

retail

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Plum Creek Plaza

100% Leased Retail Center

1710 S Colorado St (US Hwy 183 South) | Lockhart, Texas 78644



PLUM CREEK PLAZA

Walgreens



AREA RETAILERS



- Pad site available to be sold or developed for additional income, as a value add part of the acquisition.
- 67% national brand tenancy on staggered lease expirations.
- At \$127.89 PSF, priced well below replacement cost.
- With the opening of the SH-130 tollroad, Lockhart is poised for explosive growth.

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Investment Summary

Price	
Price PSF	
Cap Rate	
Terms	Cash at Closing

Property Details

Property Address	1710 US Hwy 183 South Lockhart, Texas 78644
Location	East side of 183, just north of Walmart Supercenter
County	Caldwell
Gross Leasable Area	25,412 SF
Year Built	1986
Lot Size	+/-3.2318 Acres
Parking	134 Parking Spaces
Occupancy	100%
Number of Buildings	1
Number of Tenants	8
Lease Type	Triple Net

Property Highlights

- Pad site available to be sold or developed for additional income.
- 67% national brand tenancy on staggered lease expirations.
- With the opening of the SH-130 tollroad, Lockhart is poised for explosive growth.
- Lockhart is just 20 minutes from Austin, 30 minutes from San Antonio and 15 minutes to I-10 (highway to Houston).
- Traffic Counts:
US Highway 183 South: 18,392 VPD (TXDOT 2017)

Investment Summary

VALUE ADD OPPORTUNITY

- Allows opportunity to reposition tenants and/or redevelop shopping center

EXPANDED TRADE AREA

- Notable national retailers in the immediate trade area include Walmart Supercenter, HEB & Walgreens

ACCRETIVE FINANCIAL RETURNS

- Stable in place income with a weighted average remaining lease term of 3 years
- Strong development fundamentals with five (5) access points from US Hwy 183



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Tenant Information**HIBBETT SPORTS®**

GAME TESTED. ATHLETE APPROVED.™

Company Website: <http://www.hibbett.com/>

Headquarters: Birmingham, Alabama

Publicly Traded: (NASDAQ: HIBB)

Hibbett Sports, Inc. operates sporting goods stores in small to mid-sized markets in the South, Southwest, Mid-Atlantic and Midwest regions of the United States. The Company operates approximately 1,040 stores in over 30 states, which consists of approximately 1,020 Hibbett Sports stores and over 20 Sports Additions athletic shoe stores. It sells merchandise of various brands, such as Nike, Under Armor, Reebok, Adidas, Easton, The North Face and Yeti. It maintains a single wholesale and logistics facility in Alabaster, Alabama. Hibbett Sports stores offer a merchandising mix of localized apparel, footwear, equipment and accessories. Sports Additions store consists of a merchandising mix of athletic footwear, and caps and a limited assortment of apparel. Hibbett Team Sales, Inc. (Team), a subsidiary of the Company, is a supplier of customized athletic apparel, equipment and footwear to school athletic programs in Alabama and parts of Georgia, Florida and Mississippi.

Company Website: <http://www.factory-connection.com/>

Headquarters: Guntersville, Alabama

Company Type: Private

With more than 300 stores in 16 states and growing rapidly, Factory Connection is a destination shopping experience for many customers. Factory Connection offers a wide selection of brand name fashions for Juniors, Misses, Plus, Men's and Young Men's, along with accessories and shoes. Buying from the industry's leading fashion manufacturers allows Factory Connection to offer name brand and specialty store fashions at prices that are 25% to 70% below regular retail. Because the company ships new merchandise twice a week every week – sometimes based on special limited-quantity purchases – customers know that frequent shopping pays big dividends. Factory Connection provides the opportunity to find the latest fashions at the right price, offering a great shopping experience for small to mid-size communities. The company's stores range from 2,500 to 7,500 square feet, with convenient locations that include downtown areas, strip centers and regional malls. Based in Alabama and with 1,300 total employees, Factory Connection operates from our corporate offices and 70,000 square-foot distribution center.

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Tenant Information



Company Website: <https://www.anytimefitness.com/>

Headquarters: Woodbury, Minnesota

Company Type: Private

Anytime Fitness is a 24-hour health and fitness club. The company operates over 3,000 franchised locations in 20 countries. The gym facilities are open 24 hours a day, 365 days out of the year. Anytime Fitness is based in Woodbury, Minnesota. According to Forbes, Anytime Fitness was the fastest growing health club franchise in 2014. In 2015, Entrepreneur Magazine ranked Anytime Fitness first on its global franchise list. Anytime Fitness currently has gym locations in all 50 US states, Canada, Mexico, Australia, New Zealand, United Kingdom, Ireland, Grand Cayman, Poland, the Netherlands, Spain, Qatar, India, Chile, Japan, Singapore, Malaysia and the Philippines. In 2012, the company had 120 employees. Approximately 100 of them were located in Hastings, Minnesota.



