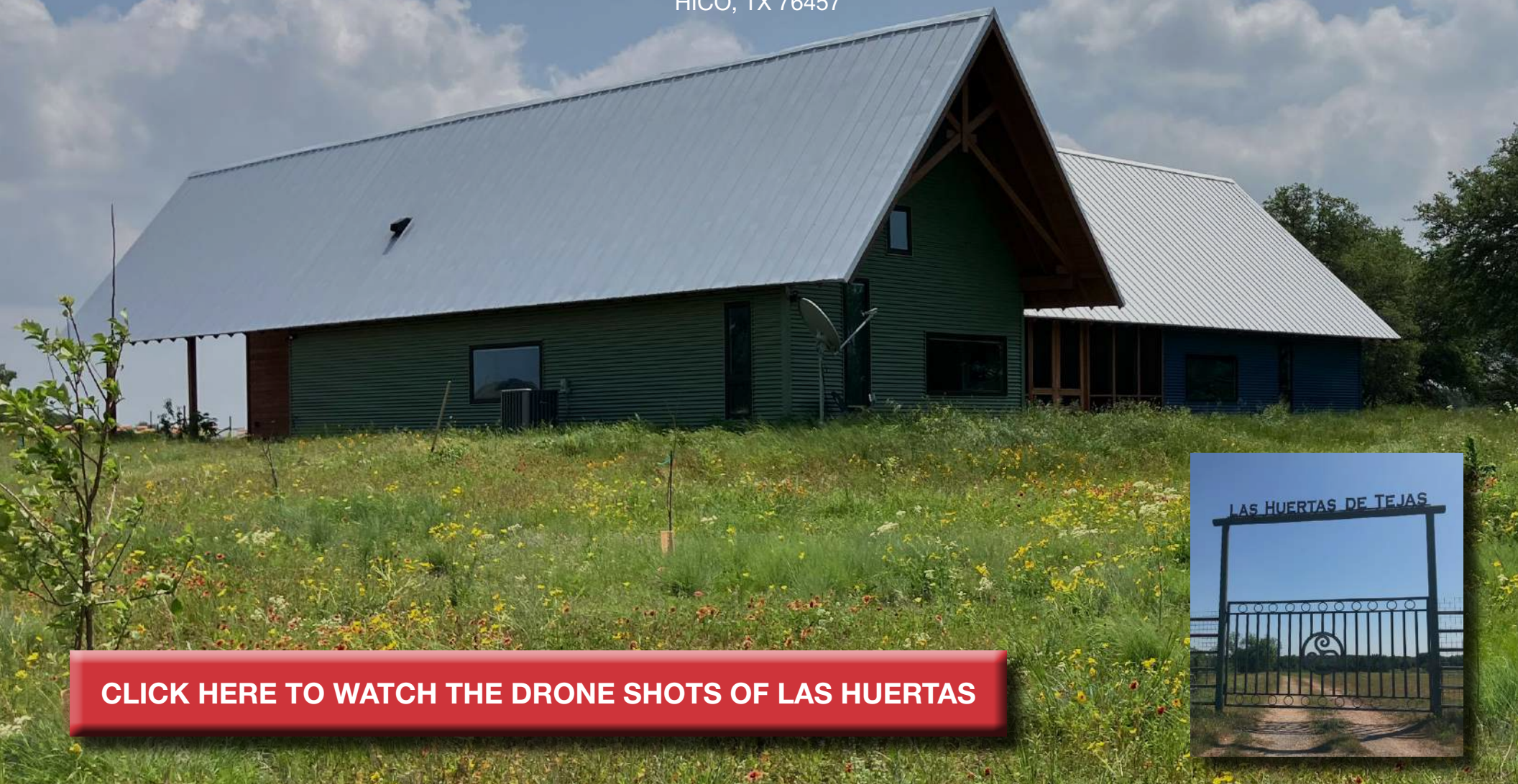


# LAS HUERTAS DE TEJAS

HICO, TX 76457



[CLICK HERE TO WATCH THE DRONE SHOTS OF LAS HUERTAS](#)





# OFFERING AT-A-GLANCE



## 23+ Acre Vineyard Estate

Includes Home, Vineyard, Pecan Orchard, Garage, Barn, Greenhouse, Flower Beds, Vegetable Gardens



