



Texas Sage Properties





COMMERCIAL OFFICE CONDOMINIUMS EXPERIENCE



Standing: Daniel Vaquera, Mike Navarette, Pat Navarette, Ricardo Obregon, Michael Navarette, Bill Wade Sitting: Maria Suarez, Maricela Leottau, Brenda Hardee, Yessenia Castaneda, Yesica Suarez, Araceli Sanchez

Since 2003, Texas Sage Properties (TSP) has operated as a full-service, real estate brokerage in the Northwest Houston area. Today, we continue to represent and serve the Greater Houston area: including Cypress , Katy, Humble, Spring, Richmond, The Woodlands and Tomball.

As a fast growing, family-owned business, who truly values close relationships with all our clients, staff, and agents, we continue to work diligently to meet every client's

expectation, in all we do. We strive to consistently provide the best possible real estate services, while maintaining the highest standards of conduct, ethics, and integrity each day.

For many years, we worked in the residential market, but as time passed, we discovered a rare niche here in the commercial office industry. Today, we work closely with local developers, investors, and commercial builders – from concept to completion – to market and sell their beautiful, custom-built office creations.

We help our developers to co-design, market, promote and manage their commercial properties. Consequently, our brokerage has become knowledgeable of all aspects of buying, selling, leasing and managing commercial real estate properties. Recently, we were recognized by Co-Star & LoopNet – one of the leaders in online commercial marketing and sales – as the Top Seller and Top Buyer Brokerage in the Northwest area.

As licensed realtors, Texas Sage Properties, has worked closely with hundreds of buyers to assist in purchasing an office space – of all shapes and sizes. We work directly with buyers themselves or with other realtors and brokers, representing a buyer. We pride ourselves on

being flexible and providing stellar customer service to all buyers, no matter how they come to us.

Commercial Experience

Partnerships

Texas Sage Properties proudly partners with trailblazing builders and commercial developers to co-design, market and launch high-end, conveniently located business park communities. Together, we work side-by-side these dedicated industry experts as we start the build process on raw land and work our way from the ground up, to project completion!

Our trusted developers have years of in-depth construction experience, well-honed instincts for location and a strong understanding of the industry. All of which allows them to focus on a specific niche in the marketplace and to specialize in serving a very specific business clientele.

These partners provide high-end design options, have a relentless drive for efficiency and endless innovative ideas for creating state-of-the-art, vibrant office condominiums. Their end goal is to provide a desirable and pride-worthy space for clients to work from, while being close to home!

Marketing Commercial Business Park Developments

Marketing these custom-built property projects starts with identifying a site and continues through to delivery of a turnkey building for our clients.

Our aim: is to market this high-quality commercial office properties that meet client's needs before the build commences.

Whether an investor, occupier or private individual, or in the public sector, we offer a range of services that meet any objective and size of project, whether the requirements are:

- For a building that meets your needs in design, ease of use and access,
- To identify funding partners to finance your plans,
- And creating beautiful, high-quality commercial buildings

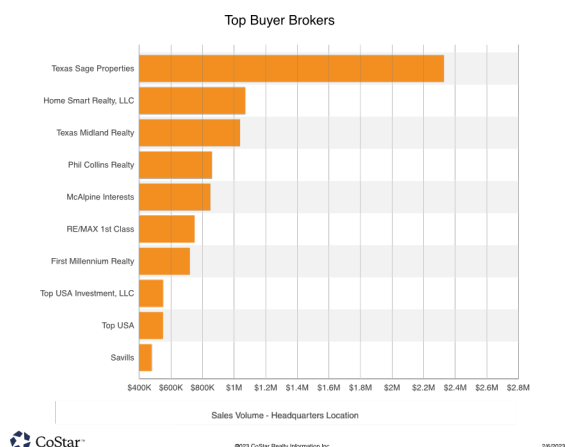
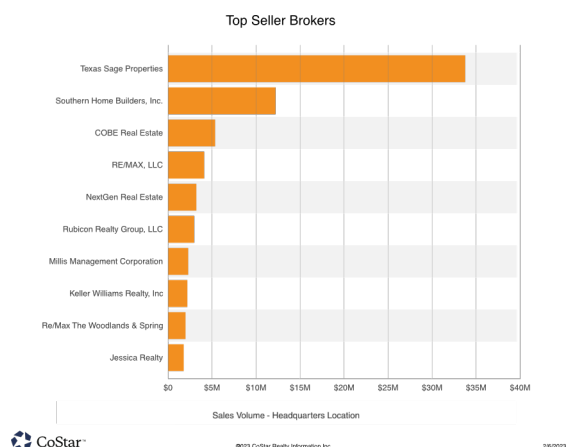
Marketing tailored to your needs: Our services cover every phase of your development project from launch through coordination of administrative and contractual tasks, financial recommendations, technical and other commercial aspects to delivery.

