



# 1878 HERBELIN ROAD NEW BRAUNFELS, TX 78132

**FOR SALE**



- Presenting an exceptional investment and owner-operator opportunity in New Braunfels, TX!
- The property totals 5.58 acres in the heart of the Texas Hill Country and is surrounded by the highest demographics in the New Braunfels & Comal County area.
- Current build-out includes (2) 6,000 SF buildings with multiple long-term leases, as well as 3,000 SF of fully built out executive office suites. These 6,000 SF buildings, situated in the growing New Braunfels Hill Country area, are ideally suited for prospective Office / Office Building investors, or end-users looking to get their roots into one of the highest demographic areas of New Braunfels.
- Don't miss the chance to transform this property into a dynamic and high-value asset within your investment portfolio.
- List Price: \$5,157,224.40 (5% CAP Rate)



# PROPERTY SUMMARY



## LOCATION DESCRIPTION

Discover the ideal work-life balance at Herbelin Plaza in New Braunfels, TX. Nestled in the heart of the Texas Hill Country, this vibrant office & retail park offers a charming blend of quiet office setting, modern amenities, and ample parking for a variety of end users. Embrace a balanced work-life lifestyle with easy access to a variety custom-built single family developments with high demographics, and easy access via State Hwy 46 to New Braunfels or the greater Hill Country area. With its scenic surroundings and dynamic local culture, this location provides an inviting atmosphere for professionals seeking an inspiring work environment. Experience the best of Texas living at the intersection of business and leisure at Herbelin Plaza.

## DEMOGRAPHICS

	3 MILES	5 MILES	8 MILES
Total Households	2,120	4,621	22,989
Total Population	5,714	12,323	57,748
Average HH Income	\$224,760	\$211,917	\$158,201

## OFFERING SUMMARY

Sale Price:	\$5,157,224.4
Building Size:	12,000 SF
NOI:	\$257,861.22
Cap Rate:	5.0%

The information above has been obtained from sources believed reliable. While we do not doubt its accuracy, we have not verified it and make no guarantee, warranty, or representation about it. It is your responsibility to independently confirm its accuracy and completeness. Any presentation of size, quality, or quantity of any of the physical characteristics of the property should be verified by you or your advisors. Any projections, opinions, assumptions, or estimates used are for example only and do not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial, and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs.





# ADDITIONAL PHOTOS



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LEGACY COMMERCIAL REAL ESTATE

[www.legacycommercialre.com](http://www.legacycommercialre.com)  
2021 W State Hwy 46, Suite 101, New Braunfels, TX 78132 | 830.625.6400





# NEW BRAUNFELS MARKET REPORT

## STRATEGIC LOCATION BETWEEN TWO ECONOMIC POWERHOUSES

Nestled directly between **Austin and San Antonio**, New Braunfels enjoys a central location along the I-35 corridor—one of the most active development corridors in the nation. Easy access to **Interstate 35, State Highway 46**, and nearby **I-10** places New Braunfels in the heart of a logistics and growth hub ideal for new development. Legacy Commercial Real Estate is actively representing premier tracts of land within minutes of these major routes, perfectly positioned for both visibility and long-term growth.

## LAND TRACTS THAT MATCH YOUR VISION

From raw acreage to shovel-ready sites, Legacy Commercial Real Estate represents a diverse portfolio of land opportunities in and around New Braunfels, including:

- 10 to 1,000+ acre parcels
- Commercial corridors with high visibility
- Industrial parks with existing utility infrastructure
- Residential land near schools, parks, and major arterials

Our listings include **zoned and un-zoned land, entitled tracts**, and **infrastructure-ready developments** suitable for a wide range of projects.

## HIGH DEMAND BACKED BY EXPLOSIVE GROWTH

New Braunfels is one of the **fastest-growing cities in the United States**, with the population exceeding **110,000 residents as of 2025**—and still climbing. As more people and businesses relocate to the area, demand is surging for housing, retail, commercial services, and distribution space.

- Rapid in-migration from major metros
- Above-average median household income
- Thriving job sectors in healthcare, tech, logistics, and education

This translates into steady, long-term demand for developers who act now.

