

* **Loop-Net** – All our properties (residential – multi-family – for sale) are listed on the #1 commercial property listing site - used by thousands of commercial agents nationwide. SBP maintains Premium membership status for additional exposure for properties listed: LoopNet is the largest listing site for commercial real estate and serves anyone looking up property from any computer in the world. Loop Net currently has over 2 million registered members with over 800,000 properties listed. Anyone can search Loop Net listings for free. Loop Net receives some 2.3M visitors a month. Loop Net has some 4M members. To list properties – requires membership and fees. We maintain a premium listing status for our listings. We feel that Loop Net is one of the most important tools we have to market properties on behalf of our clients. It is most commonly used by those seeking to buy or lease commercial properties as well as by commercial real estate professionals. (Listing of single family units for sale or lease is not permitted on this site)



#1 in Commercial Real Estate Online

\$455 billion of properties for sale • 6.7 billion sq. ft. of properties for lease • 4 million registered members worldwide. www.loopnet.com

* **Web Site Listings** - We have joined MANY sites as professional real estate agents for Denton and surrounding areas for additional exposure.

* **CoStar** - All information regularly updated to CoStar - a subscription based national commercial property availability list used by the large local and national brokerage firms searching for commercial properties. We are a subscriber to this service and there is a link on our website to take visitors to our listings on CoStar for more information. Detailed information on each property is gathered by representatives of CoStar with regular updates to maintain property data accuracy and integrity. www.costar.com. (Listing of single family homes for sale – lease not permitted on this site)

* **Xceligent** - A commercial listing site promoted by the North Texas Commercial Association of REALTORS. All our listings are on this site. www.xceligent.com Xceligent serves many of the large real estate markets in several states. Information on each listing is submitted regularly to Xceligent representatives to maintain data that is accurate and up to date. Access to this site is by subscription from commercial real estate agents, brokers and brokerage firms. (Listing of single family homes for sale – lease not permitted on this site)

Available List - Maintained on our available property list regularly extensively distributed to all of our agents locally as well as faxed and/or-mailed or mailed to approx. 500 local and DFW area agents periodically. The list is also sent each time we receive an inquiry on any property. This list is also mailed periodically to a list of area real estate agents, CPAs, lawyers, business people, etc. A stack of copies of this list is displayed / available in our lobby and in a display box by our front door - 24 / 7. The list is maintained current and up to date on a daily basis and is posted to our web site where it can be downloaded. See it at www.texasrealtyteam.com

* **City of Denton / Chamber of Commerce / Economic Development Web Site:** The City of Denton / Chamber of Commerce and the Economic Development Corp. have joined forces to create and promote a new website listing commercial properties in Denton. Our properties (those that are commercial oriented & located in Denton) are listed there for any and all visitors to look at. www.dentonsites.com

* **City of Denton** - Chamber of Commerce web site - visitors seeking commercial property are directed to **Loop Net** where they view a listing of ALL commercial properties available in the Denton area on Loop Net. www.denton-chamber.org additionally, we receive many inquiries after they called the Chamber of Commerce and were referred to us as the ones to talk to about residential – multifamily & commercial real estate in Denton.

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***Web-Site** – We have recently completed an extensive update of our commercial web-site – www.texasrealtyteam.com to make it easy for consumers to search the data base for multi-family & commercial properties in this area as well as all over.

* **Web Sites** - Access to info through our web sites: www.texasrealtyteam.com - www.kwcdenton.com – www.kwcommercial.com - www.kwdenton.com - www.dentonhomelocators.com checks periodically show that we have top tier response for searches for real estate for Denton from many of the big search engines.

* **E-mails** - E-mails used to regularly send to large number of agents in and around the Denton/DFW area

* **CIB E-mail** - E-mail sent to the CIB - Commercial Investment Brokers - 4 groups here in Texas - North Texas, Central Texas, El Paso and Gulf Coast. An e-mail sent to the list(s) is received by up to 3 – 4,000 members. We are permitted to send an e-mail on each property every 30 days. www.cib.net Typically, system wide, over 1,000,000 e-mails went through the system. This is a fee based service in that members pay a fee to enable them to SEND e-mails. ANYONE can sign up for free to RECEIVE e-mails. To SEND e-mails out to the group requires paid subscription status – which all our agents enjoy. Additionally, e-mails are sent out when we list the property on Loop Net as well as monthly through NTCAR. (Individual homes for sale or lease are not able to use this service)

* **Data / Summary Sheet** - an individual data property information summary sheet is prepared for each property and is distributed to in-house agents as well as to any inquiries and is posted on Loop Net to enable interested parties to review a recap of salient facts and data easily. Contains a complete detailed list of data for each property as well as a plat or survey when/where appropriate and if available.

* **Flyers / Brochures** – A one or two page (or more where appropriate) property summary and/or color flyer / brochure is typically created for our commercial properties to highlight the salient facts and data along with pictures of the property. These would be sent to parties inquiring about available properties and would include salient facts and details, a map / aerial photo, etc.

