

LA VERNIA CROSSING

LA VERNIA, TX

9,425 SF EXPANSION

NOW LEASING



REPRESENTING THE OWNER

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STOP

38

Big news: La Vernia and Texas are tops for business in America

La Vernia may not seem big when compared with the Lone Star State, but what it lacks in size, it makes up for in impact.

La Vernia, according to lendedu.com, is ranked:

•No. 3 in “The Best 100 Towns in Texas for Starting a Small Business” — just behind Perryton and Boerne!

•No. 53 in the Top 500 places in the United States to start a small business.

Now that’s *big* news!

According to Texas Gov. Greg Abbott in a CNBC op-ed in July, Texas has the fastest-growing economy in the nation.

“More Texans are working than ever before as the Lone Star State leads in private-sector job creation — over the

month, over the year, and over the past 10 years,” Abbott said. Jobs in Texas are now on pace for the strongest growth in four years, he added.

In Abbott’s four years as governor, the Texas economy has been spurred by cutting taxes and regulations, investing in the state’s roads and infrastructure, and focusing on developing a world-class workforce.

“It’s no surprise then that Texas is also growing faster than the nation,” the governor said. More than half of the state’s population growth is from newly born Texans. “And Texas is by far the ‘stickiest’ state: More than 8 in 10 of those born in Texas stay in Texas.”

Freedom is a magnet.

Limiting government restrictions helps pro-

vide the opportunity to succeed.

The state’s greatest natural resource is its growing, skilled, and productive workforce. This has made Texas the top exporting state, the top tech-exporting state, and the top state for jobs created by foreign and domestic investment. When all the goods and services produced by the people and businesses in the Lone Star State are combined, Texas has an annual GDP of \$1.7 trillion, making the Texas economy the 10th-largest among the nations of the world.

When given the freedom to aspire, Texans risk their own capital and invest in themselves and others by opening businesses large and small. New business formation in Texas is at a five-year

high. Start-ups, Fortune 500 companies, and more than 2.6 million small businesses are growing here. Texas is ranked by CEOs as the best state for doing business — for the 14th year in a row.

As one Texas entrepreneur puts it: “If you like big ideas ... build your business in Texas.”

Abbott plans to continue fostering this growth.

“Texas remains focused on the formula for success: reforming taxes, removing regulatory barriers, encouraging participation in the sharing economy, improving our education system, and securing Texans’ freedom — because liberty is the root of prosperity,” the governor stated.

“That is a blueprint for success for Texas and any state in the nation.”

Secondary Markets Become the Primary Growth Strategy

Was brick-and-mortar bound and gagged by the pandemic? Hardly. Key market locations are being fought over and retailers are heading to smaller markets in order to grow.

BY BILL WRIGHT

Physical retail has been tested in recent years, from the growth of e-commerce to the impact of COVID restrictions on non-essential stores. Many have questioned whether brick-and-mortar can continue to thrive in the years ahead.

Well, 2021 answered that question with a resounding “yes” when the sector delivered its best performance in five years.

According to CBRE, retailers aggressively added locations last year, accounting for 99 million square feet of net expansion nationally, the highest total since 2016. The amount of retail space available tightened and rents rose 1.6%, thanks in part to curtailed retail construction in recent years. This doesn't sound like a doomed sector.

Landlords sitting on prime locations in top-tier markets found that they had multiple deals to choose from. And retailers found they sometimes had to outbid rivals for coveted space.

Within this competitive environment, retailers have shifted strategies to target secondary markets for new expansion plans. Previously, if a retailer planned to open 10 stores, they may have only looked at primary markets. Now, a retailer may split these stores evenly between secondary and primary markets or open the majority in secondary markets.

CBRE's transaction activity reflected this in 2021: more leasing growth in secondary markets. Why is this a viable approach to increase retail sales? There are several reasons.

1. Population Shifts.

COVID changed the way we live and work. While offices and urban centers still play a vital role in our future, many people have realized that they can work from different locations. Population movement generally led out of several urban cores during the pandemic and into many secondary markets and suburbs of major cities. This activity has bolstered markets like Austin, Phoenix, Nashville and Tampa. Retailers are now looking to these markets to capitalize on these changing demographics.

