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PROPERTY VALUATION

PRESERVE  
WEST  
CAPITAL 

Gold's Gym  
San Marcos, TX | Austin MSA

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

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## PROPERTY HIGHLIGHTS



- 15-Year Net Lease to Corporate Gold's Gym
  - ~12 Years Remaining
  - 10% Rental Escalation in April 2021
  - High Membership Count Gold's Gym with No Competition in Market
- Internet-Resistant National & Regional Tenant Mix in Shopping Center
  - Experience Oriented Users Such as Gyms & Theaters Inured Against E-Commerce Shifts
- Robust Co-Tenancy Within Mixed-Use Student Housing Anchored Development
  - Includes 233 Units, 515 Beds, and 33,872+ Square Feet of Retail Space
  - Fewer than 20% of Texas State University Students Live on Campus
  - Additional Tenants Within Center include Chuy's, Blaze Pizza, McAlister's Deli & More
- San Marcos Ranked Fastest-Growing City in the U.S. 3 Out of the Last 6 Years
- Excellent Demographics within Rapidly Expanding Austin Suburb
  - Total Daytime Population of 70,959 within 5 Mile Radius
  - Annual Rate of 3.08% Since 2010
- Multiple Pylon Signs Visible from I-35, Thorpe Lane & Springtown Way – Combined 142,413 AADT
- Excellent Visibility and Access in Dense Retail Hub
  - Neighboring Anchor Tenants Include H-E-B, Walmart Supercenter, Walgreens, Hobby Lobby, CVS, and more
- Less than Half a Mile from Texas State University's Flagship Campus
  - Enrollment of More than 38,000
  - Neighbors Numerous Major Sporting Facilities for the University, Including Football, Basketball, and Baseball Stadiums
- 30 Minute Drive to Austin CBD & 50 Minute Drive to San Antonio CBD
- No State Income Tax in Texas



## PRICE

**\$6,251,000**

6.65% CAP Rate

## Location

The property is located at 1180 Thorpe Ln #120, San Marcos, Texas.

## Lot Size

Approximately 6.767 acres or 294,771 square feet.

## Improvements

A 50,466 square foot retail building. **Gold's Gym** comprises 42,000 square feet with a new roof and 20-year long-term roof warranty.

## Parking

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

## Lease

Leased for 15 years to **Gold's Texas Holdings Group, Inc.** from March 3, 2016 through March 31, 2031 at an initial annual rent of \$415,700. There are three (3) five-year options to renew the lease. Rent is to increase by 10% every 5 years and at the start of each option period. The lease is net with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including roof, structure, and parking lot, as well either a management fee not to exceed 3% of EGR or an administrative fee equal to 5% of CAM costs, at Landlord's discretion. Increases in controllable CAM costs are capped at 5% annually on a non-cumulative basis.

## Net Annual Income

Years	Annual Rent	Return
<b>1-5</b>	<b>\$415,700</b>	<b>6.65%</b>
6-10	\$455,280	7.28%
11-15	\$500,220	8.00%
16-20 (Option 1)	\$550,220	8.00%
21-25 (Option 2)	\$605,220	9.68%
26-30 (Option 3)	\$665,700	10.65%

## Financing

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





Dallas-based Gold's Gym has more than 3 million members worldwide.



Based in Dallas, **Gold's Gym** is one of the largest gym brands in the world, with more than 700 locations in 28 countries spread across six continents. The chain has more than 3 million members worldwide, and is consistently among the highest ranked health and fitness center brands for customer satisfaction according to JD Power and Associates. The company was one of the first retail gyms to gain popularity in the 1970s, and has remained a leader in the now \$84 billion global fitness industry. Though the brand began with a focus on weight training and body-building, over the last fifty years the gyms offerings have involved to include popular boutique-style studio classes, group training, and personal training services. The company has been awarded the Global Franchise Award for Best Fitness Franchise by the International Franchise Association for two years in a row, and is ranked #33 in Entrepreneur Magazine's global franchise rankings.

**Gold's Texas Holdings Group, Inc.**, the lease entity, is a corporate subsidiary of Gold's Gym, which operates more than 40 Gold's Gym locations throughout Texas, primarily in the greater Austin area.

For more information, visit [www.goldsgym.com](http://www.goldsgym.com).

