

An aerial photograph of a large industrial business park featuring numerous long, white, single-story warehouse-style buildings with grey roofs. The buildings are arranged in several parallel rows, with parking lots filled with cars and trucks interspersed between them. The surrounding area includes some green grass, utility poles, and a body of water in the distance. A large, semi-transparent teal graphic overlay covers the right side of the image, containing the main title and address.

COUNTY LINE BUSINESS PARK

395 COUNTY ROAD 202, KYLE, TX 78640

Marcus & Millichap
TAG INDUSTRIAL GROUP

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PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

COUNTY LINE BUSINESS PARK

395 COUNTY ROAD 202, KYLE, TX 78640

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SECTION 1

EXECUTIVE SUMMARY

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OFFERING SUMMARY

Address	395 County Road 202, Kyle, TX 78640
Number of Suites	24
Number of Buildings	18
Total Square Feet	95,000
Year Built	2017-2021
Lot Size	10.00 Acres
Type of Ownership	Fee Simple



COUNTY LINE BUSINESS PARK

COUNTY LINE BUSINESS PARK

95,000 SF INDUSTRIAL
PROPERTY IN KYLE, TEXAS

Marcus & Millichap is pleased to present the opportunity to acquire the industrial park located at 395 County Road 202 in Kyle, Texas. The subject property consists of approximately 95,000 square feet of shallow-bay warehouse space and is situated on 10.0 acres of land. Delivered from 2017 to 2021, the multi-tenant asset features 24 suites, 80 grade-level doors, metal construction, three-phase power, and gated access. The property's 24 suites range from 2,500 to 6,000 square feet. With a building coverage ratio of 22 percent, the asset contains an ample amount of industrial outdoor storage space (IOS) that borders the property. Located just off East Farm to Market Road 150, the property has proximity to Interstate 35 and Airport Highway 21. The fully occupied property generates income at an average rent of \$12.06 per square foot. With most of the triple-net leases expiring within the next two years, this sale offers investors a low-maintenance core plus opportunity.

The subject property is located within the midsize Hays County submarket, containing 20.2 million square feet of industrial space. In 2023, Hays County welcomed a record amount of speculative development at a time when net absorption experienced a significant slowdown, pushing the vacancy rate up from 4.0 percent to a record high of 16.7 percent. In 2024, net absorption began to catch up to net deliveries, bringing the vacancy rate down to 13.7 percent at the start of 2025. Nonetheless, comparable properties under 10,000 square feet have maintained a relatively low vacancy rate in recent years, finishing 2024 at 4.4 percent. Under the weight of high vacancies, annual rent growth contracted into negative territory for the first time since 2010 at -0.9 percent, putting more focus on small industrial properties (CoStar).

Known as the home of South by Southwest, the Austin-Round Rock metro covers about 4,225 square miles and consists of five counties in central Texas: Travis, Williamson, Hays, Caldwell, and Bastrop. With a population of over 2.47 million residents, the population of metro Austin has grown significantly in recent decades along with economic growth. Austin's population of nearly 980,000 people makes Travis the most populous county in the metro. Employment gains in the tech sector have contributed significantly to the metro's recent population and median household income growth. Tesla's newly constructed Gigafactory is expected to generate at least 5,000 jobs, supporting future relocations and increased demand for housing. The government is a significant driver in the local economy as Austin is the state capital and home to an IRS regional processing center as well as military bases. Located within a border state, the metro benefits significantly from international trade agreements with Mexico.



