

PLANNING AREA 10

EXCLUSIVE MARKETING PACKAGE

5.8 ACRES | COMMUNITY COMMERCIAL BUSINESS PARK SITE
SAN MARCOS, TEXAS



LAND CONSULTANTS TEAM



CAREN WILLIAMS-MURCH
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Land & Realty Company

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AREA/ MARKET OVERVIEW

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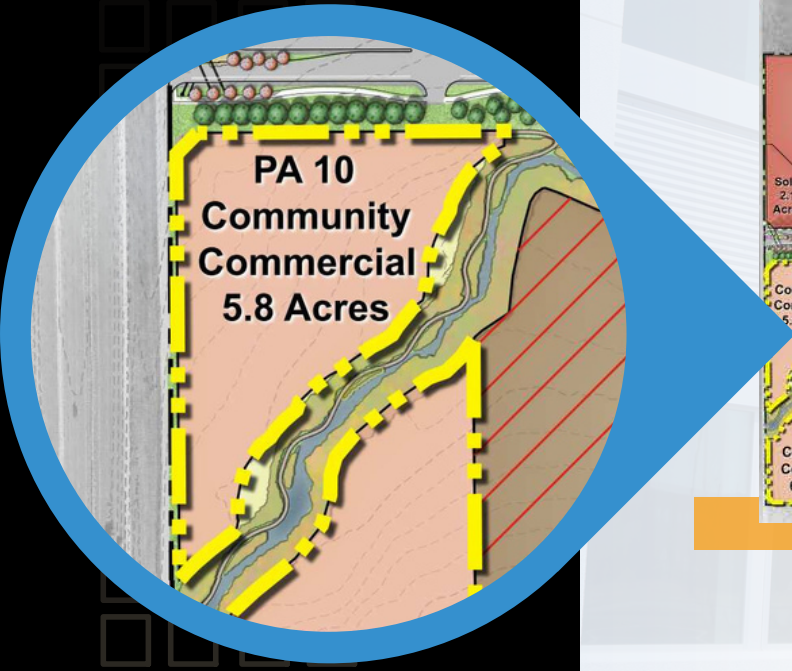
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PROPERTY OVERVIEW



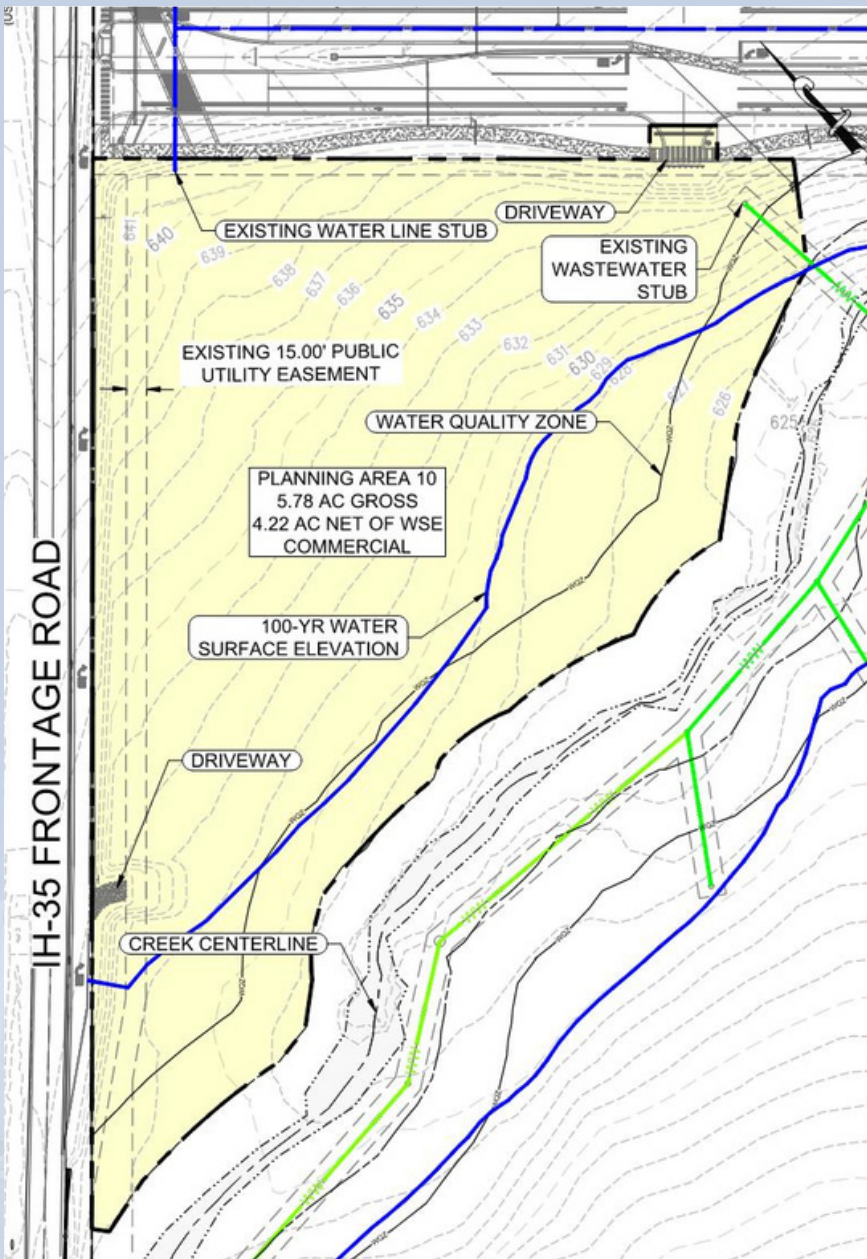
OFFERING OVERVIEW



ASKING PRICE

\$3,789,720

PROPERTY DETAILS



Asking Price:	
Purchase & Sale Agreement	Seller to provide Buyer with Purchase and Sale Agreement ("PSA") upon Buyer Selection
Deposits	Initial deposit of 5% upon opening of escrow. Upon approval of Due Diligence, the Deposit shall be increased to ten percent (10%) of the Purchase Price and become nonrefundable upon waiver of due diligence.