List of Commercial Business Park Developments

Since 2010, Texas Sage Properties, has focused on the Commercial Office Condominiums market. As a result, CoStar has identified us as the top Brokerage, in the Northwest Houston

area, in selling and leasing commercial condominium offices.

Since taking this new path, our goal continues to be, to market high-quality commercial office properties that meets client's needs, whether they plan to owner-occupy the space or as an investment to lease out. We offer a range of services that meet any objective or project size, as we tailor our services to the client's exact needs. **We are extremely proud to be the leader in this demanding Houston market according to CoStar's platform.**



The Offices at Spring Cypress

Situated on 8 acres, this 73,500 SqFt build-to-suit business park resides in the Northwest Houston Area, just 1/4 mile from Tomball Parkway and Spring Cypress Road. As the exclusive listing agent, Texas Sage Properties, worked alongside the developers to market and sell a total of 9 of 13 buildings, consisting of 96 high-end condo office spaces.

Texas Sage Properties was contracted to market this business park in 2010 which had experienced stagnate sales and successfully put under contract the remaining 9 buildings by 2013.

Today, Texas Sage Properties continues to be the preferred listing agent for office spaces that are for lease or sale.



Queenston Business Park

Just a quarter mile from Hwy 290 (Northwest Fwy), at Barker Cypress Rd. and Queenston Blvd., this build-to-suit 69,900 SqFt business park development is situated on 5.98 acres consist of 9 condo style buildings on Queenston BLVD. As the exclusive listing agent, from concept to completion, Texas Sage Properties, worked alongside the developer to market and sale these high-end office condos. Prior to starting commencement of construction, Texas Sage Properties successfully put under contract over 50% of this development.

Pre-sales commenced the middle of 2017, with 100% of this development under contract by 2019.

Texas Sage Properties provides Condominium Association Management for the office complex and is the preferred listing agent for spaces that are available to lease or sale.



Queenston Business Park South

This park is located across the Blvd., from Queenston Business Park. This 37,000 SqFt build-to-suit business park development is situated on 4.25 acres and once completed, will consist of 6 office condo style buildings. Prior to commencement of construction Texas Sage Properties successfully putting under contract 44% of this development. 78% of this development has been sold or under contract.

Texas Sage Properties provides Condominium Association Management Services for the office complex and is the preferred listing agent for spaces that are available to lease.



The Offices at Barker Cypress

Located just 2 miles from I-10 and minutes from Bear Creek, Energy Corridor and Katy, at Barker Cypress Rd. and Green Land Way, this new, 23,000 SqFt build-to-suit business park development is situated on 1.3 acres and once completed, will consist of 4 buildings. Prior to construction, Texas Sage Properties was successful in selling 25% of this development. As the exclusive listing agent, from concept to completion, Texas Sage Properties, worked alongside the developer to market and sale these high-end office condos.

Since pre-sales commenced December of 2017 100% of this development has been sold.



Northpointe Business Park

Conveniently located just one mile from the Grand Parkway (99), at Hwy 249/Tomball Parkway and Northpointe Blvd., this new, 40,000 SqFt build-to-suit business park development is situated on 6.3 acres and once completed, will consist of 7 buildings. As the exclusive listing agent, from concept-to-completion, Texas Sage Properties, is working alongside the developer to market and sale these high-end office condos. Prior to construction, Texas Sage Properties sold 30% of this development.

