



MARK HAMPTON
RESIDENTIAL AND COMMERCIAL REAL ESTATE
The Signature of Experience

648 W. County Line Road
New Braunfels TX 78130

For Sale



Commercial C-1 Zoning. 5.146 Acres with 740 ft frontage to W. County Line Road and abuts Fischer Park. This property has great potential with the reutilization of land with the elimination of the stock tank.



Mark Hampton | KW Commercial
Mark@MarkHamptonHomes.com | 210-823-8611
888 Landa Street, New Braunfels TX 78130



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LOCATION

Located at 648 W. County Line Road between Seguin and Walnut Avenues. This property abuts Fischer Park and is just 1.2 miles from I-35 in New Braunfels.



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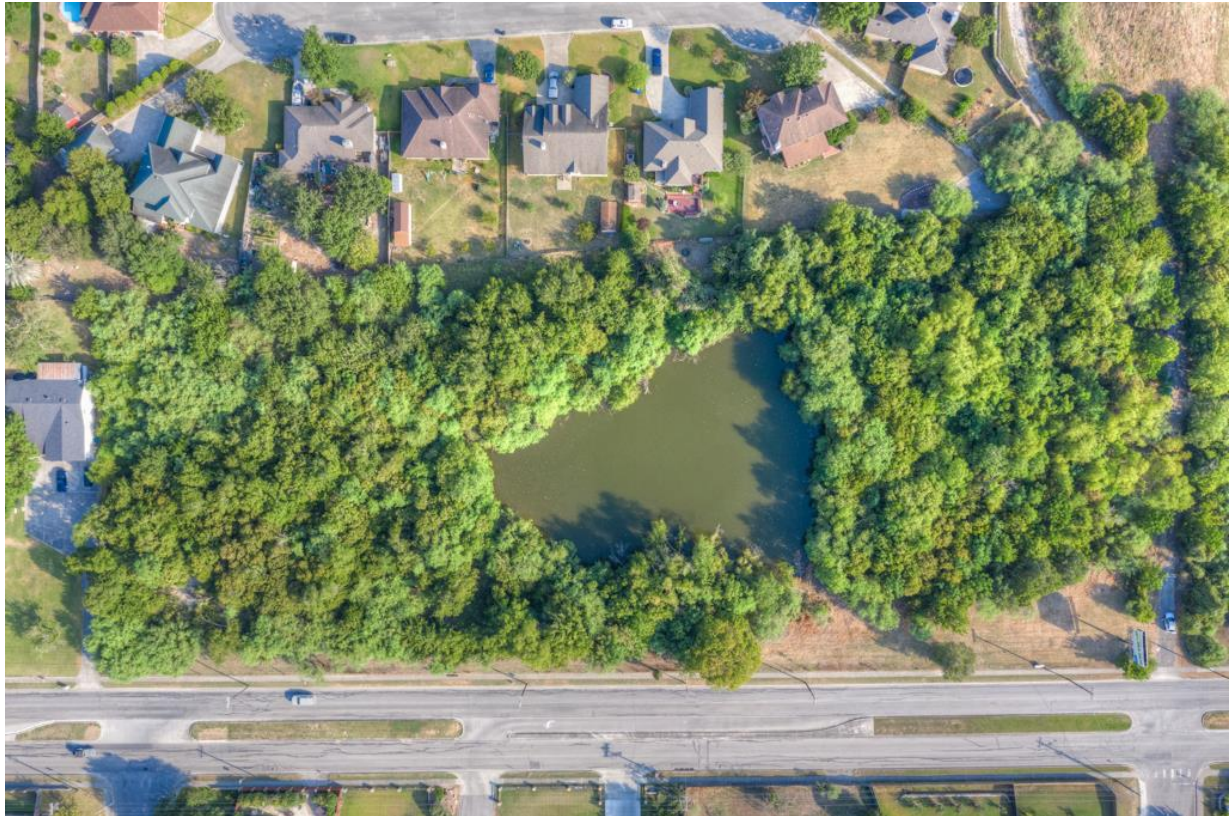
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PROPERTY SUMMARY

Undeveloped Land includes:

- Approximately 5.146 acres undeveloped land
- Completely fenced
- Stock tank on property
- Best use: reutilization of land with the elimination of the stock tank
- See attached "Purchase Option" information sheet for various purchasing options the seller is providing



