

BURLESON CROSSING

A 60-Acre Retail Development

Highway 71 @ FM 304

Bastrop, Texas



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Executive Summary

PROJECT DESCRIPTION

Burleson Crossing is a 550,000 square foot retail development located on Highway 71 at State Highway 304 in Bastrop, Texas. The Site is located on the north side of Highway 71, where the majority of Bastrop's population resides.

The Shopping Center features:

- Lowe's Home Improvement
- Academy Sports & Outdoors
- Approx. 205,000 SF of Jr. Anchor Space including Hobby Lobby, Best Buy, Petco, Specs Liquors, Staples, TJ Maxx, Ross Dress For Less, Ulta, Five Below, Maurices, Rack Room Shoes and rue21
- 40,000 SF of smaller retail space including AT&T, Subway, Great Clips, Mattress Firm, Castle Dental, Wingstop, Subway, FastMed, Double Dave's Pizza & Bastrop Family Eye Care
- 2 pad sites available

LAND AREA

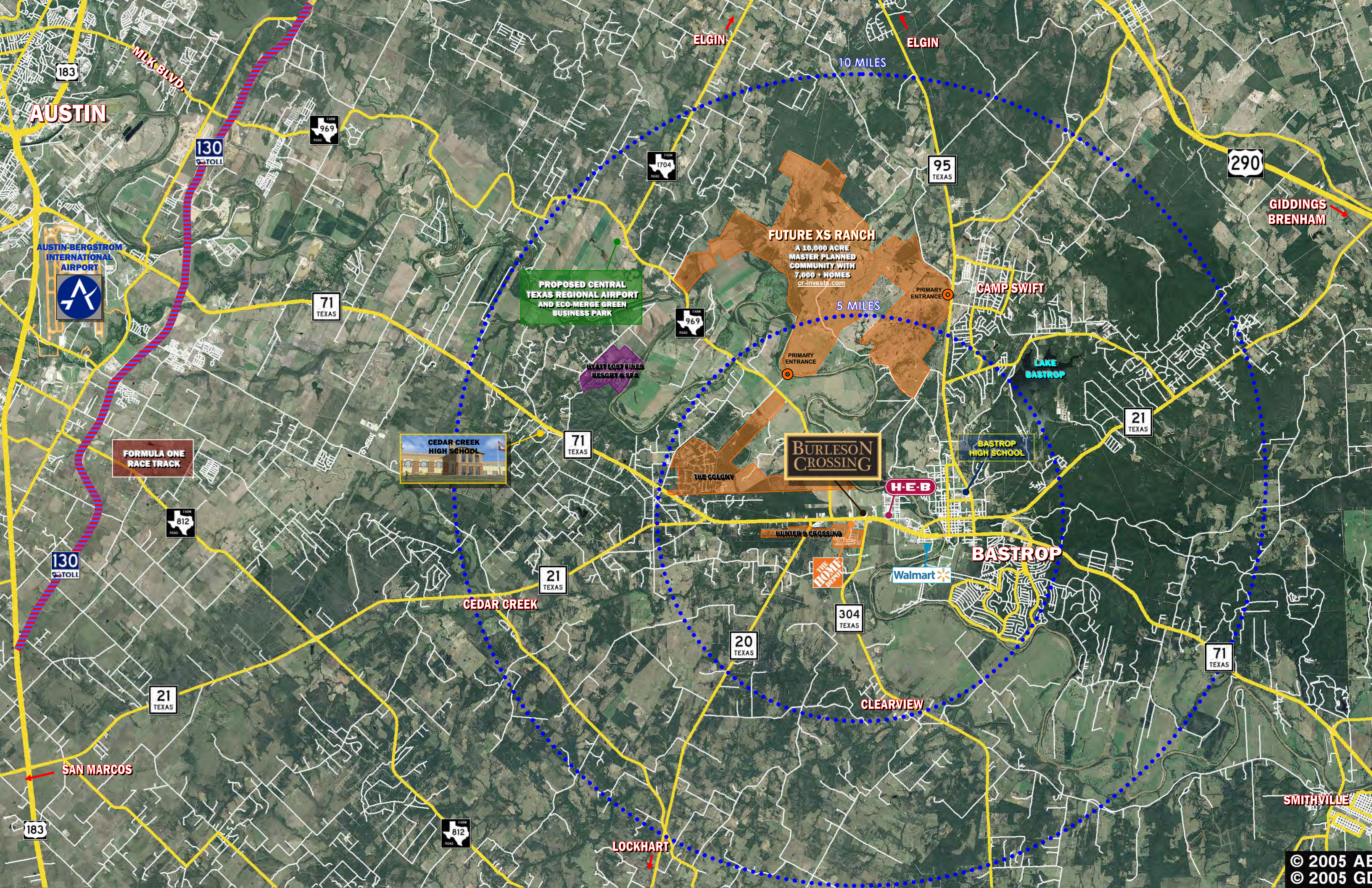
± 60 acres
(Additional Land Available)

POPULATION

Bastrop (2016):	8,672
Bastrop County (2016):	82,733
Bastrop Trade Area (2016):	187,000+

TRAFFIC COUNTS (2015)

Highway 71	52,798 vpd
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AUSTIN

ELGIN

ELGIN

GIDDINGS
BRENNHAM

AUSTIN-BERGSTROM
INTERNATIONAL
AIRPORT



FORMULA ONE
RACE TRACK



CEDAR CREEK
HIGH SCHOOL

HYATT LOST PINES
RESORT & SPA

FUTURE XS RANCH

A 10,000 ACRE
MASTER PLANNED
COMMUNITY WITH
7,000+ HOMES
cr-invests.com

CAMP SWIFT

LAKE
BASTROP

BURLESON
CROSSING

BASTROP
HIGH SCHOOL

H-E-B

BASTROP

Walmart

THE HOME
DEPOT

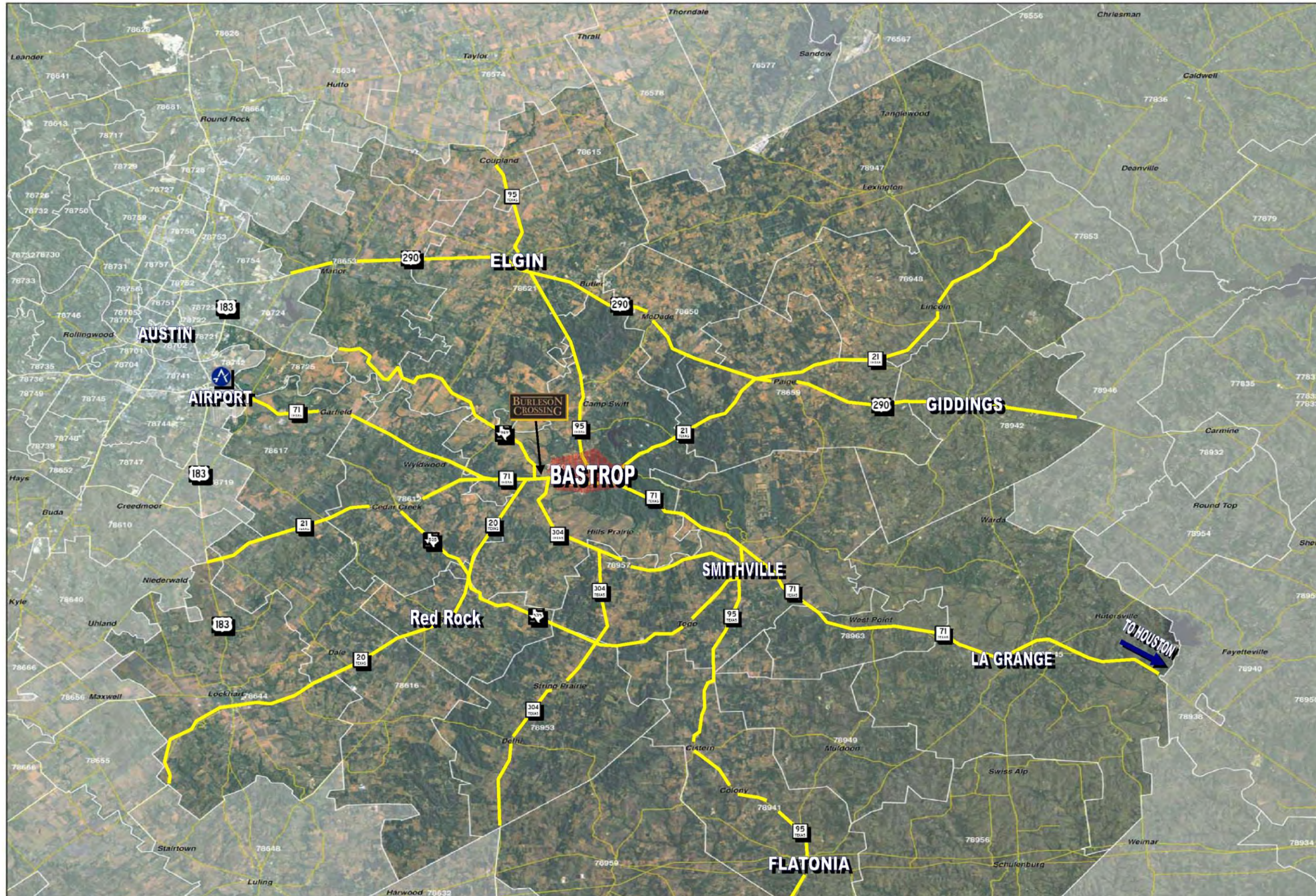
CEDAR CREEK

SAN MARCOS

CLEARVIEW

LOCKHART

SMITHVILLE



BASTROP TRADE AREA

- The population in the trade area is 180,000+ (2015). The trade area shown accounts for 91% of the shoppers in Bastrop. Shoppers are visiting an average of six times per month. ⁽¹⁾

