

OFFERING MEMORANDUM

BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

1200 E 11th St Unit 105, Austin, TX 78702

Marcus & Millichap



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Buyer and Buyer's tax, financial, legal, and construction advisors should conduct a careful, independent investigation of any Net Lease property to determine to your satisfaction with the suitability of the property for your needs.

Like all real estate investments, this investment carries significant risks. Buyer and Buyer's legal and financial advisors must request and carefully review all legal and financial documents related to the property and tenant. While the tenant's past performance at this or other locations is an important consideration, it is not a guarantee of future success.

Similarly, the lease rate for some properties, including newly-constructed facilities or newly-acquired locations, may be set based on a tenant's projected sales with little or no record of actual performance, or comparable rents for the area. Returns are not guaranteed; the tenant and any guarantors may fail to pay the lease rent or property taxes, or may fail to comply with other material terms of the lease; cash flow may be interrupted in part or in whole due to market, economic, environmental or other conditions. Regardless of tenant history and lease guarantees, Buyer is responsible for conducting his/her own investigation of all matters affecting the intrinsic value of the property and the value of any long-term lease, including the likelihood of locating a replacement tenant if the current tenant should default or abandon the property, and the lease terms that Buyer may be able to negotiate with a potential replacement tenant considering the location of the property, and Buyer's legal ability to make alternate use of the property.

By accepting this Marketing Brochure you agree to release Marcus & Millichap Real Estate Investment Services and hold it harmless from any kind of claim, cost, expense, or liability arising out of your investigation and/or purchase of this Net Lease property.

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EXECUTIVE SUMMARY

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OFFERING SUMMARY

1200 E 11TH ST UNIT 105



Listing Price
\$496,000



Cap Rate
7.01%



Total SF
520 SF

FINANCIAL

Listing Price	\$496,000
NOI	\$34,749
Cap Rate	7.01%
Price/SF	\$953.84
Rent/SF	\$66.83/NNN

OPERATIONAL

Lease Type	Triple Net (NNN)
Guarantor	Personal Guarantees
Lease Expiration	06/30/2030
Gross SF	520 SF
Rentable SF	520 SF
Occupancy	100%
Year Built	2009
Condo	Yes



BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

1200 E 11th St Unit 105, Austin, TX 78702

INVESTMENT OVERVIEW

Marcus & Millichap is pleased to offer for sale the retail condominium located at 1200 E 11th Street, Unit 105, Austin, Texas 78702. This 520 SF retail condo is situated in the mixed use East Village development, which was built in 2009.

Box Boyz (the Tenant) has occupied the space since 2023 and recently extended their NNN lease until 2030, demonstrating their commitment to the site. BoxBoyz have 4 locations in the Austin area. The rental amount increases yearly, providing a hedge against inflation for a new buyer.

The property is situated off the corner of E 11th Street and Lydia Street in the heart of East Austin. The area is extremely walkable and is located near Austin staples such as Quickie Pickie, Paperboy, Hillside Pharmacy, Vintage Bookstore, and more. The site is also proximate to Hutson Tillotson University. Nearby growth and demographics are strong - a 21.2 percent population increase was recorded between 2020-2025 with an average household income of \$137,161, both within a mere mile of the site.