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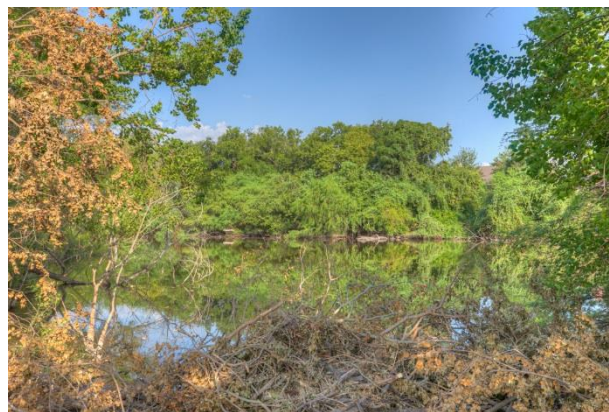
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PROPERTY PHOTOS



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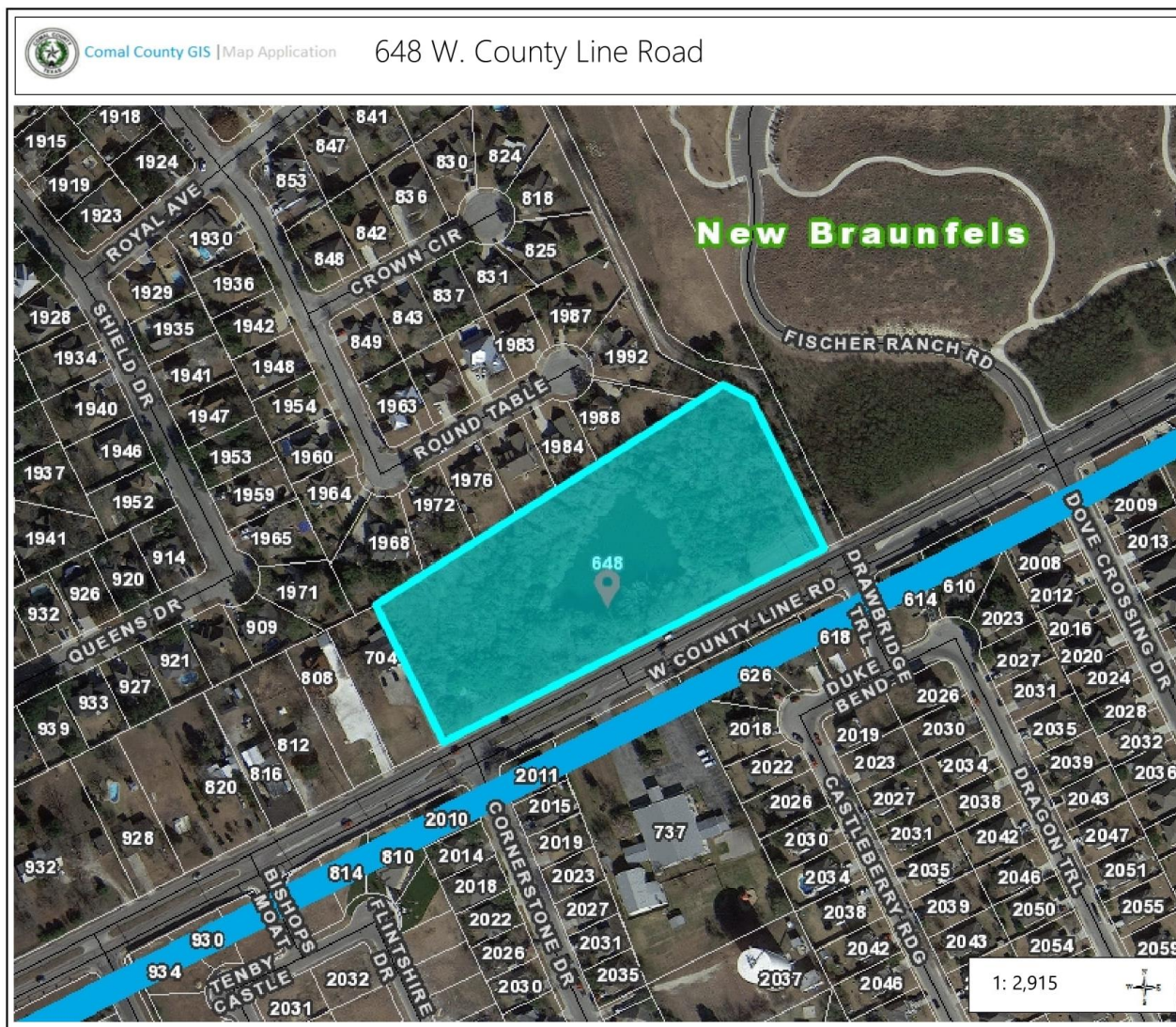
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AERIAL MAP