According to The United States Postal Service, in February 2013 there were 67,419 active residential postal drops in the trade area, which equates to a trade area population of 194,167 (factoring 2.88 persons per household ⁽¹⁾).

- Of the total households, 21% have income levels between \$50,000 and \$74,999, which is the largest segment. ⁽¹⁾ The average household income is \$64,246. ⁽¹⁾
- The Bastrop Independent School District has a total population of approximately 48,000.
- The Bastrop trade area has a current ratio of 1.13 square feet of retail space per capita. Nationally, the ratio is just over 20 square feet per capita.

⁽¹⁾ Source: ESRI Demographics



NEW BRIDGE
OVER
COLORADO RIVER

FUTURE
XS RANCH

± 9,600 ACRES
7,000 HOME SITES

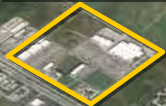
COLORADO RIVER

71
TEXAS



20
TEXAS

**BURLESON
CROSSING**



304
TEXAS

21
TEXAS

H-E-B

Walmart

DOWNTOWN
BASTROP

71
TEXAS



COLORADO RIVER



HOBBY LOBBY

ULTA

Academy
SPORTS+OUTDOORS

TJ-maxx

PETCO

LOWE'S

rue21

ROSS
DRESS FOR LESS

STAPLES

BEST BUY

7,020 SF

2,352 SF

1,375 SF

3.57 ACRE Pad Site Available
(CAN BE DIVIDED)

Carl's Jr.

IBC
BANK

KAY
JEWELERS

71
TEXAS

THE
HOME
DEPOT

304
TEXAS

71
TEXAS

DOWNTOWN
BASTROP

H-E-B

Walmart

BURLESON LN.

LOWE'S

Academy

BEST
BUY

DUFF DR.

BLAKEY DR.

COVERT AUTO
DEALERSHIP

304
TEXAS

THE
HOME
DEPOT

71
TEXAS



COMPLETED BUILDINGS

FUTURE BUILDINGS

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TheRetailCoach®

RETAIL TRADE AREA GAP/OPPORTUNITY ANALYSIS

Bastrop, Texas

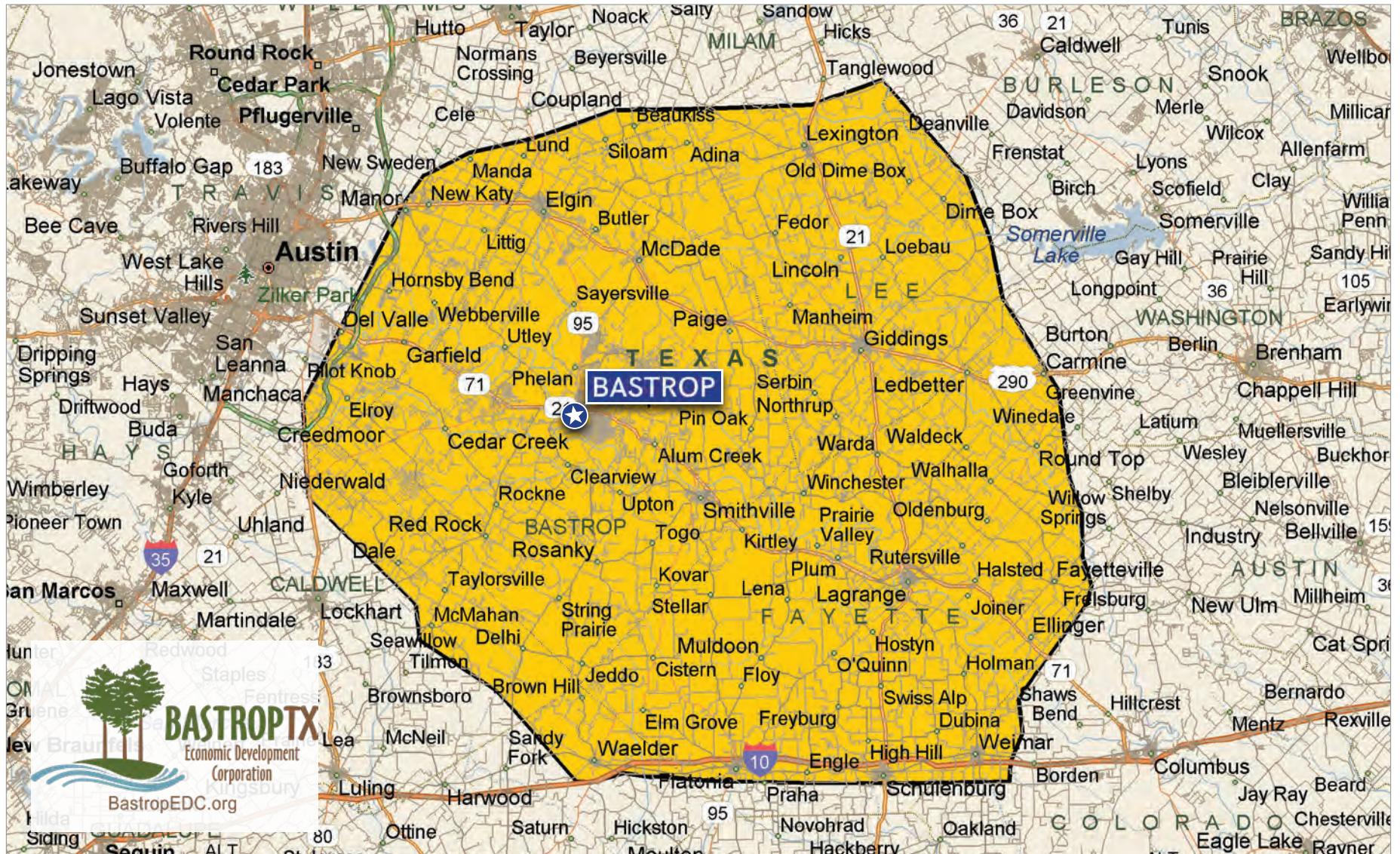
Prepared for
Bastrop Economic Development Corporation/City of Bastrop
November 2017





