



EXCLUSIVE OFFERING MEMORANDUM PLANNING AREA 8

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San Marcos, Texas | 16.8 Acres
Multi-Family Site
Up to 24 DU/ AC or 405 Units

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TRACE COMMERCIAL AND MULTI-FAMILY SITE PLAN



OFFERING OVERVIEW

DEVELOPER: Highpointe Communities, Inc.

PROPERTY OWNER: Highpointe Trace, LLC.

ASKING PRICE/ STRUCTURE: \$5,500,000

PURCHASE AND SALE AGREEMENT: Seller to provide Buyer with Purchase and Sale Agreement (“PSA”) upon Buyer Selection

DUE DILIGENCE: The Due Diligence Period will be forty-five (45) days and will commence upon Buyer acceptance and delivery of due diligence materials

DEPOSITS: An 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.

TITLE AND ESCROW: Title and Escrow company to be Corridor Title.

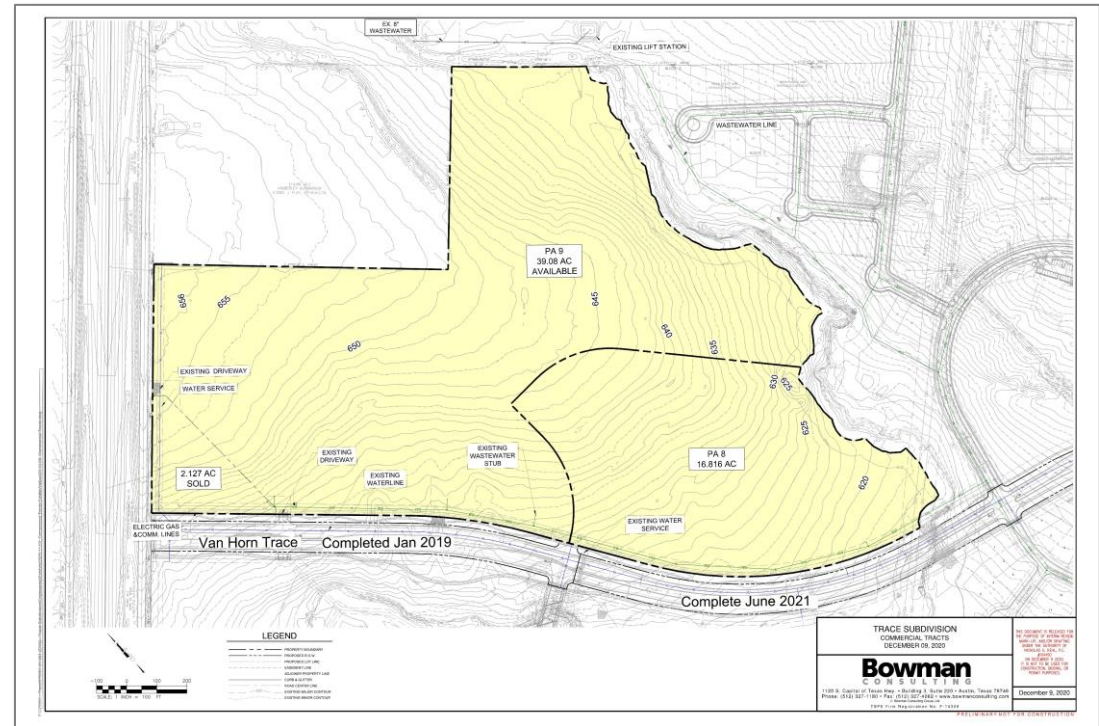
CLOSE OF ESCROW: Escrow shall close within fifteen (15) days following completion and waiver of Due Diligence. The site will be delivered as is.