# SITE PLAN









AERIAL

WEST VIEW

DOWNTOWN  
SAN MARCOS

SAN MARCOS  
PUBLIC  
LIBRARY  
CITY HALL

UNIVERSITY  
EVENTS CENTER

TEXAS STATE  
UNIVERSITY

The rising STAR of Texas  
(~38,000 students)

TXST  
TEXAS STATE

Bobcat Ballpark  
& Stadium

E Hopkins St (22,898 AADT)

THE SPOT  
CINEMA EATERY & SOCIAL HAUS

THE LYNDON™  
SPRINGTOWN

Office DEPOT

BLAZE PIZZA  
McALISTER'S  
DELI

Springtown Way

KOBE  
JAPANESE STEAK HOUSE

Chuy's

Wendy's

KFC

GOLD'S  
GYM

Walgreens

AT&T

H-E-B

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

TWIN LIQUORS  
FINE WINE & SPIRITS  
H&R BLOCK  
Total Nutrition

TACO CABANA  
MEXICAN PERPETUATE

IHOP  
RESTAURANT

INTERSTATE  
35  
Frontage



AERIAL

SOUTHEAST VIEW

**Walmart**  
Supercenter

**HOBBY LOBBY**  
**TRACTOR SUPPLY CO.**  
**DQ**  
**SALLY'S**  
**BOOKS**  
**SUBWAY**  
**CVS/pharmacy**

INTERSTATE  
**35**  
(118,902 AADT)

