

# 5300 Wurzbach

17,480 SF INDUSTRIAL BUILDING IN NORTHWEST SAN ANTONIO, TEXAS



*confidential offering memorandum*





## DEAL TEAM

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# THE OPPORTUNITY

JLL (Jones Lang LaSalle Americas, Inc.) is pleased to present the opportunity to acquire a fee simple interest in **5300 Wurzbach Rd.** (the “Property”), a **17,480 square foot industrial building in the rapidly growing metro of San Antonio, Texas.** The Property is currently vacant, offering investors an opportunity to acquire a value-add, infill, industrial property in Northwest San Antonio. 5300 Wurzbach is an ideally located infill asset with immediate access to Loop 410 and Bandera Road and minutes from the prominent Interstate 35 corridor that spans from Mexico (Laredo port of entry) to San Antonio, Austin, Dallas/Fort Worth, and on to the northern U.S. The Property presents potential investors with the rare opportunity to acquire a value-add industrial property in one of the most vital distribution corridors in the nation and one of the fastest growing regions in the country.

## *property summary*

Address	5300 Wurzbach Road Leon Valley, TX 78238
RSF	17,480 SF
Acres	2.89 Acres
Occupancy	0%
Built / Renovated	1999
Bldg. Height	18'
Parking Ratio	6.5 / 1,000 SF
Dock Doors	4
Ramped Doors	1



# INVESTMENT HIGHLIGHTS



5300 Wurzbach

## *Prominent Infill Industrial Asset Located at Loop 410*



Located on Wurzbach Road, 0.5 miles from the Hwy. 16 and Loop 410 intersection and roughly 12 miles to IH-35, the Property benefits from an infill, last-mile location as well as the immediate access to the greater San Antonio MSA and the I-35 Corridor



## Value-Add



Currently vacant, the Property offers a lease-up opportunity at below replacement costs in an urban infill market

## Strong Small Industrial Demand



The small tenant, sub 50,000 SF, boasts a 95.5% average occupancy and has consistently remained strong, particularly in infill submarkets

## Flexible Building Design



Currently 100% office build-out with all of the infrastructure in place to convert back to climate controlled warehouse

## Resilient San Antonio Economy



San Antonio's population has grown 3 times faster than the rest of the U.S., and 3 of the top 4 fastest growing submarkets are in West / Northwest San Antonio





# LOCATION SPOTLIGHT



## PROMINENT INFILL INDUSTRIAL ASSET LOCATED AT LOOP 410

5300 Wurzbach is strategically located on Wurzbach Road, just 0.5 miles west of the intersection of Hwy 16 and Loop 410. This infill location in the heart of Northwest San Antonio allows immediate access to the greater San Antonio MSA as well quick access to the San Antonio International Airport and IH-35.

Northwest San Antonio remains one of the most stable areas in the city boasting an above average household income and a below average housing cost.

West and Northwest San Antonio contain 3 of the 4 fastest growing submarkets in the MSA and the Property's location in the heart of this dynamic region appeals to a growing tenant base and offers seamless accessibility to meet the market demand.