PROPERTY DETAILS

- ACREAGE:** Planning Area 8 yields 16.8 acres of multi-family use.
- ZONING:** Trace Master Planned Development District PD-MF/GC 24 DU/ AC or up to 405 Units
- DESIGN GUIDELINES:** TRACE Master Plan and Planned Development District Standards Guidelines
- UTILITIES:** Water, Wastewater & Dry Utilities stubbed to the site
- FRONTAGE ROAD:** I-35 Access Road in place Van Horn Trace existing and extension to be complete in June 2021





PROJECT HIGHLIGHTS

- 420 Acres Master Planned Community
- San Marcos, Hays County, Texas
- Highly Visible Location from IH-35
- Zoning and Entitlements in place
- Direct access via Van Horn Trace to I-35

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 the Austin city limits and 30 miles north of the San Antonio city limits. The nation's 11th and 7th largest cities respectively. The site contains approximately 2,223 feet of frontage along I-35 with excellent visibility from the freeway. The Posey Road interchange began construction in 2019 and is scheduled for a grand opening in late 2021.

UTILITIES

Water, Wastewater & Dry Utilities provided to Planning Area 8 by Master Developer

ENTITLEMENTS

Trace is a fully entitled master planned community with Zoning and Public Improvement District in place. Construction of improvements serving multi-family site will be completed in late 2021.

