



Will Condrey

Principal, Industrial Services Houston

Professional Experience

Will Condrey is a Principal with Cresa and leads the Houston office's industrial team. With more than 12 years of real estate consulting experience, Will provides a broad range of expertise in everything from tenant representation to investment sales, lending, financial analysis and marketing.

Prior to joining Cresa, Will was a director with Cushman & Wakefield, transacting more than 1 MSF of space with an aggregate value of \$50 million in total lease considerations and completed over 270 land sales comprising 3,250 acres for a total of \$825 million.

Previously Will worked with First American Title Tanglewood as Vice President and Senior Marketing Director, where he was responsible for the company's business development initiatives. In this position, he exceeded sales goals within two years of a three-year plan, despite a downturn in market activity. Will also formerly held positions at Capmark Finance Inc. and Live Oak Capital, Ltd. where he assisted loan officers with loan investment packages. He began his career with Kinghorn, Driver, Hough & Company as a Servicing Analyst, where he was responsible for the inspection of income statements and rent rolls for approval of debt service requirements for a real estate portfolio totaling more than 300 properties.

Clients

- Acme Truck Lines
- Anheuser Busch
- Cadence Bank
- City of Houston
- Gulf Coast Steel
- Hearst Corporation
- Shell Oil Company
- Johnstone Supply
- Thyssenkrupp Elevators

Affiliations

- Licensed Texas Real Estate Salesperson
- Candidate for the prestigious Society of Industrial and Office Realtors (SIOR) designation
- NAIOP Rising Star Nominee
- Accepted to Cushman & Wakefield's Emerging Talent Program in 2014

Education

Bachelor of Business Administration
Baylor University • Hankamer School of Business

Contact

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Information About Brokerage Services

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.



TYPES OF REAL ESTATE LICENSE HOLDERS:

- **A BROKER** is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

AS AGENT FOR OWNER (SELLER/LANDLORD): The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

AS AGENT FOR BUYER/TENANT: The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

AS AGENT FOR BOTH - INTERMEDIARY: To act as an intermediary between the parties the broker must first obtain the written agreement of *each party* to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

AS SUBAGENT: A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

LICENSE HOLDER CONTACT INFORMATION: This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

_____ Licensed Broker /Broker Firm Name or Primary Assumed Business Name	_____ License No.	_____ Email	_____ Phone
_____ Designated Broker of Firm	_____ License No.	_____ Email	_____ Phone
_____ Licensed Supervisor of Sales Agent/ Associate	_____ License No.	_____ Email	_____ Phone
_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone

Buyer/Tenant/Seller/Landlord Initials

Date