675,618             | -\$4,532,530  | -18.3                     | 5                       |
| Health & Personal Care Stores                 | 446,4461  | \$59,581,651                 | \$35,632,315             | \$23,949,336  | 25.2                      | 12                      |
| Gasoline Stations                             | 447,4471  | \$101,094,815                | \$38,238,997             | \$62,855,818  | 45.1                      | 11                      |
| Clothing & Clothing Accessories Stores        | 448       | \$50,893,620                 | \$3,493,514              | \$47,400,106  | 87.2                      | 7                       |
| Clothing Stores                               | 4481      | \$33,280,278                 | \$1,927,643              | \$31,352,635  | 89.0                      | 5                       |
| Shoe Stores                                   | 4482      | \$7,094,116                  | \$1,333,374              | \$5,760,742   | 68.4                      | 1                       |
| Jewelry, Luggage & Leather Goods Stores       | 4483      | \$10,519,226                 | \$232,497                | \$10,286,729  | 95.7                      | 1                       |
| Sporting Goods, Hobby, Book & Music Stores    | 451       | \$37,992,878                 | \$11,891,383             | \$26,101,495  | 52.3                      | 8                       |
| Sporting Goods/Hobby/Musical Instr Stores     | 4511      | \$33,970,143                 | \$11,875,820             | \$22,094,323  | 48.2                      | 8                       |
| Book, Periodical & Music Stores               | 4512      | \$4,022,735                  | \$0                      | \$4,022,735   | 100.0                     | 0                       |
| General Merchandise Stores                    | 452       | \$187,315,109                | \$12,789,054             | \$174,526,055 | 87.2                      | 4                       |
| Department Stores Excluding Leased Depts.     | 4521      | \$131,951,580                | \$10,995,904             | \$120,955,676 | 84.6                      | 2                       |
| Other General Merchandise Stores              | 4529      | \$55,363,528                 | \$1,793,150              | \$53,570,378  | 93.7                      | 2                       |
| Miscellaneous Store Retailers                 | 453       | \$41,803,033                 | \$9,294,546              | \$32,508,487  | 63.6                      | 19                      |
| Florists                                      | 4531      | \$2,135,304                  | \$606,232                | \$1,529,072   | 55.8                      | 3                       |
| Office Supplies, Stationery & Gift Stores     | 4532      | \$9,235,693                  | \$1,371,487              | \$7,864,206   | 74.1                      | 3                       |
| Used Merchandise Stores                       | 4533      | \$7,363,350                  | \$475,052                | \$6,888,298   | 87.9                      | 1                       |
| Other Miscellaneous Store Retailers           | 4539      | \$23,068,686                 | \$6,841,775              | \$16,226,911  | 54.3                      | 11                      |
| Nonstore Retailers                            | 454       | \$16,338,135                 | \$2,541,146              | \$13,796,989  | 73.1                      | 2                       |
| Electronic Shopping & Mail-Order Houses       | 4541      | \$11,783,930                 | \$1,945,512              | \$9,838,418   | 71.7                      | 1                       |
| Vending Machine Operators                     | 4542      | \$925,628                    | \$220,136                | \$705,492     | 61.6                      | 1                       |
| Direct Selling Establishments                 | 4543      | \$3,628,578                  | \$0                      | \$3,628,578   | 100.0                     | 0                       |
| Food Services & Drinking Places               | 722       | \$122,459,678                | \$36,638,404             | \$85,821,274  | 53.9                      | 59                      |
| Special Food Services                         | 7223      | \$1,541,566                  | \$177,299                | \$1,364,267   | 79.4                      | 1                       |
| Drinking Places - Alcoholic Beverages         | 7224      | \$4,649,548                  | \$478,302                | \$4,171,246   | 81.3                      | 2                       |
| Restaurants/Other Eating Places               | 7225      | \$116,268,563                | \$35,982,803             | \$80,285,760  | 52.7                      | 56                      |

Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. Esri uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector. For more information on the Retail MarketPlace data, please click the link below to view the Methodology Statement. <http://www.esri.com/library/whitepapers/pdfs/esri-data-retail-marketplace.pdf>

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**RICK STALLINGS TEAM**  
**713.503.0808 | 281.203.9194**  
**9303 New Trails, Suite 300, The Woodlands, TX 77381**

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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.

**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.

|  |             |                           |                |
|--|-------------|---------------------------|----------------|
| Berkshire Hathaway HomeServices<br>Anderson Properties               | 604417      | mike@andersonprops.com    | (713) 862-0000 |
| Licensed Broker/Broker Firm Name or<br>Primary Assumed Business Name | License No. | Email                     | Phone          |
| Michael Huff   | 0501323     | mike@andersonprops.com    | (713) 862-0000 |
| Designated Broker of Firm  | License No. | Email                     | Phone          |
| Cathy Trevino  | 455096      | trevinorealtors@gmail.com | (713) 516-6331 |
| Licensed Supervisor of Sales Agent/ Associate                        | License No. | Email                     | Phone          |
| Richard Stallings  | 0620573     | rick@bhcrehouston.com     | (713) 503-0808 |
| Sales Agent/Associate's Name   | License No. | Email                     | Phone          |

\_\_\_\_\_  
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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