ZONING

Trace Planned Development District

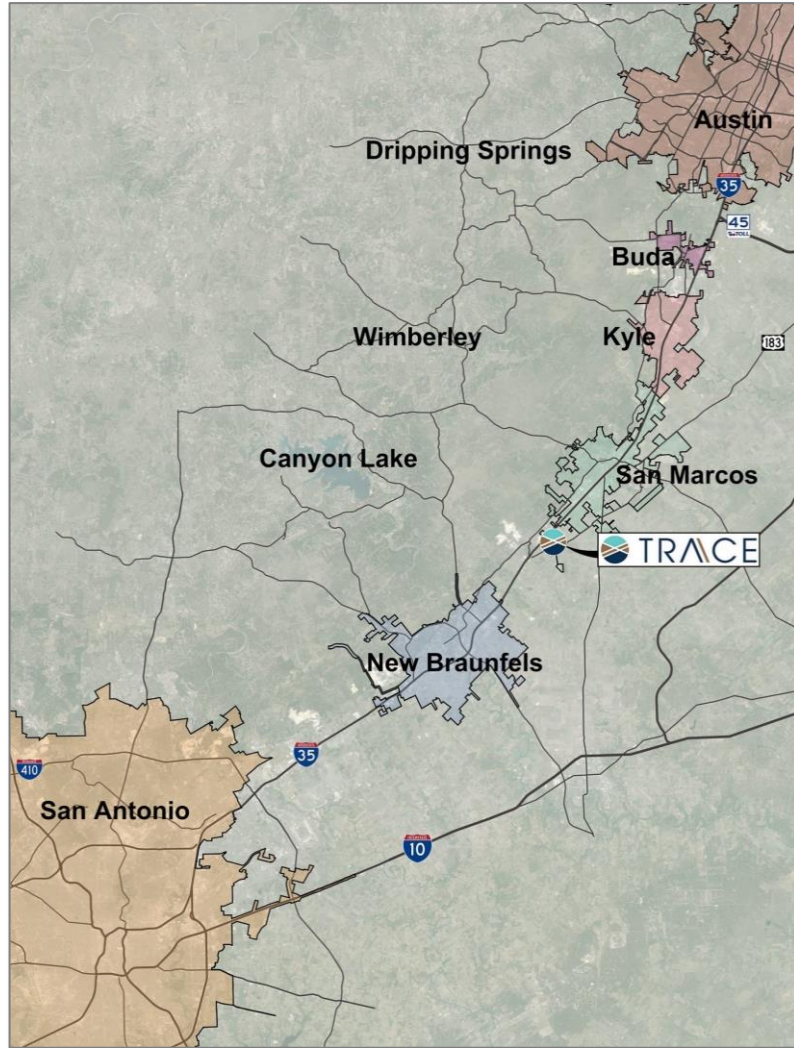
TRAFFIC COUNTS

87,800 Trips Per Day on I-35

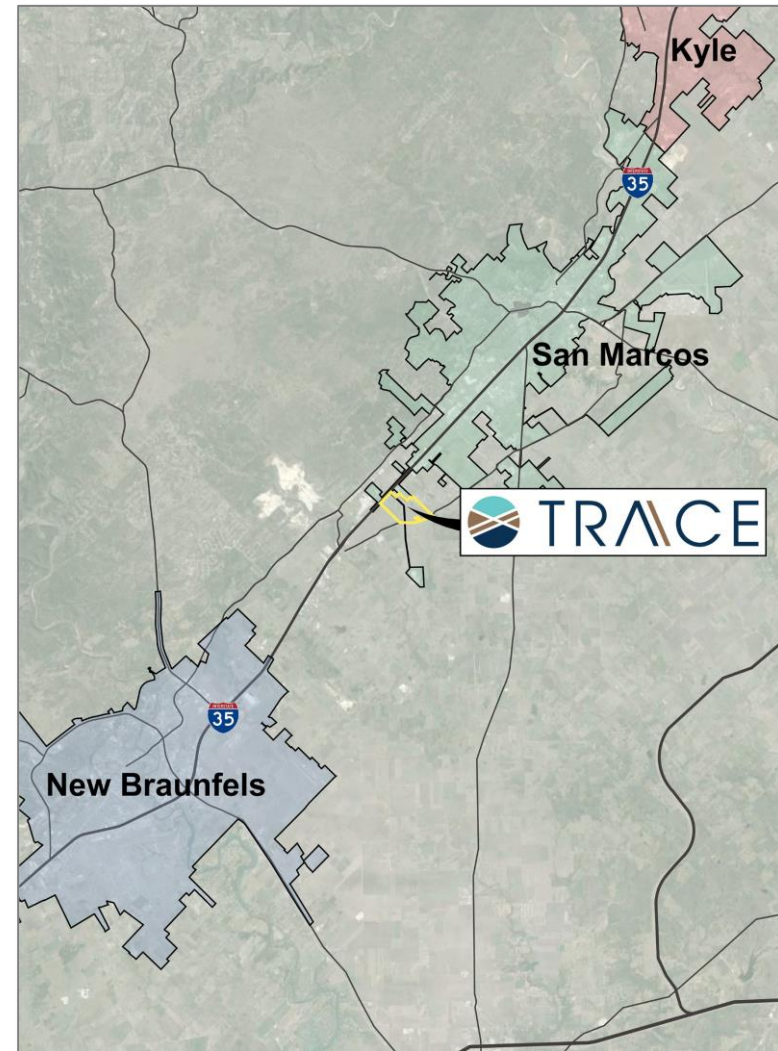




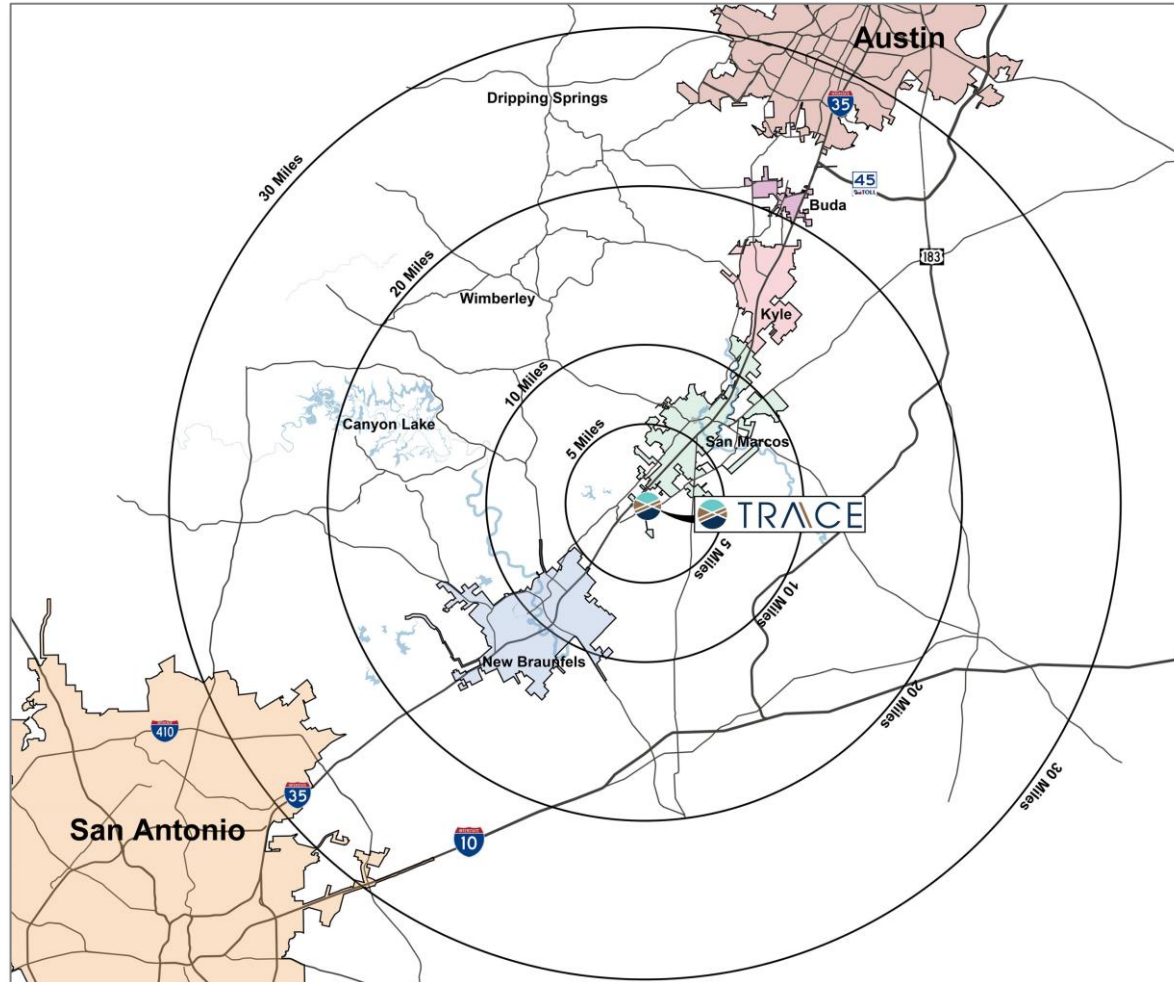
REGIONAL MAP



VICINITY MAP



REGIONAL COMMUTER MAP



PROPERTY INFORMATION



Trace is comprised of 420 acres of residential, general commercial/business park/corporate campus and retail commercial uses. The residential uses include approximately 1,000 single family home sites as well as two multifamily areas which are designed and approved for up to 731 units. With up to 1.2 million square feet of business and commercial uses, the project contains two retail community commercial sites totaling 12.6 acres; one neighborhood commercial with approximately 9.2 acres and a general commercial/business park/corporate campus with multi-family use on 58 acres.

JURISDICTION: Trace is located in the City of San Marcos.