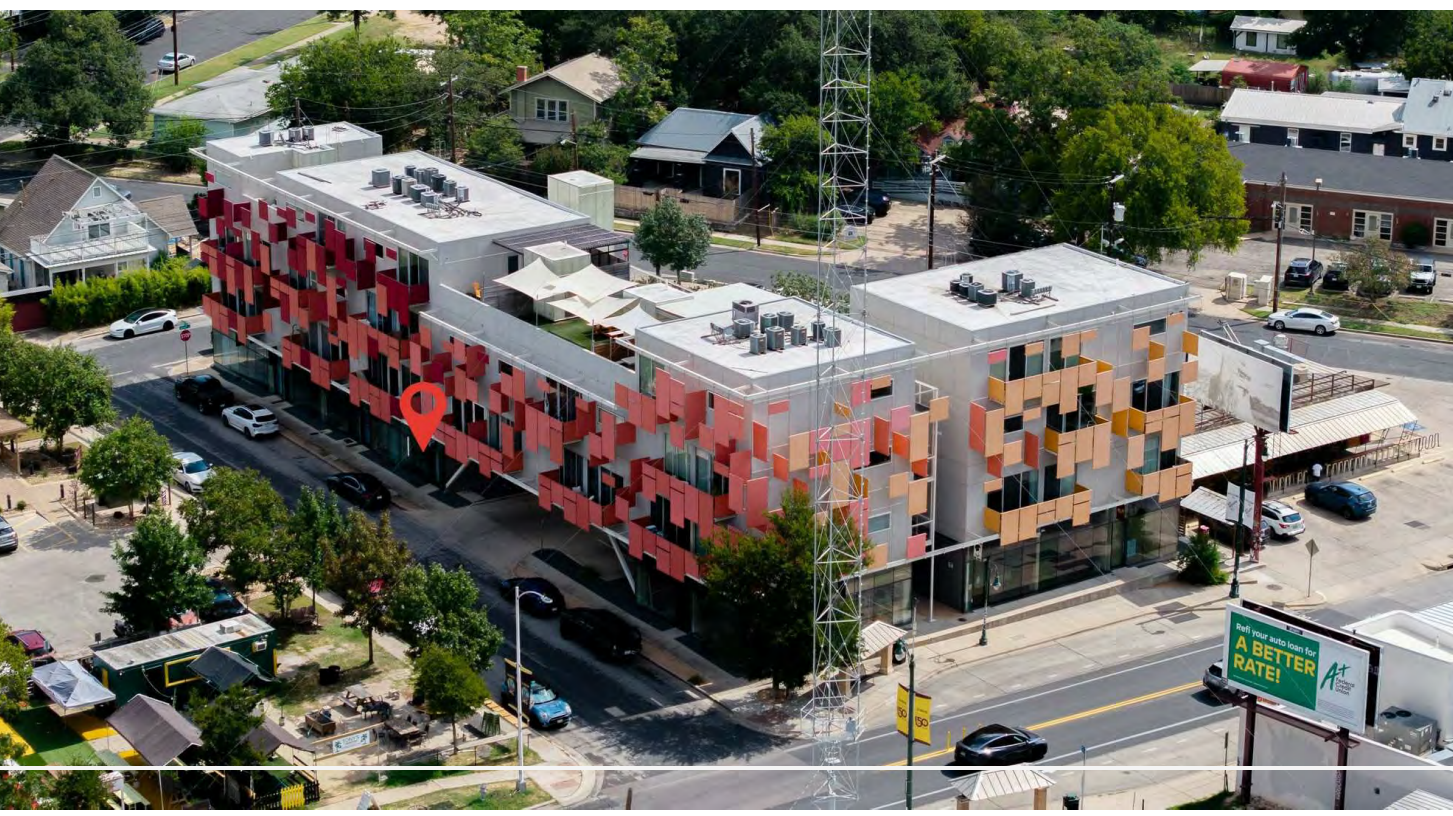
This offering would be an excellent investment opportunity for an investor who is looking for a bite-sized deal to place capital in one of Austin's hottest submarkets via a long-term, NNN lease.