Since pre-sales began December 2017, 100% of this development has been sold or under contract.

Texas Sage Properties provides Condominium Association Management Services for the office complex and is the preferred listing agent for spaces that are available to lease or sale.



The Offices at Mason Landing

Located just 1 mile from the Grand Parkway on South Mason Road, this new, 39,810 SqFt build-to-suit business park development is situated on 4.0 acres and once completed, will consist of 7 buildings. As the exclusive listing agent, from concept to completion, Texas Sage Properties, is working alongside the developer to market and sale these high-end office condos.

57% of this development has been sold or is under contract.

Texas Sage Properties provides Condominium Association Management for the office complex and is the preferred listing agent for spaces that are available to lease.



Office Enclave at Gleannloch

Located at Champion Forest Dr. and Kirkston Dr. this new, 28,500 SqFt build-to-suit business park development will be situated on 3.89 acres and once completed, will consist of 5 buildings. As the exclusive listing agent, from concept-to-completion, Texas Sage Properties, is working alongside the developer to market and sale these high-end office condos.

Since pre-sales began in September of 2018, Texas Sage Properties successfully sold or has under contract 100% of this development.

Texas Sage Properties will also provide Condominium Association Management Services for the office complex and is the preferred listing agent for spaces that are available to lease or sale.



Blackhorse Office Condominiums

One half mile from the NW Freeway (HW290) located on Mound Rd. in Cypress, TX, this new, 55,000 SqFt build-to-suit business park development will be situated on 4 acres and once completed, will consist of 7 buildings. As the exclusive listing agent, from concept-to-completion, Texas Sage Properties, is working alongside the developer to market and sale these high-end office condos.

Since pre-sales began in January of 2020, Texas Sage Properties has successfully placed 90% of this development under contract.

On completion, Texas Sage Properties will also provide Condominium Association Management Services for the office complex and will be the listing agent for spaces that are available to lease.



Pelican Park (North and South)

Just one mile from Hwy 249/Tomball Parkway at Spring Cypress and N. Eldridge, this new, 25,744 SqFt business park development is situated on 2.2 acres and consist of 8 buildings.

As the exclusive listing agent, Texas Sage Properties, worked alongside the developer to market and successfully lease these high-end office condos within one year of completion. Since then the business park occupancy levels have averaged 98%.

Texas Sage Properties presently manages this business park and is the exclusive listing agent for leasing the office suites at this park.



The Offices on House Hahl

One mile from the NW Freeway (HW290) located on House and Hahl Road. in Cypress, TX, this new, 26,600 SqFt build-to-suit business park development is situated on 2 acres and once completed, will consist of 8 buildings. As the exclusive listing agent, from concept-to-completion, Texas Sage Properties, worked alongside the developer to market and sale these high-end office condos.

Since pre-sales began in July of 2020, Texas Sage Properties successfully sold 56% of this development. This development is 100% sold.



The Offices at The Rock

Highly traveled, Spring Cypress Rd., near Tomball Parkway (249) and The Grand Parkway (99) just minutes away! This new 11,114 SqFt, 3 building, business park development is situated on 1.2 acres.

As the exclusive listing agent, Texas Sage Properties, worked alongside the developer to market and successfully leased 100% of these high-end office condos before construction commenced.



Flagship Office Condominiums at N Eldridge

This 4.6 acre, 37,000 SqFt build-to-suit business park resides in the Northwest Houston Area, just one mile from the intersection of Tomball Parkway and Spring Cypress Road minutes from the Grand Park Toll Road.

Awarded the listing contract in May 2019, Texas Sage Properties marketing and pre-sold 35% of this development. Texas Sage Properties has sold or placed under contract 58.5% of this business park which is now 100% sold out.