RETAIL TRADE AREA

Bastrop, Texas



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RETAIL TRADE AREA • GAP/OPPORTUNITY ANALYSIS

Bastrop, Texas

SECTOR	DESCRIPTION	POTENTIAL SALES	ACTUAL SALES	*LEAKAGE/SURPLUS	*LEAKAGE INDEX
	Total Retail Sales Incl Eating and Drinking Places	\$2,935,965,059	\$415,352,623	\$2,520,612,436	0.141
441	Motor Vehicle and Parts Dealers	\$654,622,254	\$134,716,112	\$519,906,142	0.206
4411	Automotive Dealers	\$563,430,344	\$116,708,158	\$446,722,186	0.207
4412	Other Motor Vehicle Dealers	\$36,608,731	\$2,804,162	\$33,804,569	0.077
4413	Automotive Parts/Accsrs, Tire Stores	\$54,583,178	\$15,203,792	\$39,379,386	0.279
442	Furniture and Home Furnishings Stores	\$66,791,259	\$11,672,060	\$55,119,199	0.175
4421	Furniture Stores	\$38,388,647	\$8,764,398	\$29,624,249	0.228
4422	Home Furnishing Stores	\$28,402,612	\$2,907,662	\$25,494,950	0.102
443	Electronics and Appliance Stores	\$105,833,475	\$17,007,896	\$88,825,579	0.161
44311	Appliances, TVs, Electronics Stores	\$52,916,737	\$8,503,948	\$44,412,789	0.161
443111	Household Appliances Stores	\$6,818,230	\$612,465	\$6,205,765	0.090
443112	Electronics Stores	\$46,098,508	\$7,891,483	\$38,207,025	0.171
444	Building Material, Garden Equip Stores	\$289,975,880	\$64,207,401	\$225,768,479	0.221
4441	Building Material and Supply Dealers	\$266,191,116	\$62,043,696	\$204,147,420	0.233
44411	Home Centers	\$103,242,400	\$32,570,195	\$70,672,205	0.315
44412	Paint and Wallpaper Stores	\$7,399,835	\$2,231,064	\$5,168,771	0.302
44413	Hardware Stores	\$24,484,616	\$0	\$24,484,616	0.000
44419	Other Building Materials Dealers	\$131,064,264	\$27,242,437	\$103,821,827	0.208
444191	Building Materials, Lumberyards	\$48,900,369	\$10,164,216	\$38,736,153	0.208
4442	Lawn, Garden Equipment, Supplies Stores	\$23,784,764	\$2,163,705	\$21,621,059	0.091
44421	Outdoor Power Equipment Stores	\$3,514,948	\$0	\$3,514,948	0.000
44422	Nursery and Garden Centers	\$20,269,816	\$2,163,705	\$18,106,111	0.107

*Positive numbers denote leakage, negative numbers denote a surplus.

†A Leakage Index of greater than 1.0 means that the community retail sales include shoppers from outside the trade area (surplus). If the index is less than 1.0, the members of the community are shopping outside of the community for their retail needs.



RETAIL TRADE AREA • GAP/OPPORTUNITY ANALYSIS

Bastrop, Texas

SECTOR	DESCRIPTION	POTENTIAL SALES	ACTUAL SALES	*LEAKAGE/SURPLUS	*LEAKAGE INDEX
445	Food and Beverage Stores	\$370,715,381	\$21,260,914	\$349,454,467	0.057
4451	Grocery Stores	\$337,264,611	\$20,264,711	\$316,999,900	0.060
44511	Supermarkets, Grocery (Ex Conv) Stores	\$309,826,028	\$17,107,262	\$292,718,766	0.055
44512	Convenience Stores	\$27,438,583	\$3,157,449	\$24,281,134	0.115
4452	Specialty Food Stores	\$14,529,072	\$470,067	\$14,059,005	0.032
4453	Beer, Wine and Liquor Stores	\$18,921,697	\$526,136	\$18,395,561	0.028
446	Health and Personal Care Stores	\$181,052,406	\$33,097,396	\$147,955,010	0.183
44611	Pharmacies and Drug Stores	\$144,399,034	\$22,384,286	\$122,014,748	0.155
44612	Cosmetics, Beauty Supplies, Perfume Stores	\$17,879,713	\$7,678,708	\$10,201,005	0.429
44613	Optical Goods Stores	\$5,836,387	\$850,326	\$4,986,061	0.146
44619	Other Health and Personal Care Stores	\$12,937,273	\$2,184,076	\$10,753,197	0.169
447	Gasoline Stations	\$226,066,499	\$82,676,448	\$143,390,051	0.366
44711	Gasoline Stations With Conv Stores	\$123,147,927	\$0	\$123,147,927	0.000
44719	Other Gasoline Stations	\$102,918,573	\$82,676,448	\$20,242,125	0.803
448	Clothing and Clothing Accessories Stores	\$127,135,534	\$4,106,146	\$123,029,388	0.032
4481	Clothing Stores	\$93,227,093	\$2,422,805	\$90,804,288	0.026
44811	Men's Clothing Stores	\$3,645,507	\$0	\$3,645,507	0.000
44812	Women's Clothing Stores	\$20,091,592	\$0	\$20,091,592	0.000
44813	Childrens, Infants Clothing Stores	\$4,411,531	\$0	\$4,411,531	0.000
44814	Family Clothing Stores	\$52,698,201	\$1,341,739	\$51,356,462	0.025
44815	Clothing Accessories Stores	\$4,798,931	\$335,037	\$4,463,894	0.070
44819	Other Clothing Stores	\$7,581,332	\$746,029	\$6,835,303	0.098
4482	Shoe Stores	\$18,882,937	\$937,572	\$17,945,365	0.050
4483	Jewelry, Luggage, Leather Goods Stores	\$15,025,503	\$745,769	\$14,279,734	0.050
44831	Jewelry Stores	\$13,628,005	\$745,769	\$12,882,236	0.055
44832	Luggage and Leather Goods Stores	\$1,397,498	\$0	\$1,397,498	0.000

*Positive numbers denote leakage, negative numbers denote a surplus.

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RETAIL TRADE AREA • GAP/OPPORTUNITY ANALYSIS

Bastrop, Texas

SECTOR	DESCRIPTION	POTENTIAL SALES	ACTUAL SALES	*LEAKAGE/SURPLUS	*LEAKAGE INDEX
451	Sporting Goods, Hobby, Book, Music Stores	\$58,357,293	\$6,129,376	\$52,227,917	0.105
4511	Sportng Goods, Hobby, Musical Inst Stores	\$49,513,058	\$4,954,278	\$44,558,780	0.100
45111	Sporting Goods Stores	\$35,390,119	\$2,521,664	\$32,868,455	0.071
45112	Hobby, Toys and Games Stores	\$9,677,418	\$1,664,405	\$8,013,013	0.172
45113	Sew/Needlework/Piece Goods Stores	\$1,799,633	\$0	\$1,799,633	0.000
45114	Musical Instrument and Supplies Stores	\$2,645,888	\$768,209	\$1,877,679	0.290
4512	Book, Periodical and Music Stores	\$8,844,235	\$1,175,098	\$7,669,137	0.133
45121	Book Stores and News Dealers	\$8,844,235	\$1,175,098	\$7,669,137	0.133
451211	Book Stores	\$7,895,458	\$1,175,098	\$6,720,360	0.149
451212	News Dealers and Newsstands	\$948,777	\$0	\$948,777	0.000
452	General Merchandise Stores	\$333,074,402	\$15,682,255	\$317,392,147	0.047
4521	Department Stores Excl Leased Depts	\$218,425,477	\$14,253,340	\$204,172,137	0.065
4529	Other General Merchandise Stores	\$114,648,924	\$1,428,915	\$113,220,009	0.012
453	Miscellaneous Store Retailers	\$74,280,495	\$6,990,717	\$67,289,778	0.094
4531	Florists	\$3,476,693	\$363,024	\$3,113,669	0.104
4532	Office Supplies, Stationery, Gift Stores	\$25,628,300	\$2,762,126	\$22,866,174	0.108
45321	Office Supplies and Stationery Stores	\$14,540,937	\$2,215,646	\$12,325,291	0.152
45322	Gift, Novelty and Souvenir Stores	\$11,087,363	\$546,480	\$10,540,883	0.049
4533	Used Merchandise Stores	\$11,478,333	\$759,563	\$10,718,770	0.066
4539	Other Miscellaneous Store Retailers	\$33,697,169	\$3,106,004	\$30,591,165	0.092
454	Non-Store Retailers	\$130,877,297	\$3,331,177	\$127,546,120	0.025

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RETAIL TRADE AREA • GAP/OPPORTUNITY ANALYSIS

Bastrop, Texas

SECTOR	DESCRIPTION	POTENTIAL SALES	ACTUAL SALES	*LEAKAGE/SURPLUS	*LEAKAGE INDEX
722	Foodservice and Drinking Places	\$317,182,883	\$14,474,725	\$302,708,158	0.046
7223	Special Foodservices	\$19,083,136	\$0	\$19,083,136	0.000
7224	Drinking Places -Alcoholic Beverages	\$10,532,157	\$0	\$10,532,157	0.000
722511	Full Service Restaurants	\$140,952,481	\$14,351,014	\$126,601,467	0.102
722513	Limited Service Eating Places	\$130,322,202	\$0	\$130,322,202	0.000
722514	Cafeterias, Grill Buffets, and Buffets	\$5,343,473	\$0	\$5,343,473	0.000
722515	Snack and Non-alcoholic Beverage Bars	\$10,949,435	\$123,711	\$10,825,724	0.011