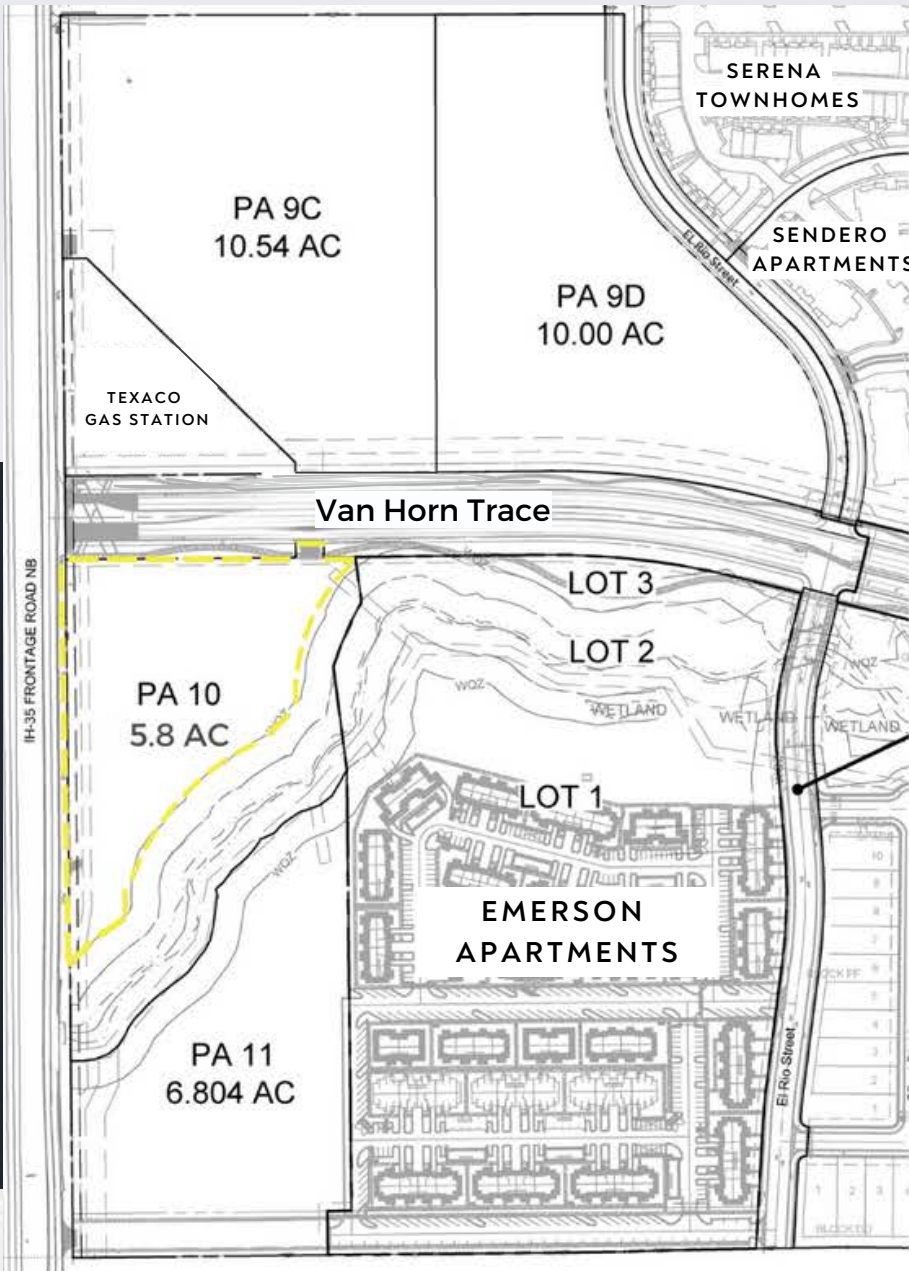


Due Diligence	The Due Diligence Period will be forty-five (45) days and will commence upon Buyer acceptance and delivery of due diligence materials
Title & Escrow	Title and Escrow company to be Corridor Title.
Close of Escrow	Escrow shall close within fifteen (15) days following completion and waiver of Due Diligence. The site will be delivered as is.

EXECUTIVE SUMMARY

PROJECT HIGHLIGHTS

- 420 Acre Master Planned Community
- 1,024 homesites sold
- 627 occupied homes
- 1041 apartments immediately adjacent to site
- San Marcos, Hays County, Texas
- Highly visible Location from I-35
- Zoning and Entitlements in place
- Direct Access to I-35 approved by TxDOT
- 2 Driveways total



UTILITIES

Water
Wastewater
Dry Utilities

Stubbed to the site



DESIGN GUIDELINES

TRACE Master Plan & Planned Development District Standards
TRACE Commercial Design Guideline