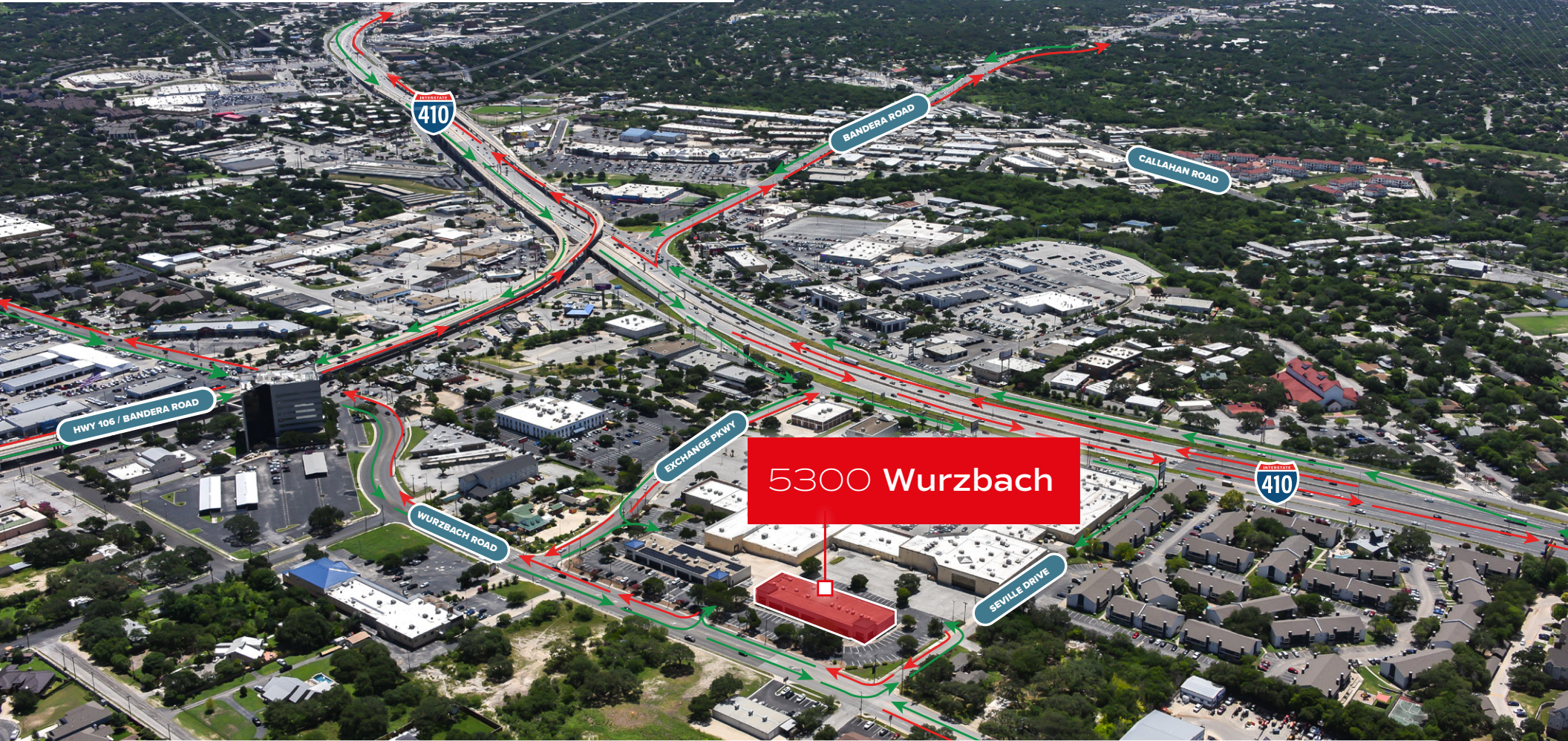
# AREA DEMOGRAPHICS



	1 Mile	3 Mile	5 mile
2029 Projection (Population)	13,386	126,839	363,510
2024 Estimate (Population)	13,131	125,700	358,646
Households	2,431	51,285	140,814
Avg. Age	35	35	35
Avg. Household Income	\$57,959	\$65,253	\$69,158
Median Home Value	\$185,018	\$174,777	\$181,686



