

# ABOUT THE MARKET FREDERICKSBURG & GILLESPIE COUNTY

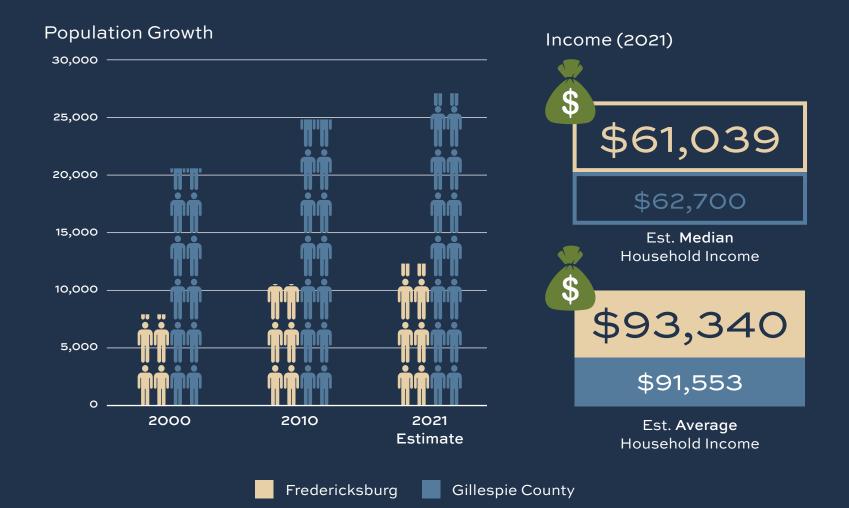
Fredericksburg may be the most famous small town in Texas. With a population just over twelve thousand, Fredericksburg hosts millions of visitors every year. Known for its charm, the city pairs a laid-back rustic vibe with deep-rooted German heritage. Its active mainstreet district teems with shoppers and diners, while numerous wineries line the roads leading into town.

While Fredericksburg has been a weekend destination for decades, the volume and affluence of its patrons continues to grow. And these visitors are increasingly expecting the type and quality of dining they have in their much larger hometowns.



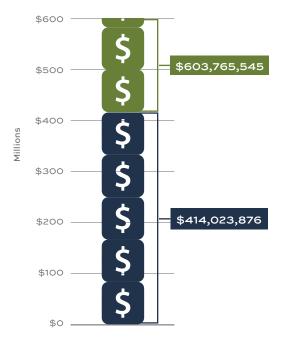
## DEMOGRAPHICS

Fredericksburg and Gillespie County are growing rapidly and are in need of increased services, both in quality and quantity.





\$700



Actual Sales (Estimated)

Potential

# SITE OVERVIEW FREDERICKSBURG MIXED-USE

Seco Ventures is developing on the south side of Fredericksburg. As a part of this master plan, Seco is seeking retail concepts that will serve and enrich its project as well as the broader community

**Subject Property** 



# SURROUNDING PROJECTS FREDERICKSBURG MIXED-USE

- Subject Property
  - 354 Units
  - 61 Homes
- Central Shopping District
- Existing
  Neighborhoods & Multifamily
- Current & Future Development

Friendship Oaks (Proposed)