Lakewood Office Condominiums

One mile from the Tomball Pkwy located on Spring Cypress Road in Tomball, TX, this new, 63,000 SqFt build-to-suit business park development will be situated on 9.3106 acres and once completed, will consist of 10 buildings. As the exclusive listing agent, from concept-to-completion, Texas Sage Properties, is working alongside the developer to market and sale these high-end office condos.

Since pre-sales began in March of 2022, Texas Sage Properties has successfully placed 36% of this development under contract.

On completion, Texas Sage Properties will also provide Condominium Association Management Services for the office complex and will be the listing agent for spaces that are available to lease.



Infinity Office Park at Cypress

This 3.36 acre, 43,437 SqFt, 11 building build-to-suit business park resides in the Northwest Houston Area, just off Cypress Creek Parkway near the intersection of Airline Stuebner Road. Awarded the listing contract July 2022, Texas Sage Properties marketing and pre-sold 11% of this development.

Texas Sage Properties will also provide Condominium Association Management Services for the office complex and is the preferred listing agent for spaces that are available to lease or sale.



Infinity Business Park at Fall Creek

Located just 4 miles from the Eastex Fwy (I-69) on the Sam Houston Tollway, this new, 40,667 SqFt build-to-suit business park development is situated on 3.110 acres and once completed, will consist of 9 buildings. Awarded the exclusive listing contract January of 2023, from concept to completion, Texas Sage Properties, is working with the developer (concept to completion) to market and sale these high-end office condos.

Texas Sage Properties will also provide Condominium Association Management Services for the office complex and is the preferred listing agent for spaces that are available to lease or sale.



Cypress Next Business Park

Located at 18735 Mueschke Road, approximately 1/4 mile from the Grand Pkwy (99) this new, 28,500 SqFt build-to-suit business park development will be situated on 2.5 acres and once completed, will consist of 6 buildings. As the exclusive listing agent, from concept-to-completion, Texas Sage Properties, is working alongside the developer to market and sale these high-end office condos.

Since pre-sales began in January 2023, Texas Sage Properties successfully sold or has under contract 5% of this development.

Texas Sage Properties will also provide Condominium Association Management Services for the office complex and is the preferred listing agent for spaces that are available to lease or sale.



Prosperity Point Offices

Just minutes from Hwy 249/Tomball Parkway at N. Eldridge Pkwy and Malcomsom Rd. this new, 9,424 SqFt business park development is situated on 1.0 acres and consist of 2 buildings.

As the exclusive listing agent, Texas Sage Properties, worked alongside the developer to market and successfully lease these high-end office condos with 44.7% of the park under lease before completion of construction.



PROPERTY MANAGEMENT

At Texas Sage Properties, our focus is to maintain the curb appeal of your commercial property so that it creates an attractive and hospitable environment for customers. We also ensure that facilities are well-maintained and fully-functioning for the safety of both owners and visitors. Our team is passionate about delivering the very best management services to ensure the continued success of your commercial property.

Commercial Management Team



Standing: Ricardo Obregon, Mike Navarette, Pat Navarette, Yessenia Castañeda, Michael Navarette, Sitting: Brenda Hardee, Yesica Suarez

Pat Navarette – Broker / Executive Director
Mike Navarette – Realtor / Executive Director
Yessenia Castañeda – Realtor / Transaction Manager
Brenda Hardee – Marketing Manager
Yesica Suarez – PM Associate / Bookkeeper
Michael Navarette – PM Associate
Ricardo Obregon – Bookkeeper

An Overview of Our Commercial Property Management Services

Texas Sage Properties offers a wide range of commercial association management services. Here are some of the services you can expect when working with us:

- **Administrative Assistance**
 - Assessment of CC&Rs, bylaws, and governing documents
 - Preparation of leasing documents, brochures, newsletters
 - Review current day-to-day procedures
 - Develop a management plan for continued community success
 - Roster maintenance
 - Policy creation and procedure review
 - Rule enforcement and violation letters
 - Handle communications with owners
- **Financial Management**
 - Accounting and record-keeping
 - Invoicing and collections
 - Preparation of financial reports (cash flow statements, accounts receivable and accounts payable process, annual reconciliation)
 - Budget creation and modification