# INGRESS & EGRESS



## Drive Times

**1 MIN**  
Highway 16

**1 MIN**  
Loop 410

**10 MIN**  
SW Research  
Institute

**11 MIN**  
South Texas  
Medical Center

**12 MIN**  
San Antonio  
International  
Airport

**16 MIN**  
Downtown  
San Antonio

**19 MIN**  
Port San  
Antonio

**20 MIN**  
IH-35



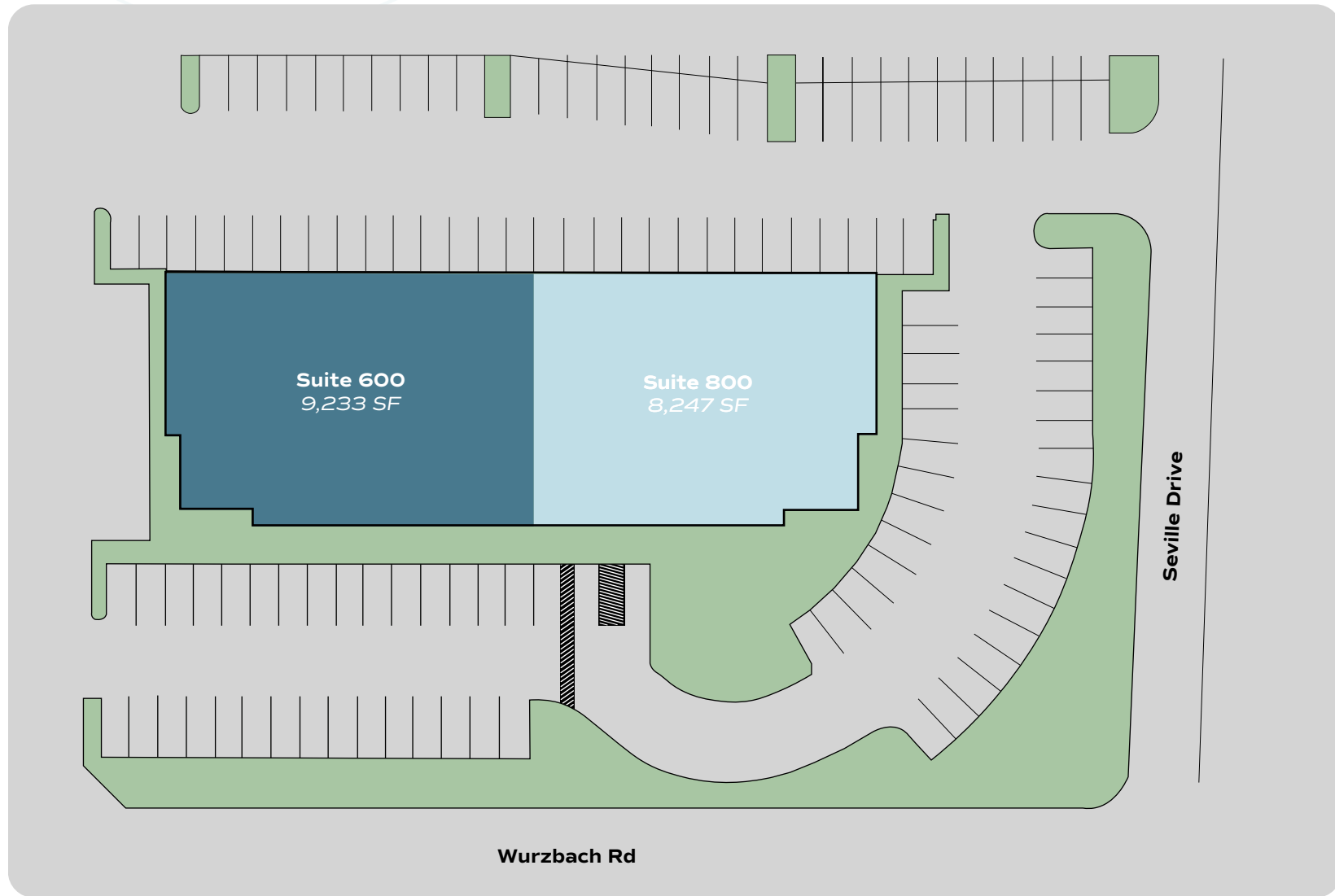
# PROPERTY DESCRIPTION

<b>BUILDING SIZE:</b>	17,480 SF
<b>LAND AREA (Acres)</b>	2.89 Acres
<b>OCCUPANCY:</b>	0%
<b>YEAR BUILT:</b>	1999
<b>CONSTRUCTION:</b>	Tilt-Wall construction; 18' building heights; slab on grade
<b>CONFIGURATION:</b>	Rear Load
<b>CLEAR HEIGHT:</b>	18'
<b>DOCK-HIGH DOORS:</b>	4 Dock Positions
<b>DRIVE-IN RAMPED DOORS:</b>	1 Drive-In Ramped Door
<b>TRUCK COURT DEPTH (W/TRAILER PARKING):</b>	130' Truck Court / No dedicated trailer parks
<b>OFFICE/HVAC FINISH:</b>	100% Office Finish; 100% HVAC
<b>BUILDING DIMENSIONS:</b>	80' (deep) x 225' (long)
<b>COLUMN SPACING:</b>	32' x 40'
<b>AUTO PARKING:</b>	114 Spaces (6.5 per 1,000 PSF)
<b>TRAILER PARKING:</b>	None
<b>FIRE PROTECTION SYSTEM:</b>	None
<b>HVAC SYSTEM:</b>	(3) 1.5 Ton Daikan mini-split systems installed in 2013, (1) 2 Ton Daikan and (1) 1 Ton Daikan mini-split systems installed in 2014, (3) 1.5 Ton Daikan mini-split systems installed in 2017 (5) 5 Ton Lennox RTUs installed in 2002, (1) 4 Ton Lennox RTU installed in 2002
<b>POWER:</b>	800-amp, 270 / 480, 3-phase, 4-wire service
<b>ROOF:</b>	Low-slope (flat) and consists of multiply bituminous built-up roof (BUR) membrane, over rigid insulation and steel-framed metal decking, with aggregate topping. The architectural roof accents are metal standing seam. Roof is original.
<b>ELECTRIC:</b>	CPS Energy
<b>TELECOM:</b>	AT&T Fiber & Spectrum
<b>ACCESS AND EASEMENTS:</b>	See CCR's in document center
<b>WATER/SEWER:</b>	SAWs