INVESTMENT HIGHLIGHTS



18-BUILDING 95,000-SQUARE-FOOT INDUSTRIAL PARK SITUATED ON 10.0 ACRES



FEATURING 24 SUITES, 80 GRADE DOORS, GATED ACCESS, AND AMPLE IOS



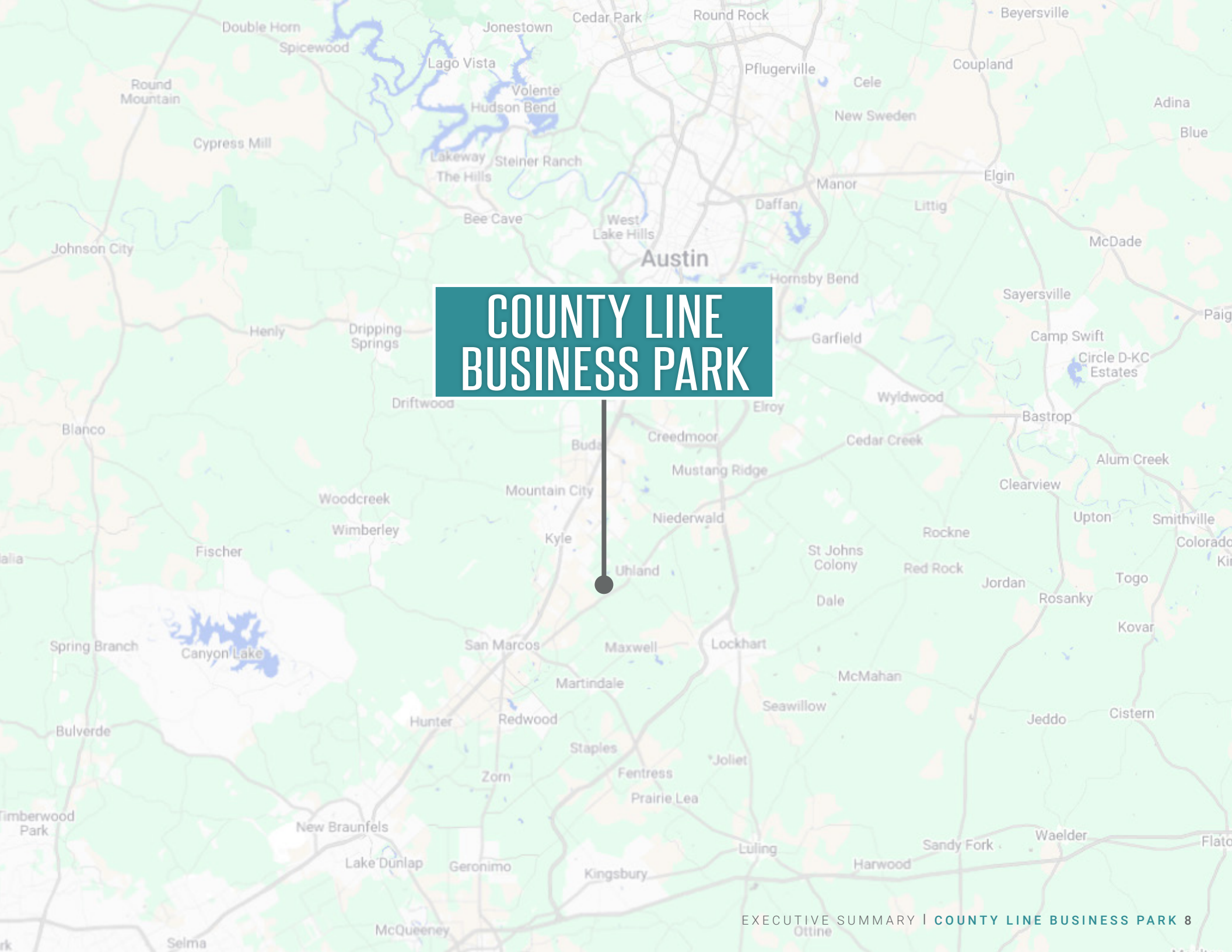
RECENT CONSTRUCTION (2017-2021) | CORE PLUS OPPORTUNITY



LOCATED IN PROXIMITY TO I-35 AND AIRPORT HIGHWAY 21



HIGH-GROWTH SUBMARKET WITH 4.4% VACANCY RATE AMONG COMPARABLES



COUNTY LINE BUSINESS PARK





SECTION 2

PROPERTY DESCRIPTION

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PROPERTY DETAILS

Address	395 County Road 202, Kyle, TX 78640
Number of Suites	24
Number of Buildings	18
Total Square Feet	95,000
Year Built	2017-2021
Lot Size	10.00 Acres
Parking Surface	Chip Stone
Building Class	B
Tenancy	Multi-Tenant
Grade-Level Doors	80
Construction	Metal
Power	3p
Zoning	COMM
Roof Type	Metal
Age/Condition of Roofs	New
Market	TX - Austin
Submarket Vacancy	Hays County
Market Vacancy	16.40%

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SECTION 3

FINANCIAL ANALYSIS

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OFFERING HIGHLIGHTS

OFFERING HIGHLIGHTS

Offering Price	\$15,400,000
Cap Rate	6.78%
Pro Forma Cap Rate	7.89%
Price/SF	\$162.11
Total Square Feet	95,000
Rental Rate	\$12.07
Lease Type	Triple-Net (NNN)
Lease Term	Varied
Tenancy	Multi-Tenant
Occupancy	94.74%

RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
				Comm.	Exp.								
Hill Country Metal Roofing Supply	1	4,500	4.7%	6/1/23	5/31/25	\$12.67	\$4,750	\$57,000	\$58,500	Jun-2026	2.63%	Modified Gross	-
Hurricane Automotive & Diesel Repair, LLC	2	4,500	4.7%	7/1/23	6/30/25	\$12.00	\$4,500	\$54,000	\$58,500	Jul-2025	8.33%	NNN	-
Hill Country Board and Beam	3A	2,500	2.6%	12/1/24	11/30/25	\$12.00	\$2,500	\$30,000	\$32,500	Dec-2025	8.33%	NNN	-
Hill Country Appliance	3B	2,500	2.6%	10/1/24	11/30/27	\$12.60	\$2,625	\$31,500	\$32,700	Dec-2027	3.81%	NNN	\$1.09/NNN Through 9/30/26, \$1.13/NNN Through 9/30/2027
Ion Solar LLC	4	5,000	5.3%	1/1/25	12/31/25	\$11.76	\$4,900	\$58,800	\$65,000	Jan-2026	10.54%	NNN	-
Bardabe Performance LLC	5A	2,500	2.6%	6/1/24	5/31/26	\$9.84	\$2,050	\$24,600	\$32,500	Jun-2026	32.11%	Modified Gross	-
ATX Float LLC	5B	2,500	2.6%	12/1/23	5/31/25	\$12.98	\$2,704	\$32,445	\$32,500	Jun-2025	0.17%	NNN	-
Entertech Resources LLC	6	5,000	5.3%	11/17/24	11/17/27	\$12.72	\$5,300	\$63,600	\$65,400	Nov-2027	2.83%	NNN	11/17/25-11/16/26 (\$1.09/NNN), 11/17/26-11/17/27 (\$1.12/NNN)
Swift Paintless Dent Repair	7A	2,500	2.6%	4/15/25	4/14/26	\$12.60	\$2,625	\$31,500	\$32,500	Apr-2026	3.17%	NNN	-
Letemfly Boxing Academy	7B	2,500	2.6%	5/1/25	2/28/27	\$12.36	\$2,575	\$30,900	\$31,500	Jan-2026	1.94%	NNN	\$1.03/NNN Through 12/31/2025, \$1.05/NNN 1/1/2026-2/28/2027
Morgan G Services LLC	8	5,000	5.3%	1/15/25	1/14/27	\$11.40	\$4,750	\$57,000	\$58,800	Jan-2026	3.16%	NNN	\$0.98/NNN Starting 1/1/2026
Family Auto Care LLC	9	5,000	5.3%	3/15/25	3/14/27	\$12.60	\$5,250	\$63,000	\$64,800	Mar-2026	2.86%	NNN	\$1.05/NNN Through 3/14/2026, \$1.08/NNN Starting 3/15/2025 Through 3/14/2026
1-800 Packouts	10A	2,500	2.6%	4/1/24	3/31/25	\$12.60	\$2,625	\$31,500	\$31,500	Apr-2025	N/A	NNN	-
Reel Broadband LLC	10B	2,500	2.6%	2/1/24	3/31/26	\$11.40	\$2,375	\$28,500	\$32,500	Apr-2026	14.04%	NNN	-
Family Auto Care LLC	11A	2,500	2.6%	5/1/25	3/14/27	\$12.72	\$2,650	\$31,800	\$32,700	Mar-2026	2.83%	NNN	Lease Begins 3/14/25, Rent Payment Begins Starting 5/1/2025, \$1.09/NNN Starting 3/15/2026
Ryan Companies US INC	11B	2,500	2.6%	1/1/25	12/31/25	\$12.00	\$2,500	\$30,000	\$32,500	Jan-2025	8.33%	NNN	-
Vacant	12	5,000	5.3%	N/A	N/A	\$0.00	\$0.00	\$0.00	\$65,000	N/A	N/A	NNN	-
Solstema LLC	13	6,000	6.3%	6/15/23	6/14/25	\$12.36	\$6,180	\$74,160	\$78,000	Jun-2025	5.18%	NNN	-
The Technicians LLC	14	6,000	6.3%	1/1/25	12/31/25	\$10.80	\$5,400	\$64,800	\$64,800	Jan-2026	0.00%	NNN	2 Extension Options, 12 Months Each at Negotiated Rates
JCA Welding and Fabrication	15	6,000	6.3%	11/15/24	11/14/25	\$12.00	\$6,000	\$72,000	\$78,000	Nov-2025	8.33%	NNN	-
5 Stage Autoworks LLC	16	6,000	6.3%	2/1/25	1/31/26	\$10.80	\$5,400	\$64,800	\$78,000	Feb-2026	20.37%	NNN	-
Pump Parts Specialists LLC	17A	3,000	3.2%	11/1/23	10/31/25	\$12.60	\$3,150	\$37,800	\$39,000	Nov-2025	3.17%	Modified Gross	-
Uncharted Adventures LLC	17B	3,000	3.2%	1/1/25	12/31/25	\$12.84	\$3,210	\$38,520	\$38,520	Jan-2025	0.00%	NNN	-
South Kodiak LLC	18	6,000	6.3%	12/1/23	11/30/26	\$12.96	\$6,480	\$77,760	\$80,040	Dec-2025	2.93%	Modified Gross	\$1.08/MG Through 11/30/25, \$1.11/MG Through 11/30/2026
Total		95,000				\$12.07	\$90,499	\$1,085,985	\$1,215,760				
Occupied Tenants: 23				Unoccupied Tenants: 1		Occupied GLA: 94.70%		Unoccupied GLA: 5.30%					
Total Current Rents: \$90,499						Occupied Current Rents: \$90,499		Unoccupied Current Rents: \$0					

OPERATING STATEMENT

Income	Current		Per SF	Pro Forma		Per SF
Scheduled Base Rental Income	1,085,985		11.43	1,215,760		12.80
Expense Reimbursement Income						
Net Lease Reimbursement						
CAM	23,445		0.25	25,525		0.27
Insurance	11,972		0.13	12,999		0.14
Real Estate Taxes	138,033		1.45	177,205		1.87
Total Reimbursement Income	\$173,451	80.4%	\$1.83	\$215,729	100.0%	\$2.27
Effective Gross Revenue	\$1,259,436		\$13.26	\$1,431,489		\$15.07

Operating Expenses	Current		Per SF	Pro Forma		Per SF
Electric	3,111		0.03	3,111		0.03
Trash Removal	8,089		0.09	8,089		0.09
Water	4,368		0.05	4,368		0.05
Reparis & Maintenance	9,952		0.10	9,952		0.10
Insurance	13,000		0.14	13,000		0.14
Real Estate Taxes	177,206		1.87	177,206		1.87
Total Expenses	\$215,726		\$2.27	\$215,725		\$2.27
Expenses as % of EGR	17.1%			15.1%		
Net Operating Income	\$1,043,710		\$10.99	\$1,215,763		\$12.80



SECTION 4

MARKET OVERVIEW

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AUSTIN TEXAS

Known as the home of South by Southwest, the Austin-Round Rock metro covers about 4,225 square miles and consists of five counties in central Texas: Travis, Williamson, Hays, Caldwell and Bastrop. The metro’s population increased significantly in recent decades and now exceeds 2.5 million residents. Travis County holds more than half of the metro’s population and is home to Austin – the capital of Texas with a population of 1.0 million people. Employment gains in the tech sector have significantly contributed to the metro’s recent population and median household income growth. Tesla recently constructed a massive Gigafactory in the city that employs 20,000 workers with plans to triple that count eventually, supporting future relocations and increased demand for housing.



