



OFFERING MEMORANDUM



## The Lyndon at Springtown – Retail Shops B

San Marcos, TX (Austin MSA)

This property is listed in conjunction with Texas-licensed real estate broker Delta Commercial.

[www.preservewestcapital.com](http://www.preservewestcapital.com)



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Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto.

Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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- 100% Leased Ground-Floor Retail Shops with Long-Term Leases
  - Scheduled Rental Escalations in 100% of Leases
  - Sustainable Rental Rates At and Below Market
- Internet-Resistant National & Regional Tenant Mix
  - Strategic Tenant Mix Well-Suited to Student Housing Proximity
- Robust Co-Tenancy Within High-Occupancy Mixed-Use Student Housing Anchored Development
  - 233 Units, 515 Beds, and 34,000+ Square Feet of Retail Space
  - Fewer than 20% of Texas State University Students Live on Campus
  - Top of Market Rates for Students
  - Additional Tenants Within Center include Chuy's, McAlister's Deli, P. Terry's, Gold's Gym, Saltgrass Steakhouse & More
- Excellent Demographics within Rapidly Expanding Austin Suburb
  - Total Population of 71,496 within 5 Mile Radius
  - Annual Population Growth Rate of 3.34%
- Pylon Signage for Center Visible from I-35 (154,874 AADT)
- Excellent Visibility and Access in Dense Retail Hub
  - Neighboring Anchor Tenants Include H-E-B, Walmart Supercenter, Walgreens, Hobby Lobby, CVS, and more
- Less than Half a Mile from Texas State University's Flagship Campus
  - Enrollment of More than 38,000
  - Less than 25% of Off Campus Student Housing Located Within 1 Mile of Campus, Ensuring High Demand
  - Neighbors Numerous Major Sporting Facilities for the University, Including Football, Basketball, and Baseball Stadiums
- Less than 45 Minute Drive From Austin and San Antonio
  - 30 Miles from Austin CBD
- Less than Half a Mile to City of San Marcos City Hill & Approximately One Mile to Downtown San Marcos
- No State Income Tax in Texas



## The Investment

The Lyndon at Springtown Retail Shops B offers the unique opportunity for an investor to acquire a fully leased ground-floor retail component of a mixed use 515-bed student housing property within Austin's largest suburb less than half a mile from the flagship campus of Texas State University. The assets benefit from a prominent retail location with freeway-visible pylon signage within a growing retail hub, an internet-resistant mix of national and regional tenants at sustainable market and below market rents, and excellent demographics with an annual population growth rate of 3.34% through 2025. With excellent access and visibility near the junction of East Hopkins Street and I-35 (combined AADT 185,123), an investor will benefit from scheduled increases in income, a diversified income stream, and asset appreciation with this property.

## Location

The property is located at 200 Springtown Way in San Marcos, Texas.

## Improvements

An 20,058 square foot ground-floor retail building demised into 10 retail suites.

- Fresco** | 2,627 square feet
- Simply Mac** | 2,017 square feet
- Green Mesquite** | 2,998 square feet
- Shaggy Dog** | 1,583 square feet
- Pure Barre** | 1,450 square feet
- European Wax Center** | 1,483 square feet
- Total Primary Care** | 1,225 square feet
- Flawless Nails** | 2,350 square feet
- Tiff's Treats** | 1,597 square feet
- Xian Noodles** | 2,728 square feet

## Parking

There is ample parking available onsite and throughout the project with reciprocal and exclusive rights.

## Financing

This property will be delivered free and clear of permanent financing.