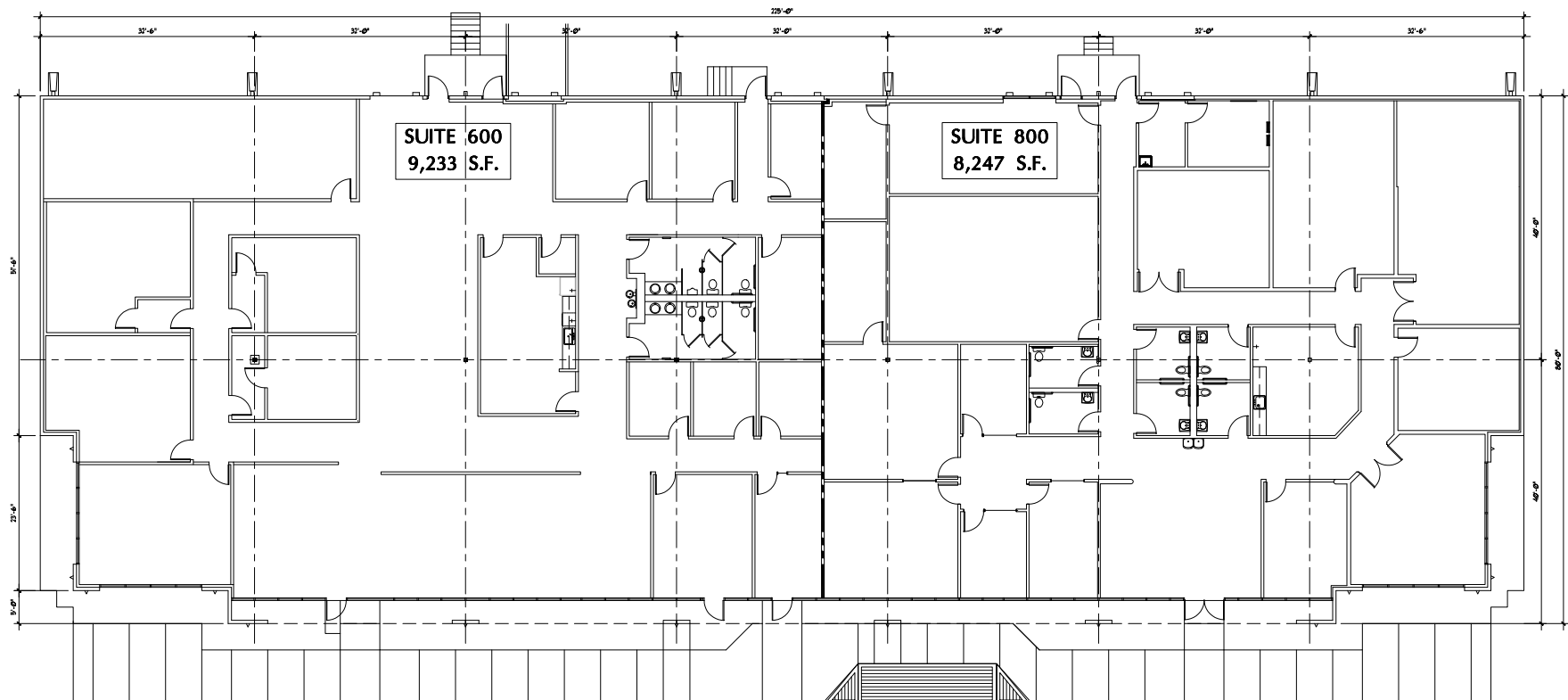


# SITE PLAN





# FLOOR PLAN



01 LEASE PLAN  
SCALE 1/8"=1'-0"

BUILDING 2 - 17,480 SF



# FINANCIALS

## GLOBAL ASSUMPTIONS

### CALENDAR YEAR ANALYSIS

Analysis Begin Date:	July 1, 2025
Analysis End Date:	June 30, 2028

PROPERTY TYPE	SF	%
Occupied	-	0.0%
Vacant	17,480	100.0%
<b>Total SF</b>	<b>17,480</b>	<b>100.0%</b>

### MISCELLANEOUS

CPI / Global Growth Rate:	3.00%
General Vacancy / Collection Loss (1):	3.00%
Capital Reserves:	\$0.10
Rent Type:	NNN

## OPERATING ASSUMPTIONS

### OPERATING EXPENSES (EST. YR. 1)(2,3):

Type	PSF	Total
CAM	\$0.75	\$13,139
Mgmt. Fees	\$0.07	\$1,182
Taxes	\$3.66	\$63,954
Insurance	\$0.89	\$15,478
<b>Total Expenses</b>	<b>\$5.36</b>	<b>\$93,753</b>

### Footnotes

- (1) Vacancy Factor is 3% with no exclusions  
 (2) Operating expenses are based of 2025 budget

## ROLLOVER ASSUMPTIONS

MARKET RENT	\$12.00 NNN	Growth Rate
2025	\$12.00	-
2026	\$12.36	3.0%
2027	\$12.73	3.0%
2028	\$13.11	3.0%
2029	\$13.51	3.0%
2030 & Thereafter	\$13.91	3.0%

### MLA \$12.00 NNN

	New	Renewal
Renewal Probability	75%	
Downtime	8 Months	
Tenant Improvements	\$3.00	\$1.00
Leasing Commissions	6.00%	4.00%
Free Rent	None	
Rent Bumps	4.00% Annually	
Lease Term	5.0 Years	
Rent Type	NNN	

## LEASE-UP ASSUMPTIONS

CURRENT AVAILABLE:	Leased	SF	Start Rate	Rent Type	Term	TI's	LC's	Free Rent
600	Mar-26	9,233	\$12.00	NNN	7.2 Years	\$15.00	6.00%	2 Months
800	Jun-26	8,247	\$12.00	NNN	5.1 Years	\$15.00	6.00%	1 Months

