OFFERING *Memorandum*

PREPARED BY: HILL COUNTRY COMMERCIAL
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CHRISTIE RICKERT, BROKER

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Property *Overview*

107 W Center Street Kyle TX 78640

Historical Overview

In 1880, Jay Gould was in the process of developing the International & Great Northern Railroad and he stopped at a vacant prairie 20 miles south of Austin. From his luxury Pullman car, the entrepreneur decided that he needed to build a city in this spot to capitalize on income streams along his railroad line. The Fergus – Kyle family gave 200 acres of land to IGNRR in exchange for $1 to establish a depot because they recognized that a railroad would benefit their family ranch business. The railroad then sold the land to the Texas Land Company for $2000 to build the new town of Kyle, and on September 7, 1880 plans were filed for the proposed town. The railroad started spreading the word and a land auction was held at the "Kyle Auction Oak" on September 25, 1880. The railroad offered free rides and lunch for anyone that wanted to attend. There was plenty of excitement about the plentiful acreage for crops, cattle, cotton, a future town at a great deal. The site of the auction was at 204 Sledge Street, just a couple of blocks down the road where the famous oak tree still stands.

G. W. Whisenant and his wife, M. M. Whisenant, were early residents of Kyle, Texas, who actively bought & sold real estate during the town's booming years. They purchased the lot of current day 107 W Center Street and this is where the history gets a little blurry. The first commercial building built sometime in the 1880s downtown Kyle was Tom Martin's saloon and meat market, located on the block of Center and Front street, which was lost to a fire in 1916. As the town developed, there were saloons, a post office, the HC Wallace Lumber company, schools, stores and homes built.

The Live Oak Masons started their charter in 1868 and had been in a number of temporary locations in the area. Public records indicate that on November 27, 1911 the Masons purchased 107 W Center Street for $600 from the Whisenant's. The City Of Kyle's 2022 Downtown Master Plan report indicates that the Masonic Lodge at 107 W Center Street was built in 1911. To this day, the Live Oak Lodge still uses the 2nd and 3rd stories for their members and have leased out space on the first floor to small businesses.

Mary Kyle Hartson, Mayor of Kyle 1937-1947

Sources:

http://www.hayshistoricalcommission.com
https://www.cityofkyle.gov/media/0jjph3dp/downtown_master_plan_and_survey_results.pdf
https://liveoaklodge304.org
Hays County Public Records

107 W Center Street Kyle TX 78640

Property Overview

This has been the historic meeting place for the Masonic Live Oak Lodge #304 for over 100 years. The first floor is currently rented out to a salon and photography tenant. The second and third floor are utilized by the owners for meeting and dining space.

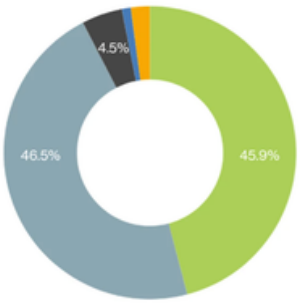
This property is approximately 3750 SF in size per Hays CAD records and City of Kyle records indicate that property #R33521 is 0.06 acres.

Location Highlights:

- high traffic, highly visible location
- 17,160 Annual Average Daily Traffic Count per TxDOT
- located directly across from City of Kyle City Hall
- located blocks from IH-35 and FM 150
- zoned Multi Use: multi-family, retail, office space
- located in a Reinvestment Zone for City of Kyle
  possible tax incentives available https://kyleed.com/choose-kyle/incentives
- located in one of the nation's fastest growing counties and cities
- located 21 miles from downtown Austin and 57 miles from downtown San Antonio

Kyle Demographics:

- Population: 65,050
- Projected Population 2030: 77,050
- Median Age: 31
- Median Household Income: $75,752
- Median Home Value: $349,650



Population Diversity

Race	Percent
White	45.9%
Hispanic	46.5%
Black	4.5%
Asian	1.0%
Other	2.1%

Sources:, Hays CAD, https://media-002-us.cdn.govstack.com/cityofkyle-us/media/i5zcuw2l/tirz_6_creation_ordinance_1296.pdf, Red Door Photography Floor Plans 9/26, https://kyleed.com/local-data/demographics

107 W Center Street Kyle TX 78640

Taxes

Interested buyers are advised to do their due diligence with the county to determine actual taxes.

Property Taxing Jurisdiction

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Owner: LIVE OAK LODGE 304 **%Ownership:** 100.00%

Entity	Description	Market Value	Taxable Value
ACCD	AUSTIN COMMUNITY COLLEGE DIST	$261,700	$0
CAD	APPRAISAL DISTRICT	$261,700	$0
CKY	CITY OF KYLE	$261,700	$0
EHA	HAYS CO ESD #9	$261,700	$0
FHA	HAYS CO FIRE ESD #5	$261,700	$0
GHA	HAYS COUNTY	$261,700	$0
PCC	PLUM CREEK CONSERVATION DIST	$261,700	$0
RSP	SPECIAL ROAD	$261,700	$0
SHA	HAYS CISD	$261,700	$0
TKY6	TRZ #6 - City of Kyle	$261,700	$0
WPC	PLUM CREEK GROUND WATER CONSERVATION DISTRICT	$261,700	$0

Total Tax Rate: 0.000000

Property Improvement - Building

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Type: Commercial **State Code:** XV **Living Area:** 0.00 sqft **Value:** $81,170

Type	Description	Class CD	Year Built	SQFT	Assessed Value
COMM	Comm 100% Of Base			1,250.00	$80,530
CV1	Covered Porch 10% Ofbase			100.00	$640