Company Website: <https://www.boostmobile.com>

Headquarters: Irvine, California

Company Type: Private

Boost Mobile LLC operates as a prepaid wireless carrier. The company offers phones and devices, account management, and device support services; accessories; and plans and services. It offers international calling, phone insurance, referral program, buyback program, deployed military program, and other services. The company serves customers through retail stores, independent wireless dealer locations, and a TV home shopping network in the United States. It also offers products online. The company was founded in 2000 and is based in Overland Park, Kansas. Boost Mobile LLC operates as a subsidiary of Nextel of California, Inc. Operating on the Nationwide Sprint 3G Network for data and the Nationwide Sprint Network for voice services, both reaching more than 281 million people respectively, as well as the nationwide Sprint 4G LTE Network, which reaches more than 280 million people

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Company Website: <http://www.security-finance.com/>
 Headquarters: Spartanburg, South Carolina
 Company Type: Financial Institution

Continental Credit is a subsidiary of Security Finance, offering small installment loans through their local branch offices in 14 states throughout the country. Established in 1955 by founder Jesse Bridges, Security Finance has thrived on a customer first business model and offer income tax services in addition to their financing. The Continental Credit Lockhart office has been located in the Plum Creek Plaza for approximately 10 years, and operates under the name Maverick Finance.

CHINA PALACE

Company Type: Restaurant

China Palace is a small local restaurant that specialized in Chinese and seafood cuisines. The China Palace in Lockhart, Texas has occupied their location in the Plum Creek Plaza for approximately 20 years. China Palace's diverse cuisine offers a unique experience to the residents of Lockhart, as it is the only Chinese restaurant in the city.

GUADALAJARA MEXICAN RESTAURANT

Company Type: Restaurant

Guadalajara is a well-known local restaurant in Lockhart offering interior Mexican and Tex-Mex cuisine. Guadalajara has occupied this location for over five years and is showered in positive reviews from various food review resources. Their popular food and authentic Mexican atmosphere has caused Guadalajara to be one of the most well renowned restaurants in Lockhart.

BEAUTY HAIR NAILS TAN

Company Type: Salon

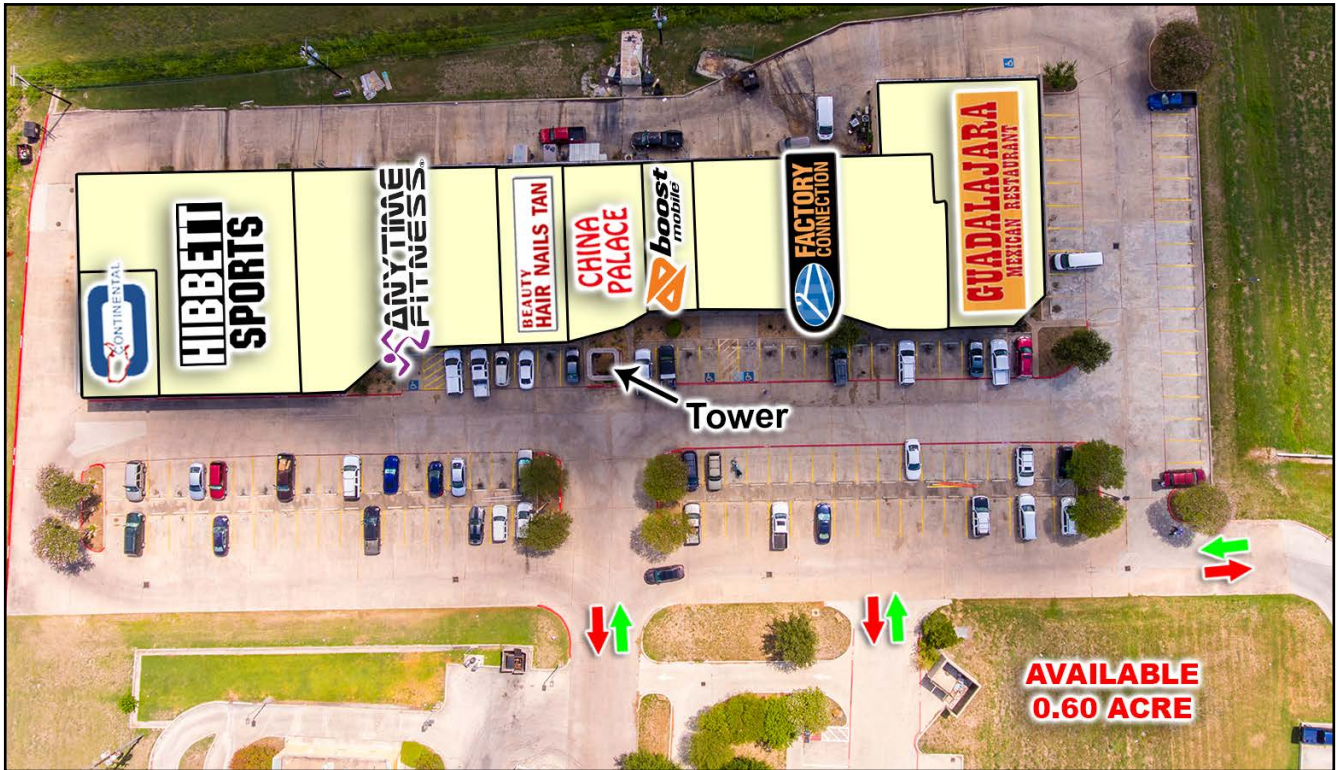
Beauty Hair Nails & Tan provides an array of salon services in Lockhart, TX. Tenant of Plum Creek Plaza since 2000, the salon has well-established client base within the community. Services offered include haircuts and colors, manicures and pedicures, waxing and tanning services.