**Total Available 17,480**



# FINANCIALS

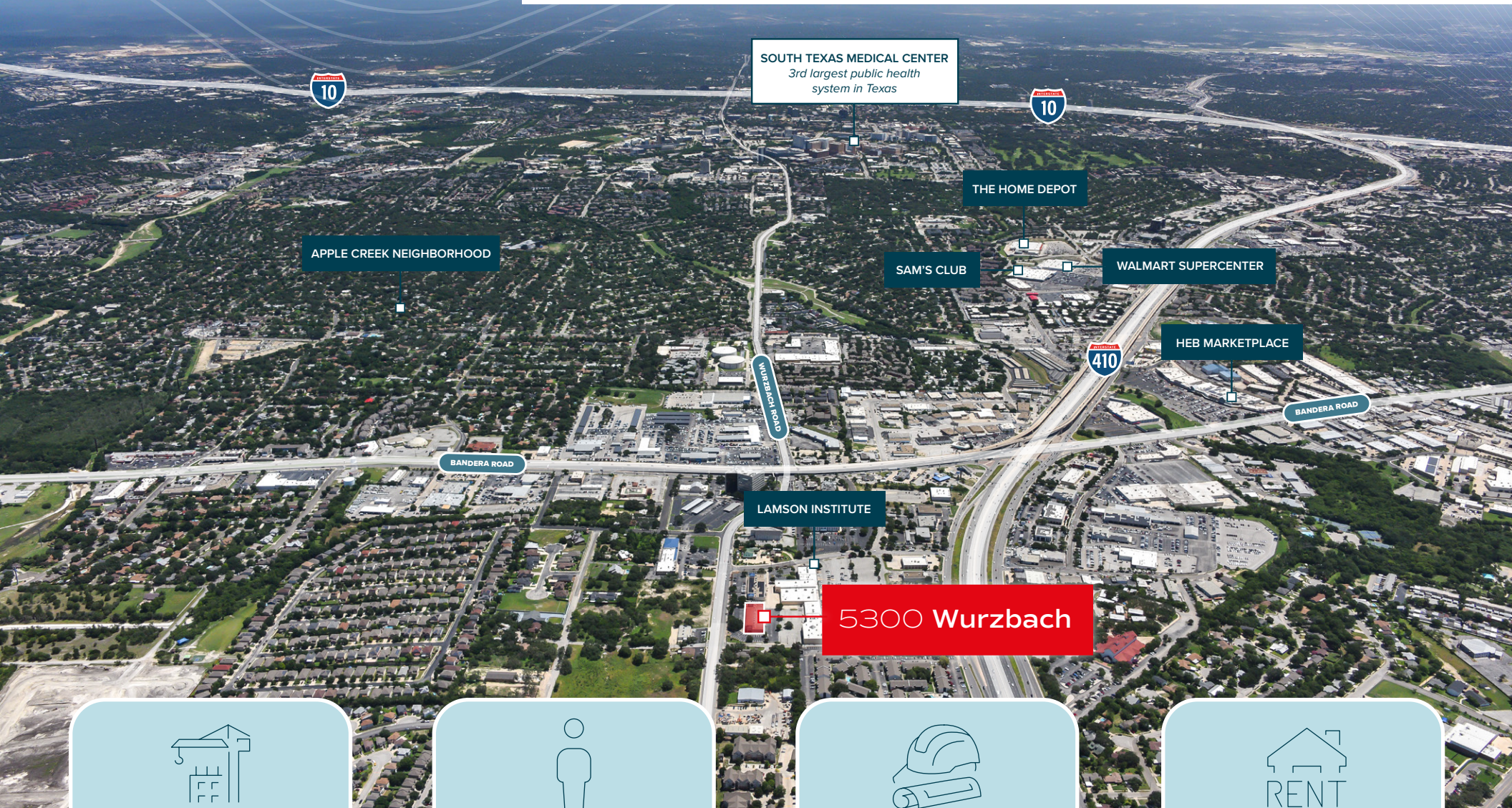
## EXCHANGE PLAZA BUSINESS CENTER - 5300 WURZBACK - OFFICE DEMO

## PROFORMA CASH FLOW

Total First Year SF: 17,480														
CALENDAR YEAR ANALYSIS BEGINNING:		Month 1		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11
July 1, 2025	As-Is/SF	Annualized	Year 1/SF	FY2026	FY2027	FY2028	FY2029	FY2030	FY2031	FY2032	FY2033	FY2034	FY2035	FY2036
POTENTIAL GROSS REVENUE														
Potential Base Rent	\$12.00	\$209,760	\$12.10	\$211,551	\$211,567	\$220,030	\$228,831	\$237,984	\$247,504	\$254,766	\$263,261	\$267,344	\$278,038	\$289,160
Absorption & Turnover Vacancy	(\$12.00)	(209,760)	(\$9.52)	(166,372)	0	0	0	0	0	(19,695)	(23,392)	0	0	0
Scheduled Base Rental Revenue	\$0.00	\$0	\$1.06	\$18,466	\$211,567	\$220,030	\$228,831	\$237,984	\$247,504	\$235,071	\$239,869	\$267,344	\$278,038	\$289,160
Expense Reimbursement Revenue														
Total Expense Recoveries	\$0.00	\$0	\$1.23	\$21,457	\$102,873	\$107,748	\$111,047	\$114,447	\$117,515	\$111,729	\$113,537	\$128,347	\$132,740	\$136,285
Total Reimbursement Revenue	\$0.00	\$0	\$1.23	\$21,457	\$102,873	\$107,748	\$111,047	\$114,447	\$117,515	\$111,729	\$113,537	\$128,347	\$132,740	\$136,285
Potential Gross Revenue	\$0.00	\$0	\$2.28	\$39,923	\$314,440	\$327,778	\$339,878	\$352,431	\$365,018	\$346,801	\$353,405	\$395,692	\$410,779	\$425,445
Vacancy Allowance	\$0.00	0	(\$0.03)	(526)	(9,433)	(9,833)	(10,196)	(10,573)	(10,951)	(9,416)	(9,691)	(11,871)	(12,323)	(12,763)