INVESTMENT HIGHLIGHTS

Recently Extended NNN Lease - Demonstrating Commitment to the Site

Excellent Location - Off the Corner of E 11th Street and Lydia Street in the Heart of East Austin

Strong Growth and Demographics - 21.2 Percent Population Increase Recorded Between 2020-2025 with an AHHI of \$137,161 (1 mi radius)





BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

TENANT & LOCATION PROFILES



TENANT OVERVIEW

Company:	Box Boyz Barbershop
Locations:	4
Lease Rate:	\$2,896NNN
Headquarters:	Austin, TX
Website:	https://www.fadeboxatx.com/boxboyz

RENT SCHEDULE

LEASE YEARS	ANNUAL RENT	BUMP	YIELD
7/1/2025 - 6/30/2026	\$2,896/NNN	N/A	7.01%
7/1/2026 - 6/30/2027	\$2,996/NNN	\$100	7.25%
7/1/2027 - 6/30/2028	\$3,096/NNN	\$100	7.49%
7/1/2028 - 6/30/2029	\$3,196/NNN	\$100	7.73%
7/1/2029 - 6/30/2030	\$3,296/NNN	\$100	7.97%

EAST VILLAGE LOFTS & CONDOS DEVELOPMENT



SUMMARY

East Village Condos & Lofts at 1200 E 11th Street, designed by Bercy Chen Studio, offer modern residential living in the heart of Austin's East 11th Street corridor with a rare mix of homes and ground-floor retail.

Residents and locals alike enjoy walkable access to local favorites including Hillside Pharmacy, Paperboy, and Quickie Pickie, with iconic spots like Franklin Barbecue, Nickel City, Rosewood, and more just steps away. Blending sleek design with a vibrant community atmosphere,

East Village delivers the ultimate East Austin lifestyle where culture, dining, and convenience meet.

SECTION 2

02

FINANCIAL ANALYSIS

Financial Details

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FINANCIAL DETAILS

THE OFFERING	
Price	\$496,000
Capitalization Rate	7.01%
Price/SF	\$953.85

PROPERTY DESCRIPTION	
Year Built / Renovated	2009/2023
Gross Leasable Area	520 SF
Type of Ownership	Fee Simple
Lot Size	520 SF

LEASE SUMMARY	
Tenant	Box Boyz Barbershop
Rent Increases	See Rent Schedule
Guarantor	Personal Guarantee
Lease Type	Triple Net (NNN)
Lease Commencement	10/01/2023
Lease Expiration	6/30/2030
Renewal Options	1, Five Year Option With Annual Increases
Term Remaining on Lease (Yrs)	4.3 Years
Tenant Responsibility	Taxes, Insurance, Maintenance, Utilities, Condo Fees, CAM Maintenance

RENT SCHEDULE				
YEAR	ANNUAL RENT	MONTHLY RENT	RENT/SF	CAP RATE
7/1/2025 - 6/30/2026	\$34,749	\$2,896	\$66.83	7.01%
7/1/2026 - 6/30/2027	\$35,949	\$2,996	\$69.13	7.25%
7/1/2027 - 6/30/2028	\$37,149	\$3,096	\$71.44	7.49%
7/1/2028 - 6/30/2029	\$38,349	\$3,196	\$73.75	7.73%
7/1/2029 - 6/30/2030	\$39,549	\$3,296	\$76.06	7.97%
Option 1, Year 1	\$40,800	\$3,400	\$78.46	8.23%
Option 1, Year 2	\$42,000	\$3,500	\$80.77	8.47%
Option 1, Year 3	\$43,200	\$3,600	\$83.08	8.71%
Option 1, Year 4	\$45,000	\$3,750	\$86.54	9.07%
Option 1, Year 5	\$46,800	\$3,900	\$90.00	9.44%

SECTION 3

03

MARKET OVERVIEW

Market Overview
Demographics
IABS

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MARKET OVERVIEW

AUSTIN

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.

METRO HIGHLIGHTS



MAJOR TECHNOLOGY PRESENCE

Tech companies are drawn to one of the nation's most educated labor pools, boosting professional and business services growth. Firms with a local presence include Dell, IBM and Oracle.



STRONG POPULATION GAINS

Future employment opportunities will attract skilled job seekers to the region, boosting the number of residents.



EMPLOYMENT GROWTH

In 2023, Austin added nearly 38,000 positions, expanding total employment by 2.9 percent. The employed workforce has grown nearly 50 percent in the past decade, multiple times that of the national pace.

