



## CITY OF HOUSTON - CITY COUNCIL

Meeting Date: 2/4/2025

District D

Item Creation Date: 1/7/2025

25CF159 - Marketing Agreement with Newmark Real Estate of Houston, LLC - 12606

Cityscape

Agenda Item#: 40.

### **Summary:**

ORDINANCE approving and authorizing a Marketing Agreement between the City of Houston, Texas, and **NEWMARK REAL ESTATE OF HOUSTON, LLC**, a Texas Limited Liability Company, for the marketing and sale of certain real property consisting of approximately 14.946 acres of land located along the east line of Highway 288 Frontage Road and west line of Cityscape Avenue, south of East Orem Drive, Houston, Harris County, Texas (Parcel No. 0451900000696) - **DISTRICT D - EVANS-SHABAZZ**

### **Background:**

**RECOMMENDATION:** Approve and authorize the Marketing Agreement between the City of Houston, TX, and Newmark Real Estate of Houston, LLC to assist with the marketing of Parcel QY22-007, located at 12606 Cityscape Avenue, Houston, TX 77047.

**SPECIFIC EXPLANATION:** Parcel QY22-007 consists of approximately 14.95 acres of land, located at 12606 Cityscape along the east line of Highway 288 Frontage Road and the west line of Cityscape Avenue, south of East Orem Drive.

Section 253.014 of the Texas Local Government Code provides the City the option to contract with a broker to sell City-owned property. It was determined that listing the property with a broker who will actively market the property to developers, investors, builders, and end users may yield an earlier, higher return to the City as opposed to a sealed bid sale.

On April 9, 2024, by Ordinance 2024-0225, City Council approved a Marketing Agreement with CBRE, Inc. to market the property. This agreement expired December 31, 2024, pursuant to its terms. The requested action allows the City to enter into a new marketing agreement for this property.

Therefore, the General Services Department recommends that City Council approve and authorize the Marketing Agreement between the City of Houston, TX, and Newmark Real Estate of Houston, LLC to assist with the marketing of Parcel QY22-007.

**SCOPE OF CONTRACT AND FEE:** The proposed Real Estate Marketing Agreement will commence on the date of countersignature by the City Controller and terminate at the earlier of (a) 11:59 pm on the 30 of June 2025, or (b) upon closing and funding of the City's sale of the property. Under the terms of the Agreement, Newmark Real Estate of Houston, LLC will perform the following tasks: (1) gather relevant information and develop marketing material; (2) list or advertise the property in appropriate publications, websites, etc.; (3) install agreed-upon signage on the property; (4) identify and target qualified prospects; (5) respond to information requests concerning the property; (6) assist with the City's sale process; and (7) provide periodic progress reports to the City.


The City will pay a one-time fee of 3% of the sales price of the property, or 4% if the purchaser is represented by another broker other than Newmark Real Estate of Houston, LLC. The sale of the property will be conducted in accordance with all applicable state and city laws and will require final approval by City Council.

The Office of Business Opportunity reviewed the Real Estate Marketing Agreement and determined that the level of MWSBE availability would produce minimal MWSBE participation. Therefore, the Office of Business Opportunity has approved a 0% MWSBE goal.

**PROPERTY LOCATION:** 12606 Cityscape Avenue, Houston, TX 77047.

**FISCAL NOTE:** There is no impact to the fiscal budget or no additional spending authority. Therefore, no Fiscal Note is required as stated in the Financial Policies.

**DIRECTOR'S SIGNATURE / DATE:**

DocuSigned by:  
 1/24/2025  
C. J. Messiah, Jr.  
General Services Department

Michael C. Nichols  
Housing and Community Development Department

**Prior Council Action:**

Ordinance 2024-0225; Dated April 9, 2024

**Amount and Source of Funding:**

No funding required.

**Contact Information:**

Enid M. Howard  
Council Liaison  
Phone: 832.393.8023

DS  


**ATTACHMENTS:**

Description	Type
<a href="#">Signed Coversheet</a>	Signed Cover sheet
<a href="#">Map</a>	Backup Material
<a href="#">Goal Waiver</a>	Backup Material
<a href="#">Agreement</a>	Contract/Exhibit
<a href="#">Client Signed Coversheet</a>	Signed Cover sheet
<a href="#">Caption</a>	Other
<a href="#">Ordinance</a>	Ordinance/Resolution/Motion