**IHOP**  
RESTAURANT

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

**McDonald's**

**TACO CABANA**

**Wendy's**

**KFC**

**E Hopkins St**  
(22,898 AADT)

**GOLD'S GYM**

**amazon** fulfillment

**SAN MARCOS**  
PREMIUM OUTLETS<sup>SM</sup>  
A SHOP CENTER

**TARGET**

**Michaels**  
Where Creativity Happens<sup>SM</sup>  
**SPECS**  
**Academy**  
SPORTS+OUTDOORS

**TWIN LIQUORS**  
FINE WINE & SPIRITS

**H&R BLOCK**

**TotalNutrition**  
America's Nutrition • Weight Loss • Wellness

**AT&T**

**THE SPOT**  
CINEMA EATERY  
SOCIAL HAUS

**THE LYNDON**  
SPRINGTOWN

**KOBE**  
STEAKHOUSE

**BLAZE PIZZA**  
**McALISTER'S**  
DELI

**AMERICA'S BEST**  
CONTACTS & EYEGLASSES

**Summer Moon**  
Great Clips for hair<sup>SM</sup>

**Springtown Way**

**Office DEPOT**



## ABOUT THE AREA



## The Lyndon

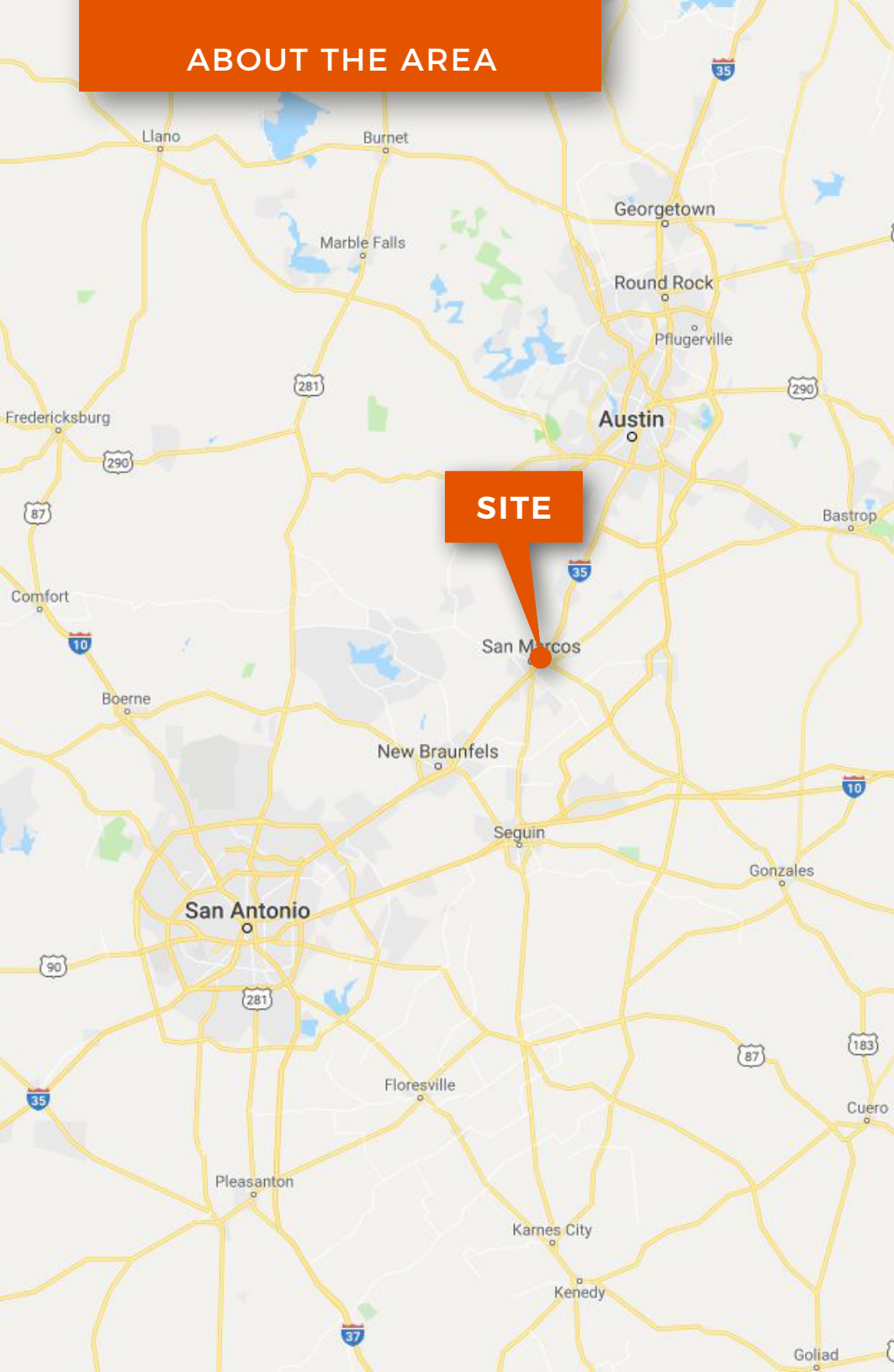
The subject property is located outparcel to The Lyndon, a mixed-use student housing project completed in summer 2019. The project includes more than 33,872 square feet of retail space and 233 student housing units with a total of 515 beds. More than 925 retail and residential parking spaces are available onsite. The project will draw on its close proximity to the rapidly growing Texas State University campus, which has set new enrollment records annually for the last 19 consecutive years. The campus currently enrolls nearly 38,000 students and is projected to reach 42,000 students by 2020. Only 19% of students live in on-campus housing at the university, with the remaining 81% flocking to private student housing options and apartment complexes near the school. The site will benefit from its close proximity both to the university campus and numerous sporting facilities, including the football stadium, track and field stadium, ballpark, and basketball and volleyball stadium.