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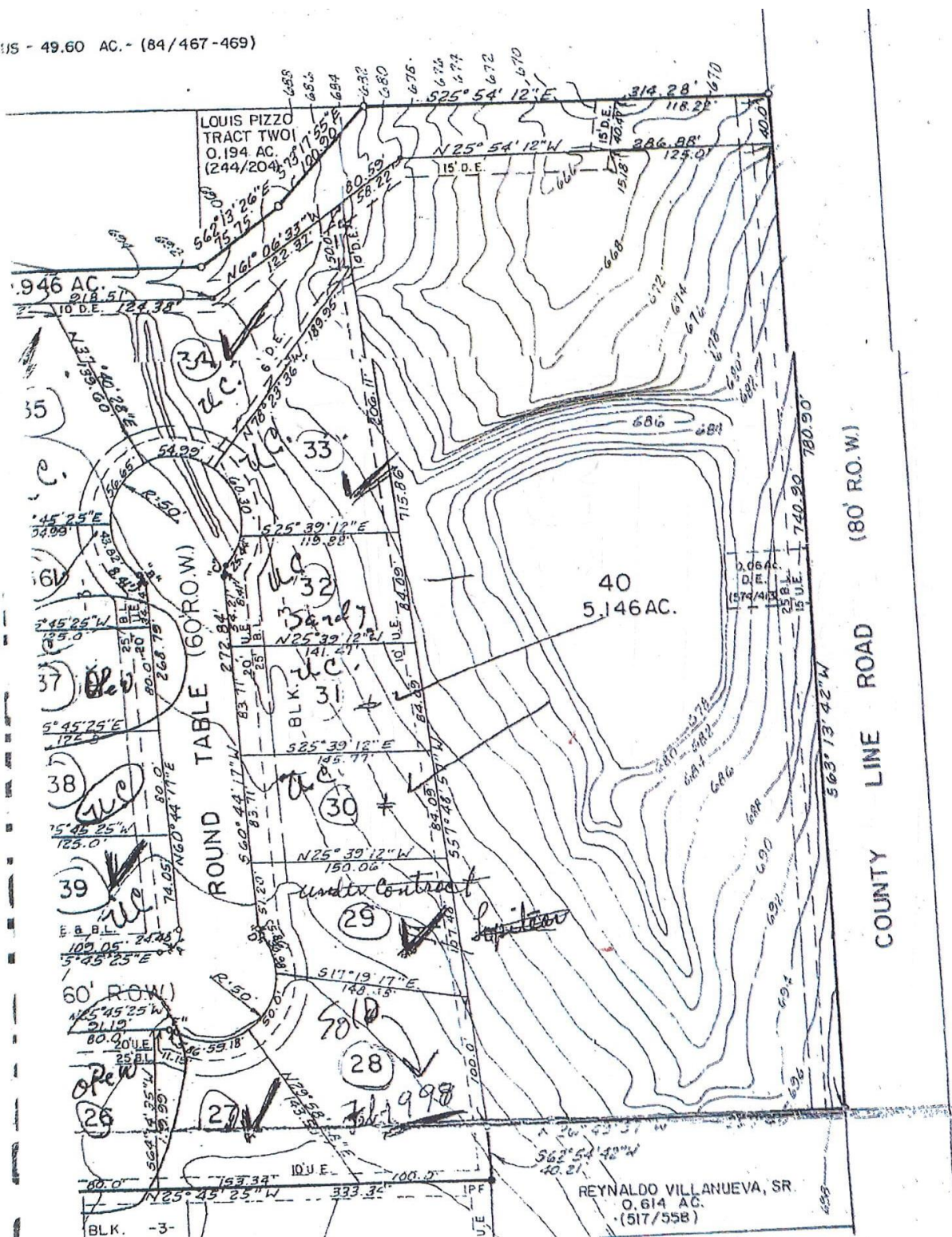
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KW COMMERCIAL™

US - 49.60 AC. - (84/467-469)



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PURCHASING OPTIONS

This property is to be marketed with the following options for sale or lease:

- 1) For sale
- 2) For sale with owner financing available
- 3) Lease with option to buy
- 4) Straight lease; (Long term or short term) with a fixed rental rate for up to 5 years with ability to sublease
- 5) Co-development / Venture capitalist opportunity
- 6) A gross profit sharing type of lease based on a % of gross income generated
- 7) Exchange Agreement (trade off/swap land agreement or combination of land plus cash if the swap land is not equal in value to subject property)
- 8) Development of property in phases



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New Braunfels
EDC

2018 DEMOGRAPHIC PROFILE

NEW BRAUNFELS, TEXAS



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OPPORTUNITIES DON'T JUST GROW HERE.