## PRICE

# \$11,918,000

## 5.75% CAP Rate

## Projected Gross Revenue

	YEAR 1	YEAR 10
Scheduled Base Rental Revenue	\$723,931	\$898,900
Expense Reimbursement Revenue	\$255,669	\$318,618
Total Potential Gross Revenue	\$979,600	\$1,217,518
Vacancy Allowance	\$48,980	\$60,876
Effective Gross Revenue	\$930,620	\$1,156,642

## Annual Expenses

Common Area Maintenance	\$86,249	\$112,536
Insurance	\$10,430	\$13,609
Taxes	\$120,749	\$144,306
Management @ 3%	\$27,919	\$34,699
Total Operating Expenses	\$245,347	\$305,150

## Net Operating Income

\$685,273

\$851,492

## Return

5.75%

7.14%

## Note

The net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, physical inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

# FINANCIAL ANALYSIS

# CASH FLOW PROJECTION



	Year 1 Sep-2021 Aug-2022	Year 2 Sep-2022 Aug-2023	Year 3 Sep-2023 Aug-2024	Year 4 Sep-2024 Aug-2025	Year 5 Sep-2025 Aug-2026	Year 6 Sep-2026 Aug-2027	Year 7 Sep-2027 Aug-2028	Year 8 Sep-2028 Aug-2029	Year 9 Sep-2029 Aug-2030	Year 10 Sep-2030 Aug-2031
<b>Net Rentable Area - Sq. Ft.</b>	<b>20,058</b>									
Base Rental Revenue PSF/month	\$3.01	\$3.05	\$3.08	\$3.19	\$3.27	\$3.33	\$3.36	\$3.43	\$3.61	\$3.73
Total Operating Expenses PSF/year	\$12.23	\$12.52	\$12.81	\$13.14	\$13.46	\$13.78	\$14.10	\$14.45	\$14.83	\$15.21
Absorption & Turnover Vacancy %	-	-	-	-	-	-	-	-	-	-
Vacancy Allowance %	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%
<b>Rental Revenue</b>										
Potential Base Rent	723,931	733,515	740,800	766,731	787,174	800,568	809,045	825,621	868,074	898,900
Absorption & Turnover Vacancy	-	-	-	-	-	-	-	-	-	-
Total Rental Revenue	723,931	733,515	740,800	766,731	787,174	800,568	809,045	825,621	868,074	898,900
Total Expense Recoveries	255,669	261,740	267,893	274,745	281,593	288,396	295,220	302,451	310,615	318,618
Potential Gross Revenue	979,600	995,255	1,008,693	1,041,476	1,068,767	1,088,964	1,104,265	1,128,072	1,178,689	1,217,518
Vacancy Allowance	(48,980)	(49,763)	(50,435)	(52,074)	(53,438)	(54,448)	(55,213)	(56,404)	(58,934)	(60,876)
Effective Gross Revenue	930,620	945,492	958,258	989,402	1,015,329	1,034,516	1,049,052	1,071,668	1,119,755	1,156,642
<b>Operating Expenses</b>										
CAM - \$4.30	86,249	88,837	91,502	94,247	97,074	99,987	102,986	106,076	109,258	112,536
Insurance - \$0.52	10,430	10,743	11,065	11,397	11,739	12,091	12,454	12,828	13,213	13,609
Taxes - \$6.02	120,749	123,164	125,627	128,140	130,703	133,317	135,983	138,703	141,477	144,306
Management @ 3.0%	27,919	28,365	28,748	29,682	30,460	31,035	31,472	32,150	33,593	34,699
Total Operating Expenses	245,347	251,109	256,942	263,466	269,976	276,430	282,895	289,757	297,541	305,150
<b>NET OPERATING INCOME</b>	<b>685,273</b>	<b>694,383</b>	<b>701,316</b>	<b>725,936</b>	<b>745,353</b>	<b>758,086</b>	<b>766,157</b>	<b>781,911</b>	<b>822,214</b>	<b>851,492</b>



## General Assumptions

Analysis Date	September 2021
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Total Rentable Area	20,058 SF
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Total Area for CAM Reimbursement Calculations	20,058 SF
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General Inflation per Annum	3%
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General Expense Growth per Annum	3%
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Real Estate Tax Growth per Annum	2%
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Management Fee	3%
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# RENT ROLL



