



DANNY NGUYEN INTERNATIONAL DN COMMERCIAL REAL ESTATE Greater Houston Region- Texas

Commercial Real Estate Focus

Vol. 1 Issue 1. JULY 2023

25 YEARS OF MAKING A POSITIVE IMPACT ON THE COMMERCIAL REAL ESTATE INDUSTRY



With Faith Freedom and Opportunity as his mantra, Danny Nguyen is a model of civic and entrepreneurial leadership. His inspirational story plays out in a way that is almost unimaginable.

As a young child, after being incarcerated in three concentration camps in Thailand and The Philippines, he and his family set out for the promise of a better life on the shores of the United States of America, only to find himself stranded for 25 days in a small fishing boat on the Pacific ocean with 72 other people. He believed that "to be living in America is like winning the lottery."

Looking back on the experience and reflecting on his life, Danny is extremely thankful for the opportunities this land has afforded him. "I would not trade it for the World."

Danny graduated from Texas A&M University with BA degree in Business and Marketing Administration that allowed him to concentrate in International Business Marketing. He

eventually chose Commercial Real Estate as his career. Over the years, through hard work and diligence his career advanced from an agent to a broker and purchased a ReMax commercial franchise and his first building. After earning his MBA and his CCIM, Danny Nguyen became an investor in the real estate sector,

Twenty-years later, Danny and his team are considered specialists in income-producing properties, shopping centers, commercial structures and land throughout the Houston area. "It is very satisfying to drive around different cities to see buildings standing and flourishing, knowing that it is the result of your efforts" said Danny. He is particularly proud of the progress and development of Highway 6, from Mission Bend to his own high school- Clements High School.

Nguyen believes in reaching out to help others grow. In 2010 he was elected at-large to serve as Chair on the Internal Relations and Economic Development committee, and was subsequently re-elected unopposed to the Missouri City Council. "I was

born and grew up in one of the poorest places on earth, during the most dangerous times at the peak of the Viet Nam War," Danny reflected, "So to aspire from a political refugee to an elected official is the highest honor one can earn."

Danny Nguyen believes that hard times force you to be resourceful and creative "Thinking takes on a long term perspective." Although he has earned and been awarded many accolade, he declared that "the proud moment is to overcome adversity. My genuine respect for the industry, my strong faith in God and my team, have allowed me to match the economic challenges that have hit the real estate industry so hard in recent years."

He wants to help as many people as possible and currently holds workshops and trainings for other aspiring entrepreneurs within the immigrant and minority community. He is a strong promoter of free enterprise and believes that the greatest freedom America offer is the freedom to succeed.

The purpose of life is to discover your gifts and the meaning of life is to give those gifts away. I am grateful to be celebrating 25 years of serving in the Commercial Real Estate Business.

- Danny Nguyen, CCIM

Commercial Real Estate News

Announcing Our Second Location

DN Commercial Real Estate is pleased to announce the opening of its second location situated in the heart of Houston's international Management District. The office is fully operational and is committed to maintaining the high level of service that DN Commercial real Estate for which its has always been known.



Danny Speaks at Red News Panel

Danny Nguyen has been invited to participate as a Panel 2 guest speaker at the RED news Houston Retail and Restaurant Summit 2021 The event, which is scheduled to take place on Thursday, August 12, 2021 from 8:30am-11:30am will take place at The Briar Club 2063 Timmons Lane Houston, TX 77027.

\$99 - In person or Virtual.

For more information or to view a list of other speakers visit:

<https://rejournal.com/eventpage/txhouston-retailrestaurant2021/>

or simply scan the QR code



American Leadership Forum (ALF)'s trip to Colorado

This summer, Danny Nguyen will be attending the Wilderness Trip hosted by the American Leadership Forum. The ALF Wilderness Experience is an opportunity for members to devote significant time for bonding and personal introspection.

This workshop helps participants create the trust and understandings necessary to work collaboratively back home.

Saturday, July 31 to Thursday, August 5

Colorado Springs For more details visit: <https://www.alfgreatvalley.org/programs/wilderness-experience/>

Or scan



11122 Bellair Blvd
STE 203
Houston TX. 77072



- **DANNY NGUYEN**
Founder and CEO



EDUCATION

- HCC Honorary Degree (2008)
- CCIM Designation (2006)
- Ft. Bend Leadership Forum (2006)
- Texas A&M University Corpus Christi MBA (1 semester)
- Texas A&M University Corpus Christi IBM (1996)
- La Quinta High School (1988)
- Clements High School (1984-1987)

AWARDS & HONORS

- Houston G7 Award 2020
- Best Selling Co-Author "Soul of Success"
- Thought Leader of the Year Award Recipient
- Proclamation for City Council service
- Asia Houston Network - Salute Asian American Elected Officials
- Honorable Danny Nguyen Leadership Award
- Proclamation from Harris County - Judge Emmett
- Honorary Degree Recipient - Houston Community College
- CCIM - Rising Star 2007, National Magazine
- HAR Realtor / Hero of the Month, June 2010 - Houston Chronicle
- Entrepreneur of the Year Award 2009 – Houston West Chamber of Commerce
- YMCA - Minority Achievers of Houston Award (2010)
- Distinguished nominee of Texas Association of Business – Small Business of the Year Award (2008-2009)
- International Toastmasters Certified Competent Communicator (2008)
- CTM Award 2008 / National Magazine December 2010
- Many other certificates and proclamations from governmental Leaders for his Community involvements
- Juneteenth Honorary Award
- House Bill - State Representative
- City of Houston Trade Mission to New Delhi and Mumbai (2018)
- Danny Nguyen Day in Harris County (Proclaimed December 11, 2008)
- Houston Hispanic Chamber of Commerce - Appreciates Your Service & Dedication Award
- Hope Initiative Award of Appreciation in Recognition of Your Continuous Support
- Houston Shenzhen Sister City Association Honors Danny Nguyen (2013)
- Houston West Chamber of Commerce: In Business, For Business, Danny Nguyen Commercial (2008)
- Thanh Nha Ho: Di San Van Hoa The Gioi - The Ho Citadel - The World Cultural Heritage
- TWEF: M.E.N. Community Mentor Honoree Danny Nguyen (2011)
- UH - Master of Public Administration in Appreciation of Danny Nguyen
- Vietnamese American Chamber of Commerce Day in Houston, TX (Proclaimed July 21, 2011)
- VCSA - Special Contribution Award (2006)

AFFILIATIONS/MEMBERS:

- National Association of Realtors (NAR)
- Texas Association of Realtors (TAR)
- Houston Association of Realtors (HAR)
- CCIM - Commercial Real Estate's Global Achievement
- ICSC - International Council of Shopping Centers
- Asian Real Estate of America (AREAA)
- TAMUCC - Alumni Association
- Greater Houston Partnership (GHP)
- Vietnamese American Houston Chamber of Commerce (VACC)
- Fort Bend Chamber of Commerce (FBCC)
- Asian Chamber of Commerce (ACC)
- Houston Mayor's International Trade and Development Council (MITDC)
- Houston Mayor's International Affairs and Development council (MIADC)
- Rice University - Public Policy Baker Institute Round Table Member
- Texas Municipal League (TML) Affiliate Member
- Missouri City Oyster Creek Rotary Club Member
- CTM Toastmasters International
- Vietnamese Culture and Science Association (VCSA)
- CoStar: LoopNet, CityFeet, Showcase & Ten-X
- CommGate
- CREXi

ABOUT US

Specialized Core Products

MORE THAN 25 YEARS OF EXPERIENCE SPECIALIZING IN
LAND & SHOPPING CENTERS | BUY - SELL - LEASE

- Seller Representation
- Buyer Representation
- Shopping Centers & Commercial Buildings
- Landlord Representation
- Tenant Representation
- Seller Representation
- Buyer Representation
- Project Representation
- Investor Representation



AFFILIATIONS

- - HAR Board of Directors
- - TAR Former Director
- - National Association of Realtors
- - Greater Houston Partnership
- - VACC Founding Member / Board
- - ACC Member
- - HWCC Member
- - FBCC Member
- - AREAA Founding Board Member
- - ANB Building Owner's Board Member
- - MITDC Division Member
- - TML Affiliate Member
- - ICSC National Member
- - Oyster Creek Rotary Club Member
- - PAC Committee
- - Rice University Round Table Member
- - TAMUCC Alumni Association Student Board Chair
- - TAMUCC International Entrepreneur

**25 YEARS EVENT
CELEBRATION
ONE BIG PARTY &
SERIES OF SMALL ONES
Date to be announced**



Scan the code to listen to the interview to learn more about Danny Nguyen



Of Serving our clients

LEASED PROPERTIES

We have leased several locations ranging from pad sites to more than 100,000 sq. ft. for retail, office, office warehouse, etc.