2. Minimal Brand Building Needed.

The expansion of e-commerce has benefited retailers in many ways, including better brand awareness. Even if a retailer lacking a physical store in a given city or state, its name can still be well-known by consumers there who've shopped its e-commerce channels. Retailers use these channels to pinpoint where their customers are and



add stores there. This allows them to open fewer but better locations in a new market, rather than taking a blanket approach relying on traditional signage.

3. Less competition.

As previously mentioned, choosing to open new stores in several secondary markets rather than one major market gives retailers flexibility and limits the competition they face. Rather than entering a bidding war for one property, it's best to look at several across multiple markets and find better price points.

Of course, each retailer will have a different take on which new markets are the best for growth. For those looking to expand, these are some of the top considerations.

Demographics and psychographics include traditional factors like population, income, education, and employment, as well as behavioral insights such as expenditures, leisure activities, and media preferences. Analyzing this robust population data can provide retailers deep insights into their best customers.

Massive mobile data is aggregated data used to track the movement of mobile devices. That can be translated into actionable insights about the aggregate movement and shopping habits of entire trade areas of customers. For example, massive mobile data can reveal how far and how often customers travel to a retailer's stores.

An analysis of all of these factors helps to guide a national development blueprint to identify and prioritize optimal markets for development—including those outside major metropolitan areas.

Secondary markets are gaining clout within the retail sector. With the help of technology and data, retailers no longer are beholden to gateway markets for brand awareness. Throughout the next several years, we will witness retailers taking advantage of the elevated mobility of the U.S. population to follow their customers wherever they might be.

BILL WRIGHT is Senior Managing Director, Retail Advisory Services in the Americas



PROPERTY INFORMATION

PROPERTY: La Vernia Crossing Center Expansion

LOCATION: FM 1346 at US Highway 87 West
La Vernia, TX

LAND SIZE: 10.211 Acres

EXISTING SPACES: 22,104 SF. (100% Leased)

EXPANSION: 9,425 SF

BAY DEPTHS 65 Feet

PARKING SPACES 56 for expansion space

ZONING C-1. City of La Vernia
830-779-5441

TRAFFIC COUNT: US Highway 87 West: 17,026 VPD
FM 1346 South: 9,142 VPD

SIGNAGE: Monument on FM 1346. Subject to availability.
Small Panel \$50.00 Monthly
Large Panel \$100.00 Monthly

MINIMUM LEASE TERM: Five (5) years

LEASE RATE: \$24.00 SF Annually, NNN. End cap with double drive thru lanes
\$21.50 SF Annually, NNN. End cap with no drive thru
\$21.00 SF Annually, NNN. In line space

EXPENSES: Common Area Maintenance, Real Estate Taxes, and Insurance
estimated at \$6.55 SF Annually

FINISHOUT ALLOWANCE: \$30.00 SF TI Allowance

UTILITIES: All utilities are available. Lessee is responsible for retaining an
engineer to confirm location, accessibility and capacity for
Lessee's intended use.

DEMOGRAPHICS: Available upon request.

AGENCY: Osborne Properties represents the owner.