ZONING

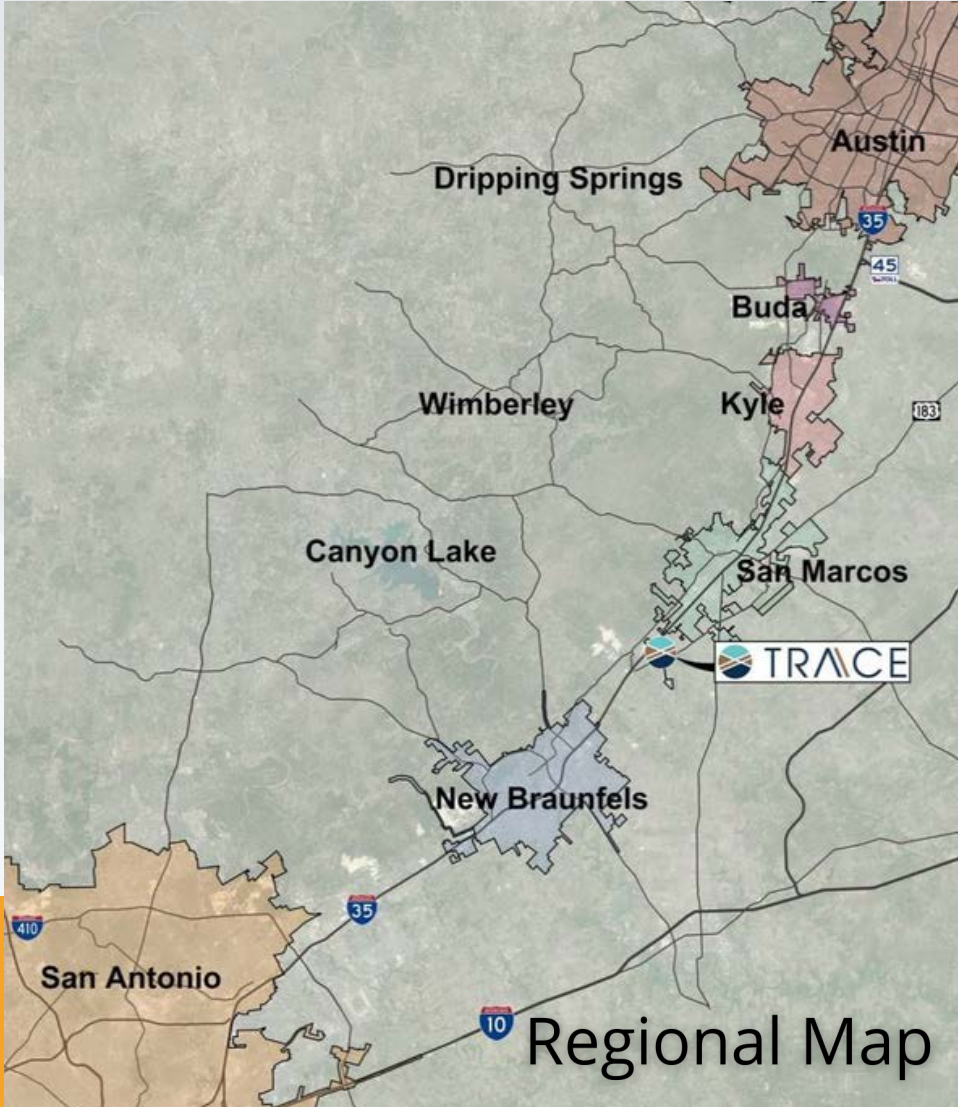
TRACE Master Planned Development District
PD-GC General Commercial

LOCATION

TRACE is located within the city of San Marcos, Texas along the I-35 Business Corridor, at the Posey Road Interchange. The eastern boundary is Old Bastrop Highway.

The development is centrally located 25 miles south of Austin city limits and 30 miles north of San Antonio limits. The site contains approximately 2,223 feet of frontage with excellent visibility from the I-35 with traffic counts clocking in at 87,800 trips per day. I-35 Corridor is the state's busiest inter-metro Interstate in Texas¹.

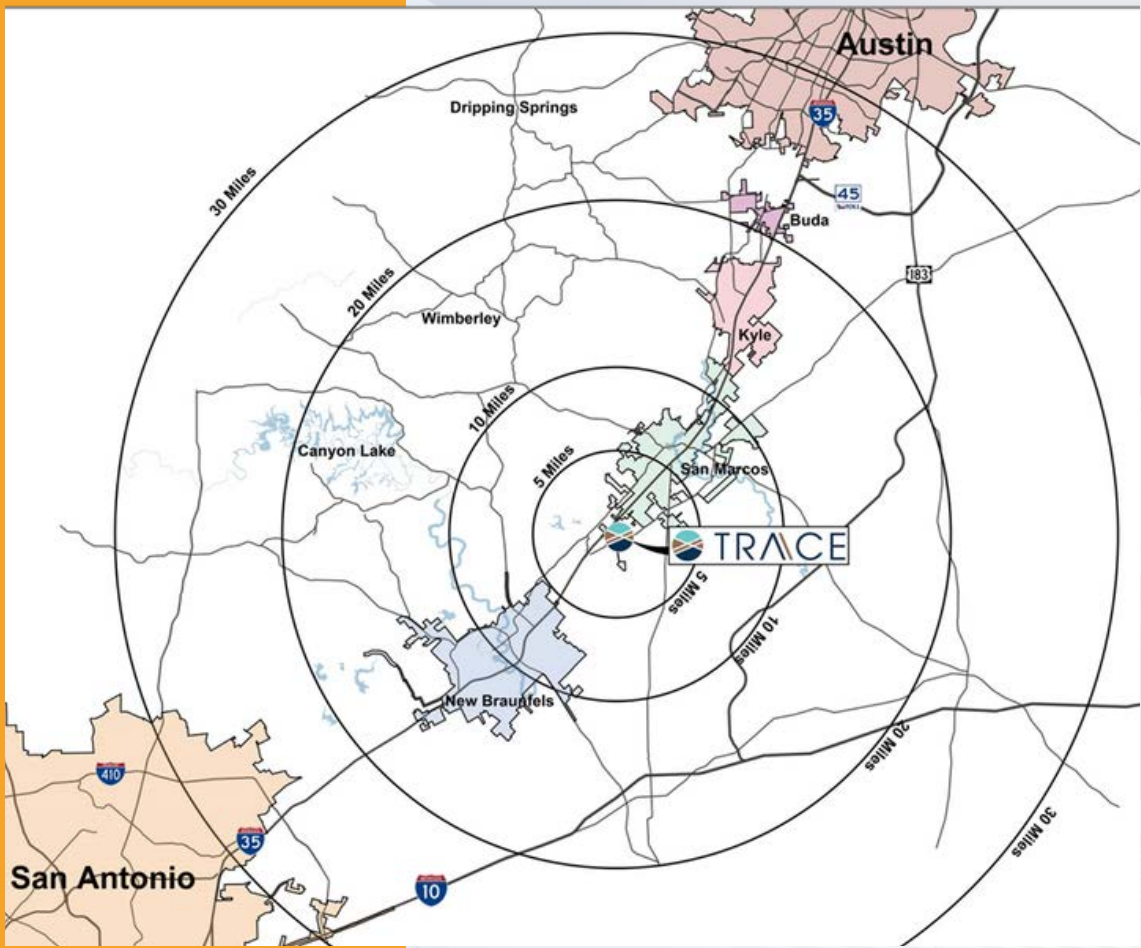
This 48 mile stretch between the 11th (Austin) and 7th (San Antonio) largest cities in the country have seen massive growth and economic development in the last 10 years. According to a study by the Capital Area Metropolitan Planning Organization and the Alamo Area Metropolitan Planning Organization, by 2045 53% of the population between San Antonio and Austin is expected to live within 5 miles of I-35².