## Opportunistic Income Stream



## Your Own Private Label



## Location

1.5 Hours Southwest of Fort Worth, 2 Hours Southwest of Dallas, 2.5 Hours Northwest of Austin

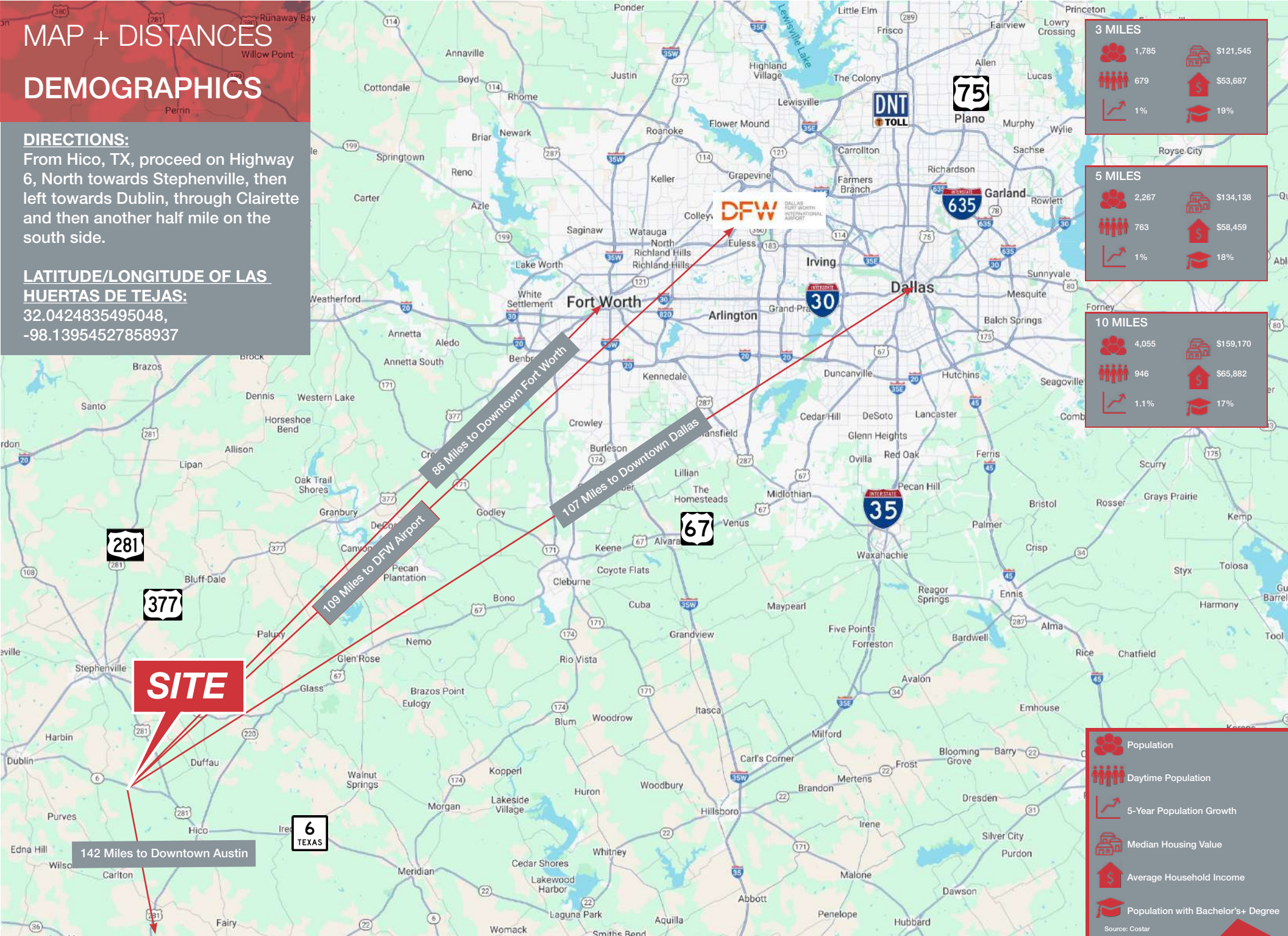




# DEMOGRAPHICS

From Hico, TX, proceed on Highway 6, North towards Stephenville, then left towards Dublin, through Clairette and then another half mile on the south side.

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-98.13954527858937





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- Executive Summary
- Financial Analysis
- Market Overview



## NAI Global

- The largest network of commercial real estate brokers in the world with 325 offices around the globe.

# EXECUTIVE SUMMARY







## THE OPPORTUNITY

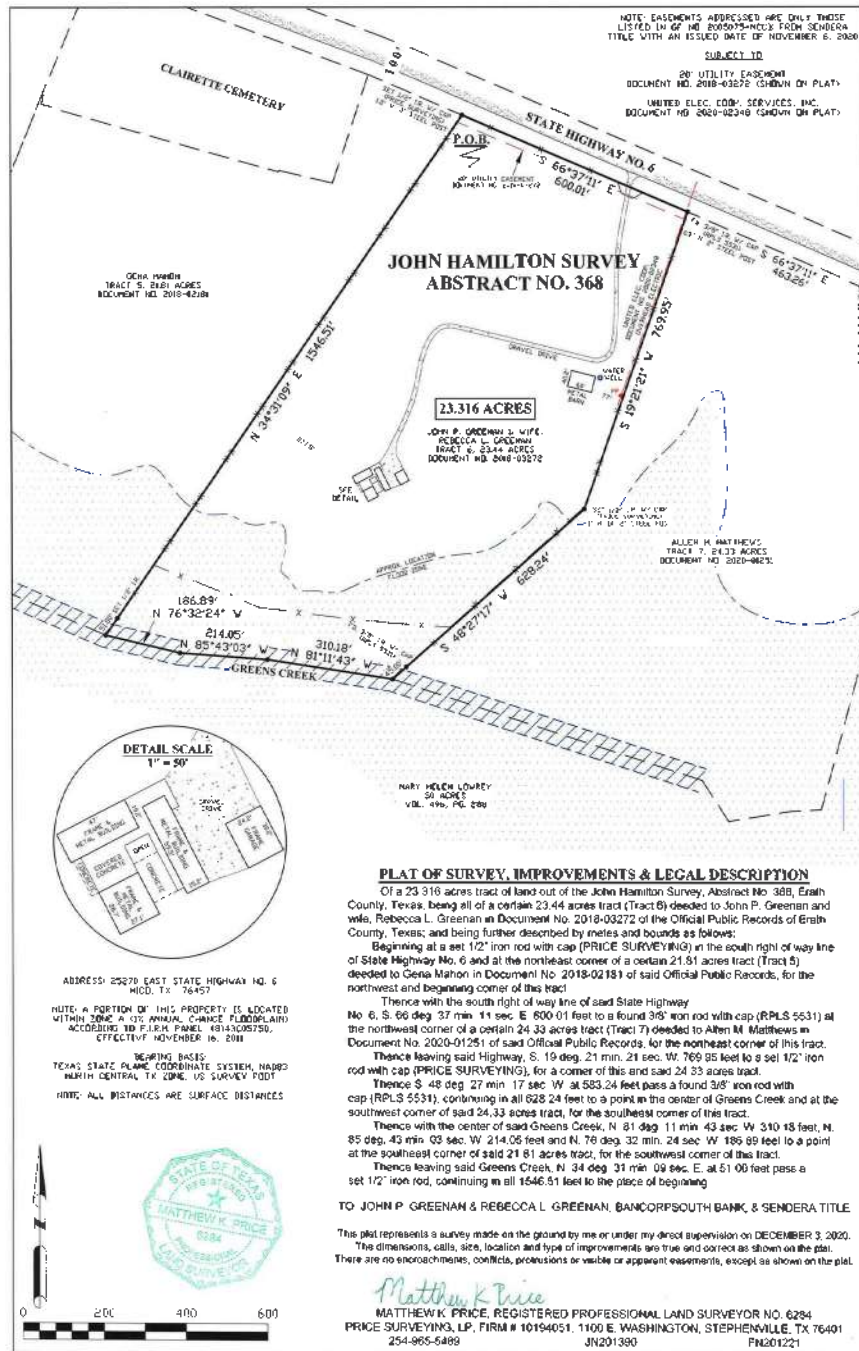
Las Huertas de Tejas (Texas Gardens) is a 23+ acre producing vineyard estate located in Erath County, Texas, about an hour and a half southwest of Fort Worth, two hours southwest of Dallas, and two and a half hours northwest of Austin.