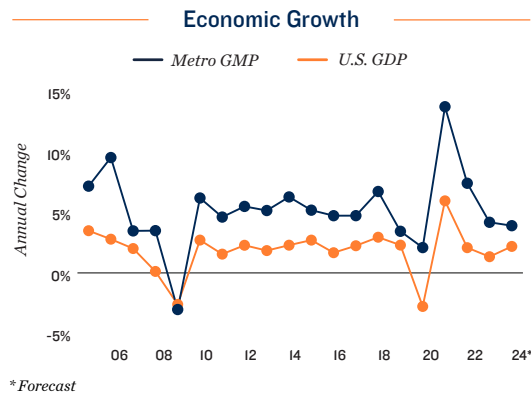


BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

MARKET OVERVIEW

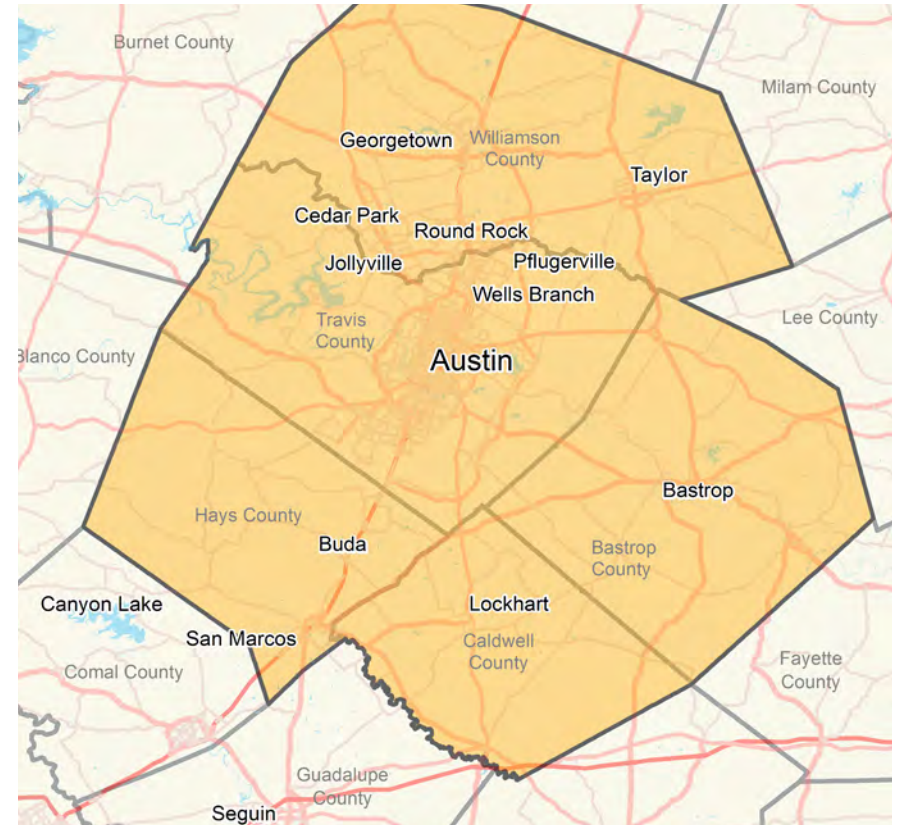
ECONOMY

- 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.