SOLD PROPERTIES



INVESTMENT-DEVELOPMENT

We had purchased and renovated this building used for our real estate office for many years; and sold it when we opened up our new office on Bellaire. It was a successful redevelopment and investment project.

SCAN THE QR CODE FOR MORE INFORMATION ABOUT OUR PROPERTIES

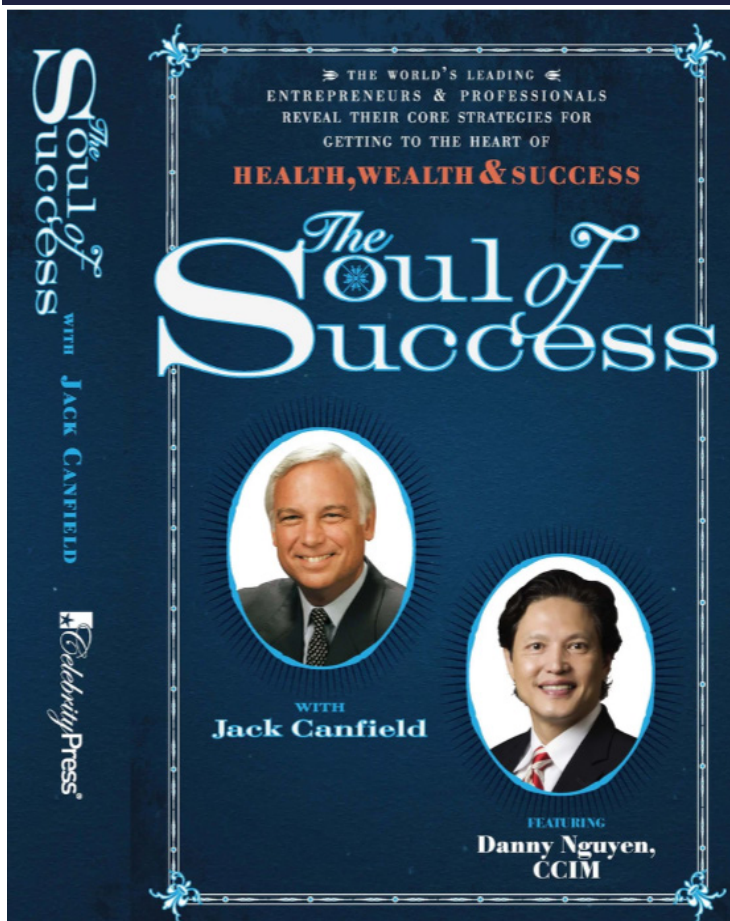


- o SELL
- o BUY
- o LEASE
- o PROJECTS

Economic development for the City, Country & Texas has always been Danny's passion and top priority. Danny joined the Greater Houston Partnership and a delegation of community and business leaders to be the first to view the expansion of the Panama Canal. Danny was with Mr. Jeff Moseley and other government & business leaders from Houston.

If you are looking to buy or sell commercial real estate, call DN Commercial for results-oriented brokerage services. We have extensive experience and first-hand knowledge of the buildings, landlords and tenants to better assist you.

FEATURING "THE SOUL OF SUCCESS".



Danny Nguyen recently joined a select group of business experts and entrepreneurs from around the world, along with Best Selling Author® Jack Canfield, originator of the Chicken Soup for the Soul® series, to co-write the book, "The Soul of Success, Vol.1: The World's Leading Entrepreneurs and Professionals Reveal Their Core Strategies for Getting to the Heart of health, Wealth and Success". The book was released on September 10th 2015 by CelebrityPress™ - a leading business book publisher.

On the day of release, The Soul of Success reached best-seller status in six US Amazon Categories - reaching as high as #1 in: "Direct Marketing" and "Marketing in Small Businesses" categories. The book also reached #9 in "Marketing," #15 in "Marketing and Sales," #20 in "Entrepreneurship," and #22 "Small Business and Entrepreneurship" categories.

The Soul of Success became an international best-seller, reaching as high as #1 in "Direct Marketing" on Amazon in Canada. Additionally, The Soul of Success reached #8 in "Marketing," #10 in "Marketing and Sales," #12 in "Small Business and Entrepreneurship," and #55 in "Business Management" in the international categories. Danny Nguyen contributed a chapter titled "The Power of Having a World-Class Mindset."



L-R Danny Nguyen CCIM with Jack Canfield

Congratulations

Celebrating 25 years of making a positive economic impact in the Houston region, Harris & Ft. Bend Counties

DN Commercial is backed by 25 years of commercial real estate experience through our commitment, dedication, and expertise. DN Commercial has established a business relationship with our clients that will last a lifetime

He helps landlords fill their retail centers with credit-worthy tenants from Mom-and-Pop shops to national tenants. He assists buyers in finding beneficial investments for their portfolios, whether those acquisitions are shopping centers, other income-producing properties, or land. Working with Danny, sellers find buyers within a reasonable time-frame, with the highest possible return.

Celebrating 25+ Years of Making a Positive Economic Impact in the Houston Region, Harris, & Ft. Bend Counties

"Danny Nguyen, my heartiest congratulations to you on your 25th Business Anniversary. Thank you for your extensive contributions to the community as well as for our public service and leadership as a former Council Member of Missouri City. I wish you the best of luck for the next 25 years and beyond. I consider you, Danny, a great American!"



Sid Miller, Texas Agriculture Commissioner

"Congratulations to Danny Nguyen on 25 years of success in the commercial real estate business! Thank you for your extensive community service and for your leadership as a former City Council Member for Missouri City! Best wishes for continued success."



Carol McCutcheon, Sugar Land Mayor Pro Team

"Congratulations to Danny Nguyen for celebrating 25+ years of his commercial real estate business! I have known Danny Nguyen for about 10 years. He has always impressed me as a dedicated family man and as an exceptional entrepreneur and businessman. He has captured the American dream and made himself successful and respected with his exceptional efforts with his business. His passion for economic development and helping others is second to none. I am honored to know him and have him as a friend."



Rick Miller, Texas State Representative, District 26

"Thank you, Danny Nguyen, for helping to bring new business and job opportunities to Missouri City and Ft. Bend County. By expanding the tax base, this growth helps to strengthen our schools."

Dave Rosenthal, FBISD Trustee and Board Secretary



"Danny Nguyen, congratulations on your well-deserved success! Thank you for being such a valued business leader in the community. You're a true definition of the American-dream success story. Best of luck to you."

Briscoe Cain, Texas State Representative, District 128

"Congratulations Danny Nguyen on your 25th business anniversary. Your service to the community is very much appreciated. Thank you for all of your hard work!"

Jennifer Lane, Sugar Land City Councilmember At-Large Position 2



Wea Lee, Chairman ITC Community Empowerment



ping center owners. Some of our past clients /customers are: Walgreens, Albertson's, CVS, Shipley's Donuts, Dollar Tree, Discount Tire, H&R Block, Kim Son, etc. I have also helped several small businesses as well. No two deals are the same, and each one presents its own unique challenges and rewards. I am grateful and honored for they are the catalysts of our local economy, along with the corporate giants.