Tenant	Sq. Ft.	Monthly Rent PSF	Annual Rent PSF	Current Annual Rent	Term	Rent Commence. Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End-of-Term Assumption
Fresco	2,627	\$2.91	\$34.88	\$91,629	10 yrs	2/1/2021	1/31/2031	2/1/2022	\$90,599	2 @ 5 yrs Option 1: \$121,425 Option 2: \$133,567	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 10% of CAM. Increases in controllable CAM costs are capped at 6% annually on a cumulative basis.	Option
								2/1/2023	\$92,864			
								2/1/2024	\$95,185			
								2/1/2025	\$97,565			
								2/1/2026	\$100,004			
								2/1/2027	\$102,504			
								2/1/2028	\$105,067			
								2/1/2029	\$107,693			
Simply Mac	2,017	\$3.22	\$38.60	\$77,856	7 yrs	6/27/2021*	6/30/2028	7/1/2026	\$85,642	2 @ 5 yrs Option 1: \$94,194 Option 2: \$103,613	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 15% of CAM.	Option
Green Mesquite	2,998	\$3.34	\$40.13	\$120,300	10 yrs	8/28/2020	8/31/2030	9/1/2021	\$122,105	2 @ 5 yrs Option 1: FMRR Option 2: FMRR	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 15% of CAM. Increases in controllable CAM costs are capped at 10% annually on a cumulative basis.	Option (MLA \$36 PSF)
								9/1/2022	\$123,936			
								9/1/2023	\$125,795			
								9/1/2024	\$127,682			
								9/1/2025	\$129,597			
								9/1/2026	\$131,541			
								9/1/2027	\$133,514			
								9/1/2028	\$135,517			
Shaggy Dog	1,583	\$3.21	\$38.50	\$60,946	7 yrs	9/1/2021	8/31/2028	9/1/2029"	\$137,550	2 @ 5 yrs Option 1 (Year 1): \$72,446 Option 1 (Year 2): \$74,257 Option 1 (Year 3): \$76,113 Option 1 (Year 4): \$78,016 Option 1 (Year 5): \$49,966 Option 2 (Year 1): \$81,966 Option 2 (Year 2): \$84,015 Option 2 (Year 3): \$86,115 Option 2 (Year 4): \$88,268 Option 2 (Year 5): \$90,475	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Increases in controllable CAM costs are capped at 5% annually on a cumulative basis.	Option
								9/1/2022	\$62,470			
								9/1/2023	\$64,031			
								9/1/2024	\$65,632			
								9/1/2025	\$67,273			
								9/1/2026	\$68,955			
								9/1/2027	\$70,679			



# RENT ROLL



Tenant	Sq. Ft.	Monthly Rent PSF	Annual Rent PSF	Current Annual Rent	Term	Rent Commence. Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End-of-Term Assumption
Pure Barre	1,450	\$2.75	\$33.00	\$47,850	10 yrs	8/1/2019	9/30/2029	10/1/2024	\$52,635	2 @ 5 yrs Option 1: \$57,899 Option 2: \$63,684	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 15% of CAM. Increases in controllable CAM costs are capped at 7% annually on a cumulative basis beginning in the third lease year.	Option
European Wax Center	1,483	\$2.83	\$34.00	\$50,422	10 yrs	8/19/2019	8/31/2029	9/1/2024	\$55,464	2 @ 5 yrs Option 1: \$61,011 Option 2: FMRR"	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee not to exceed 4% of EGR. Tenant is responsible for an administrative fee equal to 15% of CAM.	Option
Total Primary Care	1,225	\$3.00	\$36.00	\$44,100	7 yrs	6/21/2020	6/30/2027	7/1/2021 7/1/2022 7/1/2023 7/1/2024 7/1/2025 7/1/2026	\$44,762 \$45,433 \$46,114 \$46,806 \$47,508 \$48,221	2 @ 5 yrs Option 1 (Year 1): \$48,939 Option 1 (Year 2): \$49,673 Option 1 (Year 3): \$50,418 Option 1 (Year 4): \$51,174 Option 1 (Year 5): \$51,942 Option 2 (Year 1): \$52,719 Option 2 (Year 2): \$53,510 Option 2 (Year 3): \$54,312 Option 2 (Year 4): \$55,127 Option 2 (Year 5): \$55,954	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 10% of CAM. Increases in controllable CAM costs are capped at 5% annually on a cumulative basis.	Option
Flawless Nails	2,350	\$2.58	\$31.00	\$72,850	10 yrs	7/19/2019	7/31/2029	8/1/2022 8/1/2025	\$76,375 \$79,900	2 @ 5 yrs Option 1: FMRR Option 2: FMRR	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 15% of CAM.	Option (MLA \$36 PSF)