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RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
Population		
2022 Projection	209,396	
2017 Estimate	193,196	
2010 Census	168,440	
2000 Census	122,321	
Growth 2017 - 2022		8.39%
Growth 2010 - 2017		14.70%
Growth 2000 - 2010		37.70%
2017 Est. Population by Single-Classification Race	193,196	
White Alone	133,154	68.92%
Black or African American Alone	21,587	11.17%
Amer. Indian and Alaska Native Alone	1,938	1.00%
Asian Alone	1,870	0.97%
Native Hawaiian and Other Pac. Isl. Alone	163	0.08%
Some Other Race Alone	28,657	14.83%
Two or More Races	5,827	3.02%
2017 Est. Population by Hispanic or Latino Origin	193,196	
Not Hispanic or Latino	115,354	59.71%
Hispanic or Latino	77,842	40.29%
Mexican	69,060	88.72%
Puerto Rican	785	1.01%
Cuban	356	0.46%
All Other Hispanic or Latino	7,641	9.82%

DESCRIPTION	DATA	%
2017 Est. Hisp. or Latino Pop by Single-Class. Race	77,842	
White Alone	44,005	56.53%
Black or African American Alone	809	1.04%
American Indian and Alaska Native Alone	1,298	1.67%
Asian Alone	107	0.14%
Native Hawaiian and Other Pacific Islander Alone	38	0.05%
Some Other Race Alone	28,375	36.45%
Two or More Races	3,211	4.12%
2017 Est. Pop by Race, Asian Alone, by Category	1,870	
Chinese, except Taiwanese	377	20.18%
Filipino	209	11.19%
Japanese	128	6.84%
Asian Indian	342	18.31%
Korean	133	7.13%
Vietnamese	208	11.10%
Cambodian	5	0.28%
Hmong	5	0.28%
Laotian	8	0.44%
Thai	256	13.67%
All Other Asian Races Including 2+ Category	197	10.56%



RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
2017 Est. Population by Ancestry	193,196	
Arab	78	0.04%
Czech	4,498	2.33%
Danish	141	0.07%
Dutch	620	0.32%
English	7,650	3.96%
French (except Basque)	2,055	1.06%
French Canadian	141	0.07%
German	22,736	11.77%
Greek	43	0.02%
Hungarian	129	0.07%
Irish	7,614	3.94%
Italian	1,745	0.90%
Lithuanian	72	0.04%
United States or American	7,630	3.95%
Norwegian	697	0.36%
Polish	1,355	0.70%
Portuguese	53	0.03%
Russian	309	0.16%
Scottish	1,813	0.94%
Scotch-Irish	2,060	1.07%
Slovak	18	0.01%
Subsaharan African	2,861	1.48%
Swedish	936	0.48%
Swiss	494	0.26%
Ukrainian	68	0.04%
Welsh	355	0.18%
West Indian (except Hisp. groups)	321	0.17%
Other ancestries	91,454	47.34%
Ancestry Unclassified	35,249	18.24%

DESCRIPTION	DATA	%
2017 Est. Pop Age 5+ by Language Spoken At Home	180,033	
Speak Only English at Home	126,851	70.46%
Speak Asian/Pac. Isl. Lang. at Home	1,239	0.69%
Speak IndoEuropean Language at Home	3,026	1.68%
Speak Spanish at Home	48,816	27.12%
Speak Other Language at Home	101	0.06%
2017 Est. Population by Age	193,196	
Age 0 - 4	13,164	6.81%
Age 5 - 9	13,553	7.02%
Age 10 - 14	14,141	7.32%
Age 15 - 17	8,484	4.39%
Age 18 - 20	7,508	3.89%
Age 21 - 24	9,420	4.88%
Age 25 - 34	24,696	12.78%
Age 35 - 44	24,927	12.90%
Age 45 - 54	25,056	12.97%
Age 55 - 64	24,923	12.90%
Age 65 - 74	16,843	8.72%
Age 75 - 84	7,561	3.91%
Age 85 and over	2,922	1.51%
Age 16 and over	149,559	77.41%
Age 18 and over	143,855	74.46%
Age 21 and over	136,347	70.57%
Age 65 and over	27,326	14.14%
2017 Est. Median Age	37.3	
2017 Est. Average Age	38.0	



RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
2017 Est. Population by Sex	193,196	
Male	97,686	50.56%
Female	95,510	49.44%
2017 Est. Male Population by Age	97,686	
Age 0 - 4	6,669	6.83%
Age 5 - 9	6,798	6.96%
Age 10 - 14	7,157	7.33%
Age 15 - 17	4,421	4.53%
Age 18 - 20	3,982	4.08%
Age 21 - 24	4,980	5.10%
Age 25 - 34	12,761	13.06%
Age 35 - 44	12,815	13.12%
Age 45 - 54	12,726	13.03%
Age 55 - 64	12,567	12.87%
Age 65 - 74	8,304	8.50%
Age 75 - 84	3,448	3.53%
Age 85 and over	1,059	1.08%
2017 Est. Median Age, Male	36.6	
2017 Est. Average Age, Male	37.4	

DESCRIPTION	DATA	%
2017 Est. Female Population by Age	95,510	
Age 0 - 4	6,495	6.80%
Age 5 - 9	6,756	7.07%
Age 10 - 14	6,983	7.31%
Age 15 - 17	4,063	4.25%
Age 18 - 20	3,526	3.69%
Age 21 - 24	4,440	4.65%
Age 25 - 34	11,935	12.50%
Age 35 - 44	12,112	12.68%
Age 45 - 54	12,330	12.91%
Age 55 - 64	12,356	12.94%
Age 65 - 74	8,539	8.94%
Age 75 - 84	4,113	4.31%
Age 85 and over	1,863	1.95%
2017 Est. Median Age, Female	37.9	
2017 Est. Average Age, Female	38.5	
2017 Est. Pop Age 15+ by Marital Status	152,339	
Total, Never Married	44,096	28.95%
Males, Never Married	25,053	16.45%
Females, Never Married	19,044	12.50%
Married, Spouse present	72,950	47.89%
Married, Spouse absent	9,363	6.15%
Widowed	8,619	5.66%
Males Widowed	2,103	1.38%
Females Widowed	6,516	4.28%
Divorced	17,311	11.36%
Males Divorced	8,267	5.43%
Females Divorced	9,044	5.94%



RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
2017 Est. Pop Age 25+ by Edu. Attainment	126,927	
Less than 9th grade	13,404	10.56%
Some High School, no diploma	14,271	11.24%
High School Graduate (or GED)	39,991	31.51%
Some College, no degree	30,143	23.75%
Associate Degree	8,142	6.42%
Bachelor's Degree	15,291	12.05%
Master's Degree	4,084	3.22%
Professional School Degree	839	0.66%
Doctorate Degree	763	0.60%
2017 Est. Pop Age 25+ by Edu. Attain., Hisp./Lat.	41,601	
No High School Diploma	19,713	47.39%
High School Graduate	11,585	27.85%
Some College or Associate's Degree	7,293	17.53%
Bachelor's Degree or Higher	3,011	7.24%
Households		
2022 Projection	70,612	
2017 Estimate	65,331	
2010 Census	57,519	
2000 Census	43,280	
Growth 2017 - 2022		8.08%
Growth 2010 - 2017		13.58%
Growth 2000 - 2010		32.90%

DESCRIPTION	DATA	%
2017 Est. Households by Household Type	65,331	
Family Households	48,202	73.78%
Nonfamily Households	17,129	26.22%
2017 Est. Group Quarters Population	5,438	
2017 HHs by Ethnicity, Hispanic/Latino	18,782	
2017 Est. Households by HH Income	65,331	
Income < \$15,000	6,636	10.16%
Income \$15,000 - \$24,999	6,344	9.71%
Income \$25,000 - \$34,999	6,121	9.37%
Income \$35,000 - \$49,999	9,827	15.04%
Income \$50,000 - \$74,999	13,423	20.55%
Income \$75,000 - \$99,999	8,426	12.90%
Income \$100,000 - \$124,999	5,590	8.56%
Income \$125,000 - \$149,999	3,583	5.48%
Income \$150,000 - \$199,999	3,028	4.64%
Income \$200,000 - \$249,999	1,150	1.76%
Income \$250,000 - \$499,999	912	1.40%
Income \$500,000+	290	0.44%
2017 Est. Average Household Income	\$72,570	
2017 Est. Median Household Income	\$56,961	



RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
2017 Median HH Inc. by Single-Class. Race or Eth.		
White Alone	\$59,998	
Black or African American Alone	\$53,664	
American Indian and Alaska Native Alone	\$42,924	
Asian Alone	\$72,102	
Native Hawaiian and Other Pacific Islander Alone	\$48,469	
Some Other Race Alone	\$41,567	
Two or More Races	\$48,748	
Hispanic or Latino	\$45,895	
Not Hispanic or Latino	\$62,062	
2017 Est. Family HH Type by Presence of Own Child.	48,202	
Married-Couple Family, own children	16,175	33.56%
Married-Couple Family, no own children	20,345	42.21%
Male Householder, own children	1,831	3.80%
Male Householder, no own children	1,894	3.93%
Female Householder, own children	4,453	9.24%
Female Householder, no own children	3,504	7.27%
2017 Est. Households by Household Size	65,331	
1-person	14,266	21.84%
2-person	20,962	32.09%
3-person	10,281	15.74%
4-person	9,025	13.81%
5-person	5,467	8.37%
6-person	2,836	4.34%
7-or-more-person	2,494	3.82%
2017 Est. Average Household Size	2.87	

DESCRIPTION	DATA	%
2017 Est. Households by Presence of People Under 18	65,331	
Households with 1 or More People under Age 18:	25,733	39.39%
Married-Couple Family	17,786	69.12%
Other Family, Male Householder	2,269	8.82%
Other Family, Female Householder	5,474	21.27%
Nonfamily, Male Householder	167	0.65%
Nonfamily, Female Householder	36	0.14%
Households with No People under Age 18:	39,598	60.61%
Married-Couple Family	18,743	47.33%
Other Family, Male Householder	1,444	3.65%
Other Family, Female Householder	2,483	6.27%
Nonfamily, Male Householder	8,579	21.66%
Nonfamily, Female Householder	8,349	21.08%
2017 Est. Households by Number of Vehicles	65,331	
No Vehicles	2,320	3.55%
1 Vehicle	18,397	28.16%
2 Vehicles	26,626	40.76%
3 Vehicles	12,312	18.85%
4 Vehicles	3,998	6.12%
5 or more Vehicles	1,677	2.57%
2017 Est. Average Number of Vehicles	2.1	



RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
Family Households		
2022 Projection	52,182	
2017 Estimate	48,202	
2010 Census	42,258	
2000 Census	31,766	
Growth 2017 - 2022		8.26%
Growth 2010 - 2017		14.07%
Growth 2000 - 2010		33.03%
2017 Est. Families by Poverty Status	48,202	
2017 Families at or Above Poverty	42,191	87.53%
2017 Families at or Above Poverty with Children	18,958	39.33%
2017 Families Below Poverty	6,011	12.47%
2017 Families Below Poverty with Children	4,809	9.98%
2017 Est. Pop Age 16+ by Employment Status	149,559	
In Armed Forces	43	0.03%
Civilian - Employed	85,530	57.19%
Civilian - Unemployed	7,037	4.71%
Not in Labor Force	56,949	38.08%
2017 Est. Civ. Employed Pop 16+ by Class of Worker	85,716	
For-Profit Private Workers	55,834	65.14%
Non-Profit Private Workers	5,245	6.12%
Local Government Workers	7,564	8.82%
State Government Workers	6,746	7.87%
Federal Government Workers	2,195	2.56%
Self-Employed Workers	7,980	9.31%
Unpaid Family Workers	151	0.18%

DESCRIPTION	DATA	%
2017 Est. Civ. Employed Pop 16+ by Occupation	85,716	
Architect/Engineer	1,222	1.43%
Arts/Entertainment/Sports	916	1.07%
Building Grounds Maintenance	4,229	4.93%
Business/Financial Operations	3,300	3.85%
Community/Social Services	1,189	1.39%
Computer/Mathematical	1,488	1.74%
Construction/Extraction	9,816	11.45%
Education/Training/Library	4,286	5.00%
Farming/Fishing/Forestry	519	0.61%
Food Prep/Serving	4,355	5.08%
Health Practitioner/Technician	3,159	3.69%
Healthcare Support	2,080	2.43%
Maintenance Repair	3,868	4.51%
Legal	770	0.90%
Life/Physical/Social Science	414	0.48%
Management	6,919	8.07%
Office/Admin. Support	13,257	15.47%
Production	6,070	7.08%
Protective Services	2,011	2.35%
Sales/Related	7,437	8.68%
Personal Care/Service	2,341	2.73%
Transportation/Moving	6,070	7.08%
2017 Est. Pop 16+ by Occupation Classification	85,716	
Blue Collar	25,825	30.13%
White Collar	44,356	51.75%
Service and Farm	15,535	18.12%



RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
2017 Est. Workers Age 16+ by Transp. to Work	84,520	
Drove Alone	66,169	78.29%
Car Pooled	12,214	14.45%
Public Transportation	643	0.76%
Walked	1,270	1.50%
Bicycle	111	0.13%
Other Means	1,136	1.34%
Worked at Home	2,976	3.52%
2017 Est. Workers Age 16+ by Travel Time to Work		
Less than 15 Minutes	18,074	
15 - 29 Minutes	22,052	
30 - 44 Minutes	19,657	
45 - 59 Minutes	10,660	
60 or more Minutes	11,048	
2017 Est. Avg Travel Time to Work in Minutes	34.00	
2017 Est. Occupied Housing Units by Tenure	65,331	
Owner Occupied	51,308	78.54%
Renter Occupied	14,023	21.46%
2017 Owner Occ. HUs: Avg. Length of Residence	13.7	
2017 Renter Occ. HUs: Avg. Length of Residence	6.8	

DESCRIPTION	DATA	%
2017 Est. Owner-Occupied Housing Units by Value	51,308	
Value Less than \$20,000	2,641	5.15%
Value \$20,000 - \$39,999	2,830	5.52%
Value \$40,000 - \$59,999	2,769	5.40%
Value \$60,000 - \$79,999	4,022	7.84%
Value \$80,000 - \$99,999	4,293	8.37%
Value \$100,000 - \$149,999	11,898	23.19%
Value \$150,000 - \$199,999	8,609	16.78%
Value \$200,000 - \$299,999	6,516	12.70%
Value \$300,000 - \$399,999	3,325	6.48%
Value \$400,000 - \$499,999	1,760	3.43%
Value \$500,000 - \$749,999	1,177	2.29%
Value \$750,000 - \$999,999	695	1.35%
Value \$1,000,000 or more	773	1.51%
2017 Est. Median All Owner-Occupied Housing Value	\$138,237	
2017 Est. Housing Units by Units in Structure	75,494	
1 Unit Attached	831	1.10%
1 Unit Detached	52,982	70.18%
2 Units	1,083	1.43%
3 or 4 Units	830	1.10%
5 to 19 Units	860	1.14%
20 to 49 Units	324	0.43%
50 or More Units	156	0.21%
Mobile Home or Trailer	17,803	23.58%
Boat, RV, Van, etc.	625	0.83%