Show Danny's business and dedication to be the best he can be—taking it very seriously. You had owned a REMAX Business franchise in your early business years. Featured in the CCIM Magazine as a rising Star... Entrepreneur of the Year Award 2009—Houston West Chamber of Commerce Owned a REMAX Commercial Franchise

I believe in giving back. I'm devoted to making the Real Estate community better and actively participate in the vision to the industry. I have serves as:

- HAR Houston Association Realtors—Commercial Chair 2018
- AREAA—Asian Real Estate Association of America—Founding Board Member
- Chairman City of Houston Mayor's International Affairs and development Council—Asia/Australia Division (2010-2011)
- HAR (Houston Association of Realtors) International—Honorary Advisory Member

CRE BUSINESS/CAREER

Wow! More than 25 years? Congratulations! You must have a strong passion for Commercial Real Estate. What is it about this Industry that gets you up every day?

Yes, more than 25 years of making deals and I still love doing it every day. It is very fulfilling and rewarding to see not only tangible results for my clients, but the impact they have had on our community and city.

I am very passionate about Commercial Real Estate.

After 25+ years of making deals, I still love doing it and do it every day full-time. My niche is Retail Shopping Centers and Land. My clients know I am laser-focused on getting their deals closed. There's excitement when I bring the right players together and am able to make a positive impact in the community. There is personal joy and satisfaction when everyone walks away from the closing table happy and satisfied.

Who are your clients? Past clients?

My target clients that I serve and focus on are: business owners, investors, developers, landlord, land and shop-

Interviews

Houston Asian American Archive Chao Center for Asian Studies, Rice University

What was the first one you transitioned into?

DN: Commercial real estate.

I jumped right into commercial real estate. I worked for a very big company called Henry S. Miller. Commercial and property investment.

QL: Can you describe some of your duties when you were working there?

DN: Yeah, my duty is pretty much related to what I've done before: to help people to prepare business plan and identifying their prospect, prospected market target and identify the location that match, demographic that match the—target market, facilitate the negotiations and coordination.

QL: And what... Was there a lot of the Asian—Vietnamese American population that came to work with you? Did you encounter them a lot during your time in working in commercial real estate?

DN: Oh yeah, yeah. You remember when I came back to Houston in 1996... in '96, the population—Vietnamese population was huge at that time so... So there's a lot of interactions, professionally and socially.

QL: It was a rather rapid expansion during those times.

DN: Oh yeah, yeah, big.

QL: How different did you feel the city from when you came back compared to when you left?

DN: Uhm, Physically, not much. But emotionally and psychologically, it's totally different. I left as a minor without anything, you know, as a very... uhm... w-with not much. When I came back I had a college degree, and I had experience—business experience, and most importantly with an unshakable amount of confidence. Yeah. [Long pause] I saw a lot of opportunities in Houston.

QL: So after you worked with Henry S. Miller, what did you continue to do? How long—how long were you at Henry S. Miller?

DN: Henry S. Miller... few years. And then I—and then I progressed on to get my broker license. And I... get my own business called DQN. DQN stand for Danny Quoc Nguyen.. And then not long after that, a great opportunity presented to me, great opportunity. You know RE/MAX? RE/MAX is a huge national franchise. And as I was looking for a location, because when I make a transition to have my own business to be a broker, I operate on the second floor of my house. And we're doing pretty well and I mean, I still—and

then I was looking for a location. And I found a building that was for sale but the condition was that I had to buy the RE/MAX franchise. So I bought the RE/MAX and we still had like a hundred associate and agents running all over the places. So I had that for a few years and, and after the expiration of the franchise agreement, I convert it to my own identity, Danny Nguyen Commercial.

QL: Yes. So you had to buy the business as well as the location?

DN: Yeah because it go with it, inseparable. But the point was that I was trying to establish my own identity. But I have to tell you that it was a great experience though. I've learned a lot from that franchise

QL: Yes. And uh—

DN: ...operation.

QL: And where was that located?

DN: Hillcroft and Beechnut. Hillcroft and Beechnut.

QL: So that was where the first Danny Nguyen Commercial office was.

DN: Yeah, yeah. RE/MAX Commercial and yeah.

QL: Wonderful. And, so you recently moved to this location here on Bellaire?

DN: In 2008.

QL: Yes. And... So how do you feel about the Vietnamese American community that's working within the commercial real estate field? Is it rather large community that's working with you or coming to you to look at commercial real estate?

DN: Yeah. Initially, my client base was largely from the Vietnamese community. But as I grow, as I grow, as I expanded myself into the mainstream, and you know, this, you know, this industry is very product driven, you know? If you have a location in a certain area, you attract a certain ethnic group. So it's not up to me to say 'oh, today I'm going to work with Vietnamese, tomorrow I work with Chinese.' So whatever the demand for that location is, you know that.

QL: Yes.

DN: So right, and then I make—now I have a lot of—I have a lot of non-Vietnamese clients as well. Yeah.

QL: So why the commercial real estate field? Rather than any other business oriented fields that you could have gone into?

DN: Uhm, I'm not ashamed to say that I want to be rich. And I never make excuses for it, you know? I came from a place, it was so damn poor, the poorest place on earth. And I was sick and tired of being poor. And the only reason you can help poor people is not to be poor. So I always had—I always have had that deep desire to be wealthy. Because I believe that, I mean, God created people equally. Why one person is so... extremely successful, living in like a ten thousand square feet mansion, and the other person living on the freeway? And then I believe that there is no one person on earth that is one thousand time more of anything than the other person... smarter. So because of that I'm driven, you know, so I always find what is it that helps me to create wealth. But, but, but, but the key—listen to the key—the key is that I have to help people to create—to make money, to become successful first before I get—I get compensated. So you know, now, every time that I drive by—by different places in the city I see a lot locations and a lot of building. I look at Marie, my wife, I said 'Oh, remember it used to be nothing but vacant space. It's now, you have a business. This used to be vacant land with grass on it. Now you have a building on it because of our effort and vision.'

QL: Yes.

DN: And I love doing it.

QL: So was that desire to help other people was what pushed you into, uhm, going into election for the position in Missouri City? DN: Yes. A desire to help people and a desire to make... a physical change in the city. Take for example, I mean, you are sitting right in the heart of the Chinatown, sometime people call it international district. Twenty years ago, if you had come, it used to be nothing, nothing. Ok, but because of the visions and determinations of brokers, developers, we turned this area into a, uh—into a town. And because of that, you—you increase a significant amount of tax base for the government. And of course, the moment that that shopping center is up, that restaurant is open—it's created jobs for a lot of people. And then it helps to pay taxes; and it's helped the dynamic of the city. So now you suddenly create your own city for yourself. So that's how I get into politics, to improve the quality of life. Does that make sense?

ABC13 Interviews Danny Nguyen

about the impact of the Panamas Canal Expansion!

Economic development for the City, Country & Texas has always been Danny's passion and top priority. Danny joined the Greater Houston Partnership and a delegation of community and business leaders to be the first to view the expansion of the Panama Canal. Danny was with Mr. Jeff Moseley and other government & business leaders from Houston.

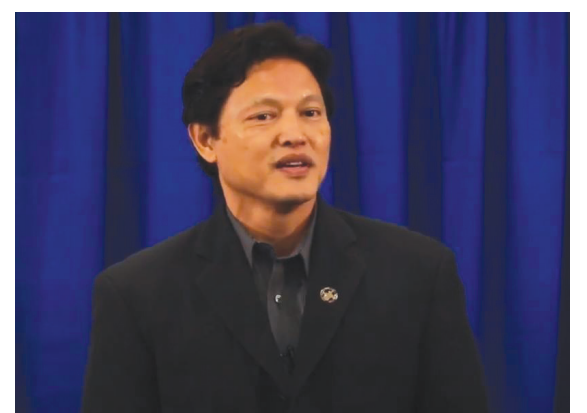
The Panama Canal will open 3 new sets of locks, expanding its reach by enlarging its capacity to handle ships double the size of those previously using the canal. On a private tour Danny Nguwen was struck by what it means.