Effective Gross Revenue	\$0.00	\$0	\$2.25	\$39,397	\$305,007	\$317,945	\$329,681	\$341,858	\$354,068	\$337,384	\$343,715	\$383,821	\$398,455	\$412,682
OPERATING EXPENSES														
CAM	\$0.74	\$12,945	\$0.75	\$13,139	\$13,533	\$13,939	\$14,358	\$14,788	\$15,232	\$15,689	\$16,160	\$16,644	\$17,144	\$17,658
Mgmt. Fees	\$0.00	0	\$0.07	1,182	9,150	9,538	9,890	10,256	10,622	10,122	10,311	11,515	11,954	12,380
Taxes	\$3.60	63,009	\$3.66	63,954	65,873	67,849	69,884	71,981	74,140	76,365	78,656	81,015	83,446	85,949
Insurance	\$0.87	15,249	\$0.89	15,478	15,942	16,420	16,913	17,420	17,943	18,481	19,036	19,607	20,195	20,801
TOTAL OPERATING EXPENSES	\$5.22	\$91,203	\$5.36	\$93,753	\$104,498	\$107,747	\$111,045	\$114,445	\$117,937	\$120,656	\$124,162	\$128,781	\$132,738	\$136,788
NET OPERATING INCOME	(\$5.22)	(91,203)	(\$3.11)	(\$4,356)	200,509	210,198	218,636	227,413	236,131	216,728	219,553	255,040	265,718	275,894
LEASING & CAPITAL COSTS														
Tenant Improvements	\$0.00	\$0	\$15.00	\$262,200	\$0	\$0	\$0	\$0	\$0	\$14,771	\$0	\$17,544	\$0	\$0
Leasing Commissions	\$0.00	0	\$0.00	0	0	0	0	0	0	28,802	0	34,209	0	0
Capital Reserve	\$0.10	1,748	\$0.10	1,774	1,827	1,882	1,939	1,997	2,057	2,119	2,182	2,248	2,315	2,384
Office Demo Costs	\$0.00	0	\$8.00	139,840	0	0	0	0	0	0	0	0	0	0
TOTAL LEASING & CAPITAL COSTS	\$0.10	\$1,748	\$23.10	\$403,814	\$1,827	\$1,882	\$1,939	\$1,997	\$2,057	\$45,691	\$2,182	\$54,001	\$2,315	\$2,384
CASH FLOW	(\$5.32)	(\$92,951)	(\$26.21)	(\$458,170)	\$198,681	\$208,316	\$216,697	\$225,416	\$234,074	\$171,037	\$217,371	\$201,040	\$263,403	\$273,509



