

INVESTMENT OPPORTUNITY

# 540–566 Crest Circle Drive

San Marcos, Texas 78666

## \$1,800,000

12-Unit Residential Portfolio | 3 Tax Parcels | 6 Duplex Buildings

Exclusively Offered by:

Andrew Phillips, Owner/Broker | Stonecrest Real Estate | License #672721

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<b>12</b>	<b>\$150,000</b>	<b>~6.5%</b>	<b>\$161,511</b>
Total Units	Price Per Door	Est. Cap Rate	2025 Gross Income (Ann.)

## EXECUTIVE SUMMARY

Stonecrest Real Estate is pleased to present an exceptional opportunity to acquire a stabilized, cash-flowing residential portfolio of **twelve (12) two-bedroom, two-bathroom units** across six duplex buildings in San Marcos, Texas — one of Central Texas's most dynamic and supply-constrained rental markets. Offered as a single portfolio at **\$1,800,000**, this assemblage represents outstanding value at **\$150,000 per door**, well below replacement cost, with a proven rent history dating to 2022.

Located in the heart of the San Marcos metro — home to Texas State University (38,000+ students), a booming healthcare sector, and rapid population growth along the I-35 corridor between Austin and San Antonio — this portfolio delivers immediate, stabilized cash flow with significant upside potential as below-market rents continue to adjust to prevailing market rates.

## PROPERTY SNAPSHOT

ATTRIBUTE	DETAILS
Address	540–566 Crest Circle Drive, San Marcos, TX 78666
Tax Parcels	Three (3) parcels: 540-546   550-556   560-566
Total Units	12 units across 6 duplex buildings
Unit Type	2 Bedroom / 2 Bathroom (~928 sq ft each)
Building Size	1,856 sq ft per duplex   3,712 sq ft per parcel
Total Lot Size	5.19 acres (1.73 acres per parcel)
Year Built	2012
Utilities	Septic systems   Public water   Individual metered
Flood Zone	No flood zone designation
Fencing	Individual chain-link fenced yards per unit

## INCOME HISTORY — GROSS RENTAL REVENUE

Year	Gross Rental Income	Avg Monthly Income	Notes
2022	\$151,541	\$12,628	Stabilized baseline year
2023	\$155,458	\$12,955	Rent growth across portfolio
2024	\$158,181	\$13,182	Continued upward trend
2025 (Ann.)	\$161,511*	\$13,459	Annualized from 10 months actual

\* 2025 annualized based on January–October actuals (\$134,761 collected through 10 months).

## OPERATING EXPENSE SUMMARY

Expense Category	2023 Actual	2024 Actual	2025 YTD (Ann.)
Property Taxes	\$25,265	\$31,059	\$34,323
Insurance	\$8,282	\$8,881	\$9,599
Management Fees (6%)	\$9,328	\$9,491	\$9,691
Repairs & Maintenance	\$21,675	\$13,993	\$23,200
Utilities / Other	\$1,603	\$489	\$493
Total Expenses	\$66,153	\$63,913	\$77,306
<b>Net Operating Income</b>	<b>\$89,305</b>	<b>\$94,268</b>	<b>\$84,205</b>

## VALUATION METRICS

METRIC	VALUE	BASIS
Asking Price	\$1,800,000	Portfolio — all 12 units
Price Per Door	\$150,000	Portfolio basis
Gross Rent Multiplier	11.14x	At \$161,511 ann. gross income
Cap Rate (Est.)	~6.5%–6.75%	Based on stabilized NOI ~\$94K–\$100K
Market Rent Potential	\$1,350–\$1,450/unit/mo	Per comparable analysis
Proj. Gross at Market	\$194,400–\$208,800	At 100% occupancy, 12 units
Upside Cap Rate	~7.5%+	At market rents, stabilized ops

## THE OPPORTUNITY — WHY CREST CIRCLE

### A Rare, Scaled Portfolio in a High-Demand Texas Market

Acquiring 12 units in a single transaction is exceedingly rare in Central Texas. This portfolio eliminates the fragmented effort of assembling a multi-property residential portfolio one deal at a time — delivering immediate scale, operational efficiency, and a diversified income stream from Day 1. All units share the same 2BR/2BA configuration, simplifying property management, unit turns, and capital planning.

### Location: San Marcos — The Epicenter of Texas Growth

San Marcos sits at the nexus of the most powerful economic corridor in the U.S. — the I-35 stretch between Austin and San Antonio, home to over 4 million residents and growing. Hays County has ranked among the fastest-growing counties in the nation for over a decade. **Texas State University** (38,000+ enrollment) generates consistent renter demand; proximity to Austin's tech economy attracts workforce renters priced out of Travis County; and access to San Antonio's healthcare and military sectors adds further depth.