* **Details** – We will gather together a complete array of property information and details such as size (SF), room count and sizes of each room, amenities, kitchen equipment, type of HVAC, utility service information, availability of such as CATV or Satellite service, security system, garage, fencing, barns and outbuildings, storage sheds and the like, whether any of the outbuildings have utilities available to them, etc.

* **Floor Plan** - If any blue prints are available we will utilize same to create a floor plan of the property showing existing walls and improvements along with dimensions.

* **Color Photos** - Numerous color photos will be taken and kept on file with the ability to send to anyone anywhere in the world as an attachment or we can create a disk to send to an interested party in a distant city to take a close look at all aspects of a particular property much the same as if they were here looking. This would include inside, outside – all areas, roof top, etc. Color photos will also be posted to the various listing web sites for inquirers to see.

* **Aerial Photos** - An aerial photo of the property will be obtained and used in marketing of the property.

* **Advertisements** - various types / media sources - in general for Property Pros as well as specific to a particular property when / where appropriate.

** Denton Chamber of Commerce Newsletter, Map and Distinctly Denton publication

** Denton Record Chronicle

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** Denton Business News

* **Organization Memberships** - Memberships maintained as a commercial real estate services company in numerous organizations: Denton, Argyle, Sanger, Lewisville, Flower Mound (and others) Chambers of Commerce, others in process. Active and participate in numerous activities, meetings, programs, etc. for extensive visibility / exposure in the market place.

* **Professional Groups** - Membership maintained in: Greater Denton Wise County Association of REALTORS, Greater Lewisville Association of REALTORS, Texas Association of REALTORS, National Association of REALTORS, Institute of Real Estate Management, North Texas Commercial Association of REALTORS; National Association of Commercial REALTORS, REALTORS Commercial Alliance; Denton Kiwanis Group and others.

* **Local Board of REALTORS:** Our agents are members of the Greater Denton Wise County Association of REALTORS as well as the Texas Association of REALTORS, National Association of REALTORS and the North Texas Commercial Association of REALTORS.

Chris Rosprim, CPM/REALTOR/Broker/Property Manager/Owner - is a Member of the Board of Directors (he was President in 2008) of the Greater Denton Wise County Association of REALTORS and overall very active in local / state level association of REALTOR activities.

* **Word of Mouth / Reputation** - Everyone in town and throughout the Denton County area knows Chris Rosprim – also affiliated with Keller Williams Realty and KW Commercials. With approx. 150 local real estate agents operating out of the Keller Williams office – we have a major presence in the market place with signs all over town. Without a doubt – if ANYONE is looking for real estate services in Denton, TX – they WILL come to us or through us – directly or indirectly as a result of all of the elements as described herein. We pride ourselves on maintaining a high level and degree of integrity, honesty, professionalism in all that we do to represent our clients to achieve the desired results. If the deal is not a “Win – Win” for both parties – then it is NOT a good deal!

* **Yellow Pages** - Advertisement in Yellow Pages - Real Estate – Property Management; Also - Verizon yellow pages online.

* **Networking Groups** - Member in two different local networking groups with active participation in each of 40 + members. One group meets EVERY other week - Opportunity Networking Group where a diverse group of small business owners meet to discuss their business and trade business leads with one another. The other group meets twice monthly and is a group consisting of members of the Denton Chamber of Commerce. At each meeting - a copy of our available list is distributed to all and each member has an opportunity to introduce themselves, advise what business they are in, etc. - tremendous and continuous weekly exposure for familiarity. Each group refers business leads to each other member.

* **Commissions** – Any and all commissions for real estate services are entirely negotiable by and between the owner and the brokerage firm and can be any amount agreed upon. Commissions for residential rentals are generally equal to a month’s rent – split between the listing agent / management company- and the agent who leases the property – generally due and payable at the time the lease is executed.

On the sale of such properties – the commission is generally 6% - again – split between the listing agent and the selling agent.

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* **Referrals** – Referrals come in to us from many sources that include our 150 + residential agents as well as other local REALTORS and agents and brokers from around the country who have clients seeking property (s) in the Denton area and recognize us as a valuable local source for real estate in Denton.

* **Maintenance – Repairs – Improvements** – We have an extensive array of contractor services available to perform any and all types of maintenance, repairs, improvements on any type of property from minor to major no matter what the job is. Due to the extensive property management services performed by Scott Brown Properties we can arrange for anything that is needed on a property. From landscape maintenance to remodeling to reconstruction – we can arrange to have done to any property whatever is needed to be done from A to Z. Many of our clients rely on us for this and others desire to arrange for these themselves. Either way is OK by us. We are here to serve the needs of the client and the property no matter what it takes.

* **Office Exposure** – Our main Denton office – a pair of 2 story free standing office buildings – are prominently located at 2434 Lillian Miller Parkway, Denton, TX – just off I-35 @ Lillian Miller Parkway / Loop 288 in central Denton. We get extensive exposure from our location and we have a sign on the building as well as a pole sign on the street and a large bill board on I-35 to promote awareness of our presence in the marketplace.