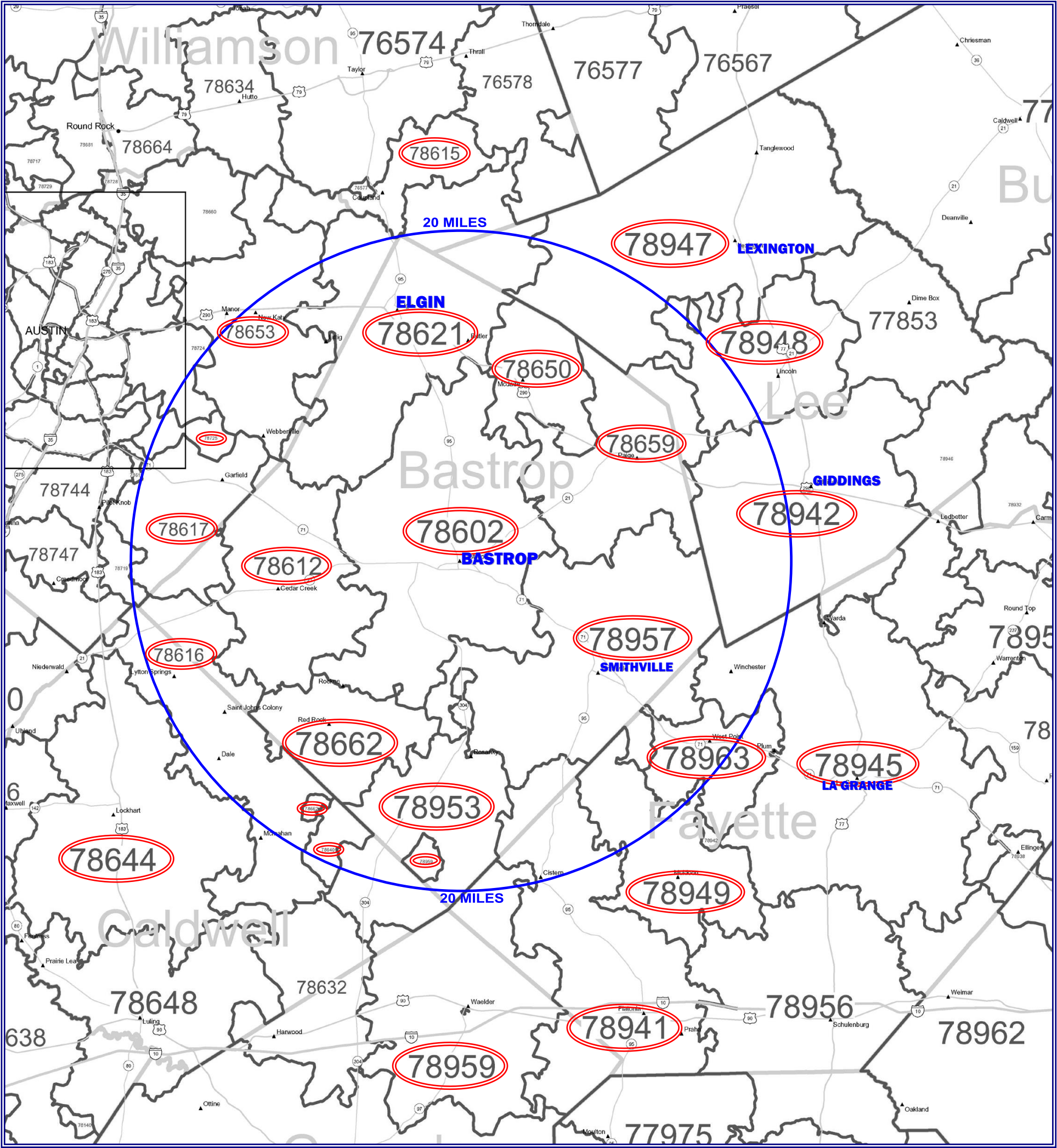


RETAIL TRADE AREA • DEMOGRAPHIC PROFILE

Bastrop, Texas

DESCRIPTION	DATA	%
2017 Est. Housing Units by Year Structure Built	75,494	
Housing Units Built 2010 or later	10,034	13.29%
Housing Units Built 2000 to 2009	19,060	25.25%
Housing Units Built 1990 to 1999	13,616	18.04%
Housing Units Built 1980 to 1989	11,311	14.98%
Housing Units Built 1970 to 1979	7,554	10.01%
Housing Units Built 1960 to 1969	3,780	5.01%
Housing Units Built 1950 to 1959	3,543	4.69%
Housing Units Built 1940 to 1949	2,188	2.90%
Housing Unit Built 1939 or Earlier	4,408	5.84%
2017 Est. Median Year Structure Built	1994	

ZIP CODE SUMMARY MAP
BASTROP TRADE AREA



Zip Code	Active Residential Postal Drops (1)	Population (2)	Zip Code	Active Residential Postal Drops (1)	Population (2)
78602	11,445	32,962	78725	2,896	8,340
78612	5,022	14,463	78941	1,366	3,934
78615	589	1,696	78942	3,702	10,662
78616	2,894	8,335	78945	5,035	14,501
78617	6,992	20,137	78947	2,084	6,002
78621	8,599	24,765	78949	254	732
78644	7,291	20,998	78953	570	1,642
78650	690	1,987	78957	4,438	12,781
78653	7,500	21,600	78959	825	2,376
78659	1,369	3,943	78963	365	1,051
78662	1,131	3,257	78948	454	1,308
TOTAL ACTIVE RESIDENTIAL POSTAL DROPS				75,511	
TOTAL POPULATION (2)				217,472	

(1) Source: U.S. Post Office AIS Viewer April 2017

(2) Source: ESRI Demographics. Average Household size is 2.88 people.

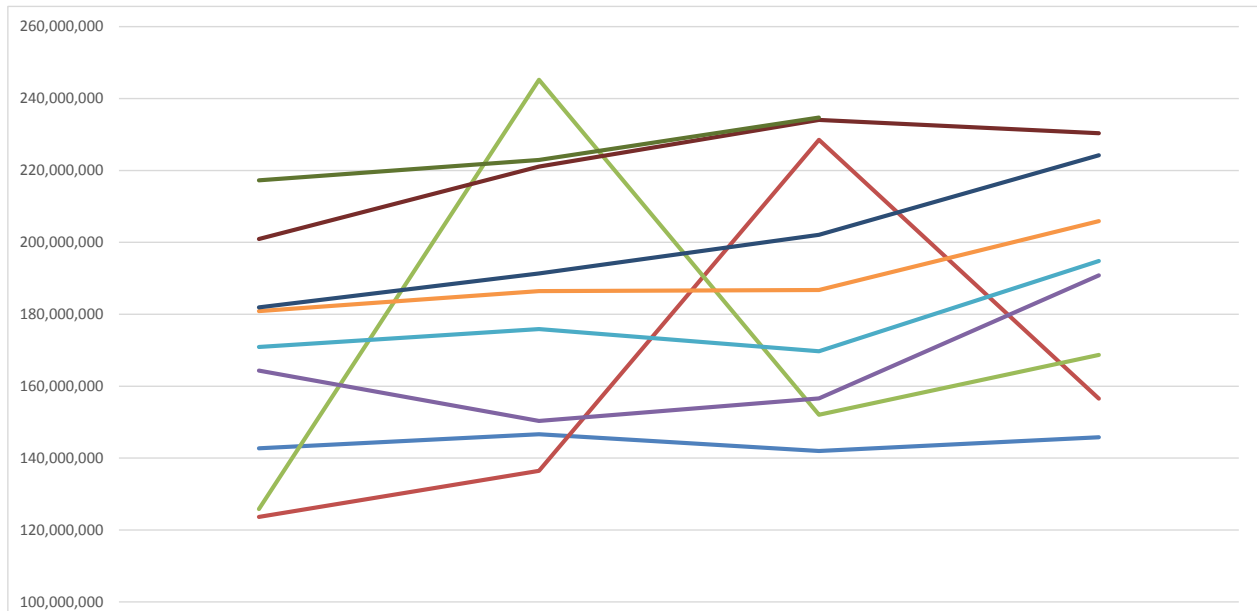
City of Bastrop Sales*

The city of Bastrop collects 1.5% of sales in tax revenue.*

	2008	2009	2010	2011	2012	2013	2014	2015	2016	Prev. Quarter % Change
Q1	142,742,352	123,634,049	125,825,787	164,310,694	170,917,129	180,881,559	181,916,843	200,934,865	217,251,856	8.12%
Q2	146,629,002	136,456,960	245,224,887	150,331,462	175,854,544	186,458,751	191,336,870	221,101,722	222,934,984	0.83%
Q3	141,970,130	228,514,983	152,063,113	156,586,396	169,708,570	186,754,628	202,118,714	234,049,612	234,714,382	0.28%
Q4	145,804,680	156,537,255	168,671,903	190,818,758	194,817,004	205,905,818	224,222,694	230,358,201		2.74%
TOTAL	577,146,164.00	645,143,247.00	691,785,690.00	662,047,310.00	711,297,247.00	760,000,756.00	799,595,121.00	886,444,400.00	674,901,222.00	
YTD % Increase		11.78%	7.23%	-4.30%	7.44%	6.85%	5.21%	10.86%	2.87%	
2008-2015 Increase		53.59%								

* Sales tax data files are updated four times a year: Q1 - September, Q2 - December, Q3- March, Q4 - May

* Source: Susan Combs, Texas Comptroller of Public Accounts



WHY BASTROP....

- The Bastrop trade area is comprised of approximately 185,000+ people serving a 30 mile radius.
- Bastrop serves as the retail and medical hub for Bastrop County and surrounding areas (Lockhart, Giddings, Smithville, LaGrange, Columbus).
- Bastrop ISD is one of the fastest growing school districts in Central Texas (48,000 population in the school district with 14 schools). If current trends continue, the BISD student population will grow at double the growth rate of the rest of the state¹. This growth reflects a shift in the community, which has been largely a rural, farming area and is now attracting Austin-based professionals. BISD has two 5A high schools - Bastrop High and Cedar Creek High.

¹ *Texas Comptroller of Public Accounts*

- Both Wal-Mart and HEB have doubled the size of their original stores. Home Depot built its store in Bastrop in 2004. Lowe's opened in 2008.
- State Highway 130, which was designed to encourage growth along Austin's east side, is only 10 miles west of Bastrop. The Austin-Bergstrom International Airport is 25 minutes away.
- The Hyatt Lost Pines Resort opened in 2006 and is exceeding occupancy projections.
- Many of the home sites in the Bastrop area are large lots offering hill country living within close proximity to Austin.
- Under-Served Retail: The Bastrop trade area has only 1.13 square feet of retail shopping center space per capita - compared to the national average of 20 square feet.
- The Circuit of the Americas / F1 Track opened November 2012 and has multiple events during the year, including the Formula 1 U.S. Grand Prix, X Games and multiple major concerts.