SCHOOLS: San Marcos Consolidated Independent School District

UTILITIES: Water and Wastewater - City of San Marcos

NATURAL GAS: Centerpoint Energy

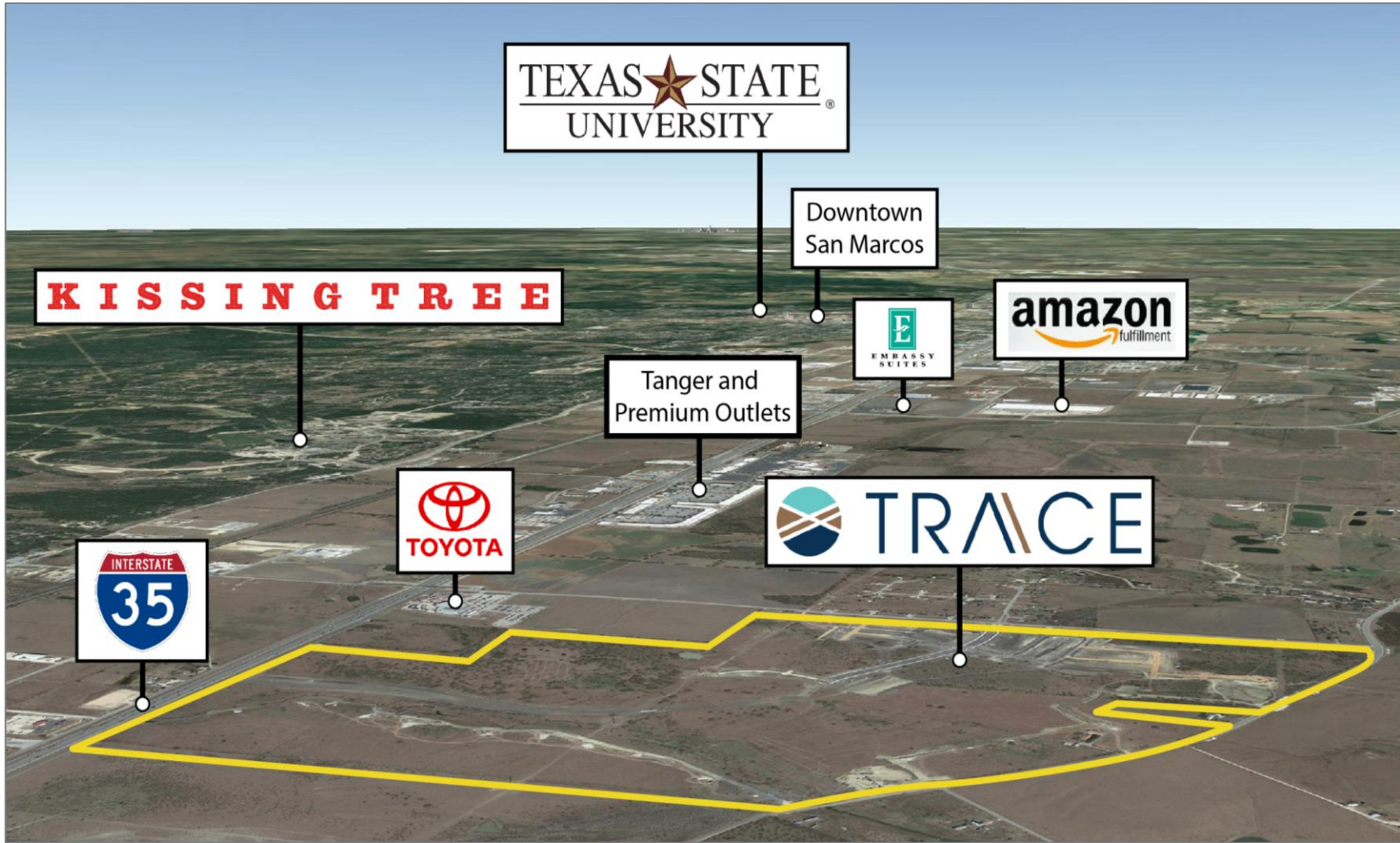
ELECTRICITY: Pedernales Electric Cooperative

INTERNET, CABLE AND PHONE: Century Link, Grande Communications

TOPOGRAPHY: Gently Rolling



VICINITY AERIAL PHOTO





SAN MARCOS STATISTICS



Trace is located within the City of San Marcos. San Marcos serves as the Hays County seat and, with an estimated population of 60,684¹, is the largest city in the county and has been 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 150,000)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. Over 46% of the population is between the ages of 20-34. The median age for San Marcos

is 24.1. 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 13 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 2.4 million. The unemployment rate is currently at 2.9%. (Bureau of Labor Statistics)

¹ In 2015 the US Census Bureau estimated the population of San Marcos to be 60,684

² US Census Bureau Statistic 2018

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 fourth annual survey of the "Best Places to Raise your Kids."