Communities like New Braunfels are unique. Refined by old-world German and Hispanic heritage and complemented by an affordable and unmatched quality of life, it's no wonder we now rank as the second fastest-growing community in the United States. New Braunfels also boasts exceptional transportation networks, multiple universities within a 30-minute drive, and a pro-business leadership, tax and regulatory environment. New companies such as Boon-Chapman, Seasons Group, Calendar Holdings and TaskUs have already realized the advantages of a growing, well-trained, 500,000-person-strong workforce. These recent expansions and relocations have further strengthened our industry bases in manufacturing, healthcare, logistics and distribution, and aviation businesses. Plus, with over 300 days of sunshine a year and 550+ acres of outdoor water recreation, including Schlitterbahn (America's #1 waterpark), New Braunfels is the premier destination for work – and play – year round.

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79,152

Population

\$61,618

Median Household
Income

\$177,200

Median Home
Value

New Braunfels is located in the heart of the Central Texas Corridor. It is a part of the San Antonio MSA and the county seat of Comal County. Located on IH-35, New Braunfels is only 30 minutes north of downtown San Antonio and 45 minutes south of Austin. IH-10 is only minutes east and State Hwy 46 bisects the city. At a 6.6 percent growth rate, New Braunfels is the 2nd-fastest growing city in the nation, topping 70,000 in population. Comal County is ranked the 6th fastest growing county in America.

New Braunfels, the county seat of Comal County, is located on IH 35 only 30 minutes north of downtown San Antonio and 45 minutes south of Austin. IH 10 is only minutes east and State Highway 46 bisects the city. Each year, more than 2 million visitors come to New Braunfels to explore the shopping and recreational activities steeped in German culture and heritage. Its strategic location has created opportunities to grow in the global market and satisfy the needs of the international shopper. Almost equal distance between the seventh largest city in the U.S. (San Antonio) and the State Capitol (Austin), New Braunfels has easy access to major highways with IH-35 running through the city. Our strategic location is 15 minutes from the new Caterpillar manufacturing plant, 45-minutes from the Toyota manufacturing plant and only a 3-hour drive to trade gateways into Mexico, Central and South America. Along with immediate access to highways, New Braunfels is close to nearby air, rail and bus services.

The people of New Braunfels are diverse, educated and motivated. They enjoy a community which retains a small town feel, but with most of the conveniences of living in a large city. The infrastructure here is solid, with active thought to expansion as well as conservation. The streets are safe and clean, and we boast a number of top-notch private and public schools as well as beautiful parks, public spaces, historical sites and churches. Residents and visitors alike enjoy the abundant opportunities for leisure which have made this city known as a mecca for those seeking fun or relaxation. There's room for a little bit of everything here in New Braunfels.

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EDUCATION

CENTRAL TEXAS TECHNOLOGY CENTER (CTTC)

Located in New Braunfels, The Central Texas Technology Center (CTTC) provides higher education opportunities and serves as a regional workforce development campus for New Braunfels, Seguin and the surrounding areas. The Center offers a wide range of academic, technical, and continuing education programs, and includes associate degrees from The Alamo Colleges. Students can complete licensing and certification requirements in many trade programs through specialized curriculum. Funded originally by a 2002 EDA grant and local development boards, the CTTC recently acquired a new \$1.25 million EDA grant in 2014, voter-approved \$4 million from the 2013 New Braunfels Bond Program, and local funds from New Braunfels and Seguin EDCs. The approved money was used to fund a 30,000 sq. ft. expansion of the CTTC, doubling its current footprint to add capacity for additional students and opened for classes in September 2016.



PROPERTY TAX RATES

Ad Valorem Taxes by Taxing Authority Rate per \$100 Valuation on 100% of Current Market Value

CITY OF NEW BRAUNFELS	\$0.48822	\$\$\$\$\$
COMAL COUNTY	\$0.357921	\$\$\$\$

COMAL ISD	\$1.39	\$
NEW BRAUNFELS ISD	\$1.33	\$
STATE OF TEXAS	\$0.00	

TOTAL TAX RATE IF IN CISD	\$2.24	\$
TOTAL TAX RATE IF IN NBISD	\$2.18	\$

SALES TAX

- » 6.25% STATE
- » 1.5% CITY
- » 0.5% COUNTY



NO PERSONAL OR CORPORATE INCOME TAX IN TEXAS

PROPERTY TAX COMPARISON

BASTROP ISD	\$1.44
COMAL ISD	\$1.39
HAYS/BUDA ISD	\$1.53
NBISD	\$1.33
NEISD (SAN ANTONIO)	\$1.39
PFLUGERVILLE ISD	\$1.54
SCHERTZ ISD	\$1.49
SEGUIN ISD	\$1.42

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STRATEGIC LOCATION

CENTERED BETWEEN AUSTIN AND SAN ANTONIO

Each year, more than three million visitors come to New Braunfels to explore the shopping and recreational activities steeped in German and Hispanic culture and heritage. The city's strategic location has created opportunities for growth in the global market and an ability to satisfy the needs of the international shopper.