The property includes a home designed by the award-winning Austin architectural firm, Minguell—McQuary, 6.5 acres of vineyards, a three-acre pecan orchard, more than 30 young fruit trees, a garage, barn, greenhouse, raised beds for flowers and vegetables and other amenities.

The property is bounded on the north side by State Highway 6, which has recently been widened and repaved, and on the south side by Green Creek. Except for a wooded area adjacent to Green Creek, the entire property is enclosed by an 8' high fence to protect the plantings. The former Missouri, Kansas and Texas Railroad ran across the property about one third of the way south from the highway towards the creek and the old railroad bed now forms part of the driveway.

**The price is \$2,100,000.**

## SITE PLAN/SURVEY

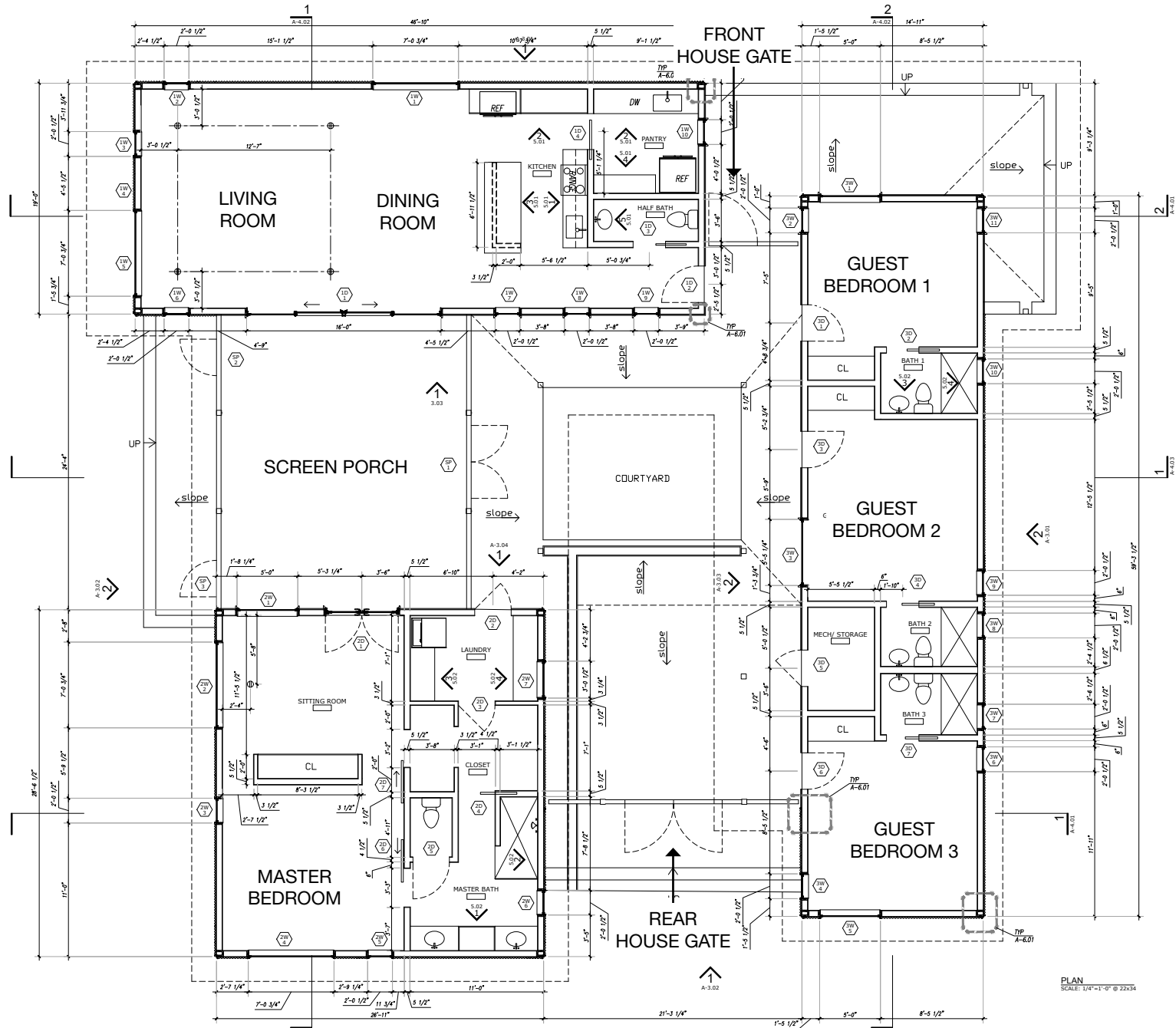




- The four-bedroom, 4.5-bath home is designed in the style of a modern hacienda with three separate buildings under one roof, surrounding a central courtyard. The design of the house emphasizes integrating the inside and outside with large windows and a hierarchy of spaces moving from the inside to the screen porch, to the courtyard and out into the surrounding fields. The light and spacious feel is increased by 20' ceilings in the Owner's Suite and Public Room. Warmth is added to the feel of the courtyard by stained wood siding, while the roof and exterior walls are metal. The exterior walls are metal panels with the color impregnated, so each building features a different color and maintenance is extremely limited. The house sits on high ground, well back from the highway and adjacent to oak groves, with views over the vineyards, of the oak groves and down the slope towards Green Creek and the bosque lining it.
- The main public room includes the kitchen, dining and living areas as well as a half-bath and a large pantry, which contains the dishwasher, a freezer, a second kitchen sink, and work areas. A sliding door can close the pantry off from the rest of the public room. The room's twenty-foot ceilings and windows in every direction takes full advantage of the light and views.
- The Owner's Suite includes a sitting room with a coffee bar and mini refrigerator, a bathroom with a large walk-in shower, double sinks and a separate toilet room, in addition to the sleeping quarters and closets. A laundry room, with a sink, is accessible either from the Owner's Suite or the courtyard so it can be available to guests. The Owner's Suite is connected to the main public room by a 500 SF screened porch.
- The three guest rooms all have an ensuite bath, custom-designed beds and nightstands, and an outside entrance into the courtyard with a covered walk to the main public room. The guest rooms have potential to operate BnB style.
- All the bathroom vanities, the coffee bar in the Owner's Suite, the counters in the kitchen, and the kitchen island are completed with high-end granite, specifically "Acquiem Quartzite" and "Avocado Quartzite", while the laundry and pantry counters are fantasy marble. There are custom cabinets throughout and all appliances, including a laundry tower and wine refrigerator are included.
- The courtyard is enclosed at both entrances with a heavy-duty custom gate with one entrance leading to the public room and the other to a fire pit located on a stone platform. The courtyard also has a fountain area with three fountains surrounded by sea stones imported from the beach at Michoacan.