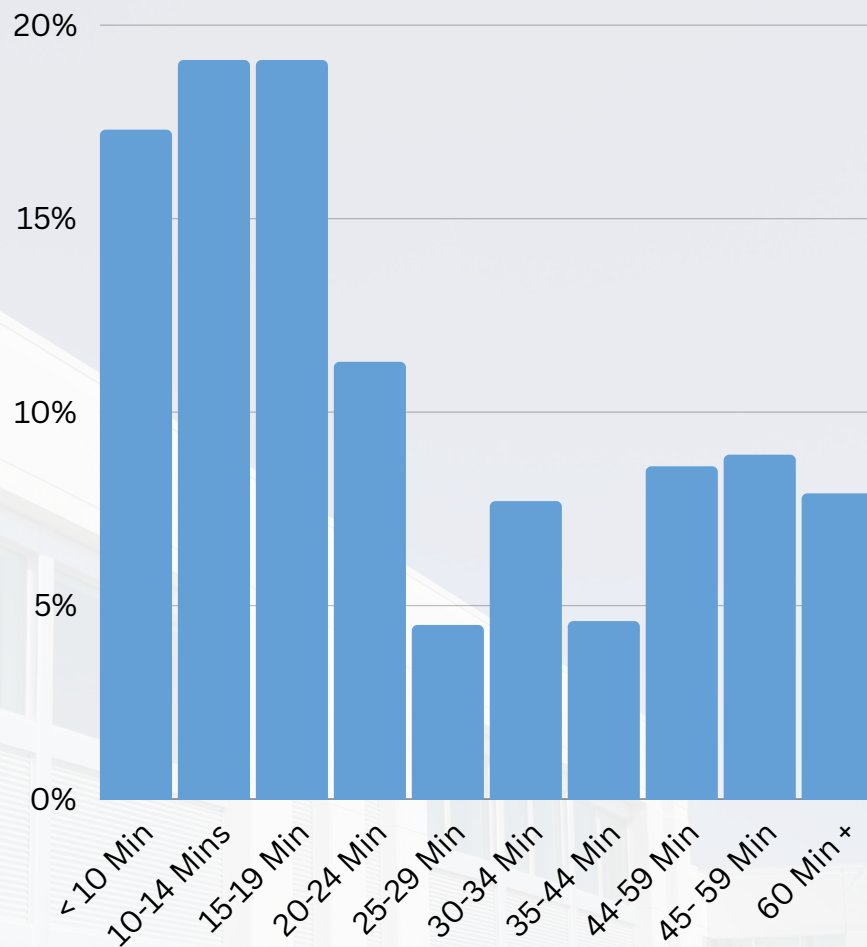
¹ Texashighwayman.com

² Communityimpact.com

REGIONAL COMMUTER MAP



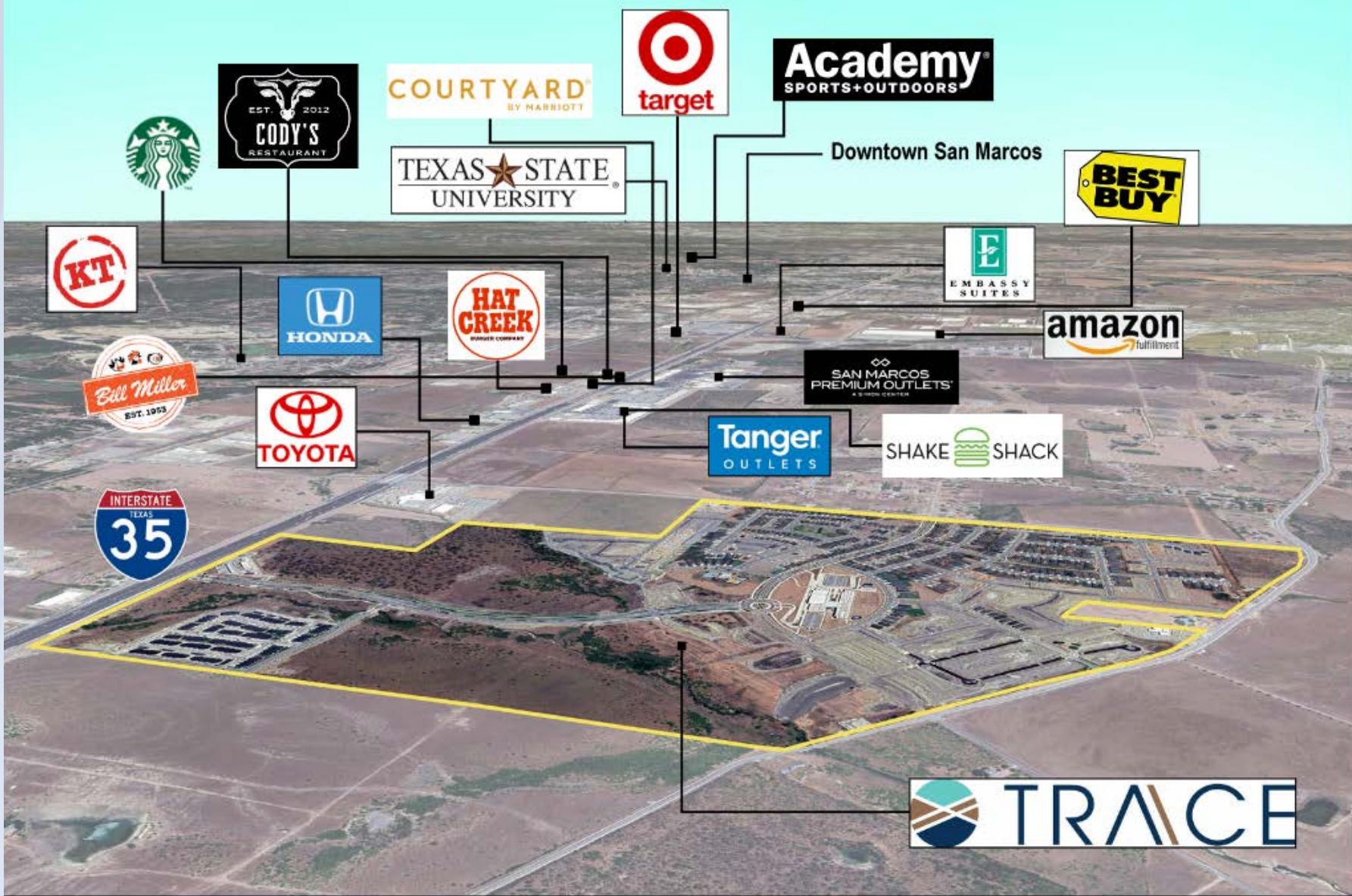
Mean travel to work time: 23 Minutes



PERCENT OF WORKERS

This Commute Profile provides information about how the population (ages 16+) travels to work. The data comes from the American Community Survey (ACS) from the US Census Bureau and the City Of New Braunfels official website.

VICINITY AERIAL PHOTO



 **TRACE**

AREA & MARKET OVERVIEW

SAN MARCOS STATISTICS



Trace is located within the City of San Marcos, Texas. San Marcos serves as the Hays County seat and is the largest city in the county. With an estimated population of 74,756 ¹ San Marcos was the fastest-growing city in the nation for 2013 thru 2015 and the hub of Hays County, the fastest-growing county in the United States (Population over 250,000) ². The city's population grew by 7.1% between 2011 and 2012 and by 8.1% from 2012 to 2013, surpassing the growth of all other cities in the nation that have 50,000 population or more. (Census Bureau).

San Marcos is one of the best places in America to live, work and retire. From Forbes "Most Affordable Cities to Retire" and "Best Place to Retire" to #5 on the "Best Cities for Singles", San Marcos has something for every generation ^{3,4}. For over the past 10 years, San Marcos has experienced consistent growth and consistent accolades. San Marcos has a young population, with over 46% of its community between the ages of 20-34 and the median age being 32.5.

