



#1 in Commercial Real Estate Online

\$405 billion of properties for sale • 3.2 billion sq. ft. of properties for lease • 2 million registered members worldwide. www.loopnet.com

* **Web Site Listings** - I have joined MANY sites as a commercial real estate agent for Denton 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. Detailed information on each property is gathered by representatives of CoStar with regular updates to maintain property data accuracy and integrity. www.costar.com.

* **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. You may access Xceligent listings through a portal on our website: www.sbpcommercial.com

* **Available List** - Maintained on our available property list regularly extensively distributed to all of our agents (approx 100) agents locally as well as faxed and/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 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 commercial real estate in Denton.

* **Web Sites** - Access to info through our web sites: www.texasrealtyteam.com and www.realtteam.com and www.sbpcommercial.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

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* **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.

* **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 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.

* **Details** – We will gather together a complete array of building details such as ceiling height (drop ceiling and above ceiling), HVAC tonnage, SF of office, retail areas, size of any and all overhead or freight doors, # of parking spaces, ability to accept delivery from large trucks, whether or not there is a dock high door, existence of a security system, security lighting, list of FF&E, description of improvements and construction and the like. All such details gathered and made available to any inquiries.

* **Floor Plan** - If any blue prints are available we will utilize same to create a floor plan of the current building configuration of existing walls and improvements along with dimensions. If such is not available – we will work with the owner to obtain same or create one with field measurements. For larger / more extensive properties it may be appropriate to engage an architect to prepare detailed drawings of the space(s). This enables an interested party to review the floor plans for their own needs and/or compare to other properties to analyze what property suits their needs the most.

* **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.

* **Advertisements** - various types / media sources - in general for REAL T TEAM and Scott Brown Commercial as well as specific to a particular property when / where appropriate.

** Denton Chamber of Commerce Newsletter, Map and Distinctly Denton publication
** Denton Record Chronicle
** Denton Business News

* **Organization Memberships** - Memberships maintained as a commercial real estate services company in numerous organizations: Denton, Argyle, Sanger (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, 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:** Chris Rosprim is a Member of the Board of Directors (Vice-President for 2007, President Elect for 2008) of the Greater Denton Wise County Association of REALTORS; Member of several committees in 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 Scott Brown Commercial and Scott Brown Properties is the place to go for commercial real estate due to our presence in the market place, signs all over town, number of agents we have, active participation in events, etc. Without a doubt – if ANYONE is looking for commercial real estate 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.

* **Yellow Pages** - Advertisement in Yellow Pages - Commercial Real Estate; 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 week - Opportunity Networking Group - with a web site of www.opportunitynetworkinggroup.com where visitors can go and get to members web sites. 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 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. Prevailing in the commercial arena in the DFW area is typically 6% on a sale (split 3% to the selling agent and 3% to the listing agent) and 4.5% on a lease – paid to the listing company if the lease is handled “in-house” with a provision whereby if an outside brokerage company brings a deal to the table – they typically get the 4.5% and the listing brokerage company receives a fee of ½ that amount – or 2.25% - for a total of 6.75% of the amount of the lease of the initial term. This fee is payable 50% upon lease execution and 50% upon move-in (in cases where they may need to be build out, etc. and thus a period of time lapses between lease execution and move-in). Renewal commissions for subsequent renewal of existing leases typically generate a fee of ½ the original amount. Sales to an existing tenant are typically ½ of the original amount (thus 3% as opposed to 6%). No fees are set by any party for any other party to the transaction and all fees negotiable between the parties concerned. As mentioned – these are the fees we see most often offered in the commercial real estate market we are in. Deviating from the above may cause less of an interest in selling or leasing space in one property vs. another when compared.

* **Referrals** – Referrals come in to us from many sources that include our 75 + 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 “the commercial source” for commercial real estate in Denton.

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* **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 this 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 office – a 7,500 SF free standing building – is prominently located at 1400 Dallas Dr. – just off I-35 in central Denton. Dallas Dr. is a MAJOR thoroughfare with high traffic coming off of I-35 heading towards the downtown / courthouse area and / or back to I-35. 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.

* **Residential Real Estate** – Through our residential real estate division – the Real T Team – we have approximately 75 agents with numerous branch offices including 2 additional offices in Denton as well as offices in: Sanger (2), Aubrey, Argyle, Lake Dallas, Krum, Justin, Ponder. This serves to provide us with additional exposure through all of our agents and our available commercial properties.

* **Summation** - Summing it up - if any person, company, broker, agent, builder, investor, etc. is looking for commercial property to buy, sell, lease or manage and/or land or improved property - we WILL be contacted for what is available in the market place. There is NO OTHER commercial REALTOR or real estate services company that offers the above array of marketing for commercial properties in the Denton / North Texas area.

We currently have 6 very experienced licensed commercial real estate agents specializing in selling and leasing commercial property in the Denton / Denton County area. We are the largest such company in Denton County. We also have a commercial property management department capable of handling any commercial property management needs. We have a division that works with those in the medical field. This entails working with doctors, groups of doctors who may desire to build / own / operate / invest in commercial real estate as well as doctors who look to us to obtain our assistance in finding them suitable space for their practice – whether it be a lease or a purchase or a land purchase / build to suit situation.

A drive around Denton will reveal an extensive array of signs on commercial properties of all types throughout Denton. If ANYONE is looking for commercial property in Denton 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!