**MAJOR
TECHNOLOGY
PRESENCE**



**STRONG
POPULATION
GAINS**



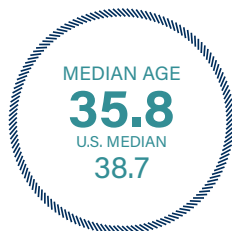
**EMPLOYMENT
GROWTH**

ECONOMY

Housed in a border state, Austin benefits from international trade agreements. The government is a significant driver in the local economy as Austin is the state capital and home to an IRS regional processing center, as well as military bases. The metro is a vibrant technology hub with industries that include semiconductor and related equipment manufacturing, along with computer and software development. High-tech firms with local operations include Meta, Apple, Tesla, Oracle, and Amazon

DEMOGRAPHICS

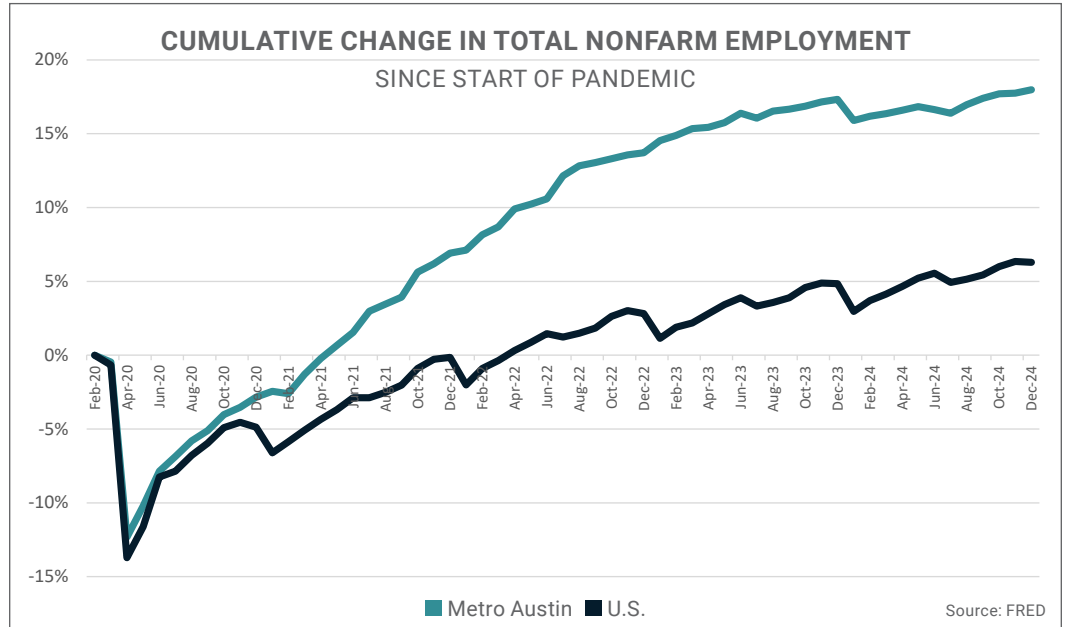
The metro is expected to add nearly 360,000 people through 2028, resulting in the formation of roughly 142,500 households and generating housing demand. Rising home prices contribute to a lower rate of homeownership, aiding the existing renter pool. The local population of ages 25 and older includes 44 percent of bachelor’s degree holders, and 16 percent have earned a graduate or professional degree.



AUSTIN'S ECONOMIC GROWTH

Highlighted by no personal or corporate state income taxes, a business-friendly regulatory environment, and a relatively low cost of living, Texas has been ranked as the best state for doing business 20 years in a row by Chief Executive magazine (News Channel 6). In recent years, much of the economic growth in Texas has been garnered by metro Austin. Highlighted by Tesla's relocation to Austin in 2021, the state capital has emerged as a hub for the technology industry. **From 2018 to 2023, Texas attracted the most headquarters relocations in the nation with 209. During that time, metro Austin welcomed the most relocations in the state at 66, many of which were tech companies.** With the average salary of a high-tech job bringing in over \$150,000, the tech industry has had a noticeable impact on Austin's business growth and thus employment and population growth (KXAN News).

Austin was one of the first metropolitans to fully recover lost jobs due to the pandemic lockdowns, outpacing the national average by a calendar year. As of December 2024, metro Austin's total nonfarm employment base is 18.0 percent higher than the pre-pandemic level, representing nearly three times the national increase of 6.3 percent. Naturally, a boom in employment has led to a boost in population for metro Austin. Even prior to the pandemic, Austin had established itself as the fastest-growing large metropolitan in America with at least one million residents, recording a 29.8 percent population increase in the last Census count. The addition of almost 511,000 residents from 2010 to 2019 ranked eighth in the nation, making Austin the 26th largest metro area. Austin's 12-year streak as the fastest-growing large metro in percentage terms was snapped in 2023 but Texas' capital still held onto the second-place spot behind Jacksonville, Florida (Austin American-Statesman).