Trace is conveniently located within the I-35 Business Corridor. One exit south of the Tanger Outlet Mall and the Premium Outlet Mall of San Marcos. With more than 1.2 million square feet of retail space, 247 stores, and more than 3,100 employees it serves more than 14 million shoppers who visit annually. (San Marcos CVB, GSMP) Employers can tap the available workforce within a 60-mile radius of San Marcos, which numbers 2.2 million. In the last 10 years, there has been a 69% increase in new business establishments flocking toward the Texas Innovation Corridor for its low cost of land and facility space.⁵

¹ In 2021 the US Census Bureau estimated the population of San Marcos to be of 74,756

² US Census Bureau Statistic 2021

³ In 2013 San Marcos was named #9 on Business Insider's list of the "10 Most Exciting Small Cities in America."

⁴ In 2010 San Marcos was listed in Business Week's 4th annual survey of the "Best Places to Raise your Kids."

⁵ JobsEQ, GSMP

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SAN MARCOS DEMOGRAPHICS

KEY FACTS:

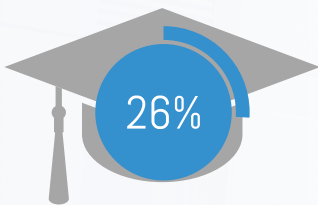
70,308
Population

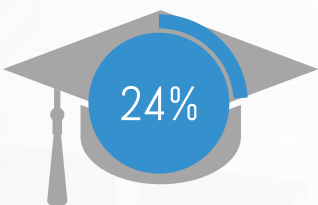
26
Median Age


32,920
Households

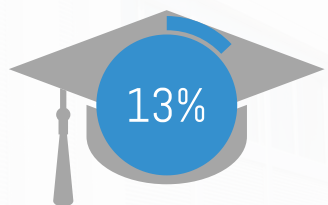
\$88,597
Mean Family Income*

EDUCATION:


26%
High School Diploma


24%
Some College


20%
Bachelor's Degree


13%
Grad/ Prof Degree

Family Income Sum of the incomes made by persons in households who are related by blood, marriage or adoption. mcdc.com

INCOME



\$43,495

Median
Income



\$183,530

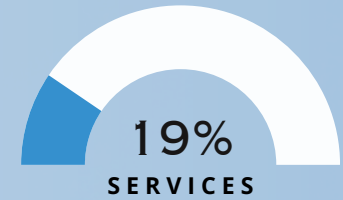
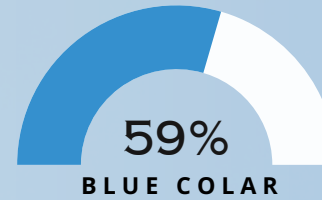
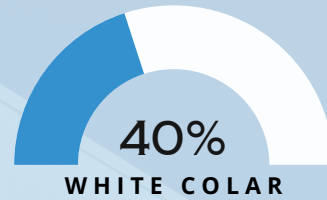
Median Net Worth