# HOUSE FLOOR PLAN





## EXTERIOR

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## COURTYARD



FRONT HOUSE GATE



GUEST SUITES + BACK GATE



COURTYARD + SCREENED PARTY ROOM



COURTYARD



## SCREENED PATIO

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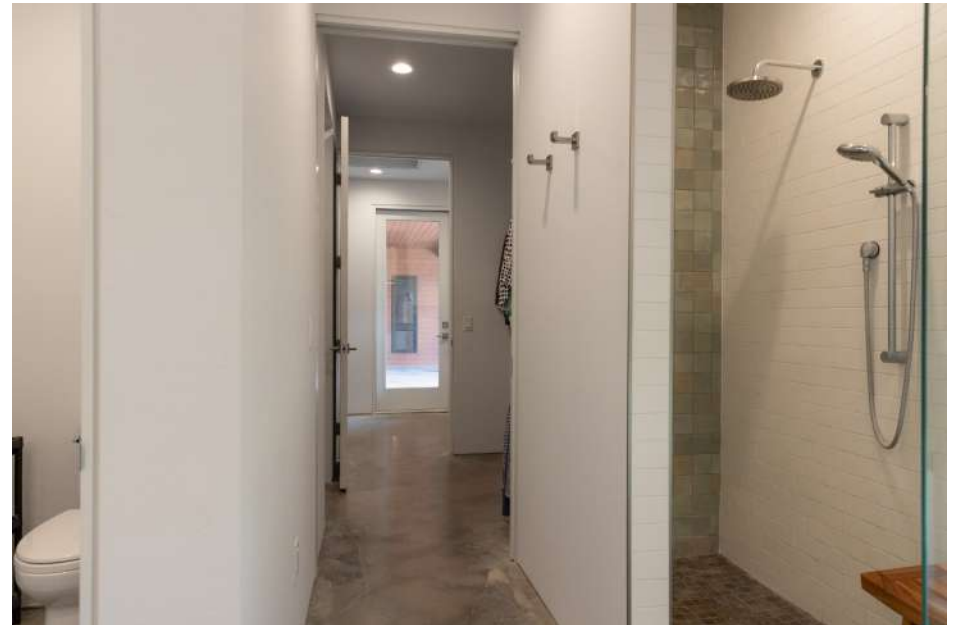


## LIVING / DINING





## OWNER'S SUITE





## GUEST SUITES (WITH ENSUITE BATHROOMS)



KANSAS SUITE



MISSOURI SUITE



TEXAS SUITE





## THE VINEYARDS

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## THE VINEYARDS, PECAN ORCHARD, FRUIT TREES

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- There are four vineyards on the property, totaling approximately 6.5 acres containing about 6,000 vines. All the grapevines are vinifera grafted onto rootstock resistant to phylloxera and trellises are in place for a double cordon system. There are a total of 17 different varieties, nine in a quantity designed for commercial production and eight in a small quantity to assess their suitability for growing in Central Texas. Most of the varieties (excepting those on trial) are from the Rhone Valley in France. A list of the varieties and approximate number of vines of each is available upon request.
- The North Vineyard, the largest on the property, is located north of the old railroad bed, immediately south of State Highway 6 and west of the driveway, which enters close to the northeast corner of the property. The North Vineyard consists of a little over four acres of mostly five-year-old vines. There are a total of six different varieties, five of which are five years old, and one planted in 2024. The five-year-old vines have already begun production on a limited scale and are producing excellent quality fruit.
- On the east side of the driveway a small vineyard, the Trial Vineyard, is located. It contains twenty-five vines each of eight different varieties that are being assessed for their suitability to grow at a larger scale.
- South of the old railway, the East and West vineyards are located on either side of the driveway and run almost up to the house. The East Vineyard has roughly 700 vines of two varieties on slightly more than half an acre, while the West Vineyard is more than twice as large. These vines were planted in 2023 and should begin producing grapes in an amount suitable for harvest in either 2026 or 2027.
- The lower part of the property along its east border is planted with a three-acre pecan orchard with 80 trees. Most of the trees are now three or four years old and include five different varieties, as is required for pollination, with the most numerous variety being Desirable.
- Around the border of the lawn on the west and south sides of the house are planted more than thirty young fruit trees, separating the area of the house from the West Vineyard and the wilder area beyond. The fruit trees include pomegranate, fig, peach, apple, plum, pear, persimmon, mulberry and pineapple guava.



## GRAPE VARIETIES

The number of vines is approximate. Some die, plant more -- nobody actually counts them, but over 8,000 vines have been purchased.

As for blends, the most famous Rhone Valley blend is Grenache-Syrah-Mourvedre, known as GSM blend. The Mourvedre is 5th leaf and produced the last two years. The other two varieties should produce (if weather allows) in 2026 or 2027.