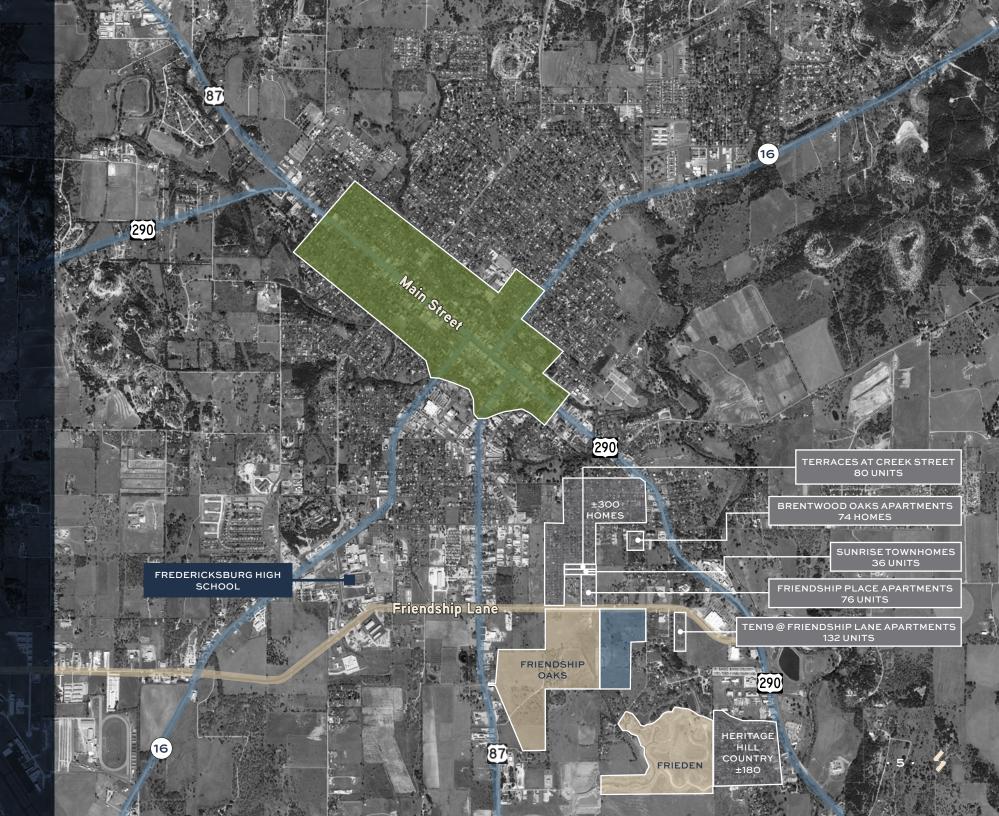
474 Homes

### Frieden (Ongoing)

- 240 Homes
- +88 acres of Commercial

1,129 UNITS

UNDER CONSTRUCTION OR PROPOSED



# MASTER PLAN FREDERICKSBURG MIXED-USE

Retail Area SF / MF Housing LiveWork Amenity

Retail ±10,000 sf 415 Units Residential 354 MF Units / 61 SF Units Leasing / Amenity 9,300 sf Office / Live Work 3,700 sf Parking Provided 902 spaces **Retail Parking** 59 spaces Site Area Gross 32.55 acres **Density Gross** 13 units / acre



# ONSITE COMMUNITY AMENITIES

- A Pickleball Courts
- B Leasing & Community Space
- C Kids Play Area in Park Grove
- D Dog Park
- E Retail & Event Lawn
- F Pedestrian Footbridge
- G Sitting Area at Preserved Dock
- H Community Garden
- Shaded Picnic Area



# **CONCEPT IMAGERY**

## FREDERICKSBURG MIXED-USE

## LEASING & RETAIL

A place for community and culture with views focused on lawn & landscape. Locally inspired building materials include limestone, metal roofs, & board formed concrete. Retail spaces feature shaded outdoor areas for year-round enjoyment and boast large openings to maximize natural light and showcase the surrounding vistas.



