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Site Plan



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Retail Aerial

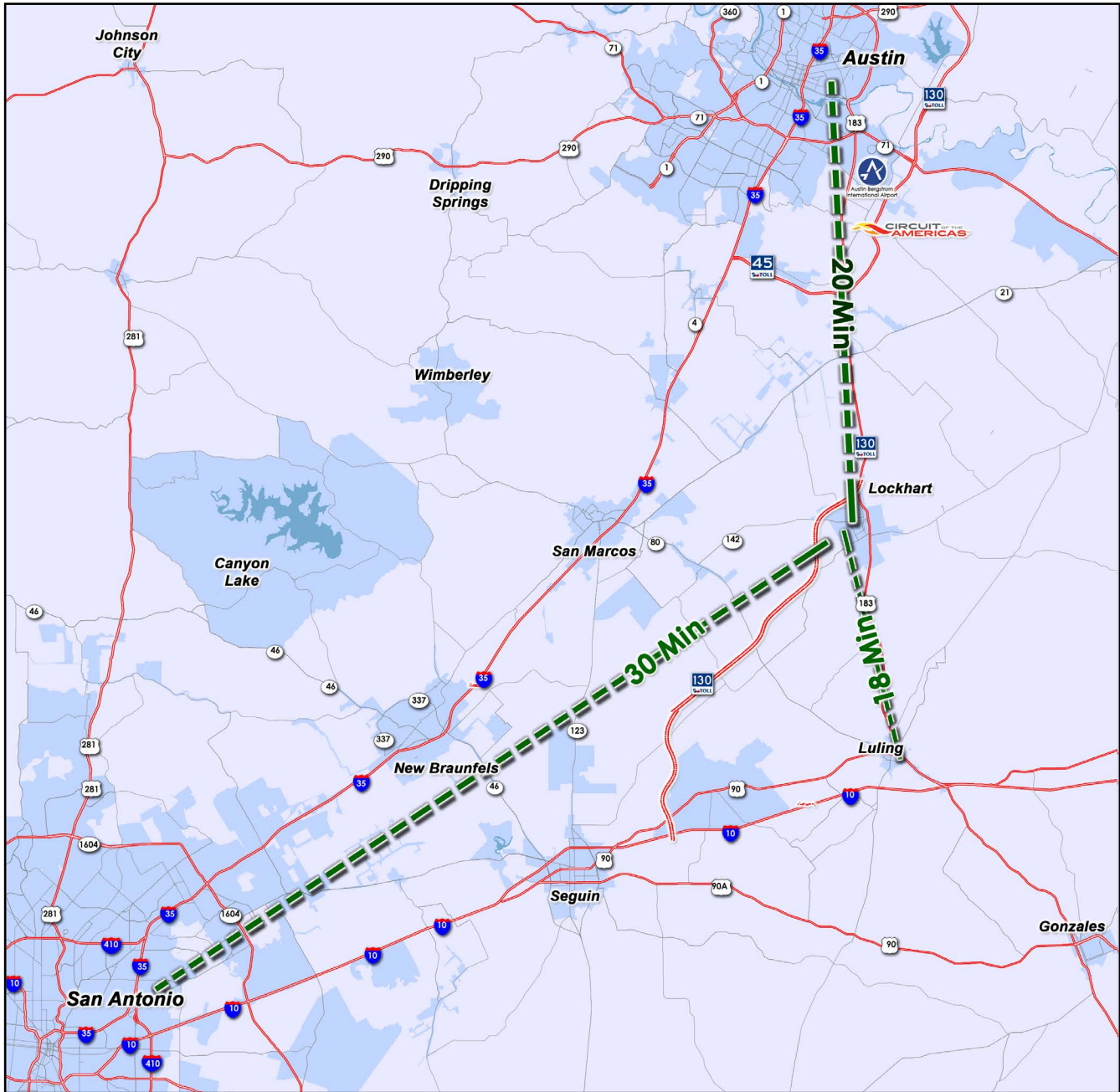


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Distance Map



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Greater Austin Region

THE NATION'S NEXT METROPOLIS TAKES SHAPE ALONG IH 35 GROWTH CORRIDOR

The IH 35 corridor between Austin and San Antonio has been the fastest growing region in the country since 2010. Within this "growth corridor" lies three of the country's top ten most rapidly growing counties that consist of more than 100,000 residents. The population of the Austin region- Bastrop, Caldwell, Hays, Travis, and Williamson county- experienced a growth rate of over 16% from 2010 to 2015. Up from the 2010 Census of 1.6 million, the population within the "growth corridor" was 1.9 million in 2015.