WHY BURLESON CROSSING.....

- Burleson Crossing is situated on the same side of Highway 71 as HEB and downtown (a major factor for city and local government), and offers unparalleled access and visibility.
- Accessible via three main arteries (Highway 71, CR 304, CR 969).
- Strong performing co-tenancy: Lowes, Best Buy, Petco, Spec's, Ross, Staples and TJ Maxx are all doing well. AT&T moved from across the street and has doubled its sales.
- 45,000 vehicles per day at the intersection .
- In December 2006, Coast Range Investments LLC closed on a 9,600-acre tract of land directly north of Burleson Crossing called "XS Ranch", with plans to turn what's now ranching land into a largely residential development. Plans call for approximately 7,000 homes, equestrian facilities and golf courses. The development will stretch from FM 969 to SH 95. (www.cr-invests.com)

BASTROP OVERVIEW

The City of Bastrop

The City of Bastrop is located in the bend of the Colorado River 33 miles east of downtown Austin. Bastrop was established as a part of Stephen F. Austin's "Little Colony" in 1832. It is the second oldest incorporated city in Texas. Its historic downtown attracts many visitors and gives a certain ambiance that makes the residents proud to be part of a great community.

Growth¹

Bastrop County is ranked in the top 10 fastest growing Texas counties with a rate of 16.2% and is ranked 30th in the United States. The trade area population is 150,008 and is expected to grow 16.18% by 2009. The City of Bastrop has grown 36.62% from 1990-2000. From 1995 to 2004, retail sales increased an average of 7% annually. Sales in service establishments increased from \$66 million in 1995 to \$102 million in 2004, an average annual increase of 5%.

¹*U.S. Census Bureau*

Water Resources

The single most limiting factor to development of housing and other real estate growth in many areas of Central Texas has historically been the lack of water and wastewater services. The exclusive reliance on well water and septic systems results in home construction on large lots and low building density. This has reduced the ability of homebuilders to put together high density neighborhoods, but the addition of three new water service providers will provide opportunities for more traditional home sites.

The Lower Colorado River Authority completed a wastewater system in the McKinney Roughs area. This plant serves the new Hyatt Regency Lost Pines Resort and Spa and will also provide services to future developments in the vicinity.

The regional wastewater system in the Camp Swift area north of the City of Bastrop is currently being expanded by the LCRA. The expanded system will serve many of the homes in this area that currently have septic systems and unimproved lots.

The City of Bastrop has sufficient water supply to meet the needs of a growing population. The City recently reopened its older wastewater plant and has purchased land to construct a new plant.

Trade Area

A recent survey was conducted by the Bastrop Economic Development Council to determine the Bastrop trade area by asking customers in the HEB, Home Depot, and Wal-Mart parking lots the location of their residences. The study found that customers drive approximately 20+ miles from the north and west to shop in Bastrop because the next closest metropolitan city is Austin. They will travel further from the east and south from cities such as Elgin, McDade, Cedar Creek, Utey, and Butler since Bastrop is the closest large city.

According to a Retail Market Analysis report by Houston-based Fearon, Hepner, and Rhodes (FH&R) retail in Bastrop is “very healthy”, with retail sales climbing to \$1.3 billion in 2004 from \$753 million in 1995. FH&R stated that Bastrop is “severely underserved in many retail and service categories”. Nationally, retail shopping center space per capita is about 20 square feet per person, but in Bastrop there is only 1.13 square feet per person. The report concludes that the Bastrop area could support an additional 2.75 million square feet of retail space over just the next 5 years.

Both HEB and Wal-Mart opened Bastrop stores in 1987, and since have rebuilt to meet the needs of a growing customer base (Super Wal-Mart rebuilt 1995, and HEB rebuilt in 2003). It is reported that HEB’s current store (93,000 square feet) is already at full capacity. A new subdivision, West Bastrop Village has recognized this demand and has acquired land for production of new homes. The city has planned to build two new utility districts as a foundation for new homes being built.

Education

Bastrop Independent School District has six elementary schools, two intermediate schools, two middle schools, and two high schools. There are 5,614 students enrolled in grades K-12 and the school district has grown 27% over the past five years. Eight of the district schools recently achieved the Gold Performance Acknowledgement (GPA) by the Texas Education Agency which recognizes schools for high performance and improvement in areas crucial to the academic success.

Health Care Facilities

Seton Hospital purchased the Lakeside Hospital (28,500 sf).

Hyatt Regency Lost Pines Resort and Spa

The new Hyatt Regency Lost Pines Resort and Spa, a 492-room resort, opened June 1, 2006 after a two-year construction period. The resort is located approximately 7 miles west of the City of Bastrop near the Colorado River and McKinney Roughs Nature Park. This is the largest resort in Central Texas. With room prices beginning at \$200 per night, the resort is expected to draw more business travelers than families. The resort predicts that 70% of its clientele will be business travelers.

Economically, the 405-acre resort will benefit Bastrop in several primary ways. First, it has become the largest private employer in the area. Secondly, many existing Bastrop businesses will benefit through increased sales. The City of Bastrop will likely receive \$2 million per year in hotel taxes and \$800,000 in property taxes from the resort. New jobs are also expected to be created as new businesses come to the area to serve the resort and its clientele.

It is estimated that the resort will employ more than 550 workers. The majority of these jobs are expected to be filled through local residents although it is expected that some workers will move to the area for employment. Most workers filling managerial positions will transfer from other Hyatt hotels. Another 200 indirect jobs are expected to be created. Austin-based Resource Economics, Inc. estimates that the newly created jobs will amount to \$17.9 million to \$21.2 million per year for Bastrop County.

Demographic and Firmographic Information

The following are highlights of the demographic and firmographic findings for the Bastrop trade area (for detailed reports, please refer to the Bastrop EDC website: www.bastropedc.org)

Demographics

- ◆ The population of the trade area is 160,008 and is estimated to grow 16.18% by 2012. The number of households is expected to grow at 16.34%. Currently, there are 50,805 households in the area. The population of the trade area is predominantly White at 73.61% of the total population in the area.
- ◆ Approximately 77.9% of the population lives in owner-occupied units.

- ◆ Of the total households, 21.92% have income levels between \$50,000 and \$74,999. The second largest category is households with income levels between \$35,000 and \$49,999, representing 16.55% of the total area households.
- ◆ People between 35 and 44 years of age are the largest segment of the population, 15.68%.
- ◆ 53.94% of the population is married, followed by single males, which represent 13.47% of the total population.
- ◆ 33.39% of the population are high school graduates, while 21% have experienced some college. Another 10.92% have obtained a Bachelor's degree.

Firmographics

- ◆ There are approximately 4,959 total businesses in the trade area, and the dominant group is services at 38.01%. Retail trade businesses are the second major category, representing 21.6% of the total businesses in the area.
- ◆ The number of employees in the trade area is 47,740, and the majority work in services. Approximately 37.36% of the total employees work in services, while 18.41% of employees work in retail trade businesses.
- ◆ Total annual retail sales for the trade area are approximately \$1.3 billion. Retail sales include \$353 million for Auto Dealers and Gas Stations, \$203 million for Food Stores, \$167 million for Home Improvement Stores, and \$107 million for General Merchandise Stores.

Transportation

Bastrop is located 33 miles and 40 minutes east of downtown Austin on Highway 71. Highway 71/Ben White Blvd. has been a major east/west arterial for south Austin for over 50 years. In the 1990's the Highway began undergoing major expansion to insure easier accessibility and to enhance traffic flow. Highway 71 from Austin to Austin Bergstrom International Airport will be completed in 2006.

Additionally, the new toll road SH-130 intersects Hwy 71 just east of the airport and Hwy 973. SH-130 runs nearly parallel to IH-35 about 20 miles from Bastrop enabling easier transportation routes for the cities north and south of Bastrop.