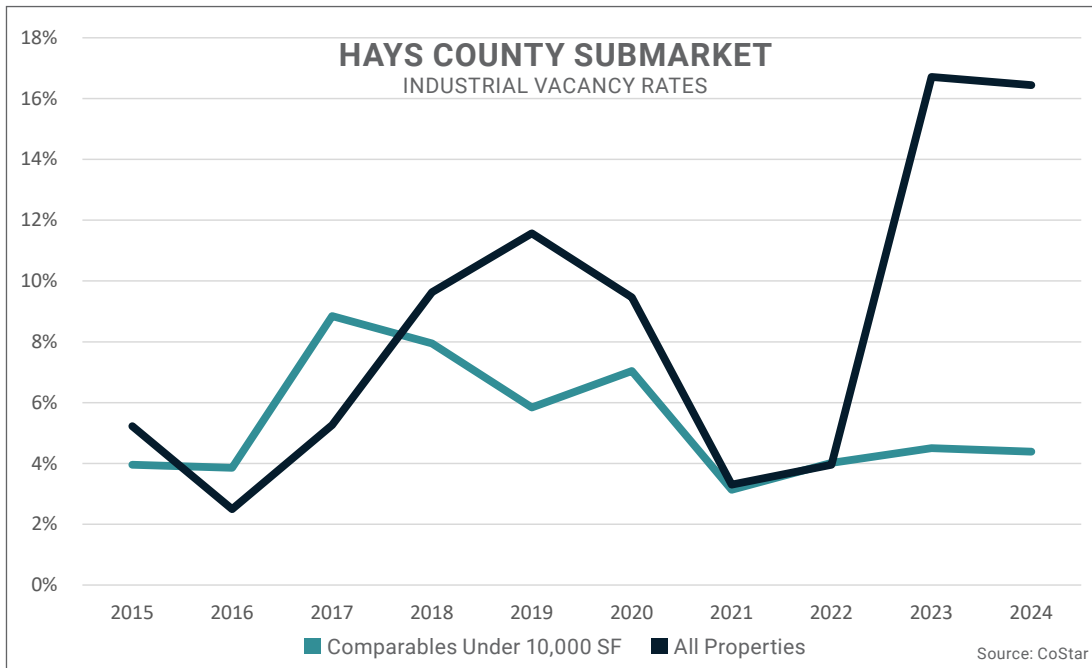
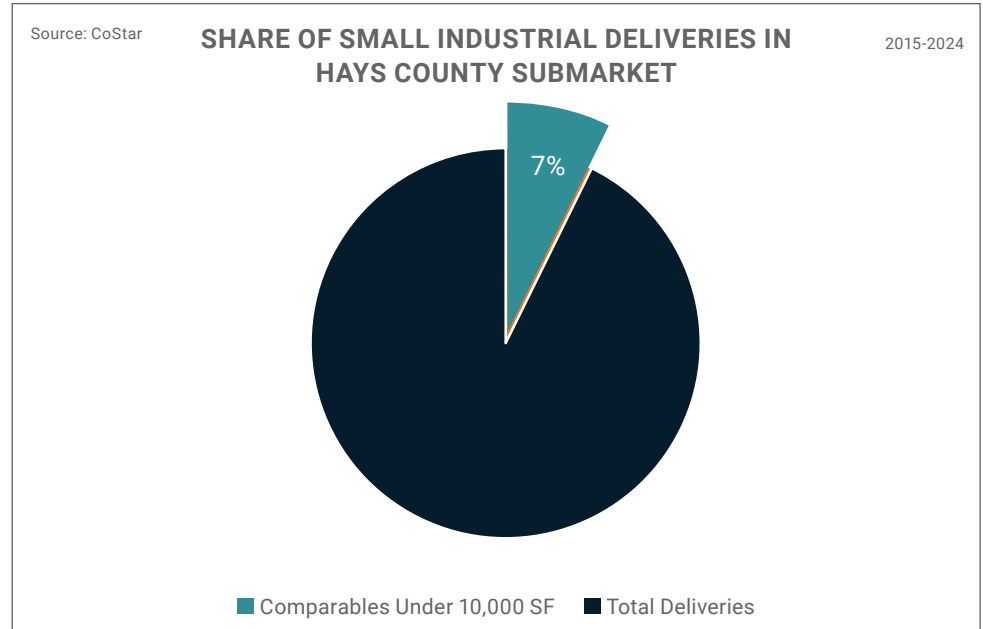


FASTEST-GROWING LARGE METRO

TOP 10 METROPOLITAN AREAS IN NUMERIC GROWTH, 2010 TO 2019					Source: U.S. Census Bureau
Rank	Metropolitan Area	April 1, 2010 (Estimated Base)	July 1, 2018	July 1, 2019	Numeric Growth
1	The Villages, FL	93,420	128,719	132,420	41.7%
2	Myrtle Beach-Conway-North Myrtle Beach, SC-NC	376,575	480,985	496,901	32.0%
3	Austin-Round Rock-Georgetown, TX	1,716,323	2,165,497	2,227,083	29.8%
4	Midland, TX	141,671	178,186	182,603	28.9%
5	St. George, UT	138,115	171,567	177,556	28.6%
6	Greeley, CO	252,827	314,815	324,492	28.3%
7	Bend, OR	157,728	191,905	197,692	25.3%
8	Cape Coral-Fort Myers, FL	618,755	754,470	770,577	24.5%
9	Provo-Orem, UT	526,885	633,149	648,252	23.0%
10	Raleigh-Cary, NC	1,130,493	1,361,590	1,390,785	23.0%