The Austin Metropolitan area has been the obvious anchor of the growth seen in this region. Since 2000, employment in the Austin area has expanded 52.3%, 15 percentage points more than either Dallas-Ft. Worth or Houston.

The Austin area has experienced growth at a rate faster than any other large metro in the nation, **but far more impressive is the growth that the area's suburbs have experienced over the past decade.**

Moving south, down the IH-35 "growth corridor" lies Hays County, the fastest growing county within in the region. Situated primarily on the west side of the IH 35 "growth corridor," Hays County contained 177,500 residents in 2015, up 21% from 16,377 residents in 2010.

Located within Hays County, the City of Buda has certainly felt the affects of the growth in the Austin region, specifically that of Hays County. From 2010 to 2015, Buda experienced growth at a rate over 6.1%, making it the 20th fastest growing city in America among cities with a population of more than 5,000.

Home to Texas State University, the City of San Marcos has also experienced record growth over the past decade. San Marcos, seat of Hays county, acquired 11,430 residents from 2010 to 2015, resulting in a growth rate of 26.4%, and increasing the population from 43,282 to 54,712 residents. In recent news, the city announced that four major residential projects on the city's east side could bring as many as 4,000 new single-family homes and various multifamily housing and retail properties.

Sources Include: Kotkin, Joel. "America's Next Great Metropolis Is Taking Shape In Texas." Forbes (2016); Theis, Michael. "Austin remains population magnet — but growth in the 'burbs is far swifter." Austin Business Journal (2016)

REGIONAL HIGHLIGHTS

- Within the region lies 3 of the country's top 10 most rapidly growing counties
- Employment in the Austin region has expanded 52.3%, since 2000
- Hays County's population increased 21% from 2010 to 2015
- Buda was ranked the 20th fastest growing city in the nation (with less than 5,000), recorded at 64.1% from 2010 to 2015
- San Marcos experienced a growth rate of 26.4% from 2010 to 2015
- Caldwell County experienced a growth rate of 5.1% from 2010 to 2016
- The City of Lockhart's annual growth rate increased over 45% since 2010

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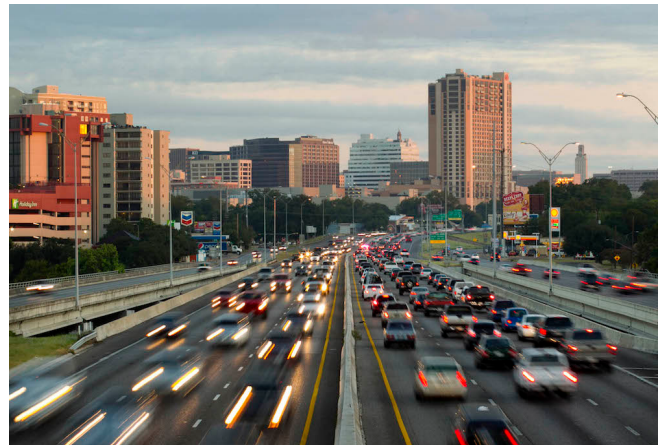
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Greater Austin Region