Located almost equal distance between the Alamo (San Antonio) and the State Capitol (Austin), New Braunfels has easy access to major highways with IH-35 (a major NAFTA artery) running through the city's center, and IH-10 only 10 minutes east. New Braunfels' strategic location is 15 minutes from a new Caterpillar manufacturing plant, 45 minutes from a Toyota manufacturing plant and only a three-hour drive to trade gateways into Mexico, Central and South America. Additionally, New Braunfels is close to nearby air, rail and bus services.

DISTANCE TO MAJOR CITIES

New Braunfels is within a four-hour drive of over 12 million people.

San Antonio	30 miles
Austin	45 miles
Houston	178 miles
Corpus Christi	176 miles
Laredo	196 miles
Dallas	245 miles
Monterrey	431 miles
Mexico City.	781 miles
Los Angeles	1,383 miles
New York.	1,786 miles





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STRATEGIC LOCATION

HIGHWAYS SERVING AREA

Located on Interstate 35 (north-south system) and nine miles from Interstate 10 (east-west system) — connected by State Highway 46. Loop 337 circles the city, connecting IH-35 north and south. A proposed SH-130 connector is being assessed by local officials to accommodate future traffic congestion from San Antonio to Austin.

BUS

Greyhound/Trailways — seven northbound and six southbound daily

MOTOR FREIGHT CARRIERS

Central, Consolidated and Roadway Express serve the city. Southeastern has a local terminal. FedEx has a large terminal servicing the New Braunfels and Comal County area.

RAILROADS

Union Pacific — 36 daily freight trains (18 northbound and 18 southbound) with a local switch

AIR SERVICE

Non-commercial jet service is available at New Braunfels Regional Airport. Commercial service is available at San Antonio International Airport, only a 25-minute drive, served by most major carriers (11). Austin-Bergstrom International Airport is 45 minutes north and is served by 16 major carriers.

TRAFFIC COUNTS

TRAFFIC INTERSECTION	# OF CARS
IH-35N	97,425
IH-35S & Walnut	109,391
IH-35 & Hwy 46	115,261
Hwy 46E & FM 1101	37,185
Hwy 46W & Loop 337	30,150
Hwy 46E & FM 758	27,135
Hwy 46W & FM 2722	24,120

Source: Costar, 2017.



NEW BRAUNFELS REGIONAL AIRPORT

The extension of FM 306 near a new retail development, Town Center at Creekside, has paved the way for easier access to the New Braunfels Regional Airport (BAZ). The new Airport Master Plan gives a targeted direction to increase airport traffic and business development on the 250+ acre property. With more than \$5 million in improvements in the 5,000 sq. ft. terminal building, the New Braunfels Regional Airport continues to provide a safe and efficient portal with upscale, quality service.

Runway 17/35 is 5,364 x 100 ft. Weight Limitations - Single wheel: 35,000 lbs.

Runway 13/31 is 6,503 x 100 ft. Weight Limitations - Single wheel: 60,000 lbs.





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EDUCATION

MAKING ROOM FOR FUTURE GENERATIONS

New Braunfels and Comal County have two school districts: New Braunfels ISD (NBISD) and Comal ISD (CISD). New Braunfels ISD is primarily within the city limits while Comal ISD spans 589 square miles of Central Texas and includes parts of five Central Texas counties: Comal, Bexar, Hays, Kendall, and Guadalupe. Employing more than 1,000 workers, NBISD encompasses 15 campuses. CISD is one of Texas' fastest-growing districts, with 30 schools, and gains 800 new students a year. Both school districts are Academically Acceptable by TEA ratings.

Higher Education has also grown in New Braunfels. In 2012, Howard Payne University announced plans to build a university campus in the planned Veramendi development, and are currently offering MBA classes to the community. In 2016, Wayland Baptist University placed their entire nursing school in New Braunfels. By working closely with Alamo Colleges/CTTC, Howard Payne University, Texas Lutheran University, and Wayland Baptist University, they aim to provide current and future diverse curriculum to meet the needs of our community.