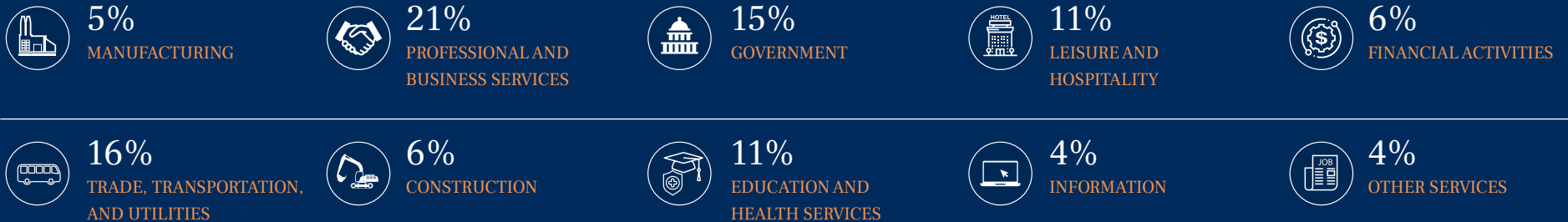


MAJOR AREA EMPLOYERS

- NXP Semiconductors, Inc.
- Dell Inc.
- Michael Baker International
- University of Texas at Austin
- ACS Enterprise Solutions, Inc.
- Texas Roadhouse, Inc.
- Oracle Corporation
- IBM Corp.
- Apple Inc.
- Internal Revenue Service



SHARE OF 2023 TOTAL EMPLOYMENT

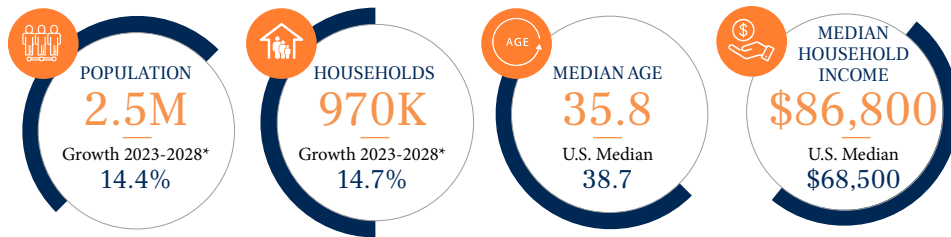


BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

MARKET OVERVIEW

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.



2023 POPULATION BY AGE



QUALITY OF LIFE

The region contains lakes, hills, trails, an eclectic arts community, theaters, museums, bookstores, a vibrant live music scene and a favorable climate. The metro is known as “The Live Music Capital of the World” and hosts the South by Southwest festival. The University of Texas has nationally-ranked programs in football, basketball, baseball, swimming, volleyball, and track and field. In addition, the metro is home to Austin FC. The MLS franchise plays at Q2 Stadium, a new venue in north central Austin with a capacity of 20,500. Cultural institutions include the Elisabet Ney Museum, the Austin Symphony Orchestra, the Andrea Ariel Dance Theatre and the O. Henry Museum. Austin is also home to the Texas Memorial Museum, the Contemporary Austin and the Paramount Theatre.

SPORTS

- Ice Hockey | AHL | TEXAS STARS
- Soccer | MLS | AUSTIN FC
- College Athletics | NCAA | TEXAS LONGHORNS

EDUCATION

- THE UNIVERSITY OF TEXAS AT AUSTIN
- HUSTON-TILLOTSON UNIVERSITY
- ST. EDWARD'S UNIVERSITY
- AUSTIN COMMUNITY COLLEGE DISTRICT