"This is going to be a great opportunity for everybody.. for Panama, Houston, and other related cities in America." Said Danny.

He saw the 5-million-dollar budget as a drop in the bucket compared to the impact the expansion will have on world trade. "I can visualize all the cargo from Asia that would be going through here." Houston stands to benefit most from the proposed expansion.



Danny Nguyen, CCIM: Want Happiness? Do What You Are Created to Do!



After reflecting on the struggles of his life, Danny Nguyen boldly declares that the price of freedom is not free. He challenged everyone to step up and speak about things that affect their lives. Thinking about decisions that almost stopped him from reaching his goal, he acknowledged that your worst enemy

With deep conviction, Danny challenged those in attendance to step into their dreams! as he concluded with his passion about the opportunities he sang the last two verses of the National Anthem!

"I love the American national Anthem. Especially the last two lines' he declared, "the land of the free and the home of the brave"

This land belongs to the people who are free to be who you are and have the courage to follow your dreams. Go out there and make a difference to make America Proud!

Education (Buyers / Investors)

Looking to Buy/invest? Here's what you should know!

First of all, you need to decide what you want to do and focus on that.

Now, the most you'll ever learn about commercial real estate is actually after you've done a deal - some parts of the investing process just can't be captured in a book or video.

However, you need to have a decent understanding and road map for your investing strategy. There are so many ways that you can go about educating yourself on commercial real estate:

- You can listen to podcasts
- Read commercial real estate books
- Watch videos on YouTube
- Have conversations with other investors. Learn from people who have done it already!
- Join real estate investing groups. Joining a real estate investing group here in Nashville (REIN) was one of the first steps I took to becoming a real estate investor.

Not only do these groups offer educational classes and events, you can network with other investors to find deals.

Ok, so after you've educated yourself on commercial real estate investing, it's time to choose a property type. And the reason that I recommend you choose your property type after you've educated yourself on commercial real estate, is that you don't necessarily know which property type will be right for you before you get started.

For example, if you're a single-family residential investor, you've probably heard the next step is buying multifamily. But did you know that storage units, which are a subclass of industrial, pretty much operate the same way as multifamily without the headache of dealing with residential tenants? You may find another asset type that is more attractive to you as an investor.

STEP 1:

CHOOSE YOUR NICHE AND BECOME THE EXPERT

Choose a property type. Here are 5 primary types of commercial real estate that you can invest in:

Multifamily

That's anything from a single duplex with two units, to hundreds of units spread out across a garden-style apartment complex.



Office

Office buildings can be as small as a commercially zoned home housing an attorney's office or a skyscraper downtown.



Retail

Retail real estate can be anything from that Starbucks around the corner from your house to a massive regional shopping center.



Industrial

Industrial real estate is made up of warehouses and distribution centers of all sizes - think Amazon delivery!

Hospitality



Hospitality real estate are the hotels and motels that serve business and leisure travelers. Short-term rentals are often included here, too.



So after you've determined which commercial property type is right for you, it's time to decide upon an investment strategy.

STEP 2: YOUR INVESTMENT STRATEGY

There are many different investment strategies and just like choosing a property type, it's important to find a strategy that's right for you. Depending on your goals and what piques your interest, you may find yourself:

a) Land Banking

Land banking is where you purchase larger tracts of land that are in the path of development with the hope that they will appreciate in value as the development moves your way.

b) Development

Commercial real estate development is where you take raw land and re-imagine what could be constructed on that property.

c) Fix & Flip

Just like it sounds, fix & flip in commercial real estate investing is the same as it is in residential where you buy a property, make any necessary repairs and upgrades, and then resell it.

d) Wholesaling

Wholesaling real estate is where you find a good deal, put the property under contract, and sell the contract to another real estate investor or owner-occupant.

e) Owner-Occupied

Similar to "house-hacking" in residential, owner-occupied commercial real estate investing is where you purchase a piece of real estate where you plan to run your business.

f) BRRRR (Value-Add)

The BRRRR strategy. BRRRR stands for Buy, Rehab, Rent, Refinance, Repeat.

g) Passive Investing

If you don't have time to actually run and operate a deal, there are many benefits to being a passive investor in commercial real estate.

STEP 3: LEARN HOW TO UNDERWRITE COMMERCIAL REAL ESTATE INVESTMENTS

Most investors will use some variation of an Excel spreadsheet where they can type in various items, such as purchase price, estimated rehab, projected rent, and financing. These spreadsheets will then crank the expected returns for the investor on this deal.

You should also have a "back of napkin" formula that you can apply to any commercial real estate investment to determine whether or not it's even worth underwriting.

This "back of napkin" formula can be any single metric that works for you and can give you a quick green or red light. For me, I like to look at the asking price per square foot of the investments I make. Having a background as a commercial real estate broker, I have in-depth knowledge

of what market rents are per square foot. By utilizing the prices per square foot on the purchase and rent, I can quickly determine if the deal will make any money.

Now, I do recommend when you first get started that you underwrite every deal you possibly can. This way, you can actually learn what makes a deal work.

STEP 4: BUILD YOUR A-TEAM

Find A Broker That Specializes In Your Chosen Property Type

Get on their mailing list and review every email they send. Underwrite & tour every property that closely fits your criteria. But most importantly, have conversations with them about the properties.

Find A Commercial Real Estate Attorney

Hiring an attorney that specializes in commercial real estate is an absolute must in my mind.

Not only do commercial real estate attorneys review and negotiate purchase and sale agreements on your behalf, they also check to make sure that the property doesn't have any zoning restrictions, land-use issues, environmental issues, and they can also help you negotiate your loan agreements.

Find A Contractor That Specializes In Commercial Real Estate

Are you starting to catch on here with the commercial real estate specialty? Everything is different in commercial real estate than it is in residential real estate. You wouldn't call the Fire Department to stop a bank robbery - the same goes for contractors that specialize in commercial real estate.

Your contractor will be able to walk through properties with you and help you get an idea of what the expenses will be if the property needs any maintenance & repairs - depending on your relationship with them, you may only be able to walk through while you're under contract and not every single deal you tour.

Find A Commercial Property Management Company

Having an outstanding property manager on your side makes all the difference when you're investing in commercial real estate. I highly recommend keeping a property management fee in your underwriting, regardless of whether or not you intend to hire a management company. You never know what could happen and if the deal doesn't work with a management fee, it probably doesn't work at all.

Property managers will be able to walk through and assist you during your due diligence just like a contractor would. They can help, along with your broker, point out the pros and cons for tenants and any issues that may arise during your acquisition of the property.

Build Relationships With Commercial Lenders

Commercial lenders will have specific underwriting criteria, as well, and can also help you determine if a deal makes sense. Chances are good that if you're unable to get approved but multiple commercial lenders, it's probably not a deal.

STEP 4: UNDERWRITE AT LEAST ONE DEAL A DAY PRACTICE PRACTICE PRACTICE.

The more you're looking at deals, the better you'll be at realizing what a good opportunity is. Underwriting a deal a day is a good habit to get into because it forces you to review the pros and cons of a property and why you would or wouldn't pursue that as an investment. Michelangelo didn't become an expert painter overnight - he practiced! Just like you need to do with your underwriting so you can become an expert at reviewing commercial investment opportunities.