Type: Commercial **State Code:** XV **Living Area:** 0.00 sqft **Value:** $92,910

Type	Description	Class CD	Year Built	SQFT	Assessed Value
MA2	Main Area 2 Floor			1,250.00	$61,940
LODG	LODG			625.00	$30,970

Property Land

Back to Top

Type	Description	Acreage	Sqft	Eff Front	Eff Depth	Market Value	Prod. Value
F1	F1-Commercial - Real Property (All)	NaN	1,875.00			$43,810	$0
F1	F1-Commercial - Real Property (All)	NaN	1,875.00			$43,810	$0

Tax Office
Jennifer Escobar Tax Assessor-Collector, Hays County
712 S. Stagecoach Trail, Suite 1120
San Marcos, TX 78666
512-393-5545
512-393-5547
https://www.hayscountytx.gov/tax-assessor-collector

2025
Tax Statement

Date	QuickRef ID
9/20/2026	R33521
CAD ID	**Owner ID**
R33521	O26035

Property Description

Legal
ORIGINAL TOWN OF KYLE, BLOCK 4, LOT PT OF 8-9-10

Property Location
107-A CENTER ST KYLE 78640

Property ID: 11-4635-0400-01000-2

R33521
LIVE OAK LODGE 304
P O BOX 1331
KYLE, TX 78640-1331

County Taxes Reduced By Additional Sales Tax 0.00

Property Values	
Land	87,620
Improvement	174,080
Ag Mkt	0
Ag Use	0
Tim Mkt	0
Tim Use	0
Cap Adj	0
Assessed	261,700
Exemptions	
EX	

Tax Breakdown

Tax Year	Taxing Unit	Tax Rate	Exemptions	Taxable	PLR	Tax	Tax Paid	Tax Due
2025	Austin Community College	0.103400	0	0	N/A	0.00	0.00	0.00
2025	City of Kyle	0.595700	0	0	N/A	0.00	0.00	0.00
2025	Hays Consolidated ISD	1.154600	0	0	N/A	0.00	0.00	0.00
2025	Hays County	0.357300	0	0	N/A	0.00	0.00	0.00
2025	Hays County ESD #5-FIR	0.100000	0	0	N/A	0.00	0.00	0.00
2025	Hays County ESD #9-EMS	0.062370	0	0	N/A	0.00	0.00	0.00
2025	Plum Creek Conservation	0.013700	0	0	N/A	0.00	0.00	0.00
2025	Plum Creek Groundwater	0.017000	0	0	N/A	0.00	0.00	0.00
2025	Special Road Dist	0.042600	0	0	N/A	0.00	0.00	0.00
		TOTAL				0.00	0.00	See TOTAL DUE

Sources:
Hays County Appraisal District
Hays County Tax Office

107 W Center Street Kyle TX 78640

Reinvestment Zone #6 City Of Kyle

The City of Kyle established Tax Increment Reinvestment Zone No. 6 (TIRZ #6) effective December 19, 2023 for 40 years terminating on December 31, 2063 on 229-acres to develop or redevelop area within the city limits for the purpose of providing public improvements, programs, and other project costs to be financed by the Zone.

The proposed uses of the Property in the City include single family residential, commercial, office/retail, multifamily, retail, retail/restaurant, residential townhome, duplexes, vertical mixed-use commercial areas.

Based on the Participation Agreement with the Hays County, the County is obligated to deposit into the TIRZ Fund beginning in 2024 an amount equal fifty percent (50%) of the ad valorem taxes collected and received by the County on the Captured Appraised Value in the Zone (the "County Tax Increment").

For additional details, refer to the City of Kyle Creation Ordinance dated December 19, 2023.
For documents and reports for TIRZ #6, click here.

BENEFITS OF A TIRZ

The benefits of a TIRZ include:

- builds needed public infrastructure in areas lacking adequate development to attract businesses.
- encourages development, thereby increasing property values and long-term property tax collections.
- reduces the cost of private development by providing reimbursement for eligible public improvements.

Sources:

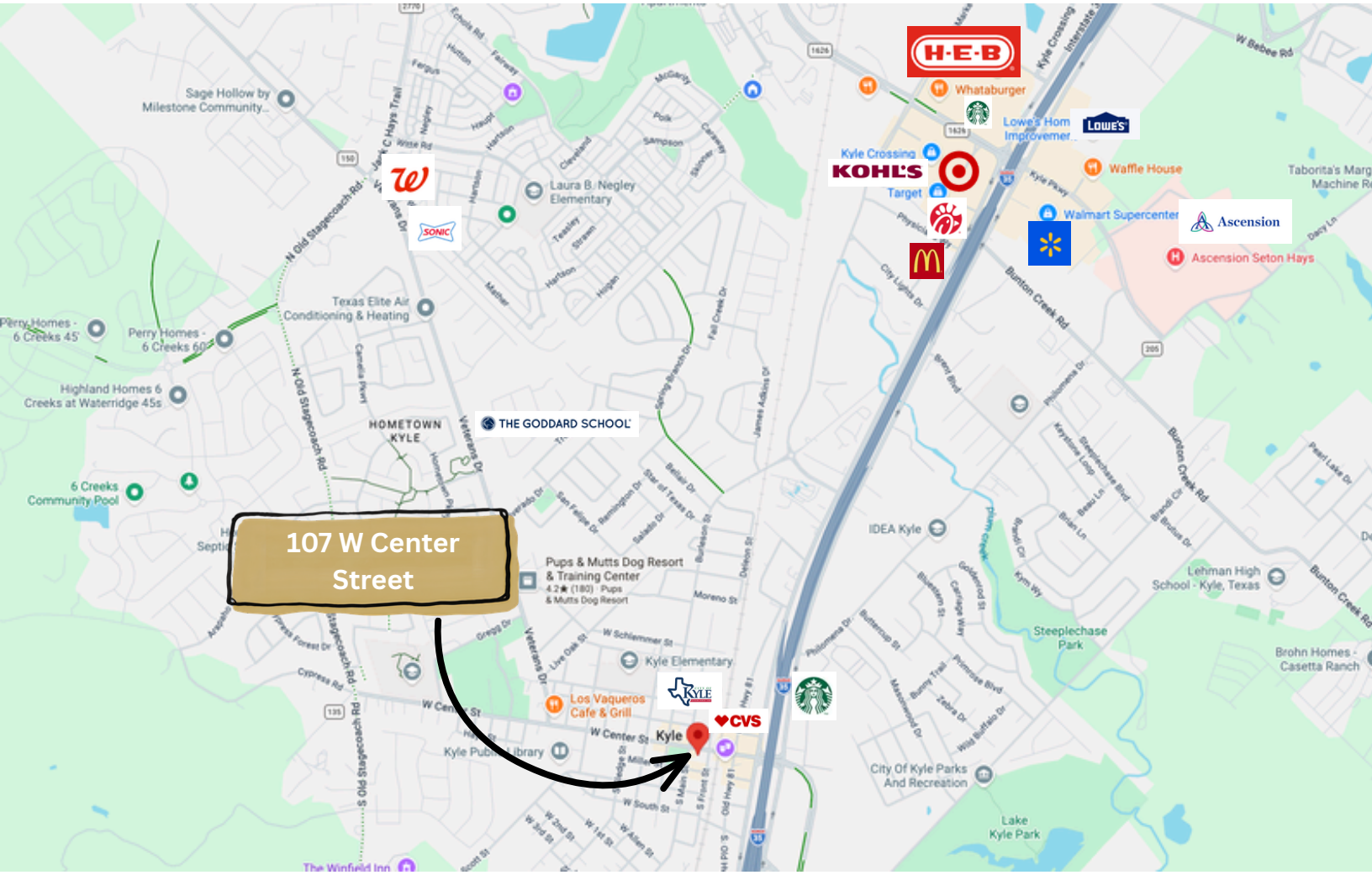
https://www.cityofkyle.gov/city-hall/financial-services/tax-increment-reinvestment-zones/tax-increment-reinvestment-zone-6/