**INFORMATION ABOUT
BROKERAGE SERVICES:** Included in this package.



Mesquite Bean

Day Care

HEB CENTER

Whataburger

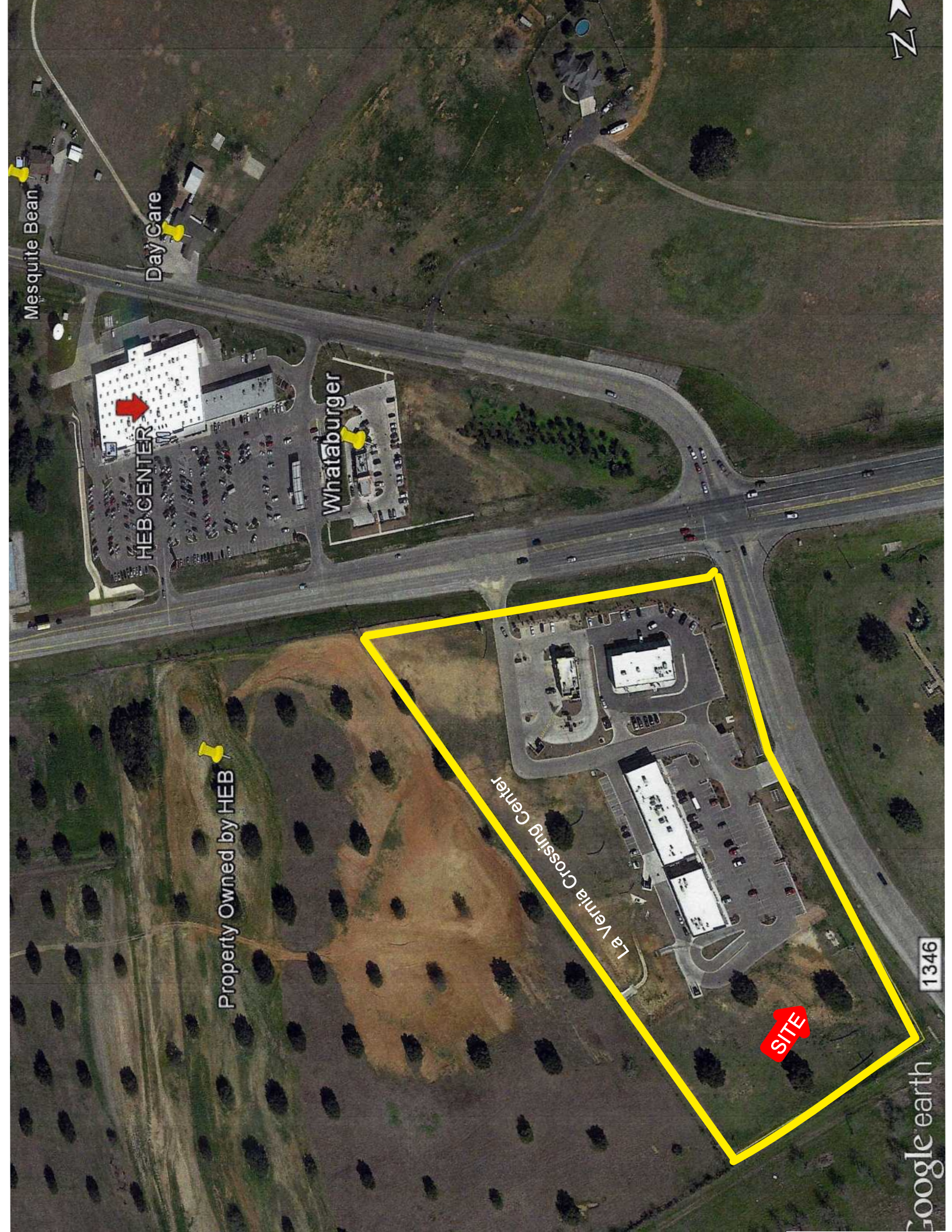
Property Owned by HEB

La Veria Crossing Center

SITE

1346

Google earth



TENANT ROSTER

Lot 1:

9,425 SF NOW LEASING EXPANSION

Lot 2:

Detention Pond

Lot 3:

Best Western Motel

Lot 4:

Auto Zone

Lot 5 B:

Golden Chick

Lot 5 A:

Taco Bell

SG Nails

AT&T

Lot 6:

WB Liquors & Wine

LV Emergency Clinic

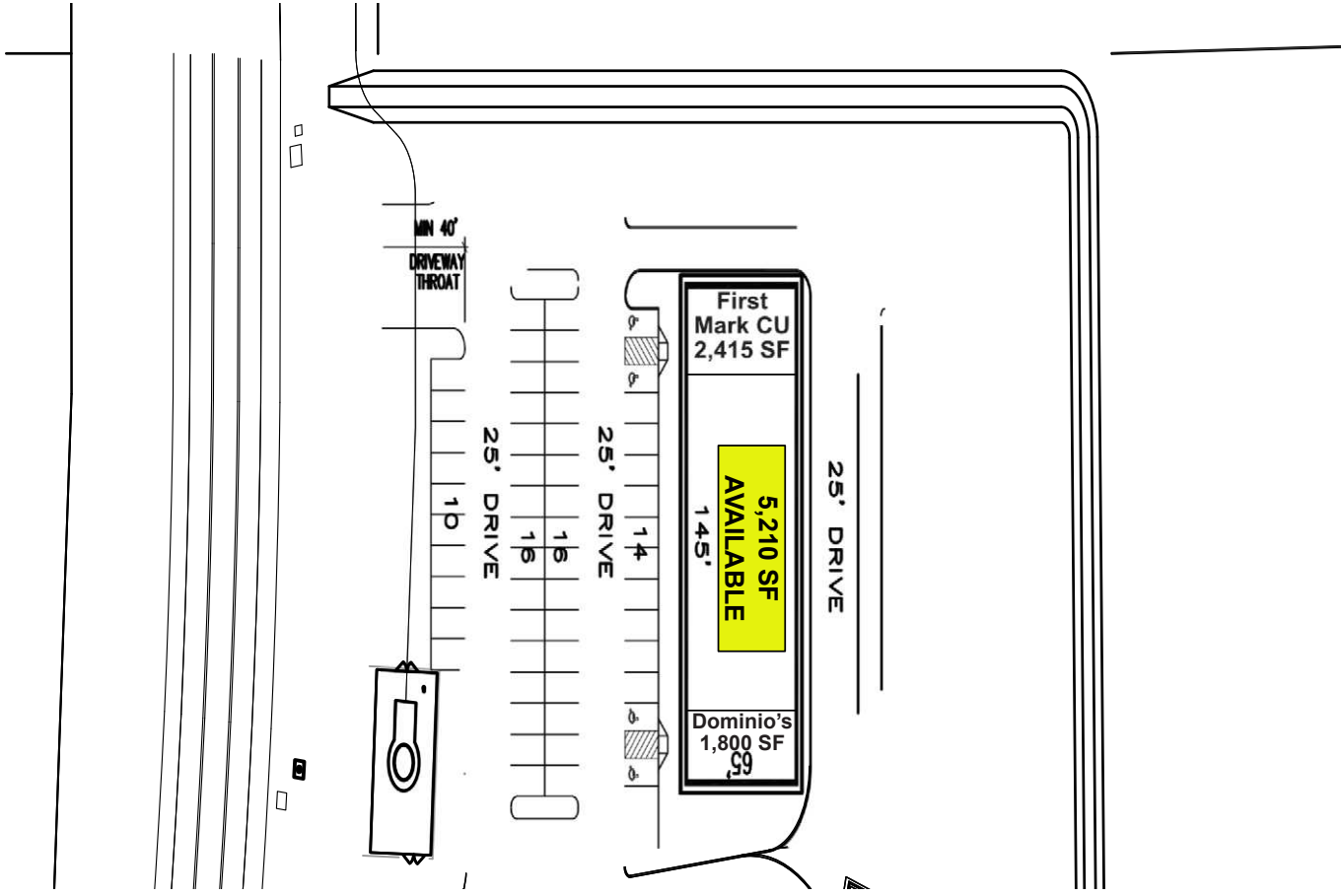
Family Practice

Lot 7:

Donny's Brew Pub

Realty Place

Capparelli's Italian Restaurant





SW 6144 Dapper Tan

12'-6"

12'-0"

11'-8"



Visit Us Online

TENANT 2
Dominio's

TENANT 3
cricket

TENANT 4
Vinyl divider

TENANT 5



5'-8.6"

10'-0"

4'-2"

17' O.A.H.

Clear digital printed logo pms 418c grey & pms 2291c green

9.62 SQ. FT.

EMC Daktronics GT6x 8 mm 4'-2" X 11'-1"

46.152 SQ. FT.

SW 6150 Universal Khaki 20.65 SQ. FT.

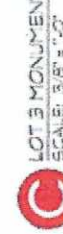
10.14 SQ. FT.

20.65 SQ. FT.

Total sign are 150 sq ft

Stucco Base (ONLY) SW 7019 Gauntlet Grey

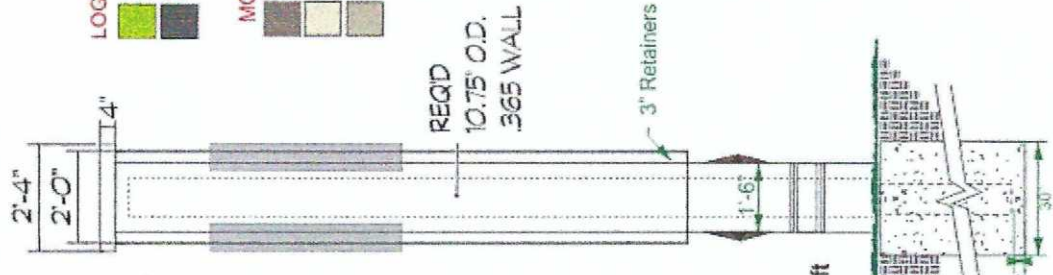
SW 6144 Dapper Tan Stripe



LOT 3 MONUMENT SIGN SCALE: 3/8" = 1'-0"