STEP 5: MAKE AT LEAST ONE OFFER PER WEEK

It doesn't cost you a dime to put together a letter of intent and make an offer on the terms that work for you. You never know what could happen - that seller may BE under a time crunch with his loan coming due or they may have another property they want to purchase with the proceeds from this sale. If you don't make the offer, you'll never know!!!

Education (Land)

TIPS FOR COMMERCIAL LAND INVESTORS

While many commercial real estate investors focus on the four main property types – multifamily, office, retail, or industrial – there are many other options. Investing in land is just one of these alternative investment options that savvy investors use to build wealth and develop a diversified real estate portfolio.

WHY INVEST IN VACANT LAND?

Commercial land investors in conference room Buying raw or vacant land offers a multitude of options for investors and developers. When purchased at the right time, in the right area, raw land can have a high return on investment. That's because land is a limited resource – one that developers need if they want to expand their businesses.

In addition, land is often a more affordable investment than traditional real estate properties. The maintenance costs are significantly lower than with traditional real estate, meaning all you have to do is purchase the land, hold the land, and sell it for a profit to a developer when the time comes. This hands-off approach is one of the main benefits of investing in vacant land.

If you are a developer, or partner with a developer, buying vacant land is essential to building new properties to increase monthly income. Buying vacant land in an up-and-coming area can be a lucrative investment for developers. As the area grows, the land becomes more valuable, and any building built on the property will also increase its value.

However, there are some considerations that improve your chances of gaining a significant return on investment when purchasing commercial land.

Tips for Investing in Commercial Land

1. BUY LAND IN THE PATH OF DEVELOPMENT

Land is a limited resource. This factor is one of the best reasons to invest in commercial land. Because there is a limited supply of land (especially in urban or developed areas), look for land in up-and-coming areas. You might also look for land in the direction of a municipality's expansion. Buying land in the path of future development gives you an opportunity to sell it for a profit in just a few years' time.

2. INVEST IN AN ASSET THAT REQUIRES LESS ATTENTION AND EXPENSE

Some investors prefer a hands-off approach. Owning an undeveloped piece of commercial land or a vacant lot requires little to no maintenance or expense. There are no systems to maintain – no plumbing, electrical, data, or other infrastructure. While commercial land investors do pay taxes and possibly other bills, there are usually no electrical bills, no water bills, no bills for IT services, and no property management costs.

3. GET PRE-APPROVED FOR A LOAN

Woman raising hands in triumph If you are new to commercial real estate investing, financing can be tricky. If you plan to take out a loan to purchase commercial land, start inquiring about financing long before searching available parcels. Research banks and lenders—locally, nationally, and online—to learn who does commercial real estate loans for raw land. Also, first-time investors need to be aware that the commercial lending process is much different than loans for residential properties. The qualifications are more stringent, and you may need to put down as much as 20%.

4. TARGET VACANT LAND FOR YOUR SEARCH

Vacant lots tend to be eyesores, even in desirable areas. Under the right circumstances, a motivated seller with a piece of land may be wishing for commercial land investors to show interest in the property. If you can find the right piece of land and a motivated seller, you could purchase the land at a considerably favorable price.

However, finding the ideal parcel can be time-consuming. Partnering with a commercial real estate firm like CXRE can help save you time and money by identifying ideal properties for you.

5. COMMERCIAL LAND INVESTORS MUST KNOW THE ZONING AND USAGE LAWS

Nothing would be worse than investing in a piece of commercial land, only to later learn that it isn't zoned for commercial use. As a result, property zoning should be one of your major concerns. Before you invest, make sure you know the property zoning and usage laws for a piece of land.

6. DO YOUR DUE DILIGENCE

As is the case with any investment, potential commercial land investors must do their diligence. Unless you're a land expert, it is wise to visit the property and see it firsthand. This will let you see the topography in a way that maps can never show. Also, be sure to inquire about the availability of utilities. Finally, be prepared for environmental tests for things like hazardous materials or underground tanks and pipes. All of these issues could cause potential problems or represent significant financial setbacks if not addressed.



7. ALWAYS WORK WITH A COMMERCIAL REAL ESTATE PROFESSIONAL

Commercial real estate transactions are inherently complicated. And although buying land may be slightly easier than buying an office building or retail property, you still need a pro on your side. CXRE has land specialists who can walk you through the process and help you find suitable commercial land for your portfolio.

8. USE THE BUY AND HOLD STRATEGY

Graphic with geographic pin Overall, land is a very hands-off investment. If you'd like to park your money somewhere and wait for the value to rise, land could be a good option. As cities grow and expand, land can quickly become more valuable. Therefore, you might consider purchasing a lot in an area expected to grow within the next 5-10 years. Holding the land is often the best strategy to realize a maximum ROI.

9. CONSIDER VACANT LAND A LONG-TERM INVESTMENT

Land purchases are long-term investments. Although it may take some time to gain value and see significant returns, land can be a relatively cheap long-term investment. Especially when compared to fully developed office buildings, medical facilities, or commercial warehouses. As stated above, land requires little to no maintenance. And unlike buildings, land doesn't wear out. Also, if you purchase the right piece of land in the right location, you'll experience very little depreciation. In the long run, a modest investment today could pay off big returns down the road.

10. CONSIDER ALTERNATIVE WAYS OF USING VACANT LAND

Did you know that commercial land investors can make money off of vacant land? If you're holding the land for a few years, there are a few ways to make money off of it while you wait. For example, some landowners lease space to billboard companies. And if the land isn't in an urban core, you could lease it to farmers or hunters. There are several creative ways to make money off the vacant land while it increases in value. Our commercial land pros can give you more insight into income-generating strategies.

11. COMMERCIAL LAND INVESTORS CAN BUY A LOT FOR A LITTLE

In some areas, commercial land investors can purchase 50 or even 100 acres of land for very little money per acre. However, though the land is affordable, it's important to purchase parcels in developing areas. As we said above, buying land in the path of development could bring great returns. Yet your purchase will probably be based on

a good bit of speculation. Due to this, you might have to wait a decade or more to see these returns.

12. SEARCH FOR LAND WHERE THERE IS LESS COMPETITION

Some commercial real estate markets are crowded with investors. You could consider purchasing land where there is less competition. Many investors don't see the benefits of owning land, so commercial land investors often find less competition. The further you get from a

crowded urban center, the more affordable commercial land will be. However, the best chances for high returns are closer to populated areas.

Tips for Commercial Land Investors
Investing in commercial land can add value to your portfolio. Overall, there are several benefits to investing in land. In some areas, commercial land investors find less competition from other investors. Also, owning land is a much lower-maintenance option. It requires less upkeep, maintenance, and cost. But buying land and holding onto

Announcing CRE CAREER & SUCCESS ACADEMY



To be announced at the
**25th year
Anniversary
Celebrations.**
The training program will
be available for
people who are interested

International Business

"Inbound and outbound international business create investment opportunities, but opportunity alone is not all it takes. Taking

IF Magazine's Heidi Powell-Prera had the honor to interview one of our most exciting leaders, a public servant and a commercial real estate expert in Houston, Mr. Danny Nguyen, CCIM, who is also a best-selling author whom IF's publisher, Val Thompson, has known for a long time.

HeidiPP: *This interview was originally planned nine months ago following your outbound trade mission to India with Mayor Sylvester Turner. But you have been out of the country a lot, Councilman Nguyen! I can still call you that right?! Even though your term is over, you are still a public servant in so many ways. I am so glad we finally have the opportunity to sit down and talk ...*

Danny Nguyen: Me too. Thank you, Heidi.

HeidiPP: *You are constantly traveling with different leaders to promote our city, and even our state. You must have a lot of good news and accomplishments to share.*

Danny Nguyen: I have been very blessed and honored to be invited to join many different Houston Mayors and Fort Bend Leaders to participate in International and Business Development Trade Missions. Most recently, I joined Houston Mayor Sylvester Turner, with other leaders and a business delegation to visit India – Bombay & New Delhi- to explore economic opportunities and bilateral trade agreements. I met privately with many high net worth business owners and investors looking to invest in Houston and surround-

ing cities.