	 ENROLLMENT SEPTEMBER 2018	 STUDENT / TEACHER RATIO	 GRADUATES MAY 2017	 ATTENDANCE RATE (TX AVG 95.5%)
NEW BRAUNFELS INDEPENDENT SCHOOL DISTRICT	9,091	1/16.7	699	96%
COMAL INDEPENDENT SCHOOL DISTRICT	23,882	1/16.7	1,475	96%

PRIVATE, PAROCHIAL AND SPECIAL SCHOOLS IN NEW BRAUNFELS

- + Calvary Baptist Academy
- + Cross Lutheran School
- + New Braunfels Christian Academy
- + St. John Paul II Catholic High School
- + Sts. Peter & Paul Catholic School

NEARBY COLLEGES/ UNIVERSITIES

- + Howard Payne University
- + Texas Lutheran University
in Seguin, 13 miles east
- + Texas State University in
San Marcos, 16 miles north
- + Wayland Baptist University

COLLEGES AND UNIVERSITIES IN SAN ANTONIO*

(36 miles south of New Braunfels)

- + Our Lady of the Lake University
- + San Antonio College
- + St. Mary's University
- + The University of Texas at San Antonio
- + Trinity University
- + University of the Incarnate Word

*This list does not include all campuses in the San Antonio area.



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QUALITY OF PLACE

UTILITIES



ELECTRICITY

Supplier: Multiple ERCOT Sources
Distributor: NBU
Avg Monthly Bill: Residential: \$104.60/1,300 kwh



WATER/WASTEWATER

Supplier: Wells, Surface Water/Aquifer
Distributor: NBU
Avg. Monthly Bill: Residential: \$23.19/6,704 gallons
Commercial: \$97.25/32,665 gallons



NATURAL GAS

Supplier: Enterprise Products Partners
Distributor/Source: CenterPoint Energy
Avg. Monthly Bill: Residential: \$23.24
Commercial: contracts available

HOUSING



RENTER-OCCUPIED UNITS: 8,644
MEDIAN COST: \$1,099

MEDIAN COST & MORTGAGE RATES



HOUSING UNITS WITH A MORTGAGE: 16,378
MEDIAN COST: \$1,430

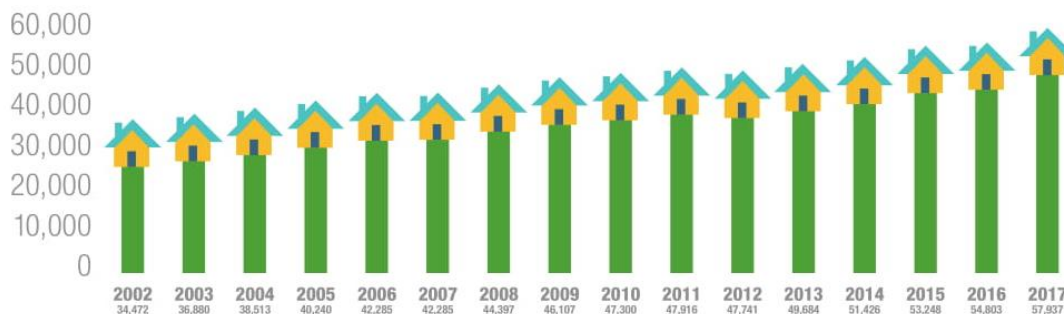
Source: Census 2013-2017 ACS

PER CAPITA AND HOUSEHOLD INCOME

	NEW BRAUNFELS 2016	COMAL COUNTY 2016	HAYS COUNTY 2016	GUADALUPE COUNTY 2016	NB % CHANGE FROM 2010
MEDIAN HOUSEHOLD INCOME	\$64,208	\$73,615	\$62,815	\$66,187	+14%
PER CAPITA INCOME	\$29,831	\$35,841	\$29,253	\$29,300	+16%
TOTAL HOUSEHOLDS	25,022	47,253	68,045	51,990	+23%
MEDIAN FAMILY INCOME	\$74,880	\$85,829	\$80,194	\$75,855	+11%
% BELOW POVERTY LEVEL	9.5%	9.2%	15.3%	10.6%	-23%

Source: Census.gov, 2012-2016 ACS

COMAL COUNTY HOUSING UNITS



Source: Census.gov, 2013-2017 ACS

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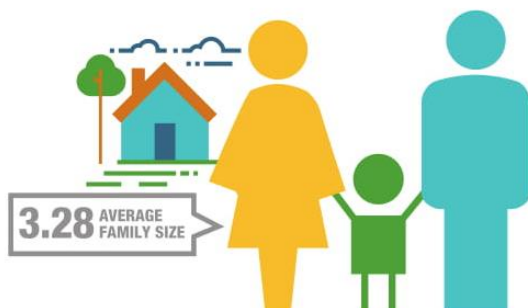
DEMOGRAPHICS

GROWING POPULATION

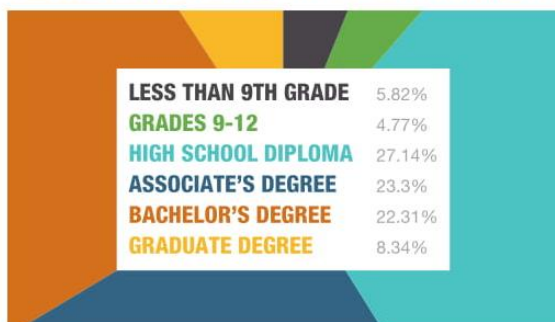
Ranked as the second fastest-growing county and second fastest-growing city in the nation, Comal County and New Braunfels are experiencing an unprecedented growth rate — growing at an average of 6% per year; an 88% increase in the last decade. The city's population surpassed 70,000 in 2015 and is projected to reach 85,000 by 2021. Founded in 1845 by German settlers, New Braunfels' population includes many German and Hispanic descendants.