## AN EXCEPTIONAL LIFESTYLE THAT FUELS GROWTH

New Braunfels is more than a smart investment—it's a community that people want to call home. From the scenic **Guadalupe and Comal Rivers** to **Schlitterbahn, Landa Park**, and a thriving historic downtown, the area draws young families, professionals, and retirees alike. This lifestyle appeal ensures strong demand across housing, retail, and service sectors.





**WILL HENRY**

Associate

will@legacycommercialre.com

Direct: **830.625.6400** | Cell: **830.708.9054**

TX #668108

**PROFESSIONAL BACKGROUND**

Will Henry was born and raised in New Braunfels and graduated from Texas State in San Marcos with a Bachelor of Science in Applied Sociology. While at Texas State, Will completed an internship with Legacy Commercial Real Estate where he discovered his strong interest in commercial real estate.

Will's knowledge and love for the City of New Braunfels was learned at a very early age from his grandfather and father, whom of which are the founders, owners, and operators of the nation's #1 waterpark, Schlitterbahn. Behind the scenes, Will gained a deep understanding in the operation of a family-owned business and its impact on the city. He observed this once small hill-country river town develop into a mega tourist destination city as it is today.

With his unique upbringing and strong interest in the commercial real estate industry, he hopes to shape and contribute to the future growth of New Braunfels and surrounding areas.

**EDUCATION**

Texas State University Bachelor of Science - Applied Sociology (2015)

**MEMBERSHIPS**

- New Braunfels Jaycees (2018-2025)
- Leadership New Braunfels Graduate (2019)
- Member of the New Braunfels Chamber & Transportation Committee
- Member of The Rotary Club of New Braunfels (2024-present)
- Paul Harris Fellow Rotarian
- Rotarian of the Year (2024-2025)
- Vice President of Kyndwood MUD Board

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**MIKE YBARRA**

Principal

mike@legacycommercialre.com

Direct: **210.601.1414**

## PROFESSIONAL BACKGROUND

Mike Ybarra is Co-Founder of Legacy Commercial Real Estate. He has over 35 years of commercial real estate experience specializing in the sales and leasing of land, retail, office, industrial, medical, and retail pad sites. Mike's tenant representation experience ranges from both Corporate 100 clients to owners and entrepreneurs throughout the United States as well as governmental entities. Not only does he have extensive knowledge of the San Antonio and New Braunfels market, but he has conducted business in most major cities in the United States.

Mike Ybarra grew up in New Braunfels and obtained a degree in Business Management from Southwest Texas State University in San Marcos, Texas in 1985.

He began his career at CB Richard Ellis (formerly CB Commercial) in San Antonio where he was Rookie of the Year in 1989 and a top five producer in 1989 and 1990.

Prior to establishing Legacy Commercial Real Estate, Mike co-founded Providence Commercial Real Estate Services in San Antonio from 1991 through 2009.

## MEMBERSHIPS

Member, Saints Peter and Paul Catholic Church

Member of Sage Capital Bank Advisory Board

Current Member of New Braunfels Economic Development Foundation

Former Board Member of Christus Santa Rosa Health Care System

Former Board Member YMCA of New Braunfels

Former City Councilman District 3, New Braunfels

Served on the Board of Directors for New Braunfels Planning & Zoning Commission (14 years); Chairman for 5 of the 14 years

Served as Chairman of the Cadillac Invitational (the largest annual fundraiser for the National Kidney Foundation) for 5 years

Former Board Member of the New Braunfels Chamber

### Legacy Commercial Real Estate

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## Information About Brokerage Services

*Texas law requires all real estate licensees 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:
  - 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.

**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.

<b>Legacy Commercial Real Estate</b>	<b>593525</b>		<b>(830)625-6400</b>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Mike Ybarra</b>	<b>376986</b>	<b>mike@legacycommercialre.com</b>	<b>(830)625-6400</b>
Designated Broker of Firm	License No.	Email	Phone
<b>Cory Elrod</b>	<b>565826</b>	<b>cory@legacycommercialre.com</b>	<b>(830)625-6400</b>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<b>Will Henry</b>	<b>668108</b>	<b>will@legacycommercialre.com</b>	<b>(830)625-6400</b>
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](http://www.trec.texas.gov)

IABS 1-0 Date