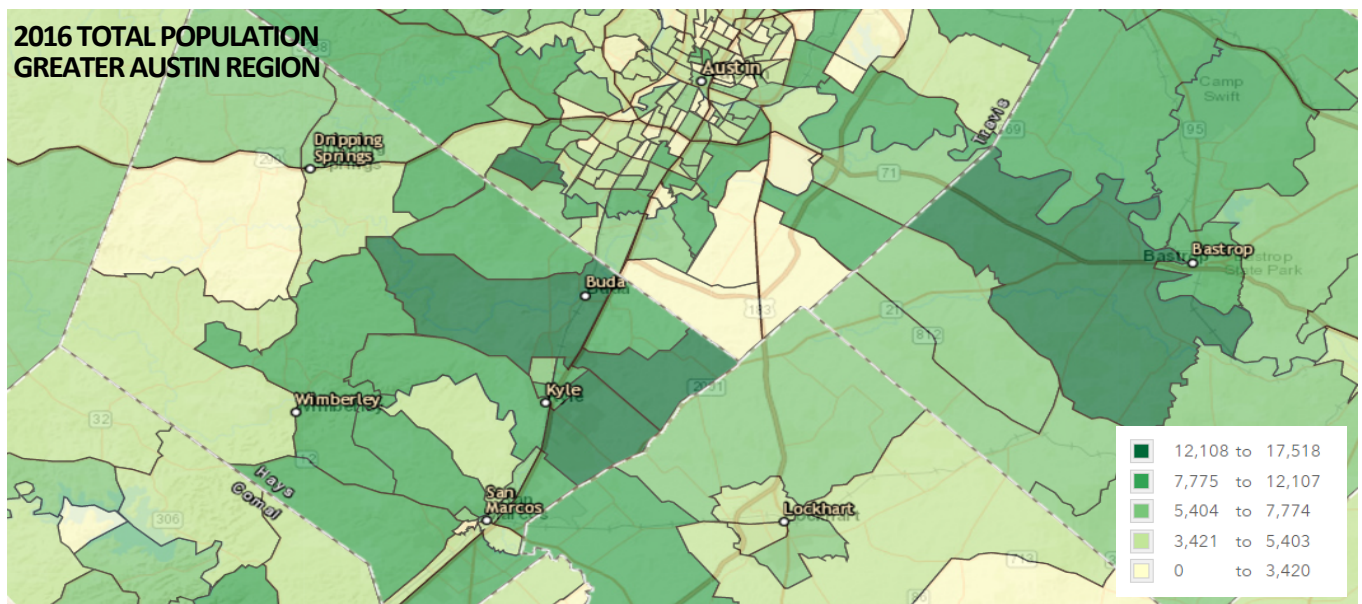
THE NATION'S NEXT METROPOLIS TAKES SHAPE ALONG IH 35 GROWTH CORRIDOR

This impressive influx of growth has continued to travel down the IH-35 corridor, reaching less concentrated, more rural areas such as Caldwell County. Situated primarily on the east side of the IH 35 "growth corridor," Caldwell County has experienced a growth rate of 5.1% from 2010 to 2016, reflecting an influx of 1,931 residents. The area has now grown to a total of 41,606 residents, with a substantial portion of the county's population residing in the City of Lockhart.



The City of Lockhart has been one of the largest beneficiaries of the growth stemming from the Austin area. The City of Lockhart's annual growth rate has increased over 45% since 2010, producing a population of 13,699 residents in 2016. Due to its close proximity to Austin and SH 130, Lockhart currently is undergoing a variety of development projects including multi-family residential projects, industrial and retail developments, and major infrastructure improvements along US 183. Serving as a central node within the expanding region, Lockhart has become a target for a number of business looking to relocate their facilities.

**2016 TOTAL POPULATION
GREATER AUSTIN REGION**



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A tech sector ... in Lockhart? Chemical processor aims to bring high-paying jobs to Caldwell County - Tax breaks, reimbursement for infrastructure part of the deal

Lockhart is known for its barbecue and smalltown vibe.

The exciting technology sector, with its high-paying jobs doing research and development, has always been an Austin thing about 30 minutes down the road — but that may change because the Caldwell County town is poised to welcome a new high-salary employer to the area.

A company called Visionary Fiber Technologies Inc. plans to invest \$6.75 million in a headquarters and research and manufacturing facility in Lockhart.

VFT is upgrading a 30,000-square-foot warehouse at 1400 FM 20 East in eastern Lockhart. Executives hope to have the facility operational later this year.

“From our standpoint, every community in the region looks for research and development types of activity,” said Lockhart Economic Development Corp. Executive Director Robert Tobias. “This could be the start of our technology sector.”

VFT’s business model is based off processing the chemical byproducts of making corn ethanol and executives say they can remove unwanted elements at a higher rate than existing methods. They claim their reactor technology will allow producers to more efficiently make refined products, such as distillers-grade corn oil, that can, in turn, be sold again.

“It’s going to be a very unique business that hopefully attracts incredible talent,” said John Kinzer, president and CEO of Visionary Fiber Technologies.

Kinzer wants to use the warehouse to house VFT’s administrative offices plus R&D operations. There would also be space to manufacture their units and demonstrate their methods to prospective clients. And there’s room for expansion.

“It was perfect for us because it would not only meet our needs today, but in the future,” Kinzer said.

EEA Consulting Engineers designed the mechanical, electrical and plumbing systems in the new facility.

Kinzer said Lockhart’s location was attractive because other members of VFT’s original team live in Austin, Bastrop and San Marcos. The person who holds the patents underlying the technology works at Texas State University.

“By establishing a tech company here, it will hopefully attract other technology companies to come to this area,” Kinzer said.

The average annual wage would be \$75,000, according to city documents. Under an economic development agreement approved by Lockhart City Council on Aug. 21, the project would create and retain 70 full-time jobs in its first 10 years.

“They’re going to be the highest-paying employer in the county,” Tobias said.

Tobias said such an addition could create new types of housing and education demands. And, as a Texas State alum, he is excited about boosting ties between Lockhart and the research university next door, with “spin-off opportunities” in other specialized research areas possible.

“It will allow us to continue building... collaboration with Texas State,” Tobias said. “We have this great resource down the road.”

The Lockhart Economic Development Corp. is providing up to \$427,500 in incentives, mainly through reimbursing infrastructure and other development costs. The city will also offer property tax rebates over 10 years worth about \$236,000.

And there could be incentives from Caldwell County as well, according to Tobias and LEDC documents.