107 Center Street Kyle TX 78640

Location

107 Center Street Kyle TX 78640

Location



107 Center Street Kyle TX 78640

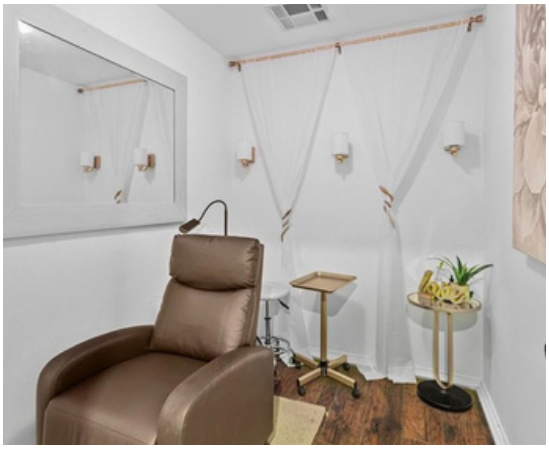
Location

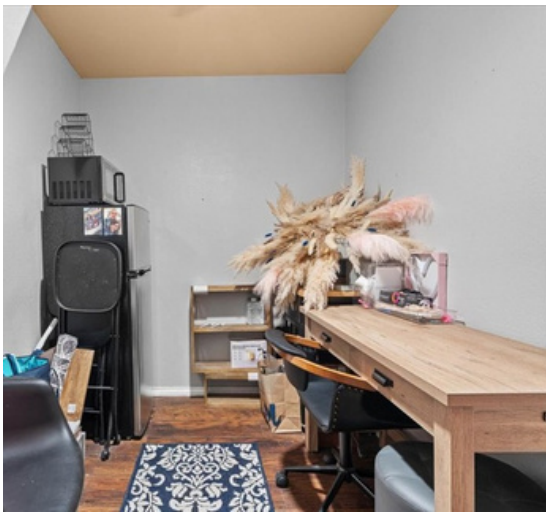
107 Center Street Kyle TX 78640

Gallery: Exterior

107 Center Street Kyle TX 78640

Gallery: 1st Floor Salon





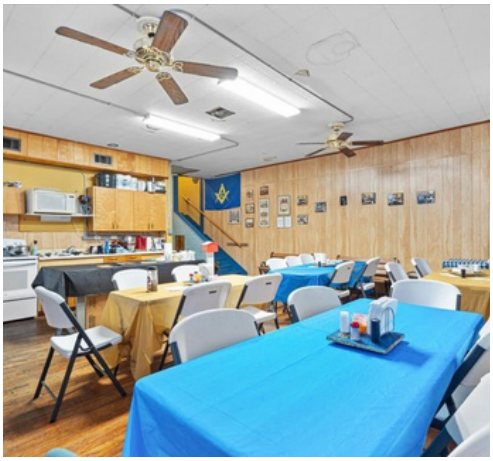
107 Center Street Kyle TX 78640

Gallery: 1st Floor Photography Studio

107 Center Street Kyle TX 78640

Gallery: 2nd Floor Dining Space

Virtually enhanced to depict vacant



107 Center Street Kyle TX 78640

Gallery: 3rd Floor Meeting Space

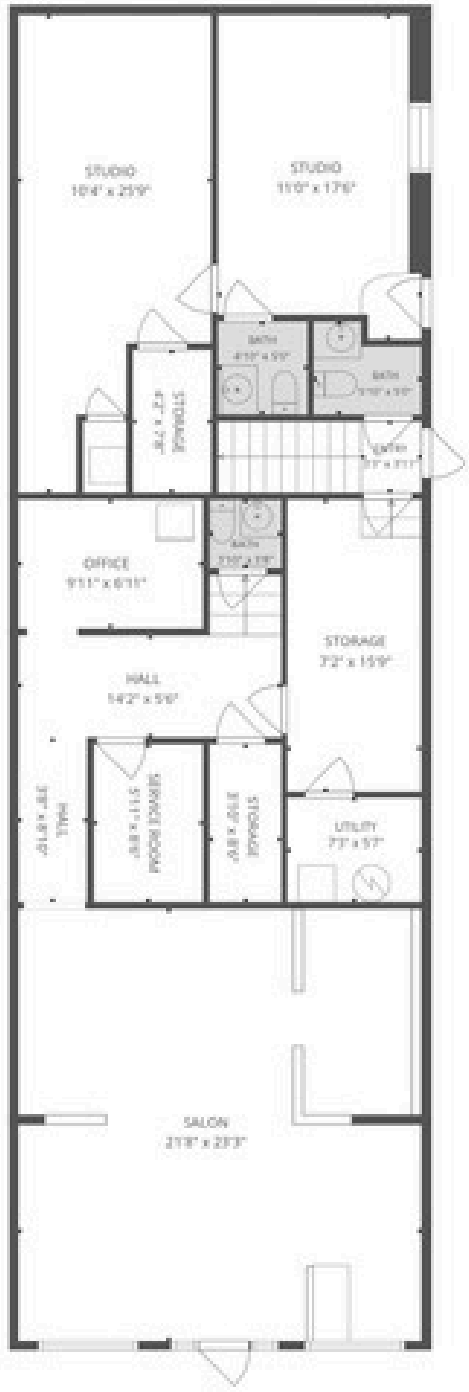
107 Center Street Kyle TX 78640

Gallery: Remodel Possibilities

Virtually enhanced to depict potential remodel

107 Center Street Kyle TX 78640

Gallery: Floor Plan



1ST FLOOR

2ND FLOOR

3RD FLOOR

Measurements Deemed Highly Reliable But Not Guaranteed.

Why Invest *In Kyle?*

107 Center Street Kyle TX 78640

County Overview

Overview

Hays County Retail

12 Mo Deliveries in SF	12 Mo Net Absorption in SF	Vacancy Rate	Market Asking Rent Growth
197K	61.2K	2.7%	1.4%

Hays County ranks as the third most developed retail submarket in Austin over the past decade, with more than 2.6 million SF of new space delivered, trailing only Cedar Park and Georgetown. Despite continued development, demand has kept pace, driving the vacancy rate to a historic low of 2.7%, one of the lowest in the market.

Kyle, one of the fastest-growing cities in the Austin metro area, has attracted a wave of new retailers, including restaurants, stores, and healthcare sector tenants. Because of these high-growth areas in Hays County, absorption totaled 61,000 SF over the past 12 months. Leasing was strong among new properties, accounting for 25% of volume last year, but older properties also leased well, with those built in the 1980s and 2000s contributing 22% and 21% of total leasing volume, respectively. San Marcos led all cities in leasing, making up more than a third of the total volume. Notable deals included IKEA leasing 34,000 SF at San Mar Plaza, replacing Conn's HomePlus, and EoS Fitness preleasing 40,000 SF at the proposed Kyle Park development near I-35 and Bebee Road in Kyle.

San Marcos remains the most recognizable retail hub in Hays County, home to the San Marcos Premium Outlets and Tanger Outlets. The city represents nearly half of the county's 12.6 million SF of retail space. However, new development is increasingly shifting north along I-35, particularly in Kyle, where half of all recent and ongoing construction is concentrated.

Approximately 530,000 SF are under construction, equal to 4.0% of existing inventory, which are about 75% preleased. As these projects reach completion, the vacancy rate may tick up slightly in 2026 but should remain near historic lows.

Tight market conditions have driven up average asking rents faster than the metro average, but slowing retail sales growth has tempered rent growth. Rents are up 1.4% over the past year, cooler than the 4.2% recorded a year ago.

KEY INDICATORS

Current Quarter	RBA	Vacancy Rate	Market Asking Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
Malls	0	-	-	-	0	0	0
Power Center	1,439,017	2.9%	$32.40	2.8%	0	0	0
Neighborhood Center	1,533,185	1.7%	$31.25	3.3%	(8,255)	0	6,000
Strip Center	871,040	3.8%	$28.40	12.2%	4,744	4,200	174,524
General Retail	7,994,531	3.0%	$29.04	4.1%	(4,324)	74,000	351,345
Other	1,507,204	1.2%	$45.58	2.2%	(3,000)	0	0
Submarket	**13,344,977**	**2.7%**	**$31.38**	**4.3%**	**(10,835)**	**78,200**	**531,869**

Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy	1.0% (YOY)	2.9%	3.4%	4.2%	2015 Q1	1.3%	2025 Q1
Net Absorption SF	61.2K	292,495	159,295	789,137	2024 Q1	19,785	2011 Q3
Deliveries SF	197K	311,228	203,906	787,762	2024 Q1	54,050	2011 Q3
Market Asking Rent Growth	1.4%	3.3%	2.3%	6.5%	2023 Q2	-0.9%	2012 Q1
Sales Volume	$28.6M	$20.2M	N/A	$51.8M	2019 Q3	$0	2006 Q4

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107 Center Street Kyle TX 78640

Hays County Economic Development

REGIONAL INDUSTRY CLUSTERS

A STRONGER REGION. A BRIGHTER FUTURE.