# NW INDUSTRIAL SUBMARKET



**13.6M SF**  
market inventory



**94.4%**  
occupancy



**0 SF**  
under construction



**\$10.28**  
average market  
asking rent



# INDUSTRIAL MARKET SNAPSHOT

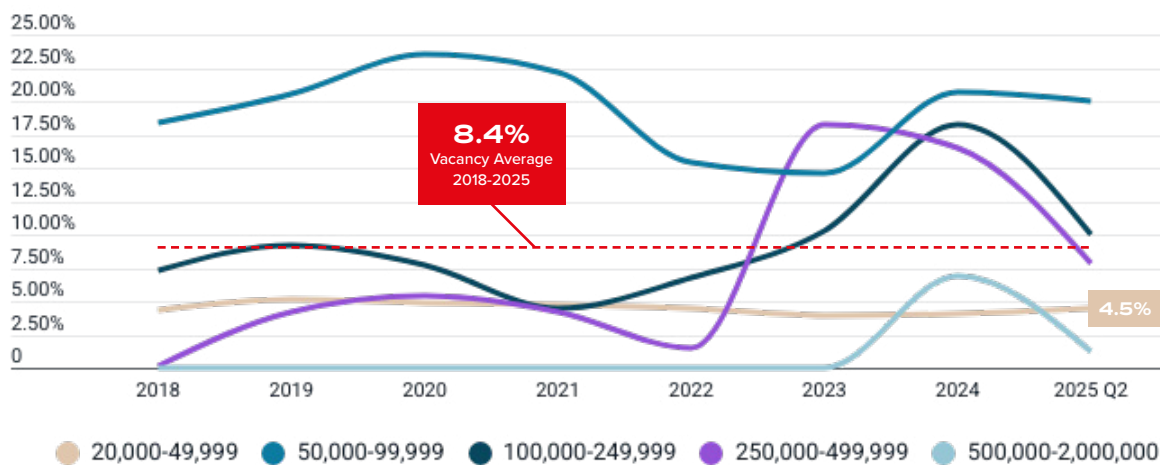
The entire San Antonio industrial market contains 169.7 million square feet of industrial product. Of this, approximately 13.6 million square feet is located in the Northwest submarket.

The Northwest submarket has experienced consistently strong market fundamentals, as evidenced by its average occupancy rate of 94% and average rental rates of \$10.28 NNN, which outperforms the San Antonio average occupancy rate of 90% and rental rates of \$8.79 NNN.

Within the Northwest submarket, buildings which are sub 50,000 square feet, continue to outperform the overall market with occupancy rates 200 basis points higher than the greater submarket at 96% and rental rates 9% higher at \$11.19 NNN.

*Northwest San Antonio industrial buildings under 50,000 SF have consistently outperformed the Northwest submarket and San Antonio market overall.*

## HISTORICAL VACANCY BY BUILDING SIZE



5300 Wurzbach



## SAN ANTONIO INTERNATIONAL AIRPORT

- 2,305 acres, 24 gates, and 3 runways facilitating over 260 daily departures
- 12 different airlines with non-stop flights to 53 destinations across the U.S. and Mexico
- Planned 200-acre expansion

9.4  
MILES

## AUSTIN-SAN ANTONIO I-35 CORRIDOR

- Roughly 80-mile stretch of I-35 connecting two of the top 10 fastest growing MSAs
- 8 counties home to more than 4.9M residents, expected to grow to 5.4M by 2028
- Region home to Tesla Gigafactory, Toyota Manufacturing Plant, and Navistar Manufacturing Plant among others

16.1  
MILES

## SOUTH TEXAS MEDICAL CENTER

- 900-acres of medical-related facilities on the northwest side of San Antonio, Texas, United States.
- 45 medically related institutions with separate medical, dental and nursing schools, five higher educational institutions, twelve hospitals and five specialty institutions.
- Over 4,200 patient beds.
- \$12 billion in revenue and over 86,000 jobs, paying \$5 billion in wages

3.7  
MILES

## PEARL DISTRICT

- 22-acre mixed-use redevelopment of historic Pearl Brewery
- 23+ restaurants & bars, 14 shops & services, 500K Class A office, 650+ high-end residential units, and award-winning Hotel Emma
- Generational development with beautiful green spaces, a riverside amphitheater, and home to the third campus of The Culinary Institute of America

11.9  
MILES

5300 Wurzbach

## LACKLAND AIR FORCE BASE

- 9,700-acre U.S. Air Force base a part of Joint Base San Antonio (27,000 military and civilian personnel)
- It is one of the largest training bases in the Air Force and hosts thousands of new recruits and technical school students at any given time
- The Joint Base supports a 80,000 personnel population and up to 138,000 students annually

10.4  
MILES

## DOWNTOWN SAN ANTONIO

- Home to world-famous Riverwalk and Central Business District
- 14M+ sf office, 5.4M+ sf retail, 13,000+ hotel rooms
- Popular attractions include the Alamo, Rivercenter Mall, the Riverwalk