ARTS & ENTERTAINMENT

- ELISABET NEY MUSEUM
- SOUTH BY SOUTHWEST
- TEXAS MEMORIAL MUSEUM
- LBJ PRESIDENTIAL LIBRARY

* Forecast

Sources: Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau

BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

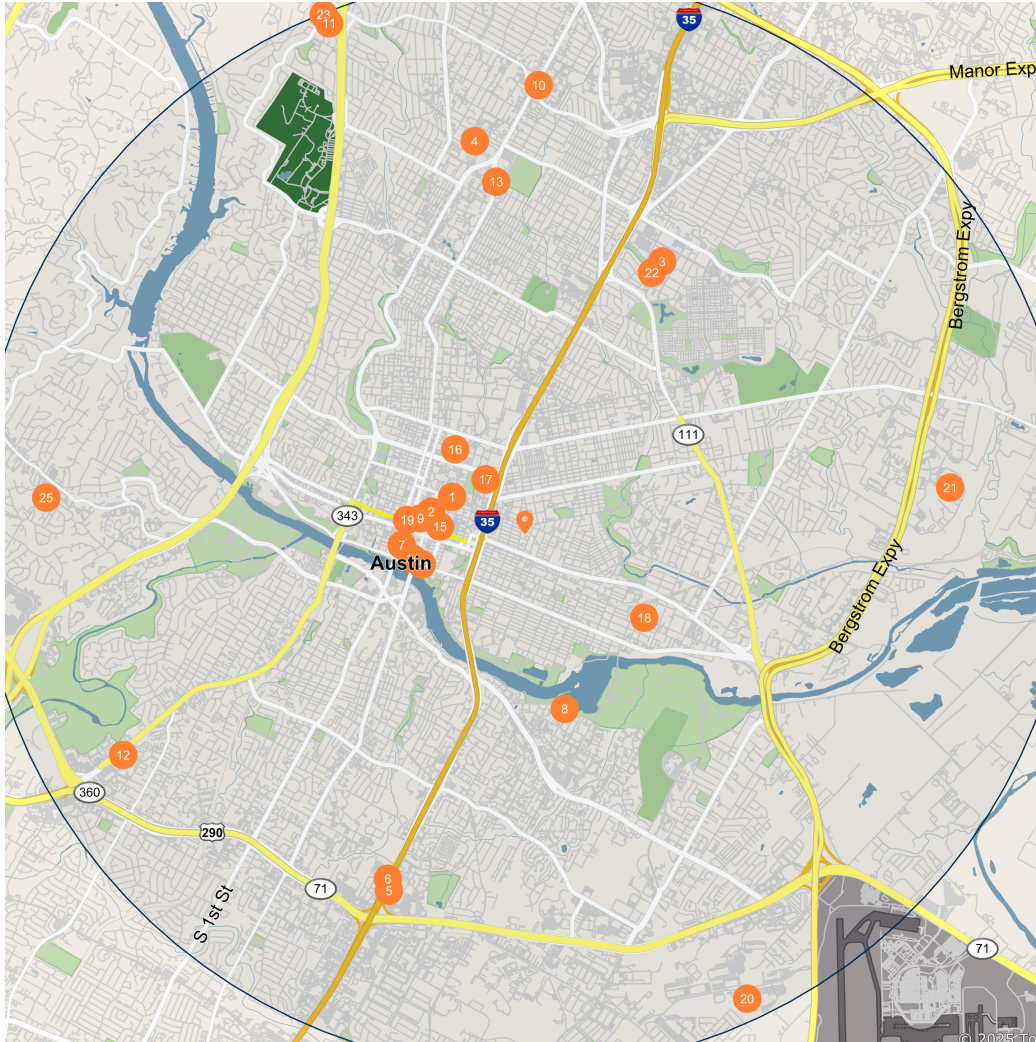
DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	22,203	211,582	403,464
2025 Estimate			
Total Population	20,502	198,252	377,415
2020 Census			
Total Population	16,905	178,173	338,166
2010 Census			
Total Population	12,841	148,289	294,799
Daytime Population			
2025 Estimate	91,580	521,773	800,691
HOUSEHOLDS			
2030 Projection			
Total Households	11,958	107,255	196,047
2025 Estimate			
Total Households	10,660	99,148	181,304
Average (Mean) Household Size	1.8	1.9	2.0
2010 Census			
Total Households	8,179	83,669	153,138
2010 Census			
Total Households	5,159	62,865	123,450
Occupied Units			
2030 Projection	13,959	121,168	218,829
2025 Estimate	12,391	111,713	201,973
HOUSEHOLDS BY INCOME			
2025 Estimate			
\$150,000 or More	34.8%	29.5%	28.4%
\$100,000-\$149,999	18.9%	16.2%	16.6%
\$75,000-\$99,999	9.4%	9.0%	10.1%
\$50,000-\$74,999	9.6%	11.8%	13.2%
\$35,000-\$49,999	5.2%	8.2%	8.9%
Under \$35,000	22.2%	25.4%	22.8%
Average Household Income	\$137,161	\$117,383	\$119,616
Median Household Income	\$109,801	\$90,655	\$94,244
Per Capita Income	\$71,566	\$62,653	\$59,575