HAYS COUNTY SUBMARKET

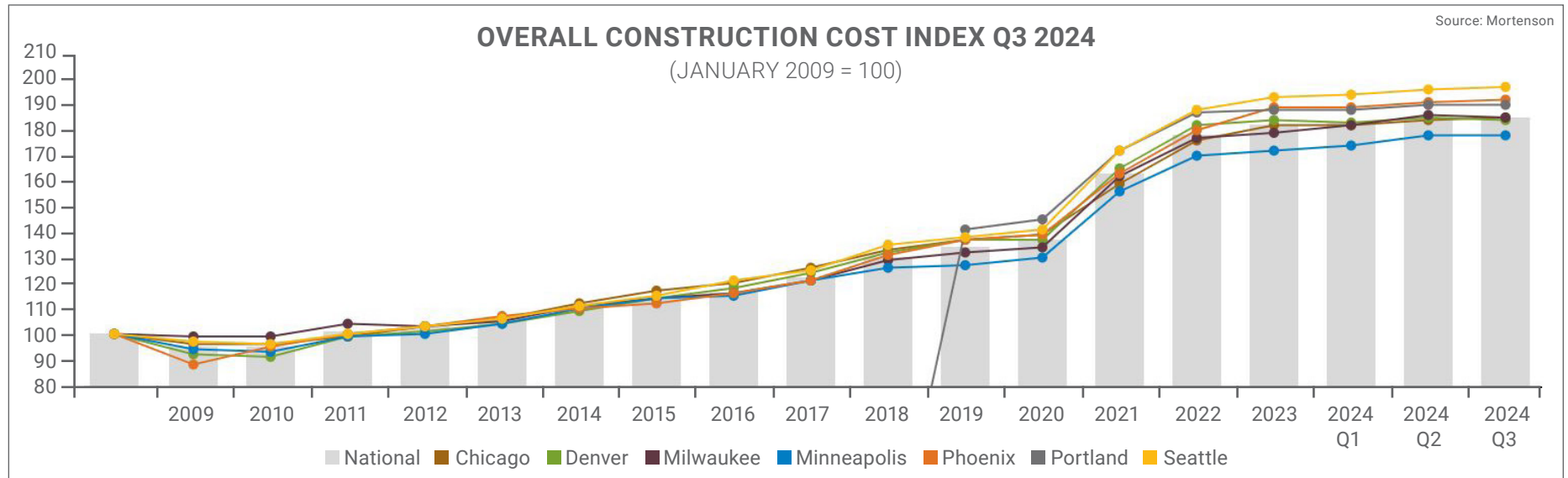
As Austin’s businesses and population have grown, so has the demand for industrial real estate. In the last 10 years from the start of 2015 through 2024, the Austin market added 64.7 million square feet of industrial space on net to its inventory, representing a 64.9 percent increase. In the Hays County submarket (home to the subject property), developers increased the local inventory by 165.8 percent on net to 20.2 million square feet of industrial space. However, in 2023, developers were caught off guard by a fallout in demand, supplying a record 2.9 million square feet. The 5.9 square feet supplied for each square foot demanded pushed the vacancy rate up from 4.0 percent to a record high of 16.7 percent. Since then, demand for industrial space in Hays County has rebounded and made up some ground, pushing the vacancy rate down to 13.7 percent at the start of 2025. Nonetheless, the high vacancy rate has put downward pressure on rents, as the annual growth rate fell -0.9 percent in 2024, setting the average asking rent to about \$11.90 per square foot and representing the first decline since 2010.



High vacancies and decelerating rent growth aren’t just problematic for Hays County but the majority of markets nationwide. As a result, investors are beginning to turn their attention toward small industrial properties that were left out of the building boom over the last decade but now benefit from lower vacancy rates, putting landlords in a better position to maintain rent growth. While the subject property contains a total of 95,000 square feet, its 18 buildings with an average size of less than 5,300 square feet, make the property better comparable to small industrial properties. In the Hays County submarket, only 7 percent of all industrial deliveries from 2015 to 2024 were concentrated in properties under 10,000 square feet. When industrial demand took a breather in 2023, a historical divergence took place as the vacancy rate for properties under 10,000 square feet stayed relatively stable, rising only 50 basis points to 4.5 percent and holding steady at 4.4 percent in 2024.

HAYS COUNTY SUBMARKET

BARRIERS TO ENTRY: CONSTRUCTION COSTS



Thanks to construction costs and rising interest rates, the subject property, delivered from 2017 to 2021, benefits from an economic barrier-to-entry that has contributed to the low availability of small industrial buildings in the market. Although construction costs have stabilized over the last two years, the national average was 35.0 percent higher as of Q3 2024, than in 2020 before inflation spiked. With the interest rate on the closely watched 10-year Treasury still trading near the highest level in almost two decades at over 4.5 percent, the cost of raising capital to develop small-bay industrial properties like the subject asset is prohibitive. Consequently, of the 1.5 million square feet of industrial space under construction in Hays County at the start of 2025, 73 percent are concentrated in properties over 100,000 square feet that feature lower marginal costs. With vacancy rates on the rise across the nation, landlords of small industrial properties will not have to compete with new competition to the same degree as larger property owners.