INDUSTRY / OPPORTUNITY	BUDA	KYLE	SAN MARCOS	LOCKHART	LULING
Advanced Manufacturing High-tech. Precision. Growth.	●	●	●	●	●
Technology / Innovation Ideas. Talent. Opportunity.	●	●	●	●	●
Retail / Hospitality / Destination Unique Places. Lasting Impressions.	●	●	●	●	●
Aerospace / Aviation Built for What's Next.	◐	◐	●	◐	●
Healthcare / Life Sciences Healthy People. Brighter Tomorrows.	●	●	◐	◐	◐
Professional / Knowledge-Based Services People. Expertise. Progress.	●	●	●	◐	◐
Food / Agribusiness From Our Region to the World.	◐	◐	◐	●	●
Logistics / Distribution Connected. Efficient. Scalable.	–	●	●	●	●

● Strong Presence ◐ Emerging / Growing ○ Limited Presence

FIVE COMMUNITIES. ONE OPPORTUNITY.

Source: https://drive.google.com/file/d/1HWnjnLsODUs26LFWpy-vn2AdiSIlbu2R/view

107 Center Street Kyle TX 78640

Kyle Economic Development

KYLE

$838.8M 5-Year CIP

- Investing in infrastructure to support continued growth and development
- Major water and wastewater infrastructure upgrades to expand capacity for current and future development
- Growing Advanced Manufacturing & FDI Base anchored by global employers Simwon, Plastikon and ENF Technology

$250M Kyle Park

- 101-acre mixed-use lifestyle destination bringing major new retail, dining, entertainment and commercial investment

CITY OF KYLE
ECONOMIC
DEVELOPMENT

What Makes Kyle Different

Scale of Growth + Room to Build

- Rapid population and commercial growth combined with significant remaining development capacity
- With only about 40% of Kyle developed, significant opportunity remains for future commercial and employment growth

ONE Thing to Watch

Kyle Commerce Center

- 328,000+ SF of new Class A industrial space underway on 28 acres.
- Four-building project- flexible suites for small and mid-sized industrial users, expanding Kyle's inventory of modern employment space and supporting continued manufacturing and business growth.

ONE Big Recent Win

Kyle's healthcare ecosystem is expanding

- St. David's HealthCare has begun construction on a $20.5 million, 13,000-SF emergency center, the first phase of its proposed hospital
- Austin Community College is expanding with a health sciences and nursing facilities
- Strengthening the pipeline of healthcare professionals needed to support the region's continued growth
- Joining existing Ascension Seton Hays, already serving as a regional hospital and the only Level II Trauma Center in Hays County.

Source: https://drive.google.com/file/d/1HWnjnLsODUs26LFWpy-vn2AdiSIlbu2R/view

107 Center Street Kyle TX 78640

Downtown Kyle Master Plan

This master plan document is a reference tool that establishes strong design and planning principles for the 12-block area defined by city leadership as "Downtown". The goals of the master plan include those of City Council, City Staff and leadership, as well as Kyle's many residents.

Residential Example, ADHOC Architects

Outdoor Dining Streetscape

Render of the New Mary Kyle Hartson Park, Coleman & Associates

The goals of the downtown master plan include:

- Build a Framework for Great Spaces and Places
- Promote greater diversity of land uses
- Align with Kyle's planned Vybe trail network
- Establish Mary Kyle Hartson Park as the heart of Kyle
- Consider short-term and long-term phasing
- Allow residents living downtown currently to remain in their current situations as long as they desire
- Improve pedestrian safety
- Introduce residential options including apartments and townhouses
- Make downtown family-friendly
- Create a unique and comfortable feel that speaks to Kyle's local charm
- Include large sidewalks to support retailers and restaurants
- Consider current and future parking needs

Source: City Of Kyle Design Standards & Downtown Master Plan 2022

107 Center Street Kyle TX 78640

Downtown Kyle Master Plan

subject property designted as “Multi Use”

TH	Townhomes
MU	Mixed-Use
LW	Live-Work
MF	Multifamily
SP	Structured Parking
P	Parking Lot
E	Existing Building
(3L)	3 Level Building
(2L)	2 Level Building

Source: City Of Kyle Design Standards & Downtown Master Plan 2022

107 Center Street Kyle TX 78640

Downtown Kyle Master Plan

Test Projects

Test projects are relatively inexpensive ways to draw people and attention to the focus area. Multiple opportunities have been identified for downtown Kyle.

#1 Alleyway activation

The alley across from City Hall has the appropriate scale and location to be activated with string lights, wall mural, tables and chairs. Uses might include: public park for general use, pop up dining space with adjacent food truck or more. Recommendation to begin discussions with Arts Commission.