The best-known white blend from the Rhone Valley is Marsanne-Roussanne. The Marsanne too, should start producing next year, in a limited amount and the Roussanne, the following year.

Also, there are two Rhone Valley whites that are frequently blended, Picpoul and Clairette. One of the oldest recorded blends was called Picardan and was 90% Picpoul and 10% Clairette (not to be confused with another white Rhone Valley grape, Picardin or sometimes Picardan.)

There is also Petit Verdot, which is often present in Bordeaux blends (when it ripens, the name means "little green one.") It ripens much better in Texas.

Finally, Alicante Bouschet, which is a teinturier, meaning it has a red flesh, a very unusual feature. Originally, it was used to add better color to red wines that needed it, and it can still be used that way. It stands well on its own when grown in warmer climates and has made a home for itself in Portugal.

These are the grapes cultivated in commercial quantities. For questions about the grapes in trial, there are eight vintners available to discuss.

### North Vineyard:

- Mourvedre, Rows 1-19, Rhone Valley Red (known in Spain as Mataro), 1050 vines
- Roussanne, Rows 20-25, Rhone Valley White, 375 vines
- Picpoul, Rows 26-32, Rhone Valley White, 525 vines
- Petit Verdot, Rows 33-44, Bordeaux Red, 1050 vines
- Alicante Bouschet, Rows 45-50, French Teinturier (Red) (Grown widely in Portugal), 525 vines
- Clairette, Rows 51-57, Rhone Valley White, 525 vines

### Trial Vineyard:

- Sezao, Row 1, Portuguese Red, 25 vines
- Negroamaro, Row 2, Italian (Apulia) Red, 25 vines
- Graciano, Row 3, Spanish Red, 25 vines
- Tempranillo, Row 4, Spanish Red, 50 vines
- Gouveio, Row 5, Portuguese White, 25 vines
- Albarino, Row 6, Spanish/Portuguese White, 25 vines
- Trebbiano Toscano, Row 7, Italian White (Ugni Blanc in France), 25 vines
- Semillon, Row 8, French White (Grown widely in Australia), 25 vines

### East Vineyard:

- Marsanne, Rows 1-11, Rhone Valley White, 525 vines
- Syrah, Rows 12-17, Rhone Valley Red (Shiraz in Australia), 700 vines total in East and West Vineyards

### West Vineyard:

- Grenache, Rows 1-20, Rhone Valley Red (Garnacha in Spain), 1050 vines
- Syrah, Rows 21-25, Rhone Valley Red (Shiraz in Australia)



## AGRICULTURAL TAX EXEMPTION



The estate has an agricultural tax exemption. It's their understanding that farm losses (if it's not just a hobby farm), can be deducted against ordinary income, but one should seek tax counsel on this matter.





## OUTBUILDINGS + INFRASTRUCTURE

- Outbuildings: In addition to the house, there are three other structures on the property: a garage, a barn and a greenhouse. Water and power are provided to each of these structures.
  - » The garage is a separate two-story building with a metal roof and exterior metal panels of the same type and quality as the house. In addition to room for two vehicles in the 24' x 30' building, the garage has a full bath, which is currently used for people working on the property, and a 300 SF air conditioned upstairs room that could be used as an office or an additional bedroom.
  - » The barn is a 30' x 40' metal building sited just south of the old railway with two 15' awnings on either side. The barn itself is used primarily for the storage of vehicles and equipment, while one awning is used primarily for storing farm implements and the other, which has a cement floor, contains irrigation and electrical equipment.
  - » The 12' x 24' greenhouse sits between the barn and house and has both electricity and water making it fully functional.
- Infrastructure: The infrastructure for the property is based in the barn and runs underground from the barn to the house, meaning that no power lines interfere with the views from the house.
  - » Water – Water is provided by a 320' deep well licensed to produce 40 gallons per minute. A five-horsepower submersible pump brings water up into two 5,000 gallon storage tanks placed under the barn's awning. From there, two 1.5 horsepower booster pumps located in the barn provide water to the house and irrigation system.
  - » Electric – Electricity is provided by the local cooperative, United Cooperative Services, but it is augmented by a 17.2 kw solar panel system installed on the barn roof in June 2023. During the full year of 2024, the solar system provided 24.9 of the 32.3 MWh used at Las Huertas, just over 77% of the electric power used. In addition, there is a 20 kw back-up generator connected to a 500 gallon propane tank.
  - » Internet—United Cooperative Services has recently extended fiber cable internet service to the house.
  - » Telephone—No landline is provided to the property, but a cellphone extender has been installed that provides reliable cellular connections in the area of the house. Alternatively, with the new internet connection, it should be possible to use VOIP phone service.
  - » Irrigation—Drip irrigation is in place for all the vineyards. The pecan orchard, raised beds adjacent to the greenhouse and fruit trees are also irrigated. A fertilizer injector is in place which allows fertilizer to be provided to the vineyards through the drip irrigation system.