CITY AMENITIES

- 1 San Marcos Regional Airport
- 2 Austin Community College
- 3 River Ridge Park
- 4 EVO Entertainment + EVX + IMAX® - Kyle



Austin Community College



River Ridge Park

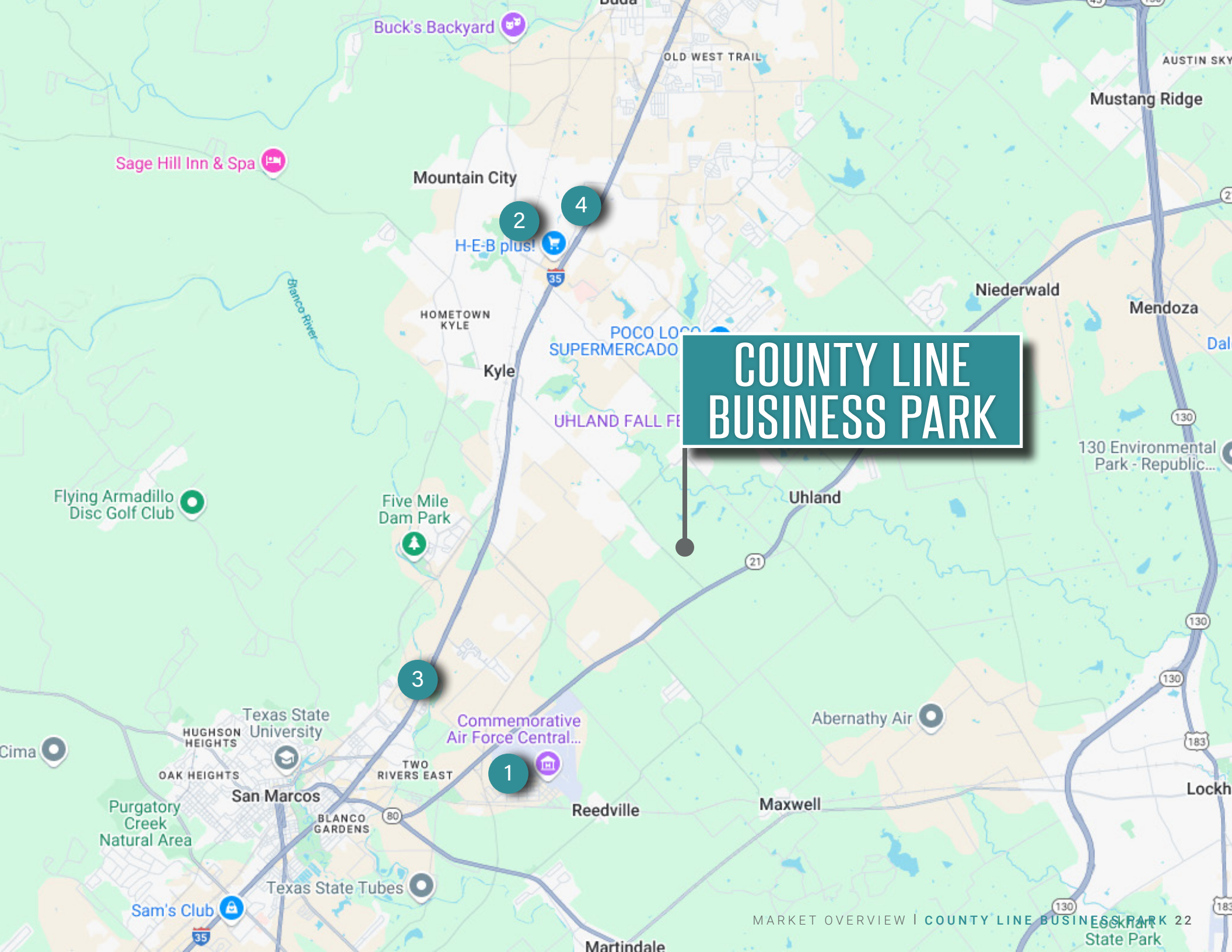


San Marcos Regional Airport



EVO Entertainment + EVX + IMAX® - Kyle MARKET OVERVIEW | 21

COUNTY LINE BUSINESS PARK



MAJOR INDUSTRIAL EMPLOYERS MAP

- 1 Collins Aerospace
- 2 CFAN
- 3 Mohawk Concrete Pumping
- 4 Amazon Sort Center
- 5 Epic Manufacturing Pipe