LOGO PMS COLORS
pms 2291c green
pms 418c grey

MONUMENT COLORS
SW 6144 Dapper Tan
SW 6150 Universal Khaki
SW 7019 Gauntlet Grey



Manufacture & install 1) one d/f Monument sign
Five tenant space per side with Dividers painted t.b.d.,
Plex faces #7328 white. All retainers To be painted sw 6150 universal khaki Internally illuminated with led's. Lamps Pole covers plm sw 6159 universal khaki
2) 3d prismatic stars prim. Two tone Pms 4715c & pms477c
Base
Stucco finish p.t.m. Sw 7019 gauntlet grey

Provide (2) two GTX6 8 MM EMC single side
Character Height: 11'-13' (7 pixel font)
Line Spacing: 8.13 mm (0.3")
Pixel Configuration: 3-in-1 SMD
Maximum Brightness: 8,000 nits
Full Color Capability: 281 trillion colors
Viewing Angle: 160 degrees horizontal x 70 degrees vertical
Min Viewing Distance: 18' (8 mm)
Interface: Daktronics VIP-5150 controller

DESCRIPTION

Revision - Date

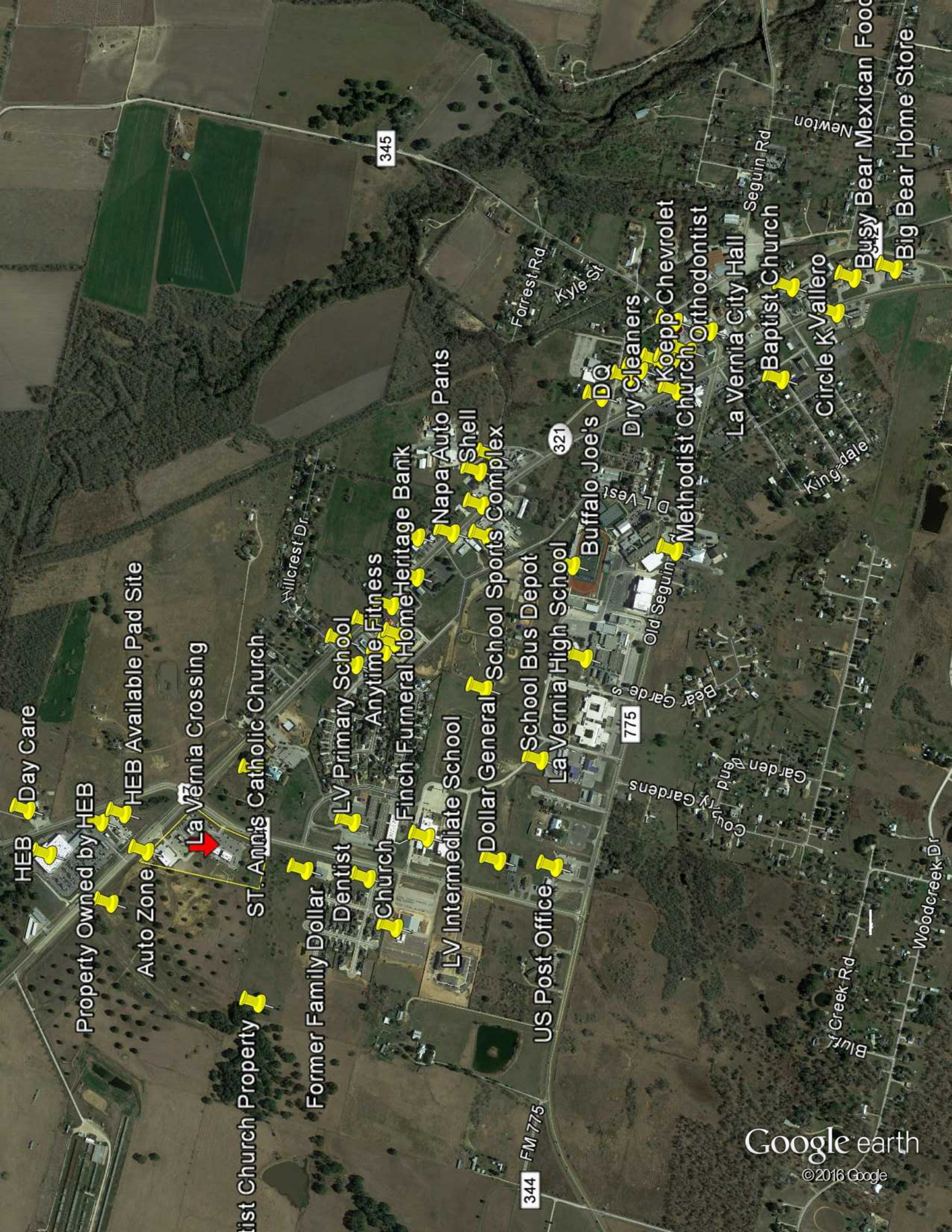
Date:	8.24.21
Client:	La Vernia Town Center
Suite:	
Address:	F.M. HWY 1346
City/State:	La Vernia, TX
Sales:	MW Designs: GS