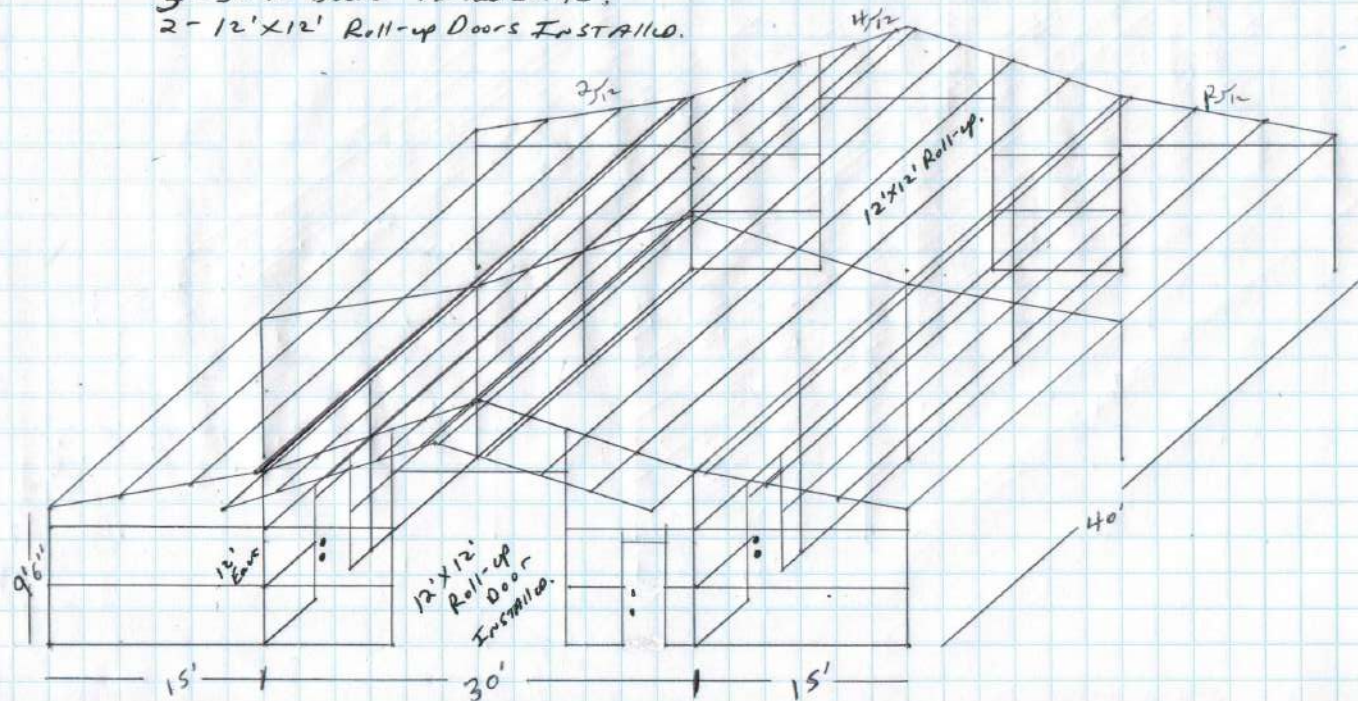
# BARN

2-6-20 ADAM GRUND (Jacky) (Dublin, TX.)

30' X 40' X 12' 4 1/2" Weld-up Building  
w/ 2- 15' X 40' 3 1/2" Lean Toos OFF SIDES.  
w/ 4' ROOF EXTENSION OFF 1 END  
SHEETED UNDERNEATH.

PBR 40yr. color ROOF + WALLS,  
color TRIM.

3- 3070 DOORS W/ DEAD BOLTS.  
2- 12' X 12' Roll-up Doors INSTALLED.





## MISCELLANEOUS

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- Additional improvements include a stone platform with a fire pit; two stone platforms in one of the oak groves for a picnic and café table; four irrigated high raised beds for vegetables; and three lower raised beds for flowers; asparagus and blackberry patches.
- There is also a tank for dyed diesel for the tractor.
- Vehicles—Two vehicles can be included in the sale of the property, a John Deere 5075 tractor acquired new in 2021 with low use hours and an air conditioned cab, and a Can-Am Defender UTV acquired new in 2022. All the basic implements necessary to maintain a vineyard and pecan orchard, sprayers, mowers, forks and a front-end loader are available.
- Equipment—A wide array of the smaller equipment needed for the property is also included. Although too numerous to list, the equipment includes items such as bins for transporting grapes, pruners, buckets, hail netting, hoses, hand tools, grow tubes and many other items.
- Furniture—The beds and nightstands in the Owner's Suite and guest bedrooms were designed and built specifically for the property, based on a midcentury modern design by George Nelson. They could be included in the sale, along with a colonial Spanish table in the screen porch.
- Fixtures—Fixtures include 70" Maverick Max fans in the Public Room and the screen porch and 52" Maverick fans in each bedroom. The Public Room includes handmade glass pendants and a Foscarini lamp over the dining table.
- Appliances—The appliances in the house are included in the sale, including a range, dishwasher, French-door refrigerator, mini refrigerator, a wine fridge, a freezer, a laundry tower, and a Samsung television.
- Wine—Assuming the legal requirements can be met, approximately 250 cases of wine from the 2023 and 2024 harvest may be available to be included in the sale. The size and quality of the 2025 harvest isn't known yet, but it's possible that there may be additional production from the 2025 harvest.





# FINANCIAL ANALYSIS



## VINEYARD PRODUCTION

- The estate has 6.5 acres of vines. Currently, approximately half is in production, producing about 1/2-ton of grapes per acre.
- A ton of grapes produces approximately 60-65 cases of wine (12 bottles per case). There are about 290 cases from 2023 & 2024, and they will be able to convey at least 250 cases, plus maybe some 2025 production.
- Next year, if the weather, etc. cooperates, one would expect approximately 6 acres to be in at least limited production and to produce 6-8 tons of grapes. After that, production should continue to increase over several years until full production of 3-4 tons per acre. How much depends on the variety of grape and growing practices. Anywhere from 2-10 tons per acres is possible.
- Costs to produces the grapes doesn't vary much, no matter the quantity produced. Probably \$5,000 to \$6,000 per acre is a reasonable estimate.
- Currently, the grapes are made into wine by Bending Branch in Comfort, Texas. The charge at this time is \$75 per case for white or rose wine and \$95 per case for red wine. There are also some minor additional charges for bottling and labeling.
- There are 70% red grapes and 30% white grapes.

### TOTAL COST:

- Assumption: Full production of 6 acres (0.5 acre out for replanting) at 3.5 tons per acre, equals 21 tons times 62.5 cases per ton. Rounding to 1,300 cases, say 400 white and 900 red.

#### Wine Production for 1,300 Bottles:

400 cases white x \$75 + 900 cases red x \$95 = \$115,500

\$5,500 cost to grow/acre x 6.5 acres = \$35,750

Total Production Cost = \$151,250

\$151,250 Total Production Cost/1,300 cases = \$116.34/case

\$116.34 per case/12 bottles = (approximately) \$10.00/bottle

- The per bottle cost won't change much, regardless of the size of the harvest due to Bending Branch costs, unless the wine is made at Las Huertas.
- The wine should sell for between \$25-\$40 per bottle. With an assumed average of \$30 per bottle, the margin would be \$20 per bottle or \$240 per case before selling costs. (Unknown)
- In this hypothetical scenario, \$312,000 (1,300 cases x \$240/case) less selling costs if everything produced is sold, although typically, some wine from each vintage is reserved for further aging.