Collins Aerospace



CFAN

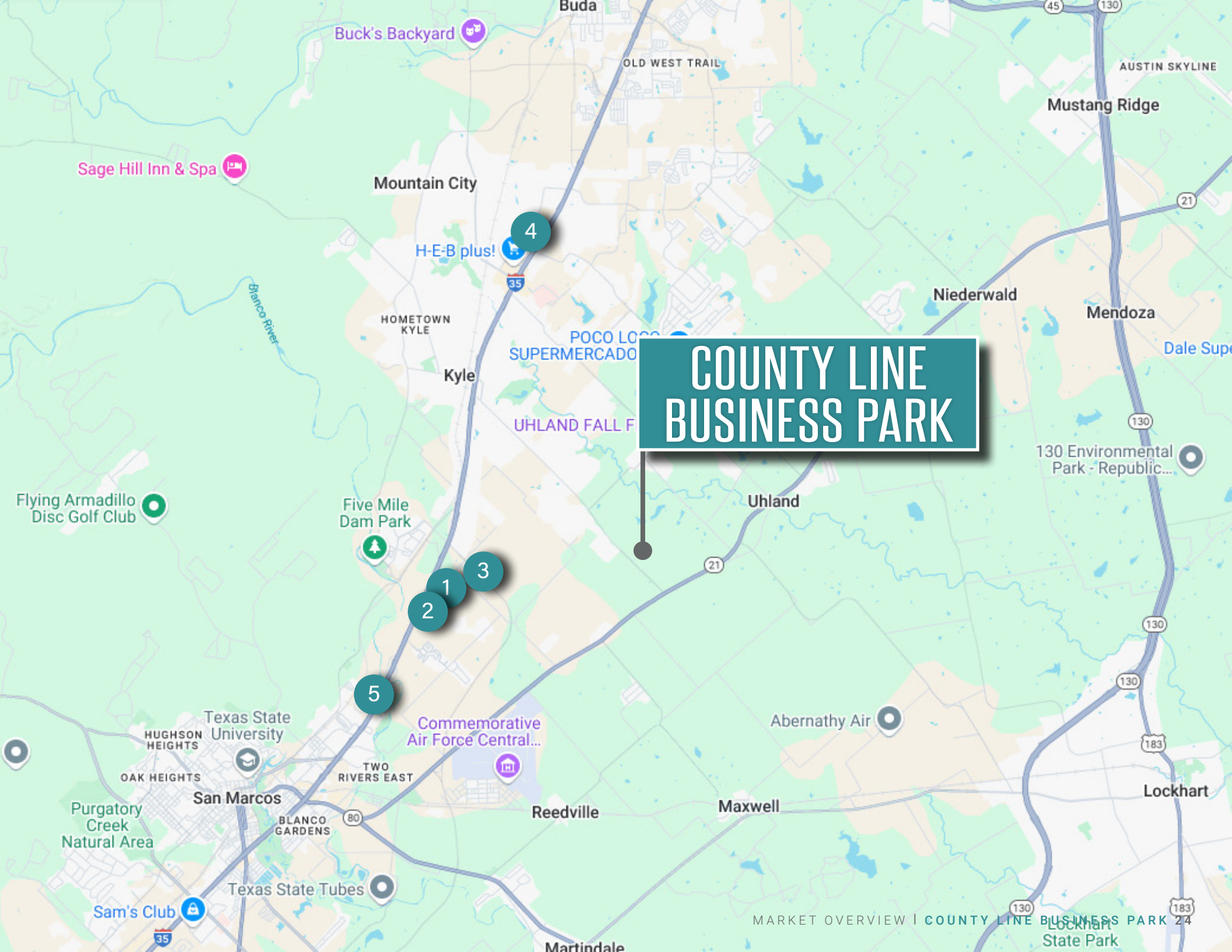


Amazon Sort Center



Epic Manufacturing Pipe

COUNTY LINE BUSINESS PARK



IMPRESSIVE FUNDAMENTALS

BUSINESS

AUSTIN

Most Corporate
Headquarters
Relocations in State

..... TAXES

**TEXAS
#1 STATE**

for Business 20
Consecutive Years

**NO STATE
INCOME TAXES**

Personal or Corporate

**ONLY
7%**

of Deliveries
Concentrated in
Properties Under
10,000 SF

26TH
Largest Metro
in U.S.

4.4%
Vacancy Rate
Among Comparables

**FASTEST-GROWING
LARGE METRO**
for 12 Years Straight

.....
**HAYS COUNTY
SUBMARKET**

.....
POPULATION

DEMOGRAPHICS

POPULATION	1 MILE	3 MILES	5 MILES
2028 Projection			
Total Population	621	16,950	64,153
2023 Estimate			
Total Population	547	14,293	54,103
2020 Census			
Total Population	501	12,666	47,585
2010 Census			
Total Population	426	7,824	31,269
Daytime Population			
2023 Estimate	366	7,493	35,369

HOUSEHOLDS	1 MILE	3 MILES	5 MILES
2028 Projection			
Total Households	196	5,508	20,133
2023 Estimate			
Total Households	172	4,602	16,849
Average (Mean) Household Size	3.3	3.2	3.2
2020 Census			
Total Households	158	4,031	14,777
2010 Census			
Total Households	119	2,396	9,139

HOUSEHOLDS BY INCOME	1 MILE	3 MILES	5 MILES
2023 Estimate			
\$200,000 or More	3.5%	3.2%	3.7%
\$150,000 - \$199,000	4.3%	4.6%	4.7%
\$100,000 - \$149,000	14.5%	18.7%	19.2%
\$75,000 - \$99,999	22.8%	22.1%	20.8%
\$50,000 - \$74,999	19.2%	20.5%	19.2%
\$35,000 - \$49,999	12.9%	12.4%	13.0%
\$25,000 - \$34,999	12.8%	9.5%	8.4%
\$15,000 - \$24,999	4.7%	4.2%	5.8%
Under \$15,000	5.2%	4.8%	5.3%
Average Household Income	\$77,769	\$82,410	\$84,789
Median Household Income	\$68,349	\$73,393	\$73,046
Per Capital Income	\$24,750	\$26,931	\$26,643

POPULATION PROFILE	1 MILE	3 MILES	5 MILES
Population By Age			
2023 Estimate Total Population	547	14,293	54,103
Under 20	28.8%	31.2%	31.0%
20 to 34 Years	25.8%	23.5%	23.3%
35 to 39 Years	11.4%	10.6%	9.8%
40 to 49 Years	16.2%	15.1%	14.8%
50 to 64 Years	14.1%	13.2%	13.6%
Age 65+	3.7%	6.3%	7.6%
Median Age	33.0	32.7	32.6
Population 25+ by Education Level			
2023 Estimate Population Age 25+	352	8,960	33,286
Elementary (0-8)	5.8%	6.1%	7.1%
Some High School (9-11)	9.8%	7.8%	8.5%
High School Graduate (12)	36.5%	31.4%	28.7%
Some College (13-15)	24.7%	26.4%	24.8%
Associate Degree Only	6.2%	7.6%	7.5%
Bachelors Degree Only	11.0%	14.6%	16.8%
Graduate Degree	6.0%	6.2%	6.7%
Travel Time to Work			
Average Travel Time in Minutes	34.0	39.0	38.0

Source: Marcus & Millichap Research Services

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