- Phased budgets and accrual-based financial reports
- Capital and reserve planning
- **Leasing Service and Rent Collections**
 - Prepare vacant office units
 - Determine lease rates
 - Advertise rental vacancies
 - Screen and approve tenants
 - Prepare and enforce lease agreement
 - Collect and adjust rent
 - Triple Net (NNN) and operating expense reconciliation
 - Handle tenant complaints and issues
 - Handle lockouts, evictions and process move-out
- **Property Maintenance**
 - Property maintenance and repairs
 - Maintain common areas (landscapes, parking lots, retention ponds)
 - Create and monitor work orders
 - Submit completed work orders through our online maintenance portal
 - Construction supervision
 - Regular property inspections
 - Operations management
- **Board Members and Meetings**
 - Board meeting management and scheduling
 - Conduct board meetings
 - Board meeting minutes
 - New board member education
 - Board member and owner relations
- **Consulting Services**
 - Manage the vendor selection and hiring process
 - Negotiate vendor pricing
 - Lease coordination
 - Marketing services for owners
 - Direct marketing coordination

The Benefits of Commercial Association Management

Texas Sage Properties will take care of every aspect of the commercial management process—from monitoring maintenance and upkeep to conducting the association’s annual board meetings. Apart from our standard commercial association management, we also offer value-added services that will meet the specific needs of your property.

Our commercial property managers are trained and experienced. With top-notch attention to detail, you can rest easy knowing that your commercial property is being taken care of. We also have a dependable support staff that delivers excellent customer service, so you can be sure that all issues and concerns will be handled in a timely manner.

Due to our years of experience, we have built an extensive network of professionals, including maintenance technicians and engineers. You can expect only the best contractors and vendors to perform essential services for your commercial property

Commercial Property Management Experience

Since 2010, Texas Sage Properties commercial management services division has managed the following Commercial Associations:

- **Queenston BLVD Condominium Association ***
 - 67 Suites
 - 68,694 SqFt
 - 5.78-acre Business Park
 - 100% Built-out
- **Queenston Business Park South ***
 - 30 Suites
 - 35,463 SqFt
 - 4.25-acre Business Park
 - 71% Built-out
- **NP BLVD Office Condominium Association ***
 - 39 Suites
 - 40,000 SqFt
 - 4.23-acre Business Park
 - 100% Built-out
- **Gleannloch Office Condominium Association ***
 - 16 Suites
 - 36,358 SqFt
 - 3.90-acre Business Park
 - 65% Built-out
- **The Offices at Barker Cypress Condominium Association**
 - 17 Suites
 - 19,672 SqFt
 - 1.34-acre Business Park
 - 100% Built-out
- **The Offices at Mason Landing Condominium Association ***
 - 34 Suites
 - 39,687 SqFt
 - 4.13-acre Business Park
 - 44% Built-out
- **The Offices at Spring Cypress Condominium Association**
 - 55 Suites
 - 73,428 SqFt
 - 8.35-acre Business Park
 - 100% Built-out
- **Pelican Park North and South (Investor-Owned Park)**
 - 24 Suites
 - 25,744 SqFt
 - 2.0-acre Business Park
 - 100% Built-out
- **Blackhorse Office Condominiums***
 - 57 Suites
 - 56,796 SqFt
 - 5.094-acre Business Park
 - 43% Built-out

* Note: Lead and coordinated setting up condominium association – Condominium Declaration, By-Laws, Rules and Regulations, Resolutions

Texas Sage Properties is presently coordinating the Establishment of the following Associations:

- Lakewood Office Condominiums: MSA pending to Manage Association
- Infinity Office Park at Cypress: MSA pending to Manage Association
- Infinity Office Park at Fall Creek: MSA pending to Manage Association
- Cypress Next Business Park: MSA pending to Manage Association

Texas Sage Properties - Mission Statement

Our MISSION is to partner with accomplished developers, to be the go-to-experts for setting up Condominium Associations, as well as the marketing and selling of well-located, customized, high-end single tenant Office Condominium Business Parks, starting from concept to sale, while continuing to deliver an array of first-class real estate options and solutions to all our clients.