\$71,447

Per Capita Income

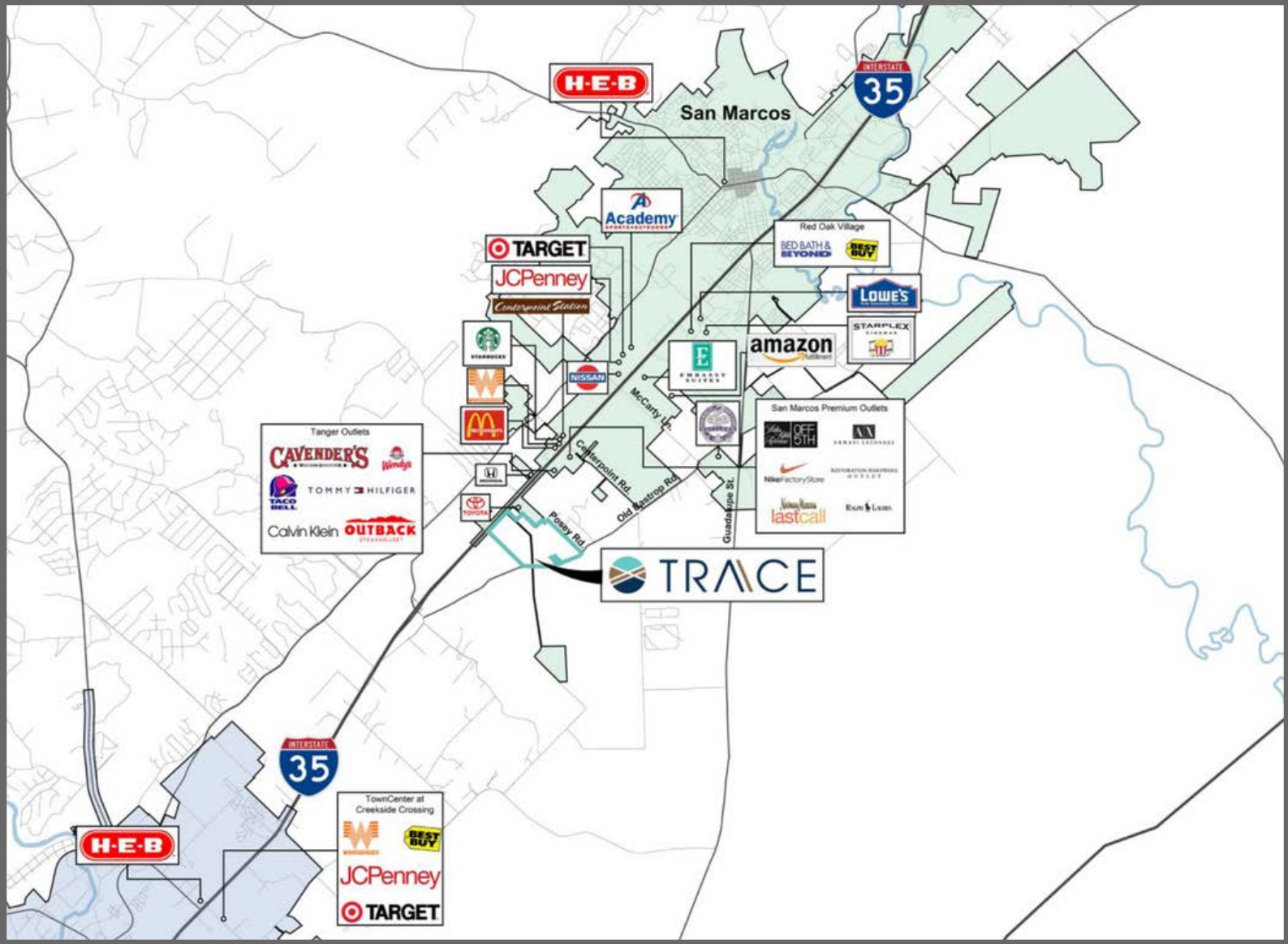
EMPLOYMENT



HOUSEHOLD INCOME



MAJOR RETAIL SERVICES



MAJOR LOCAL EMPLOYERS

1000+ EMPLOYEES:

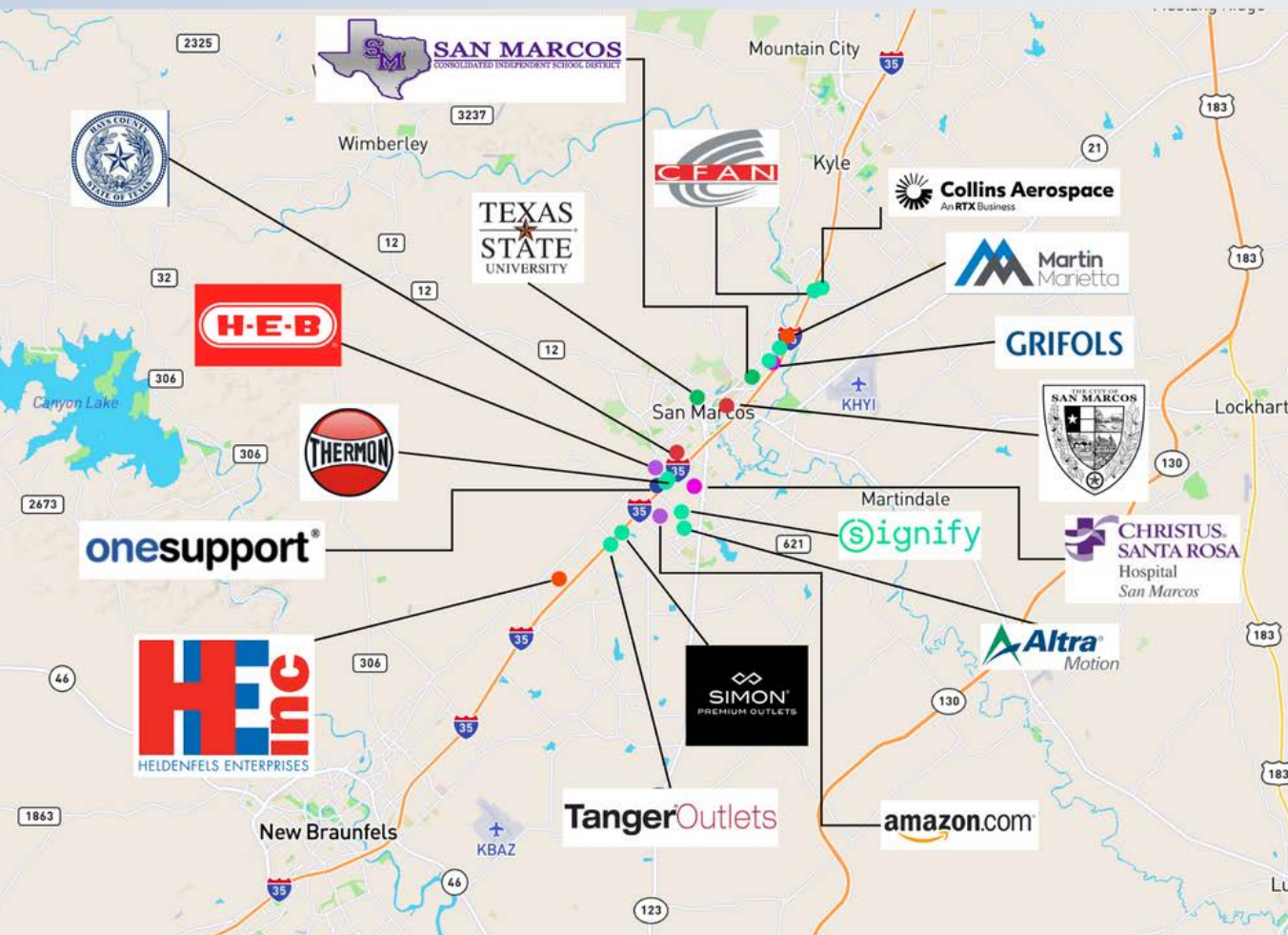
Amazon, Texas State University, Premium Outlets, Tanger Outlets, San Marcos CISD

500-999 EMPLOYEES:

Hays County, City of San Marcos, HEB Distribution Center, Christus Santa Rosa Hospital San Marcos

100 - 499 EMPLOYEES:

CFAN Manufacturing, One Support (Services), Thermon, Inc., Signify (Manufacturing), Martin Marietta (Construction), Grofols (Healthcare), Heldenfels Enterprises (Construction), Altra Couplings (Manufacturing), UTC Aerospace Systems



MAJOR MEDICAL CENTERS

CHRISTUS SANTA ROSA HOSPITAL SAN MARCOS

Founded in 1923, Christus Santa Rosa Hospital provides over 175 licensed beds and nearly 140 private rooms. The medical center staffs over 800 associates, and 225 primary care and specialty physicians. In late 2009, Christus Santa Rosa completed a \$35 million Women's Center, a Level II Neonatal Intensive Care Unit, and a brand new cardiac inpatient-nursing unit. In addition to the Women's Center, Christus Santa Rosa addresses several specialties, including Physical Therapy, Cardiopulmonary, and Sleep Study. Christus Santa Rosa added robotic surgery capabilities in May 2012 with the purchase of a da Vinci Robotic Suite, making it the first OR suite outfitted with the robotics equipment along the I-35 Corridor between Austin and San Antonio.

SAN MARCOS TREATMENT CENTER

The SMTC sits among 65 acres of wooded areas and has been in continuous operation for nearly 70 years, providing high-quality mental health evaluation and treatment to a unique population of impaired adolescents. San Marcos Treatment Center is accredited by the Joint Commission and approved by CHAMPUS/TRICARE. The Texas Department of Family and Protective Services (TDFPS) licenses the facility.

SETON EDGAR B. DAVIS HOSPITAL- LULING

Located in Luling, Seton Edgar B. Davis is one of 25 hospitals in the state and the only one in the region to receive the Quality Improvement Achievement Award. Seton Edgar B. Davis was named among the top 10% in the nation for patient satisfaction as a whole as well as in the Emergency Room.

SETON MEDICAL- KYLE

The 330,000 square foot Seton Medical Center - Hays has over 110 licensed beds, with future plans to expand to almost 300. The hospital is located in Kyle, at the north end of the greater San Marcos area, and employs more than 400 staff and 100 specialists.