2017 POPULATION:

CITY: 79,152 COUNTY: 141,009

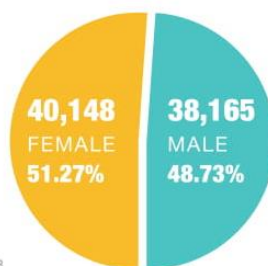


POPULATION BY EDUCATIONAL ATTAINMENT



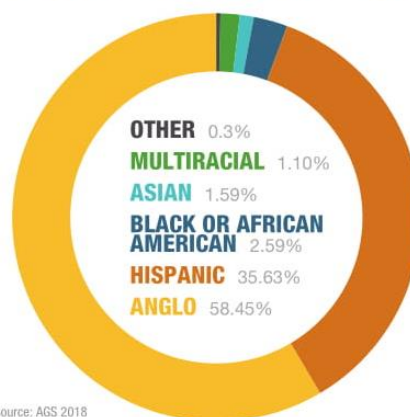
Source: AGS 2018

POPULATION BY GENDER



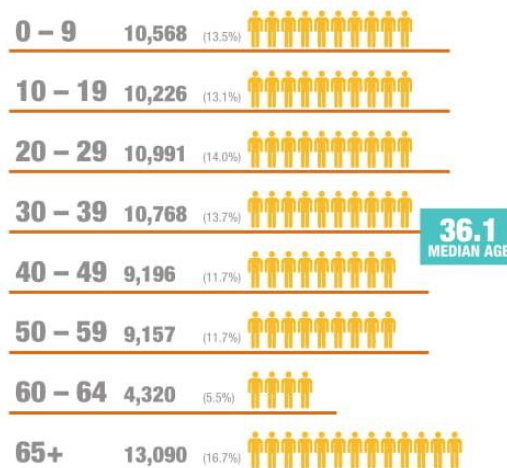
Source: AGS 2018

POPULATION BY RACE-ETHNICITY



Source: AGS 2018

POPULATION BY AGE



Source: AGS 2018



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TALENT

SKILLED, RELIABLE WORKFORCE

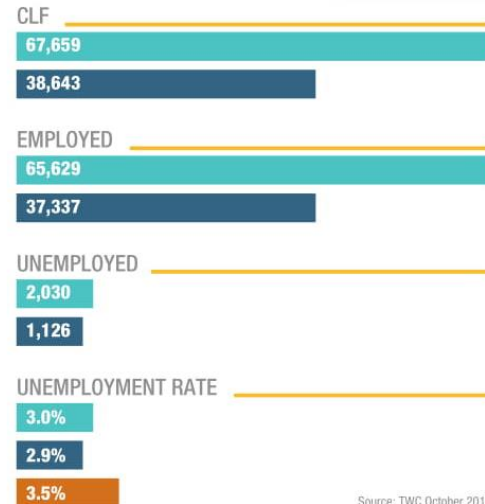
The center of a well-trained, available workforce, New Braunfels touts a strong work ethic among its population. The diverse industry sector employs workers in a variety of professions including: aerospace, automotive, construction, engineering, finance, healthcare and manufacturing. In the last 16 years, the workforce has increased 80% and new primary jobs have more than doubled since 2003, averaging 938 primary jobs per year.

MAJOR EMPLOYERS

EMPLOYER (PRODUCT OR SERVICE)	EMPLOYEES
COMAL ISD SCHOOL DISTRICT	2,895
SCHLITTEBAHN WATERPARK	2,100
WAL-MART DISTRIBUTION CENTER	1,250
NEW BRAUNFELS ISD	1,188
CITY OF NEW BRAUNFELS	812
SYSCO	810
HUNTER INDUSTRIES, LTD.	730
COMAL COUNTY	681
HD SUPPLY FACILITIES MAINTENANCE	538
RUSH ENTERPRISES, INC.	518
CBE	435
CHRISTUS SANTA ROSA - NEW BRAUNFELS	424
COMAL COUNTY	410
RESOLUTE HEALTH	408
IBEX CORPORATION	400
GRUENE, TEXAS	315