Texas Sage Properties - Vision

Our VISION is to become the LEADER in setting up, marketing and selling single tenant, high-quality, build-to-suit offices located in Condominium Business Parks conveniently located in local neighborhoods and communities, while providing superior real estate services and generating value for our expanding base of clients.

A Message from the Broker

My name is Pat Navarette, and I am the proud Owner and Broker of Texas Sage Properties. I have been a Texas Realtor for over 21 years and have extensive experience in all areas of real estate, but I am especially proud of my accomplishments with the commercial side of our business!

Our commercial real estate services are very expansive. We assist clients with purchasing and leasing commercial spaces, we list properties to lease and to sale and we prepare and coordinate contracts and all critical documents for signatures. We represent the landlord in processing applications, collecting necessary funds and drafting lease agreements to be signed by all parties. We also provide comprehensive property management services for both commercial and residential properties. No matter what is required of us, we are always prepared and ready to serve to the best of our abilities.

We are very excited about our extensive experience in a unique commercial market niche. With an unparalleled design and build approach, we work closely with developers, from concept to completion, to market, sale and lease single tenant, build-to-suit business office condominiums. Initially, what started out as a rare opportunity to break into the commercial side of the real estate business for me, has grown to include multiple new office park developments and we're looking to expand our reach outside the Northwest area soon.

Along with my dedicated staff and our seasoned developers, we work hard to identify the best office solutions for each of our clients. To accomplish this goal, I first begin with a face-to-face meeting with each buyer during the pre-construction planning phase to fully understand their needs. In a collaborated effort, the developers, along with my staff and I, work together to make the client's vision a reality.

We also take special pride in assisting our buyers not only with their contract, but with the layout and design process, as well. Through numerous meetings, emails and calls, we work hard on behalf of our clients, whether they are purchasing a unit as owner-occupied or as an investment property.

Our team commitment is to work diligently to assist each client every step of the way! Assisting with this huge endeavor is a great source of pride for us, but we consider our greatest achievement to be the new relationships we build in the process.

We make BUYING YOUR OWN office Simple and Easy!

We understand you're proud and excited about your growing business and accomplishments. You've worked hard to get to get to this point. You may have just hired several new employees (or planning to) and your current office space is tight. In fact, you're bursting at the seams. Employees are stumbling over one another and getting frustrated by the lack of space to move around and to successfully do the job you've hired them to do and, they tell you so daily. You've got to do something and fast!

You've probably been leasing an office for several years, but you now have the capital or financial capabilities to BUY your own office. Congratulations, to you! But you may be wondering...is it possible to even own your own office? Absolutely! But, up until now, you may not have given it much thought about how to make it happen. The good news is, it is possible, and it can cost much less than leasing and you can build up equity and enjoy many other ownership benefits, as well. And best of all, Texas Sage Properties has the experience you can count on to make it successfully happen.

Or perhaps, you're an ambitious investor. You've got the desire, along with the capital or financial ability, to invest in commercial real estate. You've been thinking about purchasing an office or maybe several, to lease out, as a means of generating additional income and to build your investment portfolio. You've been contemplating making the decision to move into commercial property ownership for a while, but not sure how to go about it. We've got more good news! We have helped dozens of investors, just like you, purchase their commercial offices and even helped to get them leased to qualified tenants. And yes, we can help do the same for you, too!

So, whether you're looking for an office to owner occupy or as an investment and you're wondering just how you go about buying your OWN office. Well, it's simple! You start by contacting us and allowing us to help guide you through the process!

In fact, Texas Sage Properties has years of experience in helping clients to buy their OWN office. We start by meeting with potential buyers to provide a brief overview of our company and our commercial office developments and to discuss how easy it is to own your OWN office. Together, we evaluate your personal and business goals, and the journey begins!