# RENT ROLL



Tenant	Sq. Ft.	Monthly Rent PSF	Annual Rent PSF	Current Annual Rent	Term	Rent Commence. Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End-of-Term Assumption
<b>Tiff's Treats</b>	1,597	\$3.04	\$36.50	\$58,290	10 yrs	7/29/2019	7/31/2029	8/1/2024	\$67,880	2 @ 5 yrs Option 1: FMRR Option 2: FMRR	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee.	Option (MLA \$36 PSF)
<b>Xian Noodles</b>	2,728	\$2.92	\$35.00	\$95,480	10 yrs	10/15/2020	10/31/2030	8/1/2025	\$105,028	2 @ 5 yrs Option 1: FMRR Option 2: FMRR	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, & management fee. Tenant is responsible for an administrative fee equal to 15% of CAM.	Option (MLA \$36 PSF)
Leased	20,058	100%										
<u>Vacant</u>	<u>0</u>	<u>0%</u>										
TOTAL	20,058	100%										





## Fresco

**Lessee:** Wickedfresh, LLC  
**Guarantor:** Andrew Silver  
**Website:** frescoeats.com

**Fresco** serves healthy customizable salad and grain bowls featuring signature ingredients and house-made dressings and sauces.



## Green Mesquite

**Lessee:** 200 BBQ Group, LLC  
**Guarantor:** Joseph Herbert Reese & Frederick Quentin Reese  
**No. of Locations:** 3  
**Website:** greenmesquitebbq.com

**Green Mesquite** serves a variety of smoked meats, traditional bar-be-que sides, burgers, and sandwiches at three locations in the greater Austin area.



## European Wax Center

**Lessee:** Shringar, LLC  
**Guarantor:** Shyam Patel & Dixangi Patel  
**No. of Locations:** 800+  
**Website:** waxcenter.com

**European Wax Center** provides hair removal, waxing, and skincare services and is the largest chain of specialty hair removal & waxing salons in the country, with locations in more than 40 states. The salons use proprietary natural wax, a 4-step skincare process, and employ thousands of highly-trained estheticians. The company has experienced 12.6% year-over-year growth and benefits from a robust customer base, with 80% of visitors being repeat customers. The company is ranked #49 in Entrepreneur Magazine's Franchise 500 rankings, and is ranked #1 in the waxing category.

**Shringar, LLC**, the lease entity, is a franchisee of European Wax Center.



## Simply Mac

**Lessee:** Simply Mac, Inc.  
**Guarantor:** Simply, Inc. (OTCQB: SIMP)  
**No. of Locations:** 45+  
**Website:** store.simplymac.com

**Simply Mac** is an Apple Premier Partner that sells Apple products and accessories and provides expert advice and repair services. The company offers trade-in value on existing Apple equipment to allow customers to upgrade their devices, and sells certified pre-owned Apple products. Simply Mac also provides repair services through AppleCare and Simple Care at 45 locations nationwide.

**Simply, Inc. (OTCQB: SIMP)**, the guarantor entity, is the parent company of Simply Mac and an Apple Premier Partner authorized to operate retail consumer electronics stores that sell the entire line of Apple Products and provide service from Apple-certified technicians. The company operates the Simply Mac chain of retail stores in the United States, along with OneClick stores in the Dominican Republic, Argentina, and Florida.