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San Antonio, TX, 78216
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www.pinnaclesteams.com
Electrical Sign
Contractor License #18777

Signs will be manufactured with 120 Volt AC and final construction approval is the responsibility of the buyer. All work is to be done in accordance with the purchase agreement and the specifications of the purchase agreement. This drawing is property of Pinnacle Sign Team Inc. Any use of it is prohibited without the consent of Pinnacle Sign Team Inc. We will be willing to have changes to any party that uses this drawing.

CLIENT:
La Vernia CROSSING
CUSTOMER APPROVAL
LANDLORD APPROVAL
2 of 2 | 21170

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HEB Day Care

Property Owned by HEB

HEB Available Pad Site

La Vernia Crossing

Methodist Church Property

ST. Ann's Catholic Church

Former Family Dollar

Dentist

LV Primary School

Anytime Fitness

Church

Finch Funeral Home

Heritage Bank

LV Intermediate School

Dollar General

School Sports Complex

US Post Office

School Bus Depot

La Vernia High School

Buffalo Joe's DQ

775

Dry Cleaners

Koepp Chevrolet

Methodist Church

Orthodontist

La Vernia City Hall

Baptist Church

Circle K Vailero

Busy Bear Mexican Food

Big Bear Home Store

345

321

344

FM 775

Google earth

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TEXAS

State Sectional

AUSTIN REGION

MAP #8001

Scale: 1" equals 18.6 miles

Published by MAPSCO, INC.

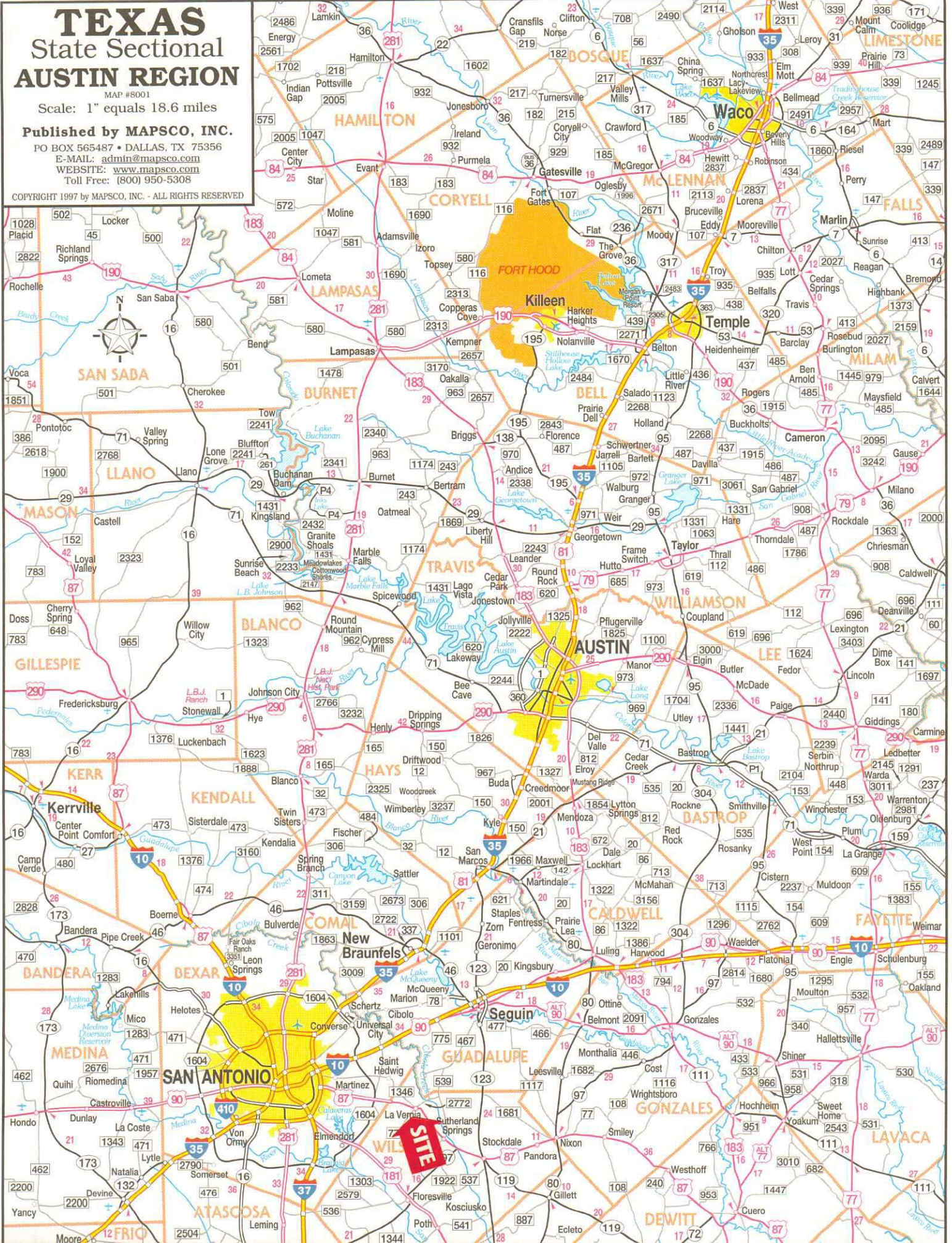
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TITLE ADVISE