We also share information about potential lending options and can provide several qualified lenders names to get the process started. For those that are cash buyers, we can get a contract to purchase started immediately. For others that prefer to get financing, we work with their lender to provide the necessary documents and information to keep things on track. Once financing has been approved, we move forward with locking down the deal and setting a follow up appointment to make finishing selections. Our staff is trained to assist buyers in making their finishing selections. We have plenty of

high-end finishing samples in our office to choose from. Once selections are made, we pass them onto the builder and your office starts to take shape!

Fortunately, because we've stream-lined the purchase process over the years, we're able to keep it simple and stress free. What could be a complicated and stressful event for many buyers, is a quick and painless process for OUR buyers. Part of the purchase process involves coordinating the purchase contract and supporting documents. Again, our experienced staff keeps the process on track and if possible, has the capability of completing most transactions electronically. In fact, overseas investors have successfully purchased offices while living thousands of miles away because of our expertise with foreign buyers and electronic capabilities.

As licensed realtors, Texas Sage Properties has worked closely with hundreds of buyers over the years to assist them in purchasing an office space (in all sizes) that are custom designed to their needs. We work just as easy with individual buyers themselves or together with their realtor or broker. We pride ourselves on being flexible and providing stellar customer service to ALL our buyers, no matter how they come to us. If the time is right for you to buy you own office because of your growing business or desire to lease as an investment, let Texas Sage Properties, help you to BUY your own office, too!

Pat Navarette – ABR® CRM® CRS® GRI® MCNE® TRPM® Broker | Owner

Licensed Texas Real Estate Broker since 2003

Pat Navarette is Co-founder of Texas Sage Properties and a Licensed Texas Real Estate Broker. In addition to her role as the Director, President and Broker of Texas Sage Properties, Pat has been named a Top Producer Realtor® by the Houston Association of Realtors® (HAR) and on the MLS Advisory Group (HAR's list that recognizes the top 150 Realtors®), numerous times. Pat has been a Texas Realtor for over 22 years and has extensive experience in all areas of residential and commercial real estate.

Her designations include, ABR – Accredited Buyer Representative, CRB – Council of Real Estate Brokerage Managers, CRS – Certified Residential Specialist, GRI – Graduate Realtor Institute, MCNE – Master Certified Negotiation Expert, and TRPM – Texas Residential Property Manager.

Pat earned a BBA degree from the University of Texas at Arlington, which also has been instrumental in her ability to provide stellar market analysis, real estate evaluations and negotiations, over the years. Along the way, she's formed lasting relationships with lenders, bankers, investors, and title companies, which has provided a broader range of financial options for her clients.

Over the past 10 years, Pat has expanded her business to include commercial real estate. What started out as a rare opportunity to break into the commercial side of the real estate business, has now grown to include 12 office park developments, with more on the horizon. She works closely with Developer clients, to help co-design, market, promote and manage their custom-built offices.

She assists clients with purchasing and leasing commercial spaces, and listing properties to lease and sale and oversees all aspects of sales and leasing contracts. She and her team also represent property owners/landlords in finding qualified tenants, processing rental applications, collecting necessary funds and drafting lease agreements. The brokerage also provide comprehensive property management services for both office and residential properties.

Under her leadership, Texas Sage Properties was recently recognized as the Top Seller and Top Buyer Brokerage, in the Northwest area by Co-Star and LoopNet, largest commercial marketing and sales online site.

She and her husband, Mike, have been married for over 44 years. Their adult children include three sons, Michael, Matt and Marcus, and one daughter, Sarah, two of whom work at the brokerage. They've lived in the Houston area for many years, after returning from a 22-year post overseas, which allowed Pat the opportunity to learn about people, languages, and different cultures from around the world.

Pat is a Bilingual Agent who takes pride in providing a quality, client-centered Real Estate service, based on integrity and honesty. As a result, a large percentage of her business is based on "referrals" from previous clients. She is very excited about the commercial market niche she has created for herself and her team and will continue to work closely with developers - from concept to completion - to market, sale

and lease their business office condominiums and to grow the Property Management side of the business.