SAN MARCOS STATISTICS

San Marcos is one of the most affordable cities in the nation according to the Council for Community and Economic Research, which publishes the quarterly cost of living index for U.S. cities. The recently released cost of living index for the first quarter of 2014 shows that San Marcos has the 15th lowest composite index of all the participating cities. With a composite index of 86.7, San Marcos is 13.3% less expensive than the national average. Statewide, San Marcos is the 4th least expensive urban area. The city's index of 86.7 is higher than only three other Texas participating cities – Harlingen, Temple, and McAllen. The index for groceries (81.5) is the lowest in the state of all participating cities and housing costs (77.5) are also among the lowest. Among the major cities in the metro area, the San Marcos cost of living is 8.7% lower than Austin and 9.8% lower than Round Rock. (Council for Community and Economic Research) The educational attainment levels of the population 25 years and over in San Marcos are impressive. Over 85% of this population group is a high school graduate or higher while almost 31% have a Bachelor's degree or higher. (Census Bureau) These educational attainment percentages surpass those of the state of Texas.

Of the population in the state 25 years and over, 80.8% are high school graduates or higher while 26.3% have a Bachelor's degree or higher. (Census Bureau) There are 25 colleges and universities with a total enrollment of over 180,000 students within a 50-mile radius of San Marcos. (National Center for Education Statistics) With a strategic and convenient location, San Marcos is perfect for companies interested in having the benefits of major metropolitan areas, while operating in a smaller more cost-effective community. San Marcos has close proximity to two international airports, international seaports, major east/west interstates and the SH I-30 toll road, which provide optimal logistical connectivity to San Marcos' core industries.



SAN MARCOS SCHOOL DISTRICT

TRACE is in the San Marcos Consolidated Independent School District.
www.smcisd.net

Kindergarten- 5th Grades

Rodriguez Elementary at Trace
1481 Esplanade Parkway
San Marcos, TX 78666

6th- 8th Grades

Miller Junior High
301 Foxtail Run
San Marcos, Texas 78666

9th- 12th Grades

San Marcos High School
2601 Rattler Lane
San Marcos, Texas 78666



Rodriguez Elementary School at TRACE



San Marcos High School

LOCAL HIGHER EDUCATIONAL FACILITIES

TEXAS STATE UNIVERSITY

Texas State University is a public research university located in San Marcos, Texas, United States. Established in 1899 as the Southwest Texas State Normal School, it opened in 1903 to 303 students. Since that time it has grown into the largest institution in the Texas State University System and the fifth-largest university in the state of Texas with an enrollment of over 38,000 students for the 2019 fall semester. It has 10 colleges and about 50 schools and departments.

Texas State University had seen 19 consecutive years of enrollment growth, until this fall when total enrollment was relatively flat at 38,694 students. However, last fall, the university had its largest freshman class on record with 5,875 students, according to the college.



Texas State is classified as a research university with higher research activity by the Carnegie Foundation for the Advancement of Teaching and an emerging research university by the State of Texas.

The university is accredited by the Southern Association of Colleges and Schools (SACS). Faculty from the various college have consistently been given Fulbright Scholar grants resulting in Texas State being recognized as one of the top producing universities of Fulbright Scholars. The 36th President of the United States, Lyndon B. Johnson, graduated from the institution in 1930.