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The City of Lockhart is located within 30 miles south of Austin, 65 minutes from northeast San Antonio, and two hours west of Houston. As the county seat of Caldwell County, the City of Lockhart is situated just southeast of one of the fastest-growing regions of Texas, the Austin-San Antonio Corridor.

Lockhart has a small-town atmosphere but has taken advantage of big opportunities, such as the new State Highway SH-130, the reliever route to I-35. Located with the Austin-Round Rock-San Marcos Core Based Statistical Area (CBSA), residents of Lockhart have various local employment options and access to additional, higher paying jobs in Austin via the State Highway SH-130. The total population of the Austin-Round Rock-San Marcos (CBSA) is currently estimated at 2,029,901 with 958,242 of that within the city of Austin, itself. Growth within the Austin-Round Rock-San Marcos CBSA has been strong over the past decade with a net gain of 780,101 residents since 2000 (+62.42%), and an additional 295,093 residents are anticipated through 2020 (+14.54%).

Lockhart is an authentic Texas small town with character and charm. The city is best known as the “Barbecue Capital of Texas,” but in recent years, the town of nearly 14,000 has undergone a renaissance thanks to an increase of new shops and restaurants in its charming downtown square and an influx of musicians and artists who have fled Austin’s high cost of living. Throughout the past decade, the city has become a popular location for big-budget films like *Transformers 4*, *Bernie*, *Second Hand Lions* and TV series like *The Leftovers*. Many Austin residents make the short commute to Lockhart regularly to sample its famous Texas barbecue, but there is much more to this rural community to keep people coming back. With local and state parks, libraries, museums, and a robust school system, there is much to do and enjoy for residents and visitors.

Additionally, the City of Lockhart directly benefits from the fact that the State of Texas has no personal or corporate income tax. Overall, the state has one of the lowest state and local tax burdens in the nation, ranking 47th in taxes paid per \$1,000 of personal income.

BUSINESS CLIMATE

Prepared for a diversified economy, this bustling area features three industrial parks, job training, and a well-trained and educated labor base. Lockhart is growing with well-planned development, and the community is eager to diversify its economy by strengthening an industrial base.

The target industry sectors identified by the city of Lockhart include Advanced Manufacturing & Materials; Aerospace & Aviation; Clean Technology; Corporate & Professional Operations; Life Sciences; and Supply Chain Management.

MAJOR EMPLOYERS

Company	Type of Operation	# of Employees
1. Lockhart ISD	School District	646
2. Serta Dormae Manufacturing	Manufacturing	280
3. Wal-Mart	Retail	225
4. Management & Training Corp.	Prison	195
5. HEB Food Store	Grocery	154
6. Pegasus Schools, Inc.	Residential Treatment Center	149
7. Livengood Feeds Inc.	Feed Manufacturing	70

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Business Recruitment and Expansion Efforts:

The City of Lockhart has garnered attention from various companies in the central Texas area due to its' proximity to Austin and the accessibility to SH 130. In 2016, the City of Lockhart another major employer, **Pure Castings Company**. A well-established metallurgic production company, Pure Castings Company will bring in over 75 jobs. Lockhart has also drawn the attention of condiment manufacture **Hill Country Foodworks**, who will bring in approximately 25 jobs to the area. In the near future, Lockhart plans to add a new research firm that will provide an additional 20 jobs, and a culinary factory that the city hopes will promote an atmosphere that is enticing to young aspiring culinary students. Steady commercial development is occurring near SH 130 and Hwy 183, in addition to the redevelopment of the downtown corridor. This development has initiated the purchase of some of the older structures in the area, creating a more lively and engaging downtown scene.

HEALTHCARE

Lockhart is home to several institutions that are a part of the Seton Healthcare Family. There is the Seton Heart Institute, a prestigious medical institution specializing in a wide variety of cardiac procedures, Seton Orthopedic & Sports Medicine center, a facility specializing in rehabilitation of bones and joints, the Seton Family of Doctors, a primary care practice that provides general medical care for the families of Lockhart, and Seton Lockhart Family Health, providing urgent care and routine healthcare services who works closely with the nearby Seton Edgar B. Davis facility located in Luling, Texas. There are also a pair of emergency medical service stations and an array of private practices in the downtown area.

Hospitals and Extensive Health Care Services:

Seton Heart Institute

Seton Orthopedic & Sports Medicine

Seton Family of Doctors

Seton Lockhart Family Health

Seton Lockhart Specialty Clinic

Lockhart EMS Stations 1 & 2

Source: Lockhart Economic Development Corporation

EDUCATION

Lockhart ISD has experienced an average of 3.7% annual growth since 2011. Currently 5,699 students are enrolled with the largest influx of students in the last 10 years coming in 2016, adding 306 students to the district. Lockhart ISD features five elementary schools, Alma Brewer Strawn Elementary, Bluebonnet Elementary, Clear Fork Elementary, Navarro Elementary, and Plum Creek Elementary. Students in grades 6th through 8th grades will attend Lockhart Junior High, and 9th graders will attend the Lockhart High School Freshman Campus, also known as the M.L. Cisneros Campus. Lockhart ISD students grades 10th through 12th will attend Lockhart High School. Lockhart also features an educational program specific for at-risk students or students who have dropped out of the traditional public school system call Pride High School. This program is geared to assist struggling student in completing their education and earning their high school diploma.