Yessenia Castaneda – GRI® MCNE® Brokerage Associate | Lead Transaction Manager

Licensed Texas Real Estate Agent since 2006

Yessenia (Yesi) joined Texas Sage Properties in 2003 upon graduating from high school with honors. Shortly after being hired, she earned her real estate license and alongside the Broker, helped grow the company into the vibrant business it is today. As a licensed Realtor and the Office Manager, she oversees all contract and administrative duties of running the business and assists with training all outside Agents. Most importantly, she handles all aspects of our client contracts, coordinates all closings and is in constant communication with all parties involved with the transaction in both Residential and Commercial deals.

Brenda Hardee – Marketing Manager

Brenda joined Texas Sage Properties in 2014 and brought with her a BA Degree in Communications and five years of sales and marketing experience. After being hired as a Broker Assistant, she quickly earned her Real Estate License. Today, her responsibilities include all sales and marketing initiatives for the company, market research, client communications, assists with Property Management, is a broker assistant and active Realtor.

Yesica Suarez - Property Management Associate | Bookkeeper

Certified Bookkeeper - National Association of Certified Public Bookkeeper

Yesica is a Christian lady with an unstoppable enthusiasm and passion to learn and grow. Life has taken her from Venezuela to Houston, TX-USA and from a successful graphic designer to a Property Manager Assistant and Bookkeeper here at Texas Sage Properties. She is married and has 3 Husky pups.

Michael Navarette - Property Management Associate

After serving in the US Coast Guard for seven years, Michael settled in Austin Texas and worked in the Hospitality industry. In 2017 he moved back to Tomball and joined Texas Sage Properties as our Property Management assistant. In addition to handling property management related matters, he's also responsible for our online marketing tools, he assists the broker in locating properties for investors and helps manage the front office and internal IT issues.

Mike Navarette – Brokerage Associate | CCIM | Owner

Licensed Texas Real Estate Agent since 2017

Mike Navarette brings his experience as a Senior Director, Consulting and Technical Solutions Halliburton Company to the Commercial Real Estate Industry. Prior to joining the Texas Sage Properties team, he spearheaded the positioning, pursuit and acquisition of a \$23B strategic projects portfolio. His analytical background serves as a foundation in assisting clients in the buy and sell of Commercial Real Estate; as well as, in the managing of their real estate properties.

Mike is a Co-founder of Texas Sage Properties and a Licensed Texas Real Estate Agent. Drawing from years of experience as a Corporate Director, Mike has built a reputation for his refreshingly friendly customer care and proven ability to guide buyers to obtain the best value for their real estate acquisitions; as well as, to assist sellers with a smooth, stress-free sale of real estate assets. Since 2015, Mike has worked with developers to identify and acquire land for potential office business park sites. Post land acquisition he assists and leads the developer, lawyer team in setting up the legal framework required for the functional day to day operation of office condominium associations. Texas Sage Properties has assisted in setting up seven (7) Office Condominium Associations and three (3) more are presently being organized. Texas Sage Properties manages seven (7) Office Condominium Parks (320,000 SqFt) with Mike leading the Texas Sage Properties' Property Management Team.

Mike likes to meet with clients to discuss their ideal property characteristics, price points, financial expectation, prepare commercial offerings and show clients properties that align with those expectations. Mike's commercial offerings that he offers to his clients includes: Cash on Cash ratios, Sales Proceeds Analysis, NPV, IRR and Captial Accumulation analysis which include a detailed marketing analysis highlighting area demographics, fair market rental rates and yearly rent escalations. He uses his understanding of local real estate market news and trends, comparable market data obtained from online sales / lease platforms and analytical tools to help clients evaluate, compare, buy, sell or lease commercial office property which infer the best financial return.

Mike has been an area resident since 1999 and he recognizes the unique characteristics and benefits of living and working in the Greater Houston Area.

When not assisting clients, Mike enjoys spending time with his wife Pat and his family, entertaining their friends, traveling and relaxing at their home in Rock Creek.

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