Center Street Alleyway Condition - Before

subject property

Center Street Alleyway Condition - After

Source: City Of Kyle Design Standards & Downtown Master Plan 2022

107 W Center Street Kyle TX 78640

Hays County

Commercial Stats

HAYS COUNTY
Commercial Sales Trends – Retail

Sales

Hays County Retail

Investors have increasingly gravitated toward retail properties, given solid market fundamentals and ongoing supply shortages, particularly in high-growth submarkets such as Hays County, where strong population growth and rising household incomes reinforce tenant demand. In fact, the vacancy rate in Hays County remained below 2% from 22Q4 through 26Q2.

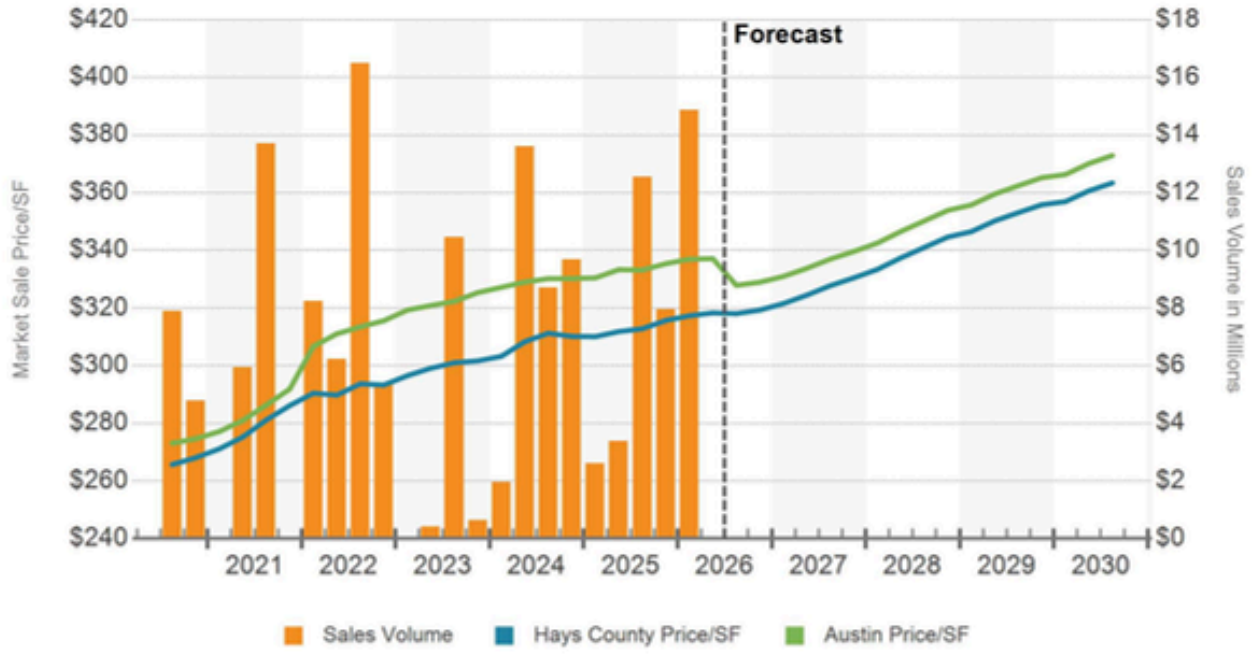
Trading activity rebounded sharply in 2025 with over 500,000 SF trading, slightly higher than the submarket's 10-year average, and more than doubled from 2024 levels. On an inventory-adjusted basis, the submarket ranked as the third-most active in Austin that year. However, momentum cooled in 2026, with just under 150,000 SF sold in the first half of the year.

Private buyers continue to drive a large share of transactions, accounting for 55% of total sales volume, with most deals involving individual investors. Retail assets have remained attractive to high-net-worth buyers due to smaller check sizes and stable income profiles.

San Marcos was the biggest draw for investor capital, accounting for nearly 40% of the past year's sales volume, followed by Buda at 20% and Kyle at 15%. For example, the biggest sale of the past year involved the former Lee Wrangler Outlet at 3939 S I-35 at the San Marcos Premium Outlets. Built in 1990, the 61,120-SF storefront was purchased by an individual investor for $4.4 million, or $72/SF. While fully leased at the time of sale, Lee Wrangler's lease was set to expire shortly after the acquisition, creating an opportunity for the buyer to market rents up to current market rates.

Cap rates for general retail assets are estimated to be in the low- to mid-6% range. Smaller NNN-leased properties with long-term tenants typically trade at even lower cap rates, underscoring continued investor appetite for stabilized retail product.