The university operates the Science, Technology and Advanced Research (STAR) Park, a 58 acre technology commercialization and applied research facility. The Forensic Anthropology Center at Texas State is one of the four extant body farms in the United States and the largest such forensics research facility in the world.

Texas State University's intercollegiate sports teams, commonly known as the Bobcats, compete in National Collegiate Athletic Association (NCAA) Division I and the Sun Belt Conference.

San Marcos is also home to Aquarena Center, the Meadows Center for Water and the Environment, the San Marcos National Fish Hatchery and Aquatic Resource Center, the A. E. Wood Texas Fish Hatchery, the San Marcos Nature Center, the Centro Cultural Hispano de San Marcos, and the Indigenous Cultures Institute.

From Wikipedia



REGIONAL HIGHER EDUCATIONAL FACILITIES

ST. EDWARD'S UNIVERSITY

St. Edward's University is a private, liberal arts Catholic university in the Holy Cross Tradition with more than 5,000 students. Located in Austin, Texas, with a network of partner universities around the world, St. Edward's is a diverse community that offers undergraduate and graduate programs designed to inspire students with a global perspective. St. Edward's has been recognized for 12 consecutive years as one of "America's Best Colleges" by U.S. News & World Report, and ranks in the top 15 of Best Regional Universities in the Western Region. St. Edward's has also been recognized by Forbes and the Center for College Affordability and Productivity. - *Wikipedia*

THE UNIVERSITY OF TEXAS AUSTIN

The University of Texas at Austin is a public research university and the flagship institution of the University of Texas System. Founded in 1881, its campus is located in Austin, Texas, approximately 1 mile from the Texas State Capitol. The institution has the nation's eighth-largest single-campus enrollment, with over 50,000 undergraduate and graduate students and over 24,000 faculty and staff.

UT Austin is consistently ranked among the country's top public universities. Nationally, UT Austin was ranked tied for 56th among all universities, and tied for 18th place among public universities, according to *U.S. News & World Report's* 2017 rankings. The university's property totals 423.5 acres for the Main Campus in central Austin and the J. J. Pickle Research Campus in north Austin. The main campus has 150 buildings totaling over 18,000,000 square feet.

The University of Texas at Austin is one of the most selective universities in the region. Relative to other universities in the state of Texas, UT Austin is second to Rice University in selectivity according to a Business Journal study weighing acceptance rates and the mid-range of the SAT and ACT. The University of Texas at Austin offers more than 100 undergraduate and 170 graduate degrees. In the 2009–2010 academic year, the university awarded a total of 13,215 degrees: 67.7% bachelor's degrees, 22.0% master's degrees, 6.4% doctoral degrees, and 3.9% Professional degrees. - *Wikipedia*