Source: Lockhart ISD

Higher Education:

The city of Lockhart is located within 30 miles of six institutions of higher learning, including Texas State University, The University of Texas, Concordia College, St. Edward's University, Huston-Tillotson College, and Austin Community College. Lockhart is also equipped with its own Technology Center offering a large variety of computer training and video conferencing college courses.

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ACCOLADES:

- Lockhart was deemed the "Barbecue Capital of Texas" Texas House Resolution No. 1024, 76th Legislature, Regular Session (1999).
- The City of Lockhart ranks "Top 10 Best Southern BBQ" by USA Today (2015).
- Austin-Round Rock- San Marcos CBSA ranks No. 1 "Best Places to Live" by U.S. News and World Report (2017).
- Austin-Round Rock – San Marcos CBSA ranks No. 9 among "Top 15 cities with the most high-tech jobs" by 24/7 Wall St (2017).
- Austin-Round Rock – San Marcos CBSA ranks No.5 in U.S. and No.1 in Texas for "Top Cities to See the Most Economic Growth in 2016" by Bloomberg (2015).



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Austin, Texas

Austin is the Best Place to Live in the USA in U.S. News 2017 ranking.

(U.S. News & World Report, 2/7/17)



Texas is the No. 4 State for Business, up from 6th place in 2015. (Forbes, 11/16/2016)



Austin ranked No. 1 Best Place to Start a Business (CNBC, August 2016)



Travelers love Austin—Austin ranks 2nd in destination experience satisfaction study.

(J.D. Power, 10/19/16)



Austin, with population projected to nearly double, will be the Fastest Growing Large Metro through 2040. (American City Business Journals, 10/11/16)

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Austin, Texas

AUSTIN, TEXAS

DEMOGRAPHICS

Austin has experienced steady population and economic growth over the past two decades.

The total population of the Austin-Round Rock-San Marcos Core Based Statistical Area (CBSA) is currently estimated at 2,029,901 with 958,242 of that within the city of Austin,

itself. Growth within the Austin-Round Rock-San Marcos CBSA has been strong over the past decade, with a net gain of 780,101 residents since 2000 (+62.42%), and an additional 295,093 residents are anticipated through 2020 (+14.54%).



ECONOMY

The Austin-Round Rock CBSA is becoming known as an attractive alternative to high-priced areas like California's Silicon Valley, and has attracted the attention of many large hi-tech companies that continue to contribute to Austin's tremendous growth. Some examples include the future Apple campus expansion and other hi-tech

companies including Dell, HP, IBM, Cisco Systems, Xerox, Oracle, Intel, Google, and 3M.

Austin directly benefits from the fact that the State of Texas has no personal or corporate income tax. Overall, the state has one of the lowest state and local tax burdens in the nation, ranking 47th in taxes paid per \$1,000 of personal income.

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Austin, Texas

2017 MAJOR RELOCATIONS & EXPANSIONS

Company	Type of Operation	Jobs Created	Location	Type of Ac
Ericsson	Application-specific IC design center	120	Austin	New
Facebook	Social networking service's online operations center (sales/marketing)	1,000	Austin	Expanded
Main Street Hub	Social media solutions (Hdq.)	400	Austin	Expanded
Siemens Building Technologies	Energy management products digital service center	130	Austin	New
Merck & Co.	Pharmaceutical company's IT innovation center	600	Austin	New
Homeway	Online vacation home rentals (Hdq.)	2,000	Austin	Expanded

Best Housing Markets for Millennials 2016

Rank	City, State	Millennials Percent of Population	Percent of Movers That are Millennials	Millennial Movers Median Household Income	1st Time Homebuyers Qualifying Income	Millennial Movers Homeownership Rate	Millenni Move Homeown Rate Change
1	Austin, Texas	17.7%	29.4	\$ 51,810	\$ 43,635	19.4%	1.2%
2	Charleston, South Carolina	15.8%	24.5	\$ 47,903	\$ 41,369	21.7%	-1.4%
3	Denver, Colorado	16.1%	27.7	\$ 50,923	\$ 56,234	21.6%	-1.7%
4	Minneapolis, Minnesota	15.0%	27.3	\$ 55,066	\$ 38,087	28.7%	2.5%
5	Ogden, Utah	14.7%	24.6	\$ 54,608	\$ 29,005	40.2%	9.9%
6	Portland, Oregon	15.0%	26.7	\$ 44,792	\$ 51,847	17.1%	3.9%
7	Raleigh, North Carolina	14.1%	25.7	\$ 49,892	\$ 37,815	28.4%	0.6%
8	Salt Lake City, Utah	16.6%	27.2	\$ 51,930	\$ 43,345	24.0%	-4.5%
9	Seattle, Washington	16.2%	29.0	\$ 64,294	\$ 64,645	19.5%	4.4%
10	Washington, D.C.	15.7%	28.3	\$ 69,874	\$ 69,576	20.8%	2.3%