SALES VOLUME & MARKET SALE PRICE PER SF



HAYS COUNTY
Commercial Sales Trends – Office

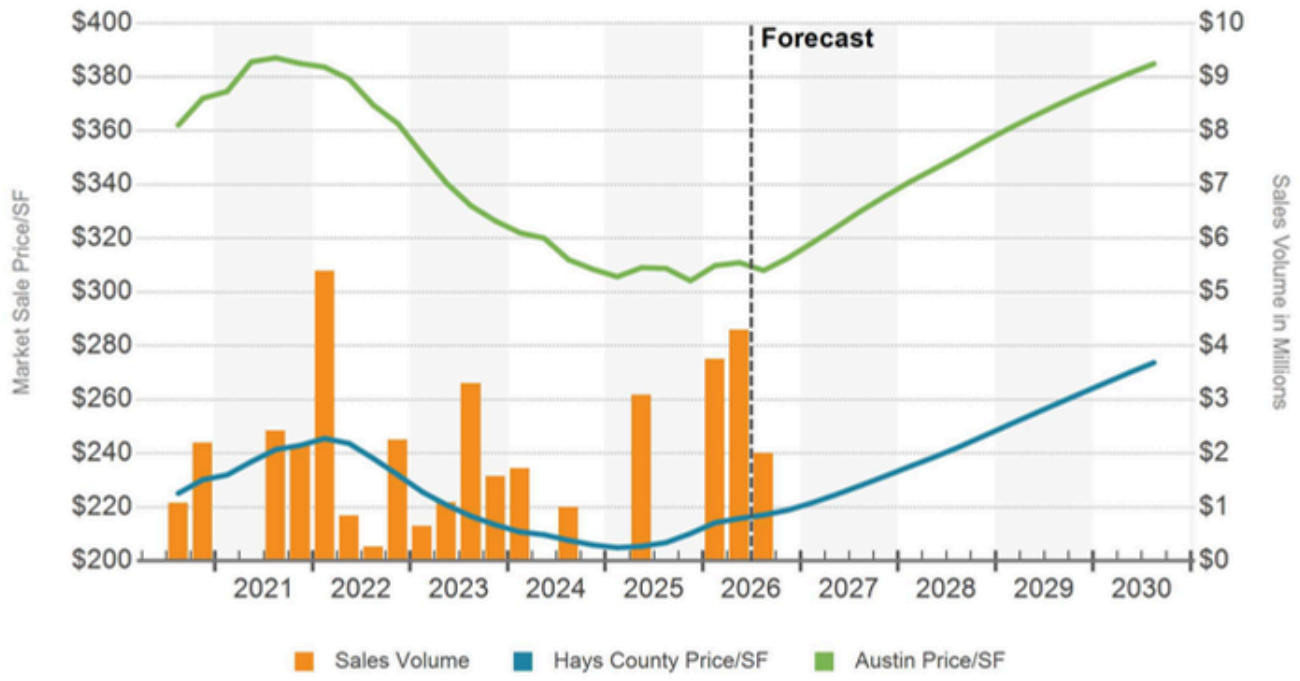
Sales

Hays County Office

Over the past year, 29 office properties traded in Hays County, accounting for 230,000 SF of inventory turnover. Office sales volume in Hays County has totaled $10.1 million over the past year. Average annual sales volume over the past five years is $6.3 million and $6.2 million over the past 10 years.

Estimated office market pricing in Hays County is $217/SF compared to the market average of $307/SF. Average market pricing for Hays County is estimated at $272/SF for 4 & 5 Star properties, $232/SF for 3 Star assets, and $164/SF for 1 & 2 Star buildings. The estimated cap rate for Hays County office is 8.2%, compared to the metro average of 7.7%.