## VINEYARD MANAGEMENT

(The following costs are included in the financial estimates on the previous page.)

Ownership has employed Rafter Land & Ranch Solutions to manage the physical property. (<https://www.facebook.com/robinsonranch-services/>) Rafter provides general grounds and home management for absentee owners and adjunct services to resident owners, as in the case of Las Huertas Vineyards. They can also arrange ground crews for harvesting and hauling the grapes to market/vintner. Rafter is owned by Adam Green of Iredell, TX, and his retainer is \$1,250/month plus \$50 per hour on site.

In addition, the owner has employed Fritz Westover, a viticulturist and ecologist to provide consulting on various matters. Westover is a graduate of Penn State and has practiced for many years through Texas A&M University, although his consulting practice is private. His expertise is very broad, but for Las Huertas vineyards, he consults on spraying for insects and natural diseases, as well as pruning & trimming instruction for grounds crews. The owner has contracted with Westover Vineyard Advising, LLC. The new owner may contact Westover Vineyard Advising if they wish to continue that relationship.





# MARKET OVERVIEW





## COMPETITIVE SET: BRENNAN VINEYARDS - \$4,500,000

The Historic McCrary House, constructed in 1875 by James Madison McCrary – who also operated the local general store and cotton gin and served in the Minute-Men Rangers and later the Frontier Battalion – was retrofitted in 2005 to function as the tasting room and gift shop for Brennan Vineyards. While some interior finishes have been updated, the building retains its original features, including the roof.

### The Event Venue

The Austin House, built in 2005, serves as the primary venue for events at Brennan Vineyards. This striking 9,000-squarefoot structure, constructed of Austin Stone, is suitable for a variety of occasions, including weddings and wine dinners.

The building provides expansive indoor and outdoor spaces, complemented by a commercial kitchen capable of accommodating a significant numbers of guests.

### The Winery

The winery facility, established in 2005, is where the transformation of grapes into wine occurs. This state-of-the-art facility is fully equipped with top-tier winemaking apparatus, including fermentation tanks and bottling and labeling machinery. Spanning 4,500 square feet, the winery includes a bottling room, tank room, dining area, office, and loading docks. Additionally, a climate-controlled storage barn of 5,000 square feet is primarily designated for storing bottled wine. The barrel cellar, situated beneath the Austin House, serves as an aging cellar and has hosted numerous intimate wine dinners and private tastings. All wine-making and bottling equipment is included in the asking price.





## BRENNAN VINEYARDS - \$4,500,000 (CONT'D)

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### Team

Brennan Vineyards recognizes that the caliber of a winery is greatly influenced by its team, and the winery exemplifies this principle. The founders have assembled a highly skilled team committed to producing fine Texas wines and delivering exceptional experiences for each visitor. The personnel includes an experienced winemaker whose expertise drives award-winning wine production, a general manager who oversees daily operations, and knowledgeable winery and tasting room staff dedicated to hospitality. The organizational structure accommodates varying levels of ownership involvement, ensuring that the dedication to quality remains a cornerstone of the winery's legacy.

### Events

Brennan Vineyards is capable of hosting large weddings, private dinners, live music events, and intimate wine tastings. The staff consistently seeks innovative and engaging events to attract wine enthusiasts from near and far. At least once a month, a ticketed event is organized, which may feature live music or a large-format dinner accompanied by curated wine pairings. A local highlight includes enjoying a glass of wine at Brennan's, followed by an exquisite dining experience at the highly rated 'Harvest' restaurant, located just a few blocks away on the historic Comanche town square. A significant portion of the winery's revenue is generated from the events held in their extensive venues, benefiting from a notable absence of local competition for such gatherings.

### Estate Vineyard

Brennan Vineyards leases 33.19 acres of prime vineyard property just minutes south of its Comanche facilities. Surrounded by an eight-foot game fence, there are eight different varietals grown across 18 +/- acres, with plenty of room to expand this production. The vineyard is irrigated by a drip irrigation system fed by four productive wells.





## COMPETITIVE SET: LUCKY VINES WINERY - \$5,000,000

Lucky Vines Winery and Brewery is a stunning 20-acre property perfect for your vineyard dreams! This charming estate features 7.5 acres of flourishing vineyards, cultivating a variety of premium grapes. Equipped with state-of-the-art winemaking and brewing equipment, along with cold storage for kegs, it's a turnkey operation for wine and beer enthusiasts. The inviting tasting room boasts outdoor seating on a lovely patio, ideal for guests to sip and savor the flavors of your creations. With restrooms and a small kitchen for food prep, you can easily host events, parties, or live music performances using the portable stage. Additionally, a charming 3-bedroom, 1-bath home with the potential to be made into a short-term rental or bridal suite. Don't miss this unique opportunity to own a vibrant winery and brewery, where the possibilities for growth and enjoyment are endless!

- **7.5 Acres Flourishing Vineyards**
- **Beautiful Tasting Room**
- **State of the Art Winemaking and Brewing Equipment**





## OVERVIEW HICO, TEXAS

### EXPLORE

Take a walk downtown to browse the shops and restaurants, and experience the historic small town charm. Take a fun picture with the HiCO sign, admire the vintage murals, or find the perfect art piece.

### MURALS

Historic downtown Hico has several vintage (and new) hand painted murals that are great for capturing that perfect Instagram photo. There are also remnants of businesses from times past painted on many of the buildings downtown.

### PARKS

Located along both sides of the Bosque River, the Hico City Park spreads across 43 acres and includes three covered pavilions, RV spaces, picnic areas, restrooms with shower facilities, a volleyball court, two playgrounds and a horseshoe area. It also includes over one mile of paved hike and bike trails along the tree-lined, north bank of the Bosque River, two baseball/softball fields, one T-ball/youth field, a large soccer field, a concession stand and an aquatic splash pad.