HeidiPP: *Why International? Why not here?*

Danny Nguyen: Outbound trade missions to many different countries and traveling to look for businesses have always been my passion. I believe that good leadership should make for economic development, prosperity and jobs for the people. That is a priority, regardless of the level of government involved.

Today you can't just sit and wait for good things to come, you must have a go-getter attitude, be proactive and aggressive. I have been doing that since serving as a City Council Member, At-Large, Missouri City International Relations & Economic Development Committee Chair. I like to say, "Think globally and start it locally." I also encourage and receive Inbound Trade Missions."

HeidiPP: *I see these pro-active traits reflected in your actions through several boards and committees you have served on from very early on such as; serving as president of the International Entrepreneur Society at Texas A & M, which you founded; serving as Chairman of the City of Houston Mayor's International Affairs and Development Council – Asia/Australia Division (2010-2011); being a member of Judge Robert Hebert's County Economic Development Committee; and last but not least, being an Honorary Advisory Member of HAR (Houston Association of Realtors) International Division. You were the Founder and President of the Vietnamese American Chamber*

of Commerce in Houston. Tell me a little bit about the VACC?

Danny Nguyen: Our Motto is to "Pursue with the same objective of bringing people together, making deals, creating jobs and expanding trade." ... these things are good for business and for the city. That's how we build a stronger community.

HeidiPP: *We also have seen you be very active in the International Communities here.*

Danny Nguyen: Yes, I have helped to introduce and connect different trade and government delegations from different countries to the city, local government and authorities such as Houston International Airport, Port of Houston, Texas Medical Center, etc. and many different private companies.

HeidiPP: *I saw where ABC interviewed you about your trip to Panama with GHP (Greater Houston Partnership)? You are very well known and regarded in you industry how long have you been in the Com-*

DANNY NGUYEN, CCIM SPEAKS ON INTERNATIONAL BUSINESS OPPORTUNITIES AT ITC IN HOUSTON

Scan the QTR code to watch to the presentation



INTERNATIONAL BUSINESS TRIPS EXPERIENCE

How was your India Trade Mission trip with the Mayor to New Delhi and Mumbai last year? Please give us some highlights.

The Mayor and about 30 business leaders of Houston did an outstanding job of representing Houston to our counterparts. The delegation included some other leaders such as: Swapan Dhairyawan president of Indo-American Chamber of Commerce of Greater Houston, Houston Vice Mayor Pro Tem Jerry Davis and Council Member Jack Christie. We also met with the Indian Vice President, Shri M. Venkaiah Naidu and Mumbai Mayor Vishwanath Mahadeshwar. From the moment we were on the ground, the connections between the Houston business community and our Indian counterparts were strong, resulting in new business opportunities and partnerships that will potentially lead to more jobs, wealth and cultural enrichment for Houston.

III. BUSINESS DEVELOPMENT IN VIETNAM AND IMPACT IN HOUSTON

How were your two business trips to Vietnam in the last six months?

Great. They were successful and very productive. Thanks. I saw several articles online about your partnership and your position as the vice chair of the board of the Renaissance International School in Vietnam. What was your mission and your role there?

My mission was to expand the EMASI School nationwide; especially in the area of real estate expansion and business development for EMASI. My role also involves creating an advisory committee and support and bringing different programs and resources from the US for the growth and vision. Overall, we would like to make the EMASI School education available in many cities in Vietnam. Our other objective is having the next Vietnamese generation understanding and speaking English well. After graduating, these students will be well prepared and ready to attend colleges in the U.S.

I would like to thank the Vietnamese General Consul in Houston, Mr. Luong Quoc Huy, for being very instrumental in supporting and introducing us to the local government leaders in Vietnam. A special thank you also goes to all the leaders of Hanoi, Thanh Hoa, Da Nang and Saigon, and other cities for their hospitality, support and guidance.

This is very encouraging! I also would like to thank Houston Mayor Sylvester Turner for his encouragement of quality education, economic development, and bilateral trades with Vietnam; William Harris, President & CEO of Space Center Houston, for his ideas and potential collaboration with our school and education programs; Bob Harvey, President and CEO of the Greater Houston Part-

nership, for his platform on many trade delegations from Vietnam doing business in the U.S.; the former U.S Ambassador to Vietnam, Theodore George Osius III, for his passion about education in Vietnam and his support and endorsement; Donna Bahorich, chair of the Texas State Board of Education, for her wisdom and meeting with us and our partners; as well as my family, and many other friends and supporters for this endeavor.

How would this impact Houston?

This is what bilateral trade, prosperity and trade development are all about! In the end, success will not be individual partnerships, contractual agreements between the two companies, or individuals... It will be a great collaboration between two city leaders and the government of Vietnam. Delegations from Vietnam will be more welcome and better received here and vice versa. It's a catalyst for many more opportunities to come!

Other highlights from the Vietnamese trips

The other highlight was to give the commencement address at the Renaissance International School Saigon graduation ceremony where I was honored to have served as the Vice Chair. This experience and the opportunity to inspire these students to think big and to plant a seed in them to give back and make a positive impact was fantastic! It was very satisfying to see the excitement on the faces of those students and to meet and talk with the proud parents and friends in the audience.



Political

Foreign investors bank on Houston as a hot commercial real estate market

Houston is in the midst of a residential real estate "buying bonanza." Now, a new report reveals that the Bayou City is no slouch when it comes to commercial real estate, as well.

In a recent survey released by AFIRE, an industry group for real estate investors, Houston tied for No. 14 on the list of cities favored by foreign real estate investors. Last year, Houston sat at No. 12.

Elsewhere in Texas, foreign real estate investors favored Austin over any other U.S. city for buying property in 2021. Boston ranked second, with Dallas in third place. San Antonio tied for No. 15.

In this year's survey, foreign real estate investors chose apartment buildings as their favorite property type, with warehouses landing at No. 2.

Mike McDonald, vice chairman of commercial real estate services company Cushman & Wakefield, recently told The New York Times that Austin

is "the hottest market in the country right now."

"Commercial transactions are likely to pick up in the second half of 2021 and in 2022 as more people get vaccinated, more businesses operate at higher capacity, personal leisure and business travel pick up, and consumer spending rises," the National Association of Realtors noted in a first-quarter report about Austin's commercial real estate market.

Speaking of the Capital City, this is the first time in the 30-year history of the AFIRE survey that a city as small population-wise as Austin has topped the list or even showed up in the top three. Twenty-three percent of those questioned in the survey put Austin in the No. 1 spot, and 33 percent ranked Austin first, second, or third.

This article originally ran on Culture-Map.



Affiliate Businesses

A Commercial Real Estate transaction involves the efficient collaborative efforts of the affiliate businesses. Here are the ones we worked with and trust

Our Clients and Customers

DOLLAR TREE

FIVE STAR DENTISTS

Walgreens

FAMILY DOLLAR

L'amour Spa & Nails

DDS Dentures & Dental Services

SUBWAY

cricket wireless

CITITRENDS

WING-STOP

KIM SON RESTAURANT

Albertsons

THANG HUNG FOOD MARKET

AUTO MAX AUTOMOTIVE

Nationwide

SIMON

H&R BLOCK

Real Estate News

Post Oak Plaza In Uptown Houston to be redeveloped



Houston In Third Place For Most Fortune 500 HQs

Multiple corporate relocations to Houston over the past year have boosted the city into third place for the most Fortune 500 company headquarters in the U.S., new data from Fortune showed.

There are 24 Fortune 500 companies with headquarters in the greater Houston area, placing the city behind only New York with 64 Fortune 500 companies and Chicago with 35 companies. Dallas ranks fourth on the list with 22 companies.