## Pure Barre

**Lessee:** Firebrand Fitness, LLC  
**Guarantor:** Laura Krantz, Alexandra McArthur, & John Hubicsak  
**No. of Locations:** 640+  
**Website:** purebarre.com

**Pure Barre** offers barre-based fitness training and workout classes focused on small movements targeting strength, cardio, and flexibility for people of all levels at more than 640 studios across North America. The company offers both in-studio classes led by highly-trained teachers and on demand digital classes through their Pure Barre Go service. The company is ranked #119 overall and the #52 among the fastest growing franchises in North America in Entrepreneur Magazine's Franchise 500.

**Firebrand, LLC**, the lease entity, is a franchisee of Pure Barre.



LEASE IN NEGOTIATION

## Shaggy Dog Market

**Lessee:** Shaggy Dog Enterprises, LLC

**No. of Locations:** 3

**Website:** shaggydogmarket.com

**Shaggy Dog Market** sells pet food, toys, treats, grooming supplies, leashes and other pet supplies and provides grooming services, self-service dog wash, and more for dogs, cats, birds, lizards, and other pets.



**Lessee:** Total MD, LLC

**Guarantor:** Robert Sek

**No. of Locations:** 30

**Website:** total.healthcare

## TotalPrimary Care

**Total Primary Care** offers primary care and health-related medical services at 30 locations throughout the greater Austin, Dallas-Fort Worth, and San Antonio areas. The company offers same-day and online scheduling, paperless check-in, and transparent pricing and billing, using its team of highly trained providers, smart application of technology, and customer-centered design to provide high-quality medical care.

**Robert Sek**, the guarantor, is the CEO & Founder of Total Men's Primary Care and Total Primary Care.

## Flawless Nails

**Lessee:** Nyut Thien Thanh Tran

**Guarantor:** Nyut Thien Thanh Tran & Betty To

## Flawless Nails

**Flawless Nails** provides specialized nail care and beauty services including manicure and pedicure treatments.



**Lessee:** Ye Lin

**Guarantor:** Ye Lin

**No. of Locations:** 4

**Website:** xianfresh.com

## Xian Sushi & Noodles

**Xian Sushi & Noodles** serves authentic and tasty dishes, including sushi, ramen, stir fried noodles, and more. **Ye Lin**, the guarantor, has more than 10 years' culinary experience and is a cofounder of the restaurant.



**Lessee:** Tiff's Treats, Ltd.

**Guarantor:** Tiff's Treats Holdings, Inc.

**No. of Locations:** 64

**Website:** cookiedelivery.com

## Tiff's Treats

**Tiff's Treats** delivers fresh cookies, brownies, and other baked goods and desserts from 64 locations throughout Texas, Georgia, Tennessee, and North Carolina.



# SITE PLAN





## SITE PHOTOS

## THE LYNDON AT SPRINGTOWN





AERIAL

WEST VIEW



TEXAS  STATE  
UNIVERSITY  
*The rising STAR of Texas*  
(~38,000 students)



Bobcat Ballpark  
& Stadium

Downtown  
San Marcos

City Hall

San Marcos  
Public Library

University  
Events Center



E Hopkins St (30,249 AADT)

Thorpe Ln



Springtown Way

Office DEPOT

The Village  
at Springtown



TWIN LIQUORS  
FINE WINE & SPIRITS



H&R BLOCK

hopdaddy  
BURGER BAR

UBREAKIFIX



HOTWORX  
24 HOUR INFRARED FITNESS STUDIO

menchie's  
frozen yogurt

ideal dental





AERIAL

SOUTHEAST VIEW

**Walmart** Supercenter **CVS** pharmacy

**HOBBY LOBBY** **TSC** **TRACTOR SUPPLY CO.** **DQ** **SALLY BEAUTY** **HALF PRICE BOOKS** **WING STOP**



(154,874 AADT)

**Chuy's**

**IHOP** RESTAURANT



**FIVE GUYS**  
BURGERS and FRIES  
T-Mobile

**hopdoddy** BURGER BAR **menchie's** frozen yogurt  
**UBREAKIFIX** **ideal dental**  
**HAWAII POKE** **RED WING SHOES**  
**HOTWORX** 24 HOUR INFRARED FITNESS STUDIO