As required by law, Lessee/Buyer are advised to have the abstract covering the property examined by an attorney of their own selection or obtain a lease hold owner's policy of title insurance (Lessee) or a policy of title insurance. (Buyer)

AMERICANS WITH DISABILITIES ACT DISCLOSURE

The United States Congress has enacted the Americans With Disabilities Act. Among other things, this act is intended to make many business establishments equally accessible to persons with a variety of disabilities: modifications to real property may be required. State and local laws also may mandate changes. The real estate brokers in this transaction are not qualified to advise you as to what, if any, changes may be required now, or in the future. Owners and Tenants should consult the attorneys and qualified design professionals of their choice for information regarding these matters. Real estate brokers cannot determine which attorneys or design professionals have the appropriate expertise in this area.

SALE/LEASE HAZARDOUS MATERIALS DISCLOSURE

Various construction materials may contain items that have been or may, in the future, be determined to be hazardous (toxic) or undesirable and may need to be specifically treated/handled or removed. For example, some transformers and other electrical components contain PCB's, and asbestos has been used in components such as fire-proofing, heating and cooling systems, air duct insulation, spray-on and tile acoustical materials, linoleum, floor tiles, roofing, dry wall and plaster. Due to prior or current uses of the Property or uses in the area, the Property may have hazardous or undesirable metals, minerals, chemicals, hydrocarbons, or biological or radioactive items (including electric and magnetic fields) in soils, water, building components, above and below ground containers or elsewhere in areas that may or may not be accessible or noticeable. Such items may leak or otherwise be released. Real estate brokers have no expertise in the detection or correction of hazardous or undesirable items. Expert inspections are necessary. Current or future laws may require clean up by past, present and/or future owners and/or operators. It is the responsibility of the Seller/Lessor and Buyer/Tenant to retain qualified experts to detect and correct such matters and to consult with legal counsel regarding the Property.

La Vernia Crossing Center
La Vernia, Texas



RE: LA VERNIA CROSSING EXPANSION
Information About Brokerage Services

11-2-2015

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.

OSBORNE PROPERTIES REPRESENTS THE OWNER

<u>William Paul Osborne</u> dba Osborne Properties	<u>358357</u>	<u>bill@osborneproperties.net</u>	<u>(830)217-4011</u>
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>William Paul (Bill) Osborne</u>	<u>358357</u>	<u>bill@osborneproperties.net</u>	<u>(830)217-4011</u>
Designated Broker of Firm	License No.	Email	Phone
_____	_____	_____	_____
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<u>William Paul (Bill) Osborne</u>	<u>358357</u>	<u>bill@osborneproperties.net</u>	<u>(830)217-4011</u>
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

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TAR 2501

IABS 1-0