### SHOPPING

Indulge in some serious retail therapy in this small town, starting at Hico Mercantile. More than 40 artisans and vendors have turned the town's 1895 opera house into a two-story treasure chest of clever finds, from chunky ceramic jugs to chatty tea towels and cute pajamas.

### BILLY THE KID MUSEUM

The legend of Billy the Kid lives on at the Billy the Kid Museum in historic downtown Hico, Texas. Visit today to view artifacts and learn the history of Billy the Kid.

Source: [visithicotexas.com](http://visithicotexas.com)





## LOCATION OVERVIEW + AIRPORTS

Spend a fun-filled weekend shopping downtown, relaxing on a porch swing with a cup of gourmet coffee, or enjoying a bike ride on the riverfront walking trails. Whatever you choose to do, making memories with friends and family is easy in Hico, Texas. Only an hour and 20 minutes from Fort Worth, an hour and 45 minutes from Dallas, and 2 hours from Austin, your getaway to Hico is just a short drive away.

For more information, click [HERE](#).

## LINKS FOR LOCAL AIRPORTS (UNSCHEDULED FLIGHTS)

[Putty Ranch Airport](#)

[Stephenville Clark Regional Airport](#)







- **This is a private offering of a personal residence and vineyard.**
- **No one is welcome without an appointment and invitation.**
- **This property is a serious vineyard operation and cannot entertain guests without invitation.**

At the appropriate time, an interested party may be invited overnight to enjoy a sumptuous guest room, a personal tour, an excellent dinner and serious discussions of the vineyard operation.

Please be in touch with Mark Robertson at NAI Robert Lynn for further discussion and trip planning.

### **Mark Robertson**

Senior Vice President  
O: 214 256 7112  
C: 214 450 5112  
[mrobertson@nairl.com](mailto:mrobertson@nairl.com)



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- 104 Employees
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- 19+ Million Square Feet Under Leasing & Management

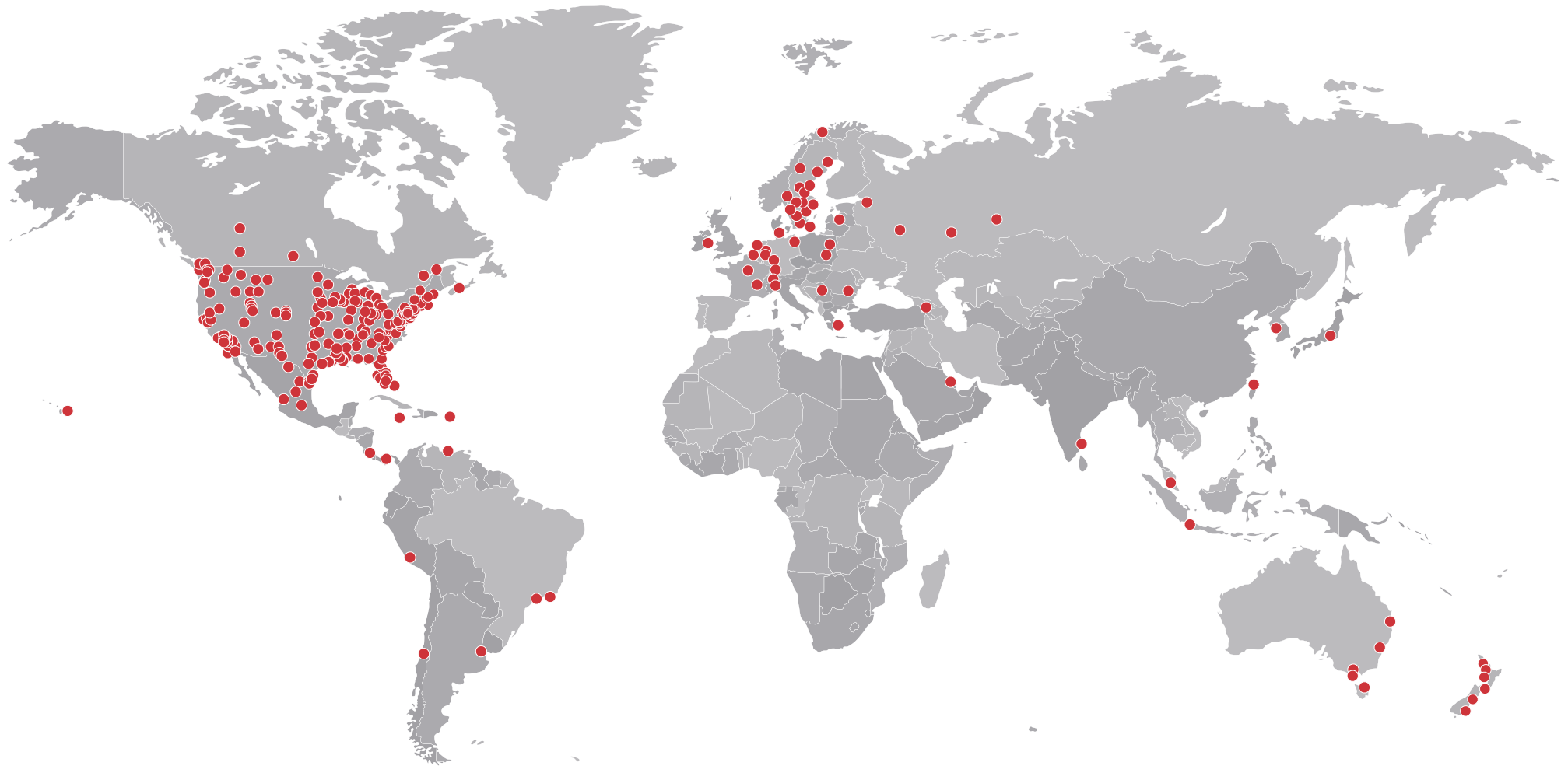


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JEFF TURNER, EXECUTIVE VICE PRESIDENT





**65**  
Countries

**325**  
Global Offices

**5800**  
Professionals



## Mark Robertson

Senior Vice President

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