Houston added four businesses to its list this year: Academy Sports + Outdoors, Hewlett Packard Enterprise, NRG Energy and KBR, which qualified for the list this year. Academy went public in October 2020 and is new to the Fortune ranking; HPE announced in November that it would relocate its HQ to Houston, and NRG an-

nounced its own relocation in May.

The annual Fortune 500 list ranks companies by total revenues for their respective fiscal years. Included in the survey are businesses that are incorporated in the U.S. and operate in the U.S. and file financial statements with a government agency.

In 2020, Houston had 22 companies on the Fortune 500 list. Two that were on the list last year fell out of the rankings: Apache, which moved to a holding company structure under APA Corp., and Calpine, which is no longer publicly traded.

The Greater Houston Partnership and its regional allies assisted in 21 economic development projects in 2020, including corporate relocations, accounting for over \$704M in capital expenditure and over 3,200 new jobs to the region.

Texas has become a magnet for corporate relocations over the past decade, luring companies with the promise of lower taxes, less regulation, cheap housing for workers and warm weather. The 2021 Fortune 500 rankings reflect that ongoing trend, though demography and policy experts have questioned whether the state is adequately managing its growth.

HOUSTON

The Bayou City claims the second most Fortune 500 companies in Texas, largely in the energy and oil sectors. Twenty-two Fortune 500 companies call Houston or The Woodlands home, including:

- Phillips 66 (No. 27)
- Sysco (No. 56)
- Conoco Phillips (No. 93)
- Plains GP Holdings (No. 98)
- Enterprise Products (No. 101)
- Baker Hughes (No. 129)
- Halliburton (No. 142)
- Occidental Petroleum (No. 148)
- EOG Resources (No. 186)
- Waste Management (No. 207)
- Kinder Morgan (No. 242)
- Center Point Energy (No. 260)
- Quanta Services (No. 261)
- Group 1 Automotive (No. 264)
- Calpine (No. 319)
- Cheniere Energy (No. 329)
- Targa Resources (No. 365)
- National Oilwell Varco (No. 374)
- Huntsman (No. 382)
- Westlake Chemical (No. 391)
- Apache (No. 465)
- Crown Castle (No. 496)



Legal Issues

Guidance for Rent Relief Requests and Other Commercial Real Estate Tenant/Landlord Issues

The COVID-19 pandemic continues to disrupt public health and economic activities across the globe. While the full effects of the virus remain to be seen, commercial real estate professionals need to be prepared for what could be a challenging time.

Relationships between tenants and landlords will be disrupted as millions of people shelter in place, thousands of businesses close their doors, and the U.S. economy faces its biggest challenge since the 2007-2009 Great Recession.

With contributions from CCIM Institute Instructors Cynthia Shelton, CCIM, and Mark Cypert, CCIM, as well as Capital Rivers Commercial, we've gathered some resources to help you navigate potential issues among tenants, landlords, and lenders.

HOW LANDLORDS CAN RESPOND

As retail outlets across the country close, it is only a matter of time before tenants approach landlords about negotiating rents. When a business closes suddenly, even if it's temporarily, the tenant cannot produce rent, meaning a landlord may have difficulty paying a mortgage (if there is one). There are no winners in this situation. Here are some viable alternatives to mitigate this issue:

Rent Reduction. The landlord can reduce the tenant's rent for a portion or all of the term left on the lease. The usual forms of rent reduction are to reduce the base rent,

operating expenses, or both. In regard to retail, it is possible to convert base rent to percentage rent.

Rent Deferral. In this case, the landlord can defer a portion of the tenant's rent but would require them to repay the rent deferred at a later time, either in a lump sum or by increasing subsequent payments. A variation of rent deferral could be to cap or set a base year to operating expenses for a short or extended period of time.

Rent Abatement. If a tenant is significantly past due on rent payments, a landlord may agree to forgive a certain amount of the past due rent if the tenant remains current thereafter.

Loan Conversion. Rather than abating past due rent, a landlord may agree to convert the past due rent into a loan payable over time. The tenant would, however, continue to pay the current rent. The loan is then evidenced by a promissory note that is cross-defaulted with the lease.

Application of Deposit. If the landlord holds a deposit, this amount could be credited against the tenant's current obligations.

Subletting. Bringing in a new tenant (for part of or all of the rented space) could reduce or eliminate the rent obligations while replacing revenue for the landlord.

EXAMINING CHALLENGES FACED BY DIFFERENT MARKET SECTORS

Retail: Retail will see a bifurcated reaction to this economic downturn. Storefronts selling consumer staples - like Walmart, CVS, and grocery stores - will thrive, while dine-in restaurants, for example, could remain closed for the foreseeable future.

Hospitality: Unsurprisingly, hospitality has been decimated by the national response to the pandemic. CCIM Institute Chief Economist K.C. Conway recommends those in the sector ask themselves some basic questions. "For those that own hospitality assets and invest in that space, you need to step back and reflect on what brought you to that property type. Why? Where were you going into this particular period? The market had near record revenues per available room, average daily occupancy, and rental

rates. ... Whether I'm a hospitality REIT, hotel owner, or I've got properties, I want to negotiate with my lenders for some debt restructuring."

Office: The office leasing market is likely to suffer in the short-term due to COVID-19 as layoffs diminish tenants' overall need for space and, in many cases, set aside expansion plans they may have had. In addition, tenants who remain in the market for additional space will have a difficult time touring properties. Office workers' pushback against the open office environment is likely to accelerate, as illness is more easily transmitted in an open environment. Many employers already had recognized that in a competition to attract and retain top talent, squeezing workers into increasingly tight spaces was not a sustainable strategy. Now, an emphasis on social distancing and good health practices - continuing in some fashion even after the crisis has passed - may help reverse the densification trend, with less shared space and fewer workers per leased square foot.

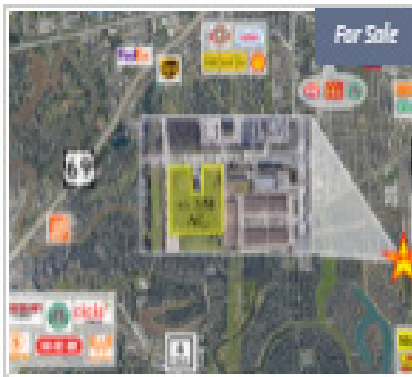
Multifamily: Similarly, the multifamily sector could see significant upheavals as unemployment rises. Business that are closed employ people who now will struggle to pay rent. It's a similar situation to retail, only in this case the tenant is an individual or family who lost its source of income. Tellingly, Freddie Mac announced a nationwide relief plan for current multifamily borrowers and residents.

Industrial: Industrial, meanwhile, is in a two-pronged situation similar to the retail sector. Grocery and medical items, for instance, are flying off the shelves, so properties in this supply chain are humming along. But other industrial sectors could be in store for tough times, depending on what areas of the national economy slow or stop.