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Demographics

	3 miles	5 miles	10 miles
Population Summary			
2000 Total Population	11,929	13,086	20,018
2010 Total Population	13,081	14,461	23,076
2018 Total Population	14,553	16,122	26,710
2018 Group Quarters	1,351	1,444	1,486
2023 Total Population	15,565	17,240	28,952
2018-2023 Annual Rate	1.35%	1.35%	1.63%
2018 Total Daytime Population	12,722	13,977	20,408
Workers	5,506	5,792	6,432
Residents	7,216	8,185	13,976
Household Summary			
2000 Households	3,694	4,132	6,462
2000 Average Household Size	2.83	2.81	2.86
2010 Households	4,177	4,678	7,560
2010 Average Household Size	2.81	2.78	2.85
2018 Households	4,699	5,268	8,792
2018 Average Household Size	2.81	2.79	2.87
2023 Households	5,056	5,664	9,554
2023 Average Household Size	2.81	2.79	2.87
2018-2023 Annual Rate	1.48%	1.46%	1.68%
2010 Families	2,986	3,360	5,514
2010 Average Family Size	3.33	3.29	3.34
2018 Families	3,334	3,756	6,374
2018 Average Family Size	3.37	3.32	3.39
2023 Families	3,575	4,026	6,909
2023 Average Family Size	3.38	3.34	3.40
2018-2023 Annual Rate	1.41%	1.40%	1.63%
Housing Unit Summary			
2000 Housing Units	3,962	4,448	7,046
Owner Occupied Housing Units	56.4%	58.0%	63.8%
Renter Occupied Housing Units	36.9%	34.8%	27.9%
Vacant Housing Units	6.7%	7.1%	8.3%
2010 Housing Units	4,608	5,171	8,410
Owner Occupied Housing Units	55.3%	56.9%	62.7%
Renter Occupied Housing Units	35.4%	33.6%	27.2%
Vacant Housing Units	9.4%	9.5%	10.1%
2018 Housing Units	5,124	5,755	9,624
Owner Occupied Housing Units	54.5%	55.9%	61.8%
Renter Occupied Housing Units	37.2%	35.6%	29.6%
Vacant Housing Units	8.3%	8.5%	8.6%
2023 Housing Units	5,542	6,207	10,424
Owner Occupied Housing Units	56.0%	57.5%	63.5%
Renter Occupied Housing Units	35.2%	33.8%	28.1%
Vacant Housing Units	8.8%	8.7%	8.3%
Median Household Income			
2018	\$46,237	\$47,701	\$50,552
2023	\$52,718	\$53,593	\$56,145
Median Home Value			
2018	\$139,327	\$144,527	\$148,756
2023	\$169,356	\$178,212	\$190,005
Per Capita Income			
2018	\$23,539	\$23,975	\$24,729
2023	\$26,532	\$27,078	\$28,297
Median Age			
2010	35.9	36.1	36.5
2018	36.8	37.0	37.5
2023	37.5	37.7	38.4

Listing Team

Robby Eaves, CCIM | Senior Vice President

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With a background in manufacturing and logistics as well as the food and beverage industry, Robby joined Retail Solutions in 2014 in the Austin office. He is primarily focused on development projects, site selection for tenants, and commercial investment acquisitions and dispositions. Prior to joining Retail Solutions, he spent six years as an Associate Vice President at REOC Austin where he represented tenants in the leasing and sale of retail and industrial properties, build-to-suit industrial facilities and development consulting.

As a long-time Austin resident, Robby has developed an in-depth knowledge of the Austin MSA retail and industrial markets. He exclusively represents tenants like Bailey Banks & Biddle, Mezzeme, and Good Feet. He is an active member of the Real Estate Council of Austin (RECA), the Central Texas Commercial Association of Realtors (CTCAR) and is a member of the International Council of Shopping Centers (ICSC). Robby currently serves as the education committee chair of the Central Texas Chapter of Certified Commercial Investment Members (CCIM).

Phil Morris | Assistant Vice President

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512.617.0352



Phil Morris, a native Austinite, joined Retail Solutions as an intern in September 2013 after earning his real estate license. For ten years, Phil toured the nation as a professional musician with an independent band. He was responsible for overseeing every aspect of the business including organizing tours and events, finances, overhead, and marketing. During this time, he also managed several businesses as well as successfully developing a marketing strategy for a new catering business.

When Phil decided to make a career shift, he realized that growing up in Austin provided him a unique perspective into the development of the city from a humble college town into one of America's most sought after cities. Combining this knowledge with his natural affinity for sales led him to pursue a career in commercial real estate. Since becoming an Associate, Phil is now the tenant representative for multiple local businesses including Dos Batos Tacos. He is also a member of the International Council of Shopping Centers (ICSC) and Real Estate Council of Austin (RECA).

11-2-2015



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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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