Bastrop County Zip Codes

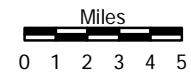
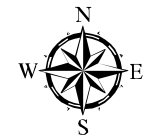
Population Growth
2000-2008

Map Legend

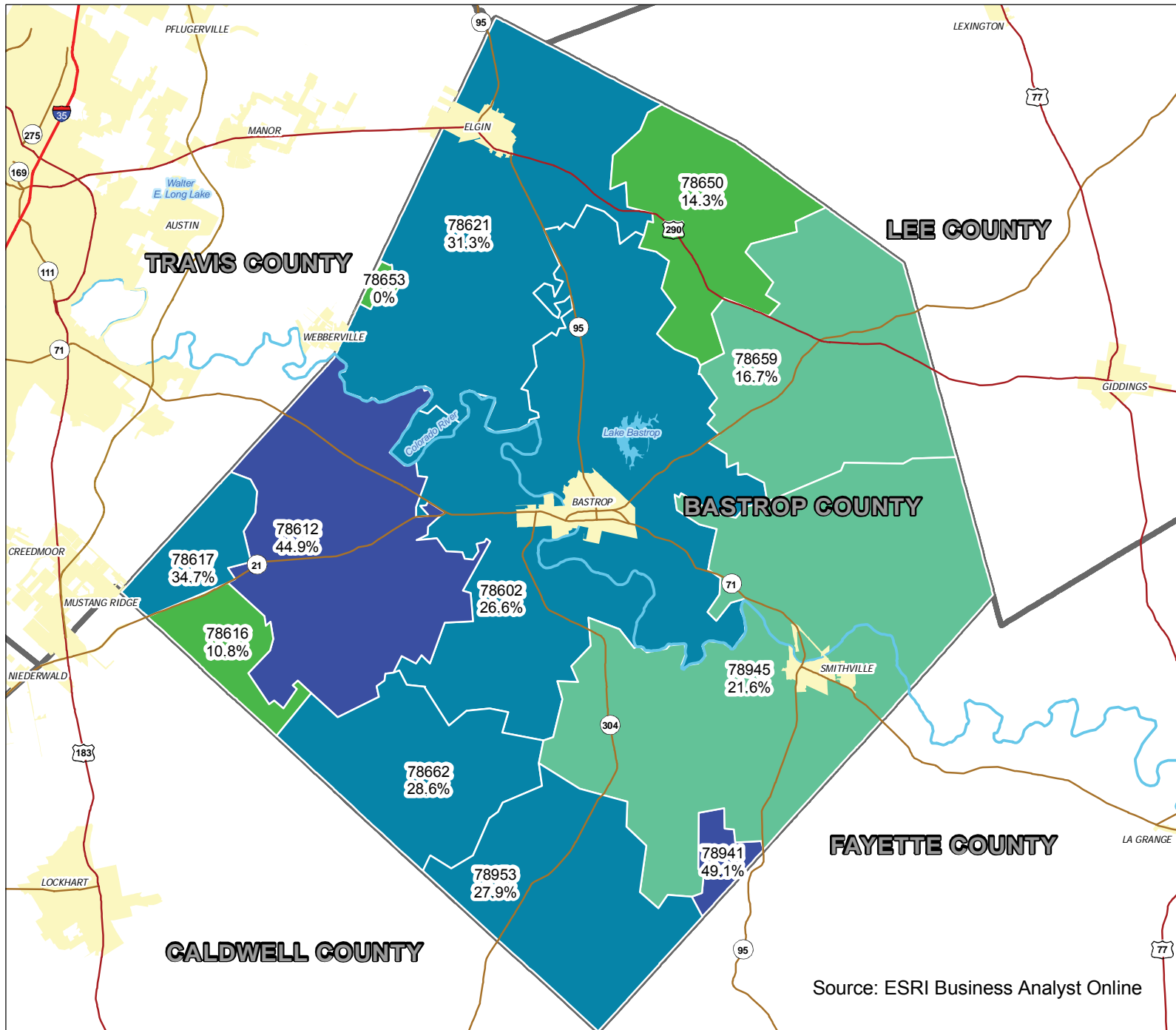
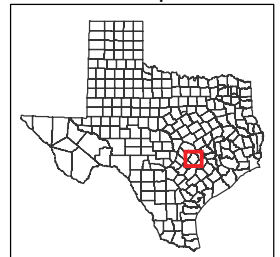
Percent Change

- 0 - 15%
- 15.1 - 25%
- 25.1 - 35%
- 35.1 - 49.1%

- Interstate
- State Highway
- US Highway
- Rivers
- Lakes
- City Limits



Overview Map

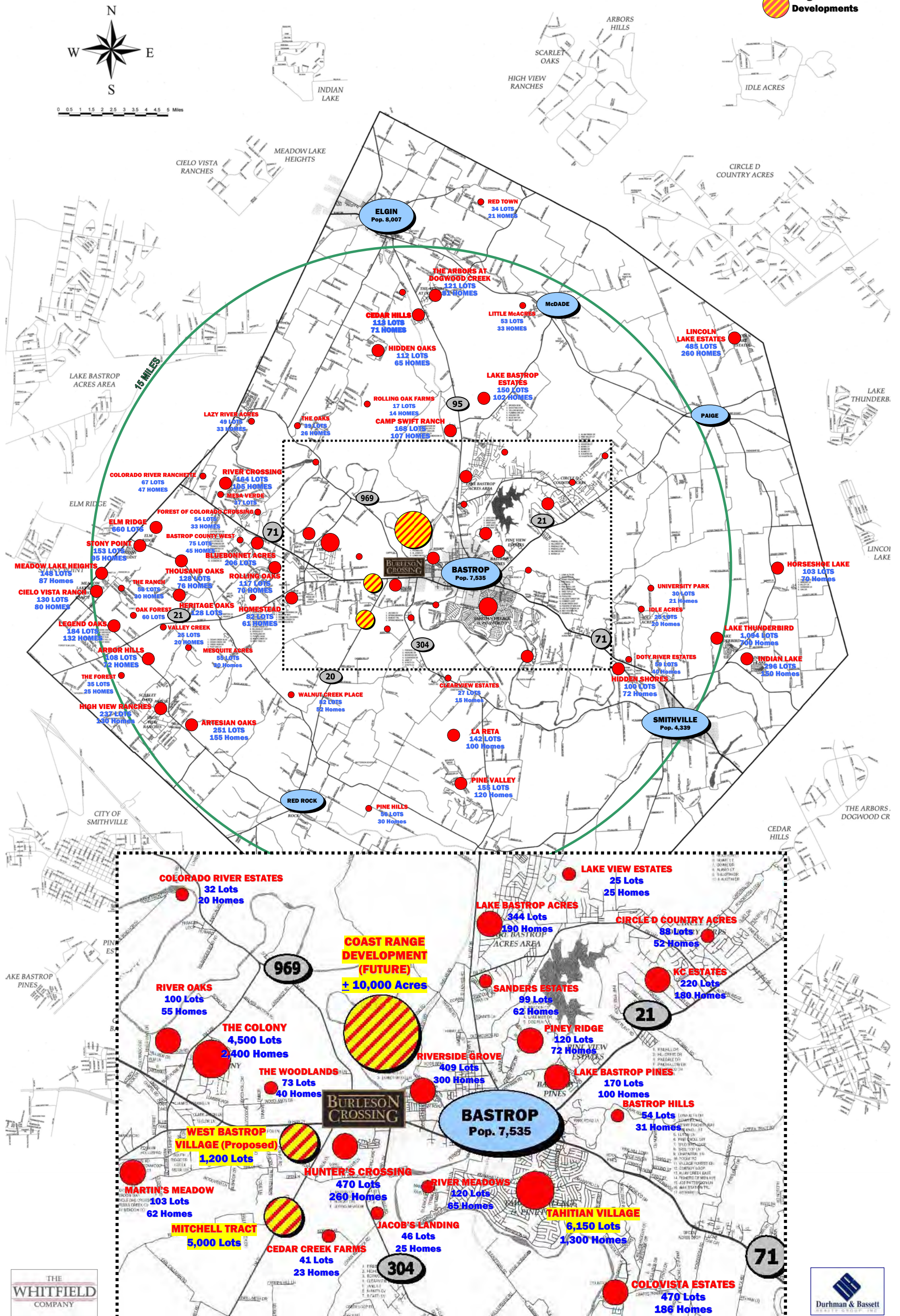


Source: ESRI Business Analyst Online

Metadata: BastropPop.mxd produced on January 14, 2009. Population Sources: 2000 U.S. Census, 2008 Estimates ESRI Business Analyst Online. Note: The percentage is calculated based on the population of that Zip Code which lies within Bastrop County. For additional info contact CAPCOG at (512) 916-6000. Disclaimer: The Capital Area Council of Governments (CAPCOG) provides this map and/or data 'as is' and assumes no liability for its accuracy or completeness. This is intended as a general representation only and is in no way intended to be used as survey grade information.

BASTROP COUNTY RESIDENTIAL MAP

Spring 2011



AGENCY DISCLOSURE RULES



Before 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 fairly.

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 the buyer's agent must disclose 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; (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.