**EVO** ENTERTAINMENT  
**TWIN LIQUORS** FINE WINE & SPIRITS  
**TotalNutrition** Sports & Nutrition • Weight Loss • Vitamins



H&R BLOCK

**SAN MARCOS PREMIUM OUTLETS**  
16 BRANDS CENTER

**TARGET**  
**Michael's** Where Creativity Happens  
**Academy** SPORTS+OUTDOORS

**AT&T**

**THE LYNDON** SPRINGTOWN

E Hopkins St

(30,249 AADT)



Springtown Way

**SALTGRASS** STEAK HOUSE

The Village at Springtown

**KOBE** JAPANESE STEAK HOUSE

**Office DEPOT**

**MCALISTER'S** DELI

**University** FEDERAL CREDIT UNION

**AMERICA'S BEST** CONTACTS & EYEGLASSES  
**Summer Moon** THEATRE  
**Great Clips** for hair



## ABOUT THE AREA



## The Lyndon

The subject property is located outparcel to The Lyndon, a mixed-use student housing project which was completed in 2019. The project includes more than 31,800 square feet of retail space and 233 student housing units with a total of 515 beds. More than 925 retail and residential parking spaces are available onsite. The project draws on its close proximity to the rapidly growing Texas State University campus, which has set new enrollment records annually for the last 19 consecutive years. The campus currently enrolls nearly 39,000 students. Only 19% of students live in on-campus housing at the university, with the remaining 81% flocking to private student housing options and apartment complexes near the school. The site will benefit from its close proximity both to the university campus and numerous sporting facilities, including the football stadium, track and field stadium, ballpark, and basketball and volleyball stadium.

At only half a mile from the Texas State University campus, the Lyndon will be closer than a large portion of the university's current recommended off-campus housing stock; at present, less than a quarter of off-campus housing sites are located less than 1 mile from campus.





## ABOUT THE AREA

HAYS COUNTY IS ONE OF THE FASTEST  
GROWING COUNTIES IN THE UNITED STATES

**~4.96%**  
**GROWTH RATE**

**SITE**

## General Overview

San Marcos (population 60,854) is one of Austin's largest suburbs and the seat of Hays County. San Marcos is a principal city of the Austin-Round Rock-San Marcos Metropolitan Statistical Area (MSA), one of the largest and fastest growing MSAs in the U.S., with a population of more than 2 million and the 16th largest GDP per capita in the country. Located along Interstate 35 20 miles southwest of Austin and 51 miles northeast of San Antonio, the city is ideally situated between two major commercial and demographic hubs. The U.S. Census Bureau named San Marcos the fastest growing city in the US in 2013, 2014, and 2015. Two international airports, as well as regional, industrial, and private airports provide air transportation to the San Marcos region.

San Marcos is home to the flagship campus of Texas State University, the largest institution in the Texas State University System and fifth-largest university in Texas with enrollment of more than 38,000 students. The 26-acre Forensic Anthropology Center at Texas State is one of four extant body farms in the U.S. and the largest such forensics research facility in the world. Construction is underway on a million dollar adjoining lab for the facility. The facility draws researchers and experts in forensic science from all over the world.

Centrally located along I-35, San Marcos's strong infrastructure makes it an ideal hub for commerce and industry. The San Marcos economic development corporation has focused on attracting additional businesses in the Aviation, Aerospace, Security, & Defense, Business Services, Material Sciences, Information Technology, Life Sciences, and Regional Distribution sectors. In April 2017, Urban Mining Company announced plans to develop a 100,000 square foot state-of-the-art rare earth magnet manufacturing facility and headquarters in San Marcos. The company anticipates the facility will be fully operational by 2018 and will bring at least 100 advanced manufacturing and high-tech jobs to the region. The Greater San Marcos Partnership has been recognized as a top Economic Development Organization in Texas as well as one of the top 50 economic developers within the U.S..