Source: <https://www.ccim.com/rentrelief/>

AVAILABLE PROPERTIES



For Sale

3939 Lexington Blvd
 3939 Lexington Blvd, Missouri City, TX 77459
 Acres
 +/- 3.3

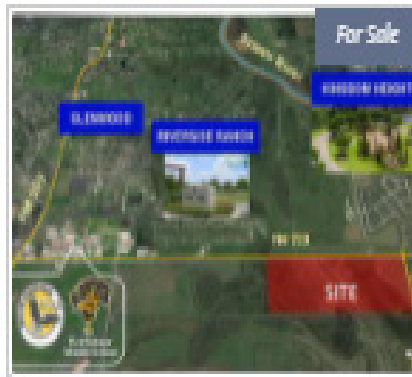
\$1,829,520



For Sale

6234 McHard Rd (FM 2234) & S Post Oak
 6234 McHard Rd (FM 2234) & S Post Oak, Houston, TX 77053
 Acres
 +/- 93.78

\$12,000,000



For Sale

FM 723 & Evans Rd
 FM 723 & Evans Rd, Rosenberg, TX 77471
 Acres
 +/- 194.21

\$7,795,000



For Lease

Shadow Creek Center (Ste 101)
 11901 Shadow Creek Pkwy, Pearland, TX 77584
 Square Feet
 +/- 3,010

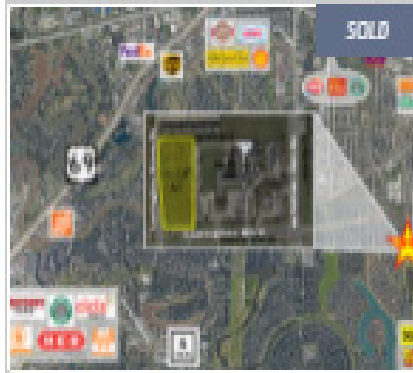
\$1.79 - \$2.25/SF + NNN



For Sale

2250 E FM 517
 2250 E FM 517, San Leon, TX 77339
 Acres
 +/- 3.00

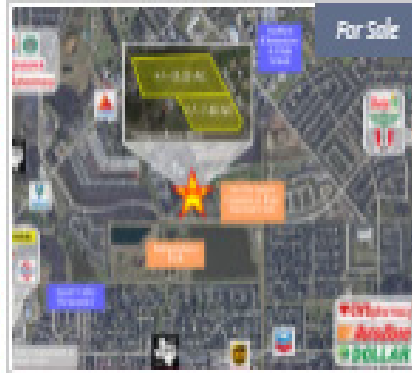
\$680,000



SOLD

3900 Lexington Blvd
 3900 Lexington Blvd, Missouri City, TX 77459
 Acres
 +/- 2.97

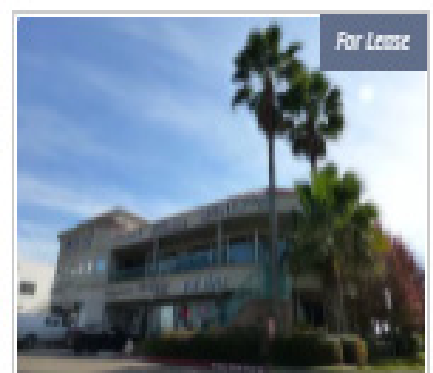
\$795,000



For Sale

Independence Blvd & Moore Rd
 Independence Blvd & Moore Rd, Missouri City, TX 77477
 Acres
 +/- 21.05

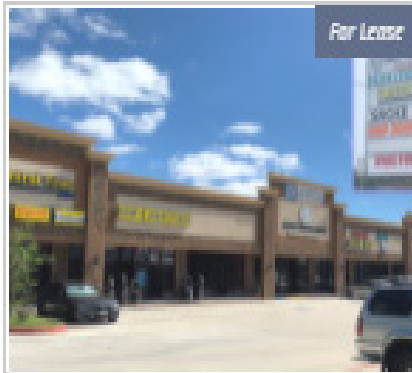
\$2,250,000



For Lease

10827 Bellaire Blvd
 10827 Bellaire Blvd, Houston, TX 77072
 Square Feet
 +/- 1,050 - 1,154

\$2.60



For Lease

Maxim Center
 6611 FM 1464, Richmond, TX 77406
 Square Feet
 +/- 1,900

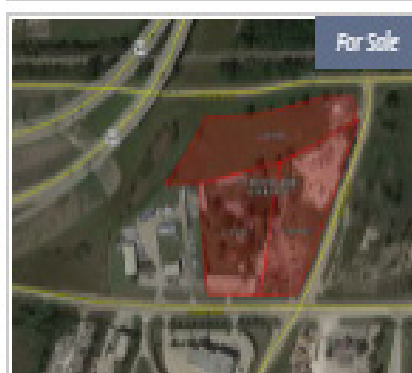
\$1.79/SF



For Sale

McHard Rd (FM 2234) & S Post Oak
 McHard Rd (FM 2234) & S Post Oak, Houston, TX 77053
 Acres
 +/- 32.00

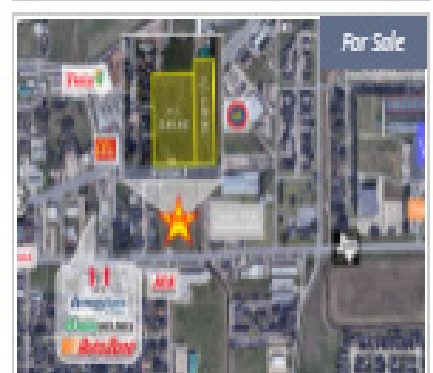
\$960,000



For Sale

109 Holmes Rd
 109 Holmes Rd, Houston, TX 77045
 Acres
 +/- 7.84

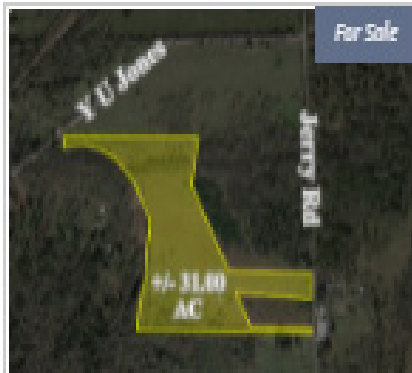
\$2,991,363



For Sale

3801 Avenue I
 3801 Avenue I, Rosenberg, TX 77471
 Acres
 +/- 3.80

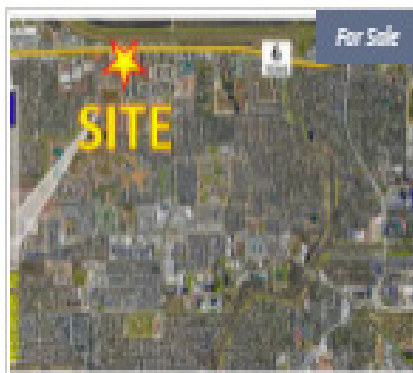
\$1,241,460



For Sale

923 Y U Jones Rd
 923 Y U Jones Rd, Richmond, TX 77469
 Acres
 +/- 31.00

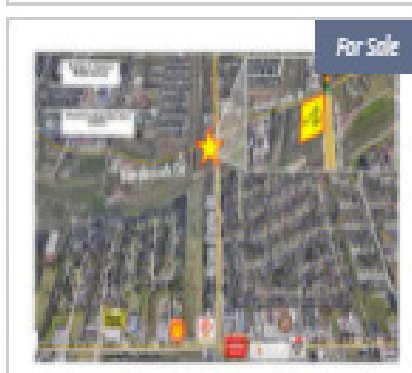
\$925,000



For Sale

SH 6 S near Briar Forest & Westheimer
 SH 6 S, Houston, TX 77077
 Acres
 +/- 3.04

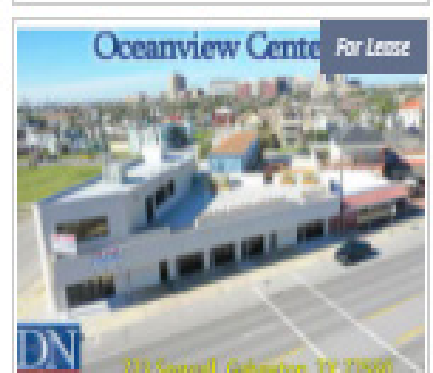
\$2,900,000



For Sale

Simsbrook Dr & Hiram Clarke Rd
 Simsbrook Dr & Hiram Clarke Rd, Houston, TX 77045
 Acres
 +/- 1.27

\$395,000



For Lease

Oceanview Center
 728 Seawall Blvd, Galveston, TX 77550
 Square Feet
 +/- 7,743

\$2.00 - 2.50/SF + NNN