SALES VOLUME & MARKET SALE PRICE PER SF

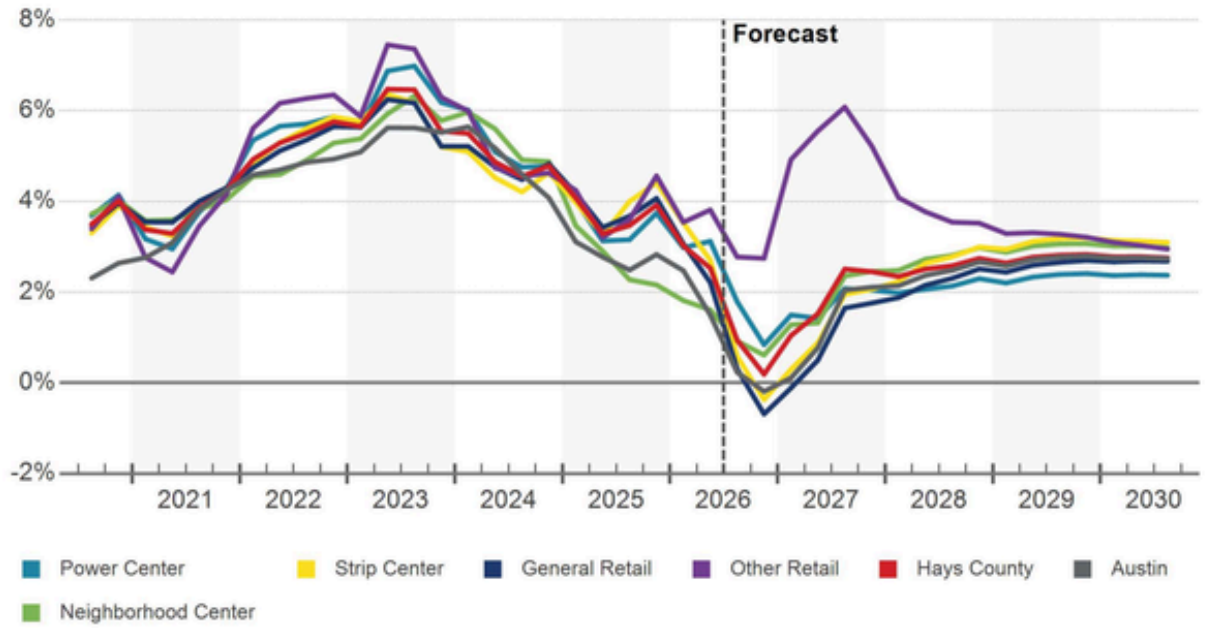


HAYS COUNTY
Commercial Rent Trends – Retail

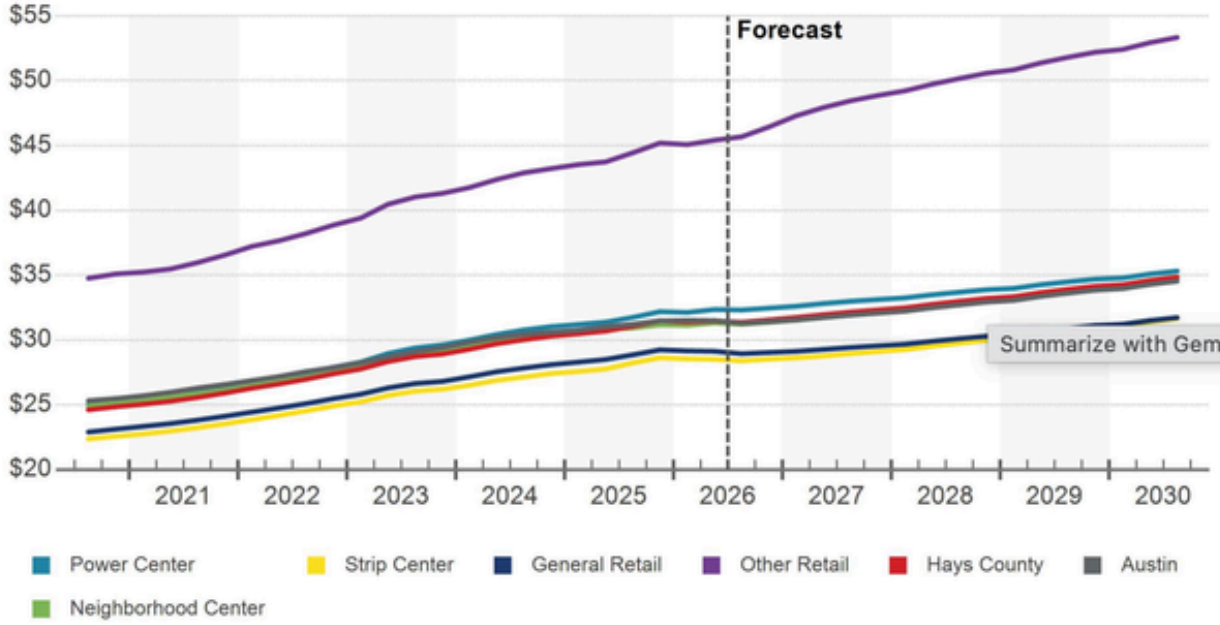
Rent

Hays County Retail

MARKET ASKING RENT GROWTH (YOY)

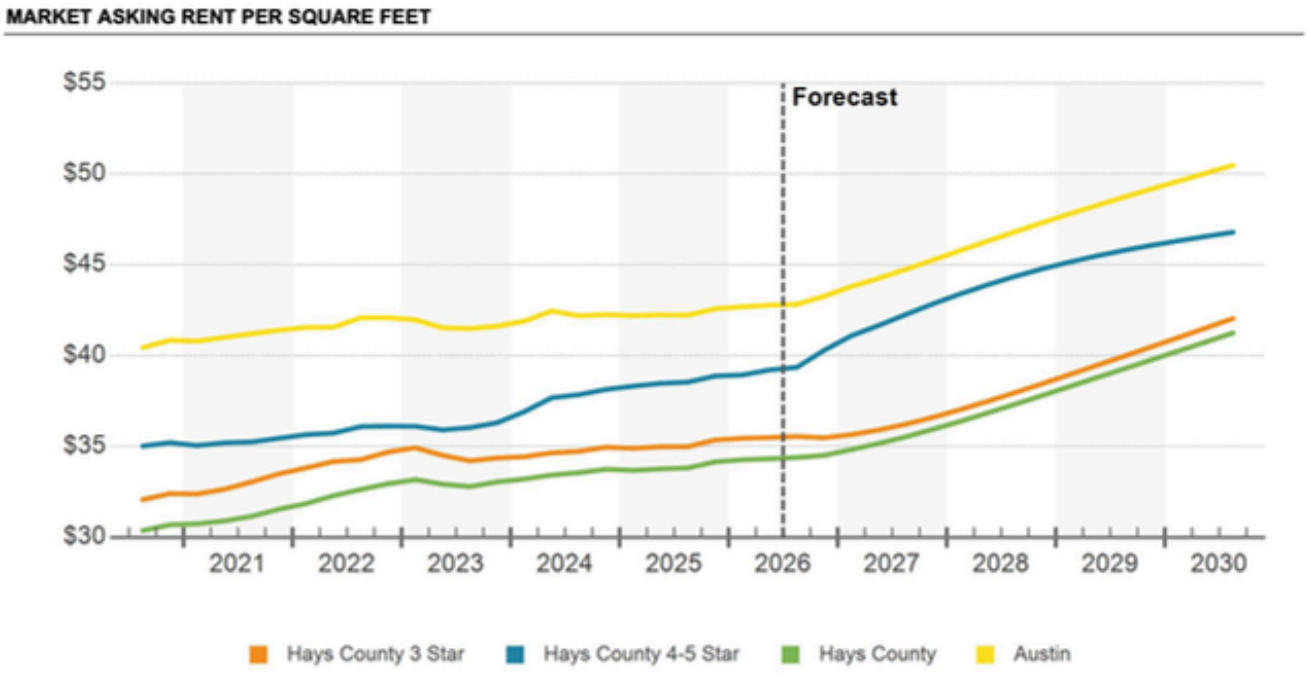


MARKET ASKING RENT PER SQUARE FEET



Summarize with Gemini

HAYS COUNTY
Commercial Rent Trends – Office



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GET IN TOUCH

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SHOWINGS AVAILABLE BY APPOINTMENT