* **Flower Mound Office** – Keller Williams Realty has an office in the Flower Mound area with approximately 300 agents working out of that office serving the Lewisville, Flower Mound, Highland Village areas.

* **Residential Real Estate** – I am an agent – Broker/Associate – with Keller Williams Realty in Denton. WE have approximately 150 agents that work out of this office. Additionally, we have agents that work in other areas out of their home based offices and cover: Southlake, Lewisville, Highland Village, Flower Mound, Justin, Krum, Lake Dallas, Corinth and other communities in the area. Our Flower Mound office has approximately 300 agents that work out of the office there.

* **Property Management** – Chris Rosprim is the owner of our Property Pros Management Co. He is a CPM® – Certified Property Manager® with 42 years of real estate experience. We offer a complete property management service that provides any and all property management needs for residential and commercial properties of all sizes and types throughout the Denton and surrounding communities' market area. From a single family home to an apartment complex, shopping center, office building, industrial park, mini-warehouse property, etc. we have the ability to provide management services. Management fees will be competitive and based on many factors such as size, type and location of the property and the extent of services desired or needed. We will gladly inspect your property and visit with you to provide you with a proposal to provide complete professional management services to fit your needs.

* **Accounting** - Our accounting service is able to respond to your accounting needs and has the assistance of a local experienced CPA to aid in all phases and issues pertaining to accounting, taxes, reporting, etc. We provide a thorough and professional level of accounting reports on a monthly basis and an end of the year accounting report that will provide your personal CPA with all the information needed to accurately report income and expenses to the IRS with little additional effort.

* **Mortgage Loans** – We work closely with several mortgage loan companies to work with our clients as needed to secure mortgage loan financing for property acquisitions. We can also perform a financial review of any property to ascertain various scenarios relative to value based on income / expense factors.

* **Maintenance & Repairs** – We are ready to handle any type of maintenance, repairs, improvements, etc. that may be required on your property. We have relationships with a large number of vendors, service companies, contractors, etc. that can literally do anything anywhere anytime. Some of our clients desire to be more involved than others. Some desire to handle the repairs themselves – in whole or in part while others do not

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want to be involved. We can do it either way or any combination of ways. What we do is make sure that we are available if / when a tenant calls to report an issue and then proceed from there depending on the terms of the lease and/or the management agreement. Of course – in the event of an emergency – whether it is during the day – M – F, on the weekend – or at 3 AM on a cold and rainy night – we will respond and do what is needed as if we were the owner. In such a case – we will notify you immediately and discuss the matter and follow your instructions. This relation makes it easy to get the job done. This service is available to all our clients but our clients are certainly free to use a company of their choice if desired. Due to the volume of business we are able to obtain very favorable services and prices from our large inventory of contract services.

* **Qualifications** – I have been in the real estate – sales, leasing and property management business – since college days – 1969 – so that would be 42 years now. All phases and types of real estate – sales, leasing and management – residential – multi-family – commercial. I started out as a maintenance man on small rentals in Arlington while in college at UTA. Then moved to Houston and served as maintenance man on a 31 and a 47 unit property. Then became a maintenance supervisor over 15 properties – approx. 1,500 units. Then a property management supervisor, then a regional property manager, then an asset manager with properties in many cities in Texas and several states. I also served in an asset management position with a couple of major S&Ls overseeing in one some 750 homes, land tracts and small commercial properties throughout Texas and at another overseeing a large portfolio of apartments. Along the way – in the 70’s – I started taking courses that ultimately led to earning the CPM – Certified Property Manager designation. As far as I know – I am the only one in practice in the Denton area.

* **Summation** - Summing it up - if any person, company, broker, agent, builder, investor, etc. is looking for real estate property to buy, sell, lease or manage and/or land or improved property - we will likely be contacted for what is available in the market place.

We currently have many experienced licensed real estate agents specializing in selling and leasing property in the Denton / Lewisville / Denton County area. We are the largest such company in Denton County. Our commercial property department (through KW Commercial) is capable of handling any commercial property sales – leasing & management needs throughout Keller Williams 700 offices nationwide and 3,000 + commercial agents and total of 80,000 real estate agents. We have the capability and experience to work with a client from the purchase of a piece of land or a single family home to the design and construction of a property to the leasing up of the property and ultimately marketing the completed project to investors.

A drive around the greater Denton County area will reveal an extensive array of signs on commercial properties of all types throughout the Denton County area. If ANYONE is looking for commercial property in the Denton area to buy or lease – we WILL be consulted as to whether we have a property available to suit their needs. We do Denton (and surrounding communities) VERY well. Let us do it for you!

We look forward to assisting in your real estate needs. If you need some space – we’ve got the place. Give us a call – we’ll both be glad you did! Stop by our office for a cup of coffee / cold drink and let’s discuss your real estate needs.

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