## ABOUT THE AREA



## Site Information

The subject property is ideally located with excellent access and visibility within the Springtown Shopping Center near the intersection of Springtown Way (2,420 AADT) and Thorpe Lane (9,300 AADT) and the junction of East Hopkins Street (30,249 AADT) and Interstate 35 (154,874 AADT), a major regional arterial. Pylon Signage for the center is visible from I-35, providing additional visibility to the subject property. The site benefits from excellent demographics with a total population of 71,496 within a five-mile radius with a projected annual population growth rate of 3.34% through 2025. Average household income within five miles of the site is \$55,041.

The property is prominently situated within a rapidly expanding retail hub adjacent to The Lyndon, a new mixed-use student housing development which includes 31,847 square feet of retail space and 233 student housing units, expected to house up to 515 students. Additional tenants within the center include Gold's Gym, Evo Entertainment, Chuy's, McAlister's Deli, and more. The site is adjacent to a high-performing H-E-B and Walgreens, and in close proximity to the Sanmar Plaza Shopping Center, anchored by Hobby Lobby, Tractor Supply Company, Autozone, and Dollar General, with additional tenants including Wingstop, Sally Beauty, Payless ShoeSource, Freebirds, Sally Beauty, and more. Other major tenants neighboring the site include Walmart Supercenter, CVS, Office Depot, Raising Cane's, Whataburger, Starbucks, Dairy Queen, Red Lobster, Olive Garden, McDonald's, and more. The site additionally neighbors numerous hotels and motels, including Summit Inn Hotel & Suites, Quality Inn, La Quinta Inn, Ramada Limited, Howard Johnson, America's Best Value Inn, Rodeway Inn, Motel 6, Super 8, and more.

The site is additionally located less than a half mile from the flagship campus of Texas State University, with a student enrollment of more than 38,000. The site is located in close proximity to several of the university's sports facilities, including Bobcat Stadium, the home field of the Texas State football team, Bobcat track and field stadium, Bobcat ballpark, and Strahan Coliseum, home of the Bobcats basketball and volleyball teams, all of which draw significant additional traffic from students, parents, and sports fans proximal to the site.



# 200 Springtown Way | San Marcos, TX 78666



2020-2025 ANNUAL GROWTH RATE

**3.34%**



STUDENT POPULATION

**~40,000**

NOTE: The demographics below do not include the student population present 9+ months of the year.

Population Summary	1 Mile	3 Miles	5 Miles
2010 Total Population	9,726	42,437	56,432
2020 Total Population	11,074	49,743	71,496
2025 Total Population	12,100	55,729	84,248
<b>2020-2025 Annual Rate</b>	<b>1.79%</b>	<b>2.30%</b>	<b>3.34%</b>
<b>Average Household Income</b>			
2020	\$35,276	\$46,797	\$55,041
2025	\$36,876	\$49,181	\$59,621
<b>Average Home Value</b>			
2020	\$153,618	\$198,942	\$215,282
2025	\$171,364	\$232,883	\$246,076

Top Employers	# of Employees
Texas State University	3,730
Amazon	2,200
San Marcos Premium Outlets	1,600
Tanger Factory Outlets	1,540
San Marcos CISD	1,400
Hays County	885
City of San Marcos	817
H-E-B Distribution Center	750
Central TX Medical Center	675
CFAN	600



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

## Information About Brokerage Services

**B**efore working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

### **IF THE BROKER REPRESENTS THE OWNER:**

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written - listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information known to the agent.

### **IF THE BROKER REPRESENTS THE BUYER:**

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

### **IF THE BROKER ACTS AS AN INTERMEDIARY:**

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License

Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- (1) shall treat all parties honestly;
- (2) may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;
- (3) may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- (4) may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

### **If you choose to have a broker represent you,**

you should enter into a written agreement with the broker that clearly establishes the broker's obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee's records.

Buyer, Seller, Landlord or Tenant

Date

Texas Real Estate Brokers and Salespersons are licensed and regulated by the Texas Real Estate Commission (TREC). If you have a question or complaint regarding a real estate licensee, you should contact TREC at P.O. Box 12188, Austin, Texas 78711-2188 or 512-465-3960.





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PRESERVE  
WEST  
CAPITAL