### Proven Income — Four Consecutive Years of Growth

Gross rental income has grown every year since 2022 — from \$151,541 to a projected \$161,511 in 2025 (~2.1% CAGR). Current rents in the \$1,050–\$1,250/unit range remain **\$187–\$287/unit below comparable market rates of \$1,350–\$1,450**, representing meaningful built-in upside captured organically as leases renew.

### \$150,000 Per Door — Below Replacement Cost

New construction in the San Marcos market routinely exceeds \$200,000 per door when accounting for land, labor, materials, and permitting. The buyer acquires stabilized, income-producing assets with existing tenants and management infrastructure — with no construction risk, no lease-up period, and no development timeline. Built in 2012, the portfolio offers strong remaining useful life on all major systems.

### Operational Efficiency of Scale

Twelve contiguous units across three adjacent parcels on the same street create exceptional operational leverage: a single property manager, consolidated vendor relationships, portfolio insurance placement, and unified tax and accounting — all directly improving net cash flow versus scattered single-family rentals.

### Three-Parcel Structure — Built-In Exit Flexibility

The portfolio's three-parcel structure (4 units each) offers exit optionality unavailable in most multi-family transactions. Individual parcel sales at \$640,000+ each could generate \$1,920,000+ in total proceeds — a **6.7% premium over the portfolio acquisition price** — creating an inherent break-up value floor that protects the buyer's downside.

## 2025 RENT ROLL SNAPSHOT (OCTOBER ACTUALS)

Unit	Parcel	Oct 2025 Rent	Unit	Parcel	Oct 2025 Rent
540	540-546	\$1,150	560	560-566	\$1,100
542	540-546	\$1,150	562	560-566	\$1,175
544	540-546	\$1,250	564	560-566	\$1,100
546	540-546	\$1,200	566	560-566	\$1,175
550	550-556	\$1,100			
552	550-556	\$1,150	<b>Portfolio Total</b>		<b>\$13,950/mo</b>
554	550-556	\$1,200	<b>Annualized</b>		<b>\$167,400/yr</b>
556	550-556	\$1,200	<b>Avg Per Unit</b>		<b>\$1,163/mo</b>

## MARKET RENT UPSIDE ANALYSIS

Comparable 2BR/2BA units within 0.5 miles are currently leasing at **\$1,350–\$1,450/month**. The portfolio's current average of \$1,163/unit represents a **\$187–\$287/unit/month discount to market** — upside captured organically as leases turn over with no capital expenditure required.

Scenario	Monthly Income	Annual Income	Est. NOI*	Cap Rate*
Current (Oct 2025)	\$13,950	\$167,400	\$97,500	5.4%
Market Rents (\$1,350/unit)	\$16,200	\$194,400	\$113,000	6.3%
Market Rents (\$1,450/unit)	\$17,400	\$208,800	\$123,000	6.8%

\* Estimated NOI assumes 35% expense ratio. Buyer should conduct independent underwriting.

## INVESTMENT HIGHLIGHTS

- **12 units — immediate scale** at \$150,000/door, well below Central Texas replacement cost
- **Four consecutive years of income growth** — \$151K (2022) to \$162K+ (2025 annualized)
- **San Marcos, TX** — fastest-growing corridor in the U.S.; Texas State anchors perpetual renter demand
- **Built-in rent upside** — current rents \$187–\$287/unit below comparable market rates
- **2012 construction** — modern build with strong remaining useful life on all major systems
- **Three-parcel structure** — hold, 1031 staging, or parcel-by-parcel disposition flexibility
- **No flood zone exposure** — all parcels outside designated flood zones
- **Portfolio acquisition discount** — priced to reward the investor who closes on all 12 units at once

## OFFERING TERMS

<b>Offering Price</b>	\$1,800,000
<b>Sale Structure</b>	Portfolio Sale — All 12 units / 3 parcels (540-546, 550-556, 560-566 Crest Circle Dr)
<b>Financing</b>	Cash or institutional financing; seller will review all qualified offers
<b>Due Diligence</b>	Rent rolls, P&L statements, and inspection available upon executed LOI
<b>Title</b>	Preliminary title search and survey in process; clear title targeted at closing
<b>Timing</b>	Seller motivated to transact; market conditions favor action before Q1 2026
<b>Offered By</b>	Andrew Phillips, Owner/Broker — Stonecrest Real Estate, License #672721

### ANDREW PHILLIPS

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San Marcos, Texas

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