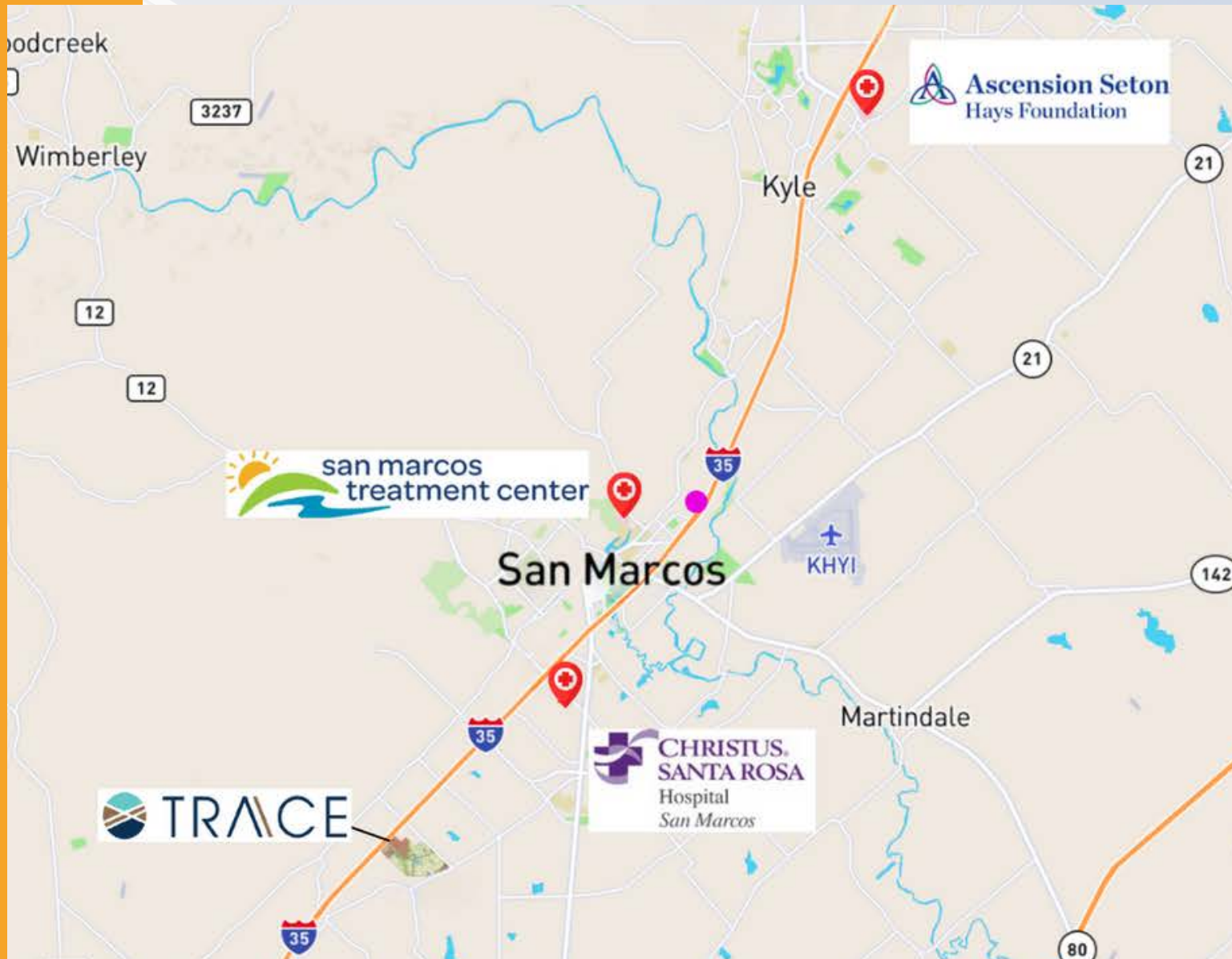
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Land & Realty Company

MEDICAL CENTER MAP



STAR LAND & REALTY Co

ABOUT.

Star Land & Realty Co. is a real estate company that concentrates on marketing, selling and locating a wide range of residential, ranch and development properties across various regions of Texas. We have the ability and resources to professionally market residential properties, potential development land as well as recreational ranches, hunting ranches, commercial land all located within the hill country and central Texas.

WHAT WE DO.

The various backgrounds and knowledge of our agents also provides us the ability to locate land and properties across several different regions of the state including South Texas, West Texas, Central Texas, Texas panhandle, and the hill country. We are confident in our skills and know that we can help achieve the goals of our clients through hard work and perseverance.

CONTACT INFORMATION

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INFORMATION ABOUT BROKERAGE SERVICES



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.



11-2-2015

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.

Star Land & Realty Co.	567667	tfulfer@gmail.com	512-376-1766
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Martin T. Fulfer	428110	tfulfer@gmail.com	512-376-1766
Designated Broker of Firm	License No.	Email	Phone
Martin T. Fulfer	428110	tfulfer@gmail.com	512-376-1766
Licensed Supervisor of Sales/ Agent	License No.	Email	Phone
Caren Williams-Murch	627327	caren@landconsultantsltd.com	512-757-7006
Sales Agent/Associate's Name	License No.	Email	Phone
Buyer/Tenant/Seller/Landlord Initials	Date		

Regulated by the Texas Real Estate Commission
Information available at www.trec.texas.gov IABS 1-0

TREC CONSUMER PROTECTION NOTICE

THE TEXAS REAL ESTATE COMMISSION (TREC) REGULATES
REAL ESTATE BROKERS AND SALES AGENTS, REAL ESTATE INSPECTORS, EASEMENT AND RIGHT-OF-WAY AGENTS,
AND TIMESHARE INTEREST PROVIDERS

YOU CAN FIND MORE INFORMATION AND CHECK THE STATUS OF A LICENSE HOLDER AT

WWW.TREC.TEXAS.GOV

YOU CAN SEND A COMPLAINT AGAINST A LICENSE HOLDER TO TREC

A COMPLAINT FORM IS AVAILABLE ON THE TREC WEBSITE

TREC ADMINISTERS TWO RECOVERY FUNDS WHICH MAY BE USED TO SATISFY A CIVIL COURT JUDGMENT AGAINST A BROKER,
SALES AGENT, REAL ESTATE INSPECTOR, OR EASEMENT OR RIGHT-OF-WAY AGENT, IF CERTAIN REQUIREMENTS ARE MET.

REAL ESTATE INSPECTORS ARE REQUIRED TO MAINTAIN ERRORS AND OMISSIONS
INSURANCE TO COVER LOSSES ARISING FROM THE PERFORMANCE OF A REAL ESTATE INSPECTION IN A NEGLIGENT OR
INCOMPETENT MANNER.

PLEASE NOTE: INSPECTORS MAY LIMIT LIABILITY THROUGH PROVISIONS IN THE CONTRACT OR INSPECTION AGREEMENT
BETWEEN THE INSPECTOR AND THEIR CLIENTS. PLEASE BE SURE TO READ ANY CONTRACT OR AGREEMENT CAREFULLY. IF YOU DO
NOT UNDERSTAND ANY TERMS OR PROVISIONS, CONSULT AN ATTORNEY.

IF YOU HAVE QUESTIONS OR ISSUES ABOUT THE ACTIVITIES OF A LICENCE HOLDER, THE COMPLAINT PROCESS, OR THE
RECOVERY FUNDS, PLEASE VISIT THE WEBSITE OR CONTACT TREC AT



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LAND CONSULTANTS TEAM

THANK YOU