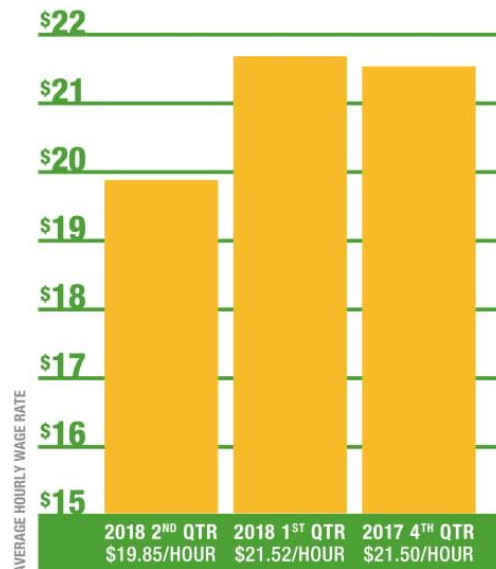
Source: NBEDC

AVAILABLE WORKFORCE



Source: TWC October 2018

COMAL COUNTY WAGE RATES



Tri-county (Comal, Guadalupe and Hays)
Average Weekly Wage is \$20.13/hr.

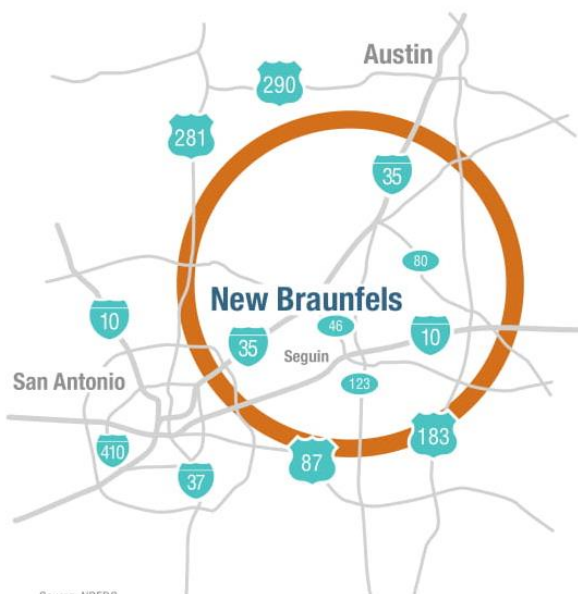
Source: Texas LMCI Tracer, 2018



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TALENT



**500,000+ WORKFORCE WITHIN
A 30-MINUTE COMMUTE**

COMMUTE TO WORK

81.5%
CAR, TRUCK, OR VAN:
DROVE ALONE



10.8%
CAR, TRUCK, OR VAN:
CARPOOLED



5.7%
WORKED AT HOME



1%
WALKED



0.9%
OTHER MEANS

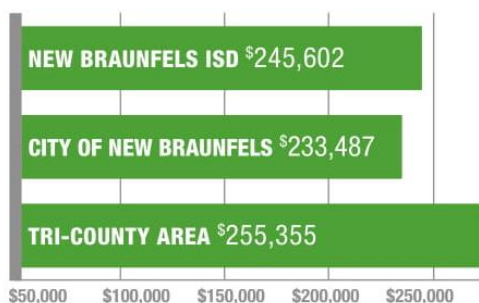


Source: Census.gov, 2013-2017 ACS

AFFORDABLE COST OF LIVING, UNIQUE QUALITY OF LIFE

An affordable cost of living is enhanced by low city, county and school district taxes to create a composite cost of living score 15% below the national average. Average home prices are 30% lower than the national average. New Braunfels is considered a great place to live, work and play.

MEDIAN HOME VALUE



Source: Comal Appraisal District, Four Rivers Association of Realtors

MEDIAN HOME PRICE: \$235,000



Source: November 2018, Four Rivers Association Realty



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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:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o 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.

Keller Williams Realty - Heritage	434367	Heritage@mykwsa.com	210-493-3030
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Lisa Munoz	488746	lmunoz@mykwsa.com	210-493-3030
Designated Broker of Firm	License No.	Email	Phone
Stephanie Williams	601297	swilliams@mykwsa.com	210-323-3322
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Mark Hampton	464012	Mark@MarkHamptonHomes.com	210-823-8611
Sales Agent/Associate's Name	License No.	Email	Phone
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Buyer/Tenant/Seller/Landlord Initials		Date	

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

The information presented here is deemed to be accurate but it has not been independently verified. We make no guarantee, warranty or representation. It is your responsibility to confirm accuracy and completeness. All KW offices are independently owned and operated.

Mark Hampton | KW Commercial
Mark@MarkHamptonHomes.com | 210-823-8611
888 Landa Street, New Braunfels TX 78130