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





## ABOUT THE AREA



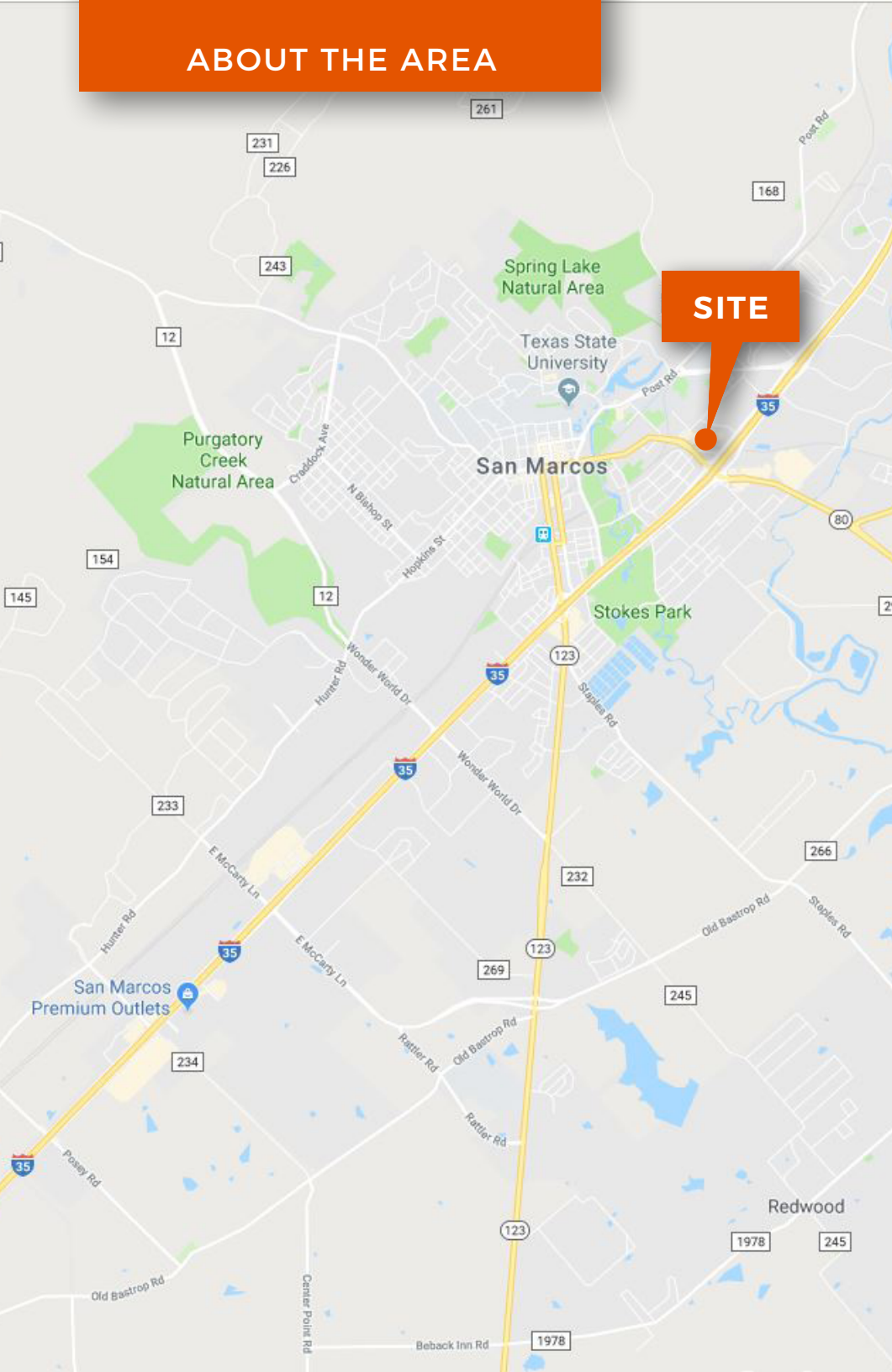
## General Overview

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

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

Centrally located along I-35, San Marcos's strong infrastructure makes it an ideal hub for commerce and industry. The San Marcos economic development corporation has focused on attracting additional businesses in the Aviation, Aerospace, Security, & Defense, Business Services, Material Sciences, Information Technology, Life Sciences, and Regional Distribution sectors. In 2016, Amazon opted to build an 855,000 square foot distribution center just off of I-35 in San Marcos. In April 2017, Urban Mining Company announced plans to develop a 100,000 square foot state-of-the-art rare earth magnet manufacturing facility and headquarters in San Marcos. The company anticipates the facility will be fully operational by 2018 and will bring at least 100 advanced manufacturing and high-tech jobs to the region. The Greater San Marcos Partnership has been recognized as a top Economic Development Organization in Texas as well as one of the top 50 economic developers within the U.S..

## ABOUT THE AREA



## Site Information

The subject property is ideally located with excellent access and visibility within the Springtown Shopping Center near the intersection of Springtown Way (2,420 AADT) and Thorpe Lane and the junction of East Hopkins Street (22,898 AADT) and Interstate 35 (130,693 AADT), a major regional arterial. Pylon signs for the center are visible from I-35 and Thorpe Lane, providing additional visibility to the subject property. The site benefits from excellent demographics with a total daytime population of 70,959 within a five-mile radius with an annual growth rate of 3.08% since 2010 and a projected annual rate of 2.77% through 2023. Average household income within five miles of the site is \$54,430. Note that these numbers do not include the area's student population of over 38,000.

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

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





# 1180 Thorpe Ln | San Marcos, TX 78666



2010-2018 ANNUAL GROWTH RATE

**3.08%**



STUDENT POPULATION

**~40,000**

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

Population Summary	1 Mile	3 Miles	5 Miles
2010 Total Population	10,085	41,821	56,399
2019 Total Population	11,835	50,499	72,155
2024 Total Population	13,016	56,922	82,879
<b>2019-2024 Annual Rate</b>	<b>1.92%</b>	<b>2.42%</b>	<b>2.81%</b>
2024 Total Daytime Population	16,179	53,521	72,907
<b>Average Household Income</b>			
2019	\$36,114	\$47,632	\$54,976
2024	\$40,179	\$53,465	\$61,899
<b>Average Home Value</b>			
2019	\$161,987	\$197,582	\$214,926
2024	\$182,148	\$228,616	\$243,445

Top Employers	# of Employees
Amazon	3,650
Texas State University	3,100
San Marcos Premium Outlets	1,700
Tanger Factory Outlets	1,600
San Marcos CISD	1,300
Hays County	820
CFAN	810
Central Texas Medical Center	700
H.E.B. Distribution Center	700
City of San Marcos	700



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