HOUSEHOLDS BY EXPENDITURE	1 Mile	3 Miles	5 Miles
Total Average Household Retail Expenditure	\$67,964	\$63,311	\$64,637
Consumer Expenditure Top 10 Categories			
Housing	\$23,787	\$22,348	\$22,748
Transportation	\$13,814	\$12,801	\$12,974
Food	\$9,869	\$9,105	\$9,302
Personal Insurance and Pensions	\$9,251	\$8,517	\$8,676
Entertainment	\$4,253	\$3,860	\$4,014
Apparel	\$1,966	\$1,822	\$1,854
Cash Contributions	\$1,504	\$1,387	\$1,523
Education	\$936	\$994	\$983
Personal Care Products and Services	\$846	\$824	\$852
Alcoholic Beverages	\$455	\$432	\$441
POPULATION PROFILE			
Population By Age			
2025 Estimate Total Population	20,502	198,252	377,415
Under 20	13.6%	18.1%	18.9%
20 to 34 Years	39.3%	41.7%	36.3%
35 to 39 Years	11.0%	8.8%	9.2%
40 to 49 Years	13.0%	11.4%	12.8%
50 to 64 Years	14.5%	11.9%	13.4%
Age 65+	8.6%	8.0%	9.4%
Median Age	35.0	32.0	34.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	16,329	131,771	264,379
Elementary (0-8)	4.2%	3.8%	5.0%
Some High School (9-11)	4.2%	3.3%	3.8%
High School Graduate (12)	12.8%	9.4%	11.9%
Some College (13-15)	12.5%	11.5%	13.1%
Associate Degree Only	5.2%	3.7%	3.9%
Bachelor's Degree Only	35.5%	41.4%	38.4%
Graduate Degree	25.6%	26.9%	24.0%

BOX BOYZ BARBERSHOP | NNN CONDO AT EAST VILLAGE

DEMOGRAPHICS



Major Employers		Employees
1	State of Texas-Texas Economic Dev & Tourism	5,036
2	Cox Texas Publications Inc-Austin American Statesman	5,009
3	Ascension Seton-Dell Childrens Medical Center	4,261
4	Texas Dept State Hlth Svcs-Dshs	3,000
5	United States Dept Treasury-Internal Revenue Service	2,687
6	Internal Revenue Service-Austin Service Center	2,400
7	Block 21 Service Company LLC-Acl Live	2,359
8	Oracle Corporation-Oracle	2,300
9	Legislative Office Texas-	1,997
10	Texas Department Public Safety-	1,973
11	Healthcare Harden Services LLC-	1,750
12	Concentra Operating Corp-Concentra Urgent Care	1,702
13	Health & Humn Svcs Comm Texas-	1,500
14	Ttec Holdings Inc-Ttec	1,356
15	Solaredge Technologies Inc-Solaredge	1,343
16	Comptroller Pub Accounts Texas-Comptrllr Pblc Accts/Sls TX PR	1,332
17	Ascension Seton-University Med Ctr Brckenridge	1,249
18	Capital Metro Trnsp Auth-Capital Metro	1,100
19	Allen Overy Shрман String US L-	1,085
20	Dm Trans LLC-Arrive Logistics	1,032
21	Nxp Usa Inc-Nxp Semiconductors	1,000
22	Ascension Seton-Texas Ctr For Pdtric Cngntial	1,000
23	Pisces Foods LP-Wendys	1,000
24	USA Compression MGT Svcs LLC-	974
25	Cava Group Inc-	972

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Information About Brokerage Services

11-03-2025

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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code, **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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. **An owner's agent fees are not set by law and are fully negotiable.**

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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant options or advise regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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.

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Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at www.trec.texas.gov
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