The University of Texas Austin



MAJOR LOCAL EMPLOYERS



Texas State University



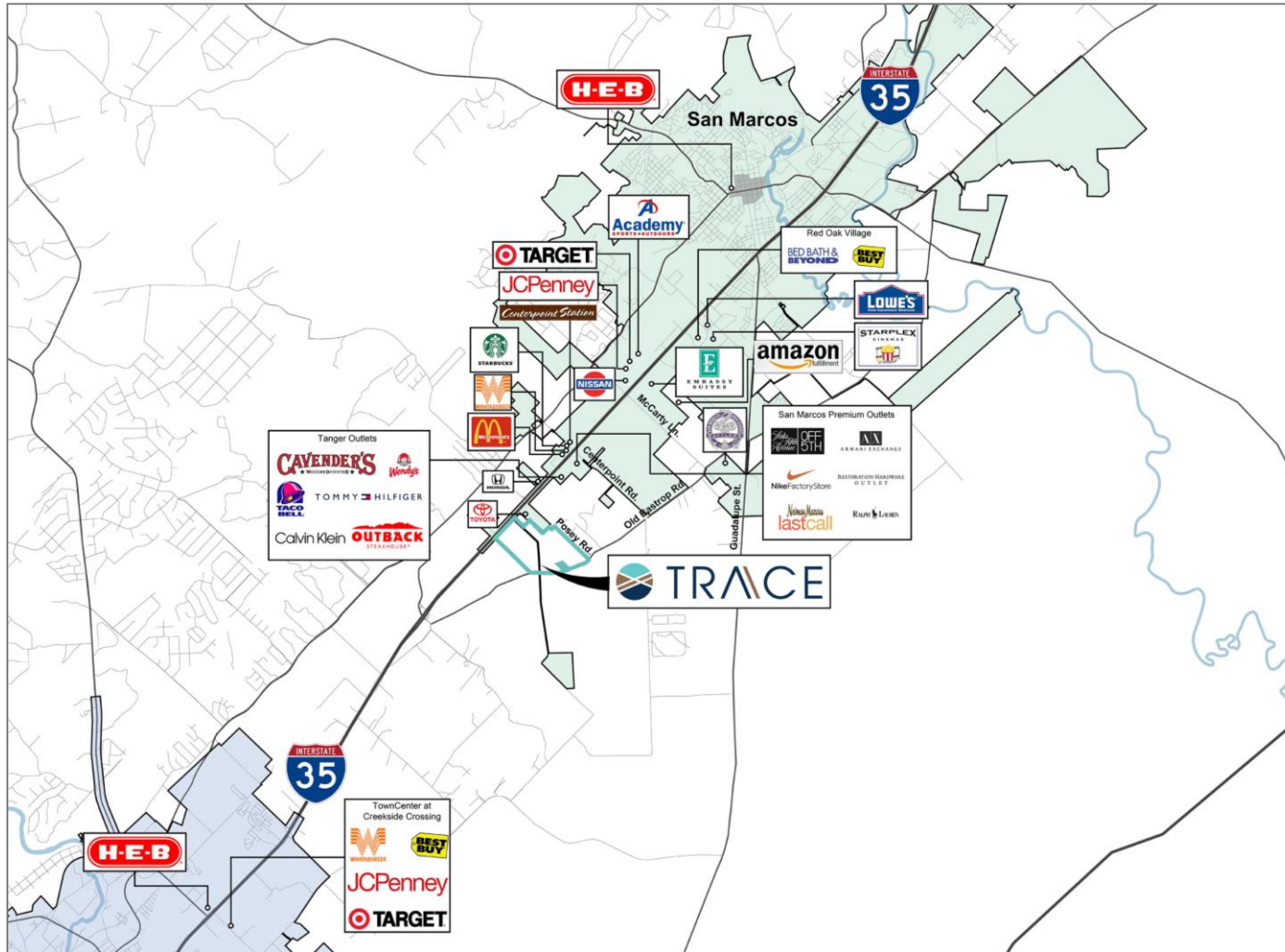
Amazon Fulfillment Center

Texas State University	3730
Amazon Fulfillment Center	3000
San Marcos Premium Outlets	1600
Tanger Factory Outlets	1540
San Marcos Consolidated Independent School District	1400
Hays County	885
CFAN	600
Christus Santa Rosa Hospital	675
HEB Distribution Center	750
City of San Marcos	660
One Support	450
Epic Piping	305
Thermon Manufacturing	345

- Greater San Marcos Partnership Website



MAJOR RETAIL SERVICES



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.



CHRISTUS SANTA ROSA HOSPITAL SAN MARCOS

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.

SAN MARCOS TREATMENT CENTER- SAN MARCOS

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.

- Greater San Marcos Partnership Website

CONTACT INFORMATION

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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



Information About Brokerage Services

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



TYPES OF REAL ESTATE LICENSE HOLDERS:

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

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

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

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

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

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

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

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.

- Must not, unless specifically authorized in writing to do so by the party, disclose:
 - that the owner will accept a price less than the written asking price;
 - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - 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.

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Buyer/Tenant/Seller/Landlord Initials	Date		