# RETAIL LANDSCAPE









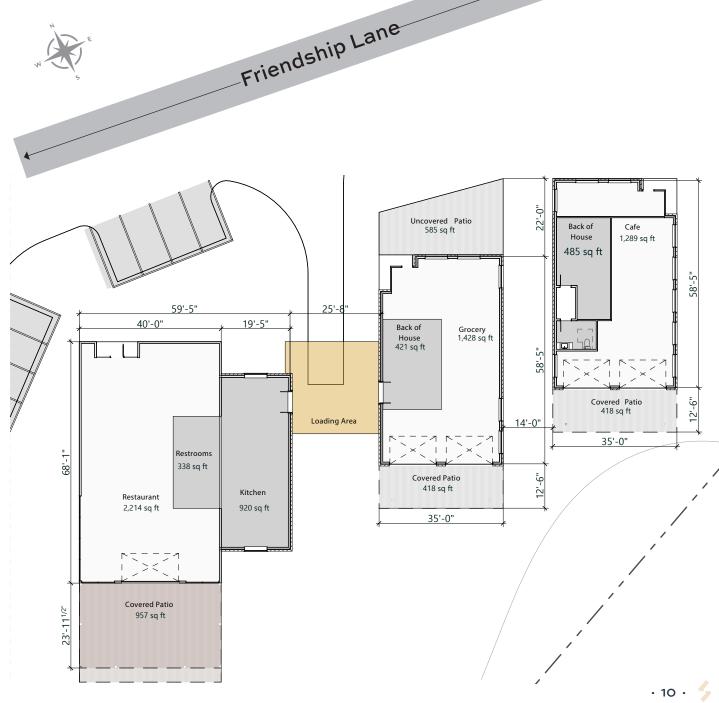




# RETAIL PLAN







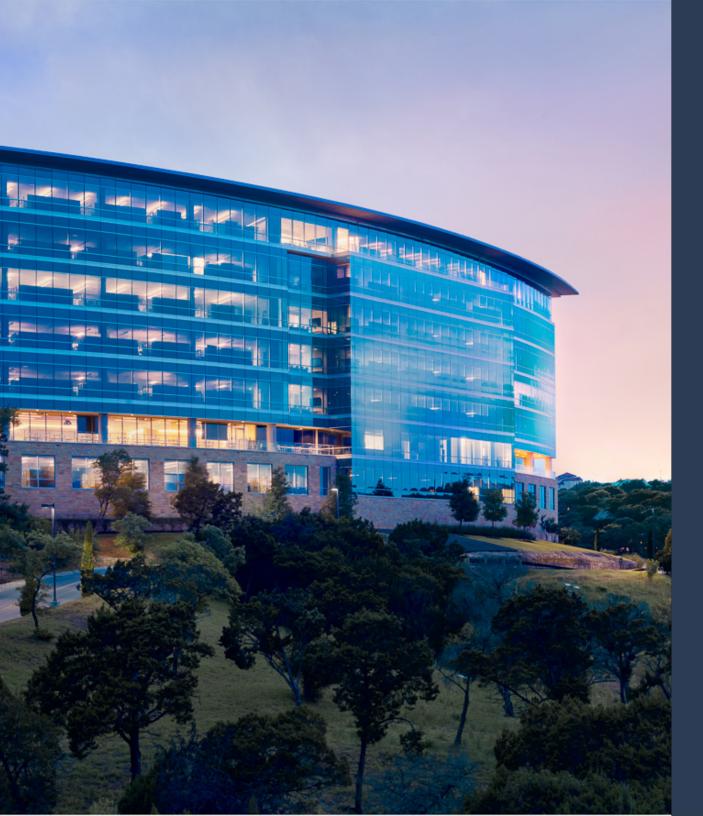
# SINGLE FAMILY & MULTI-FAMILY FOR RENT











## **ABOUT US**

### JOHN NEEDHAM

- CPA from the University of Texas at Austin
- Co-founded a firm in 1990 that is recognized for deep expertise in commercial real estate development, investment, and leasing

### **JOSHUA NEEDHAM**

- BSM from the United States Air Force Academy
- Served 7 years in the United States Air Force as a **Contracting Officer**
- Has worked in commercial real estate development for 5 years where he has focused on design, construction and project management

### **JORDAN NEEDHAM**

- Graduated from Vanderbilt University with a dual major in Economics and Engineering Science
- Has worked in commercial real estate in both Houston and Austin, where his expertise has been on acquisition and underwriting



## FOR LEASING INQUIRIES

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CONTACT US

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### **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.

| Licensed Broker /Broker Firm Name or<br>Primary Assumed Business Name | License No.                   | Email    | Phone |
|---|-------------------------------|----------|-------|
| Designated Broker of Firm   | License No.                   | Email    | Phone |
| Licensed Supervisor of Sales Agent/<br>Associate                      | License No.                   | Email    | Phone |
| Sales Agent/Associate's Name  | License No.                   | Email    | Phone |
| Buyer/Tei   | nant/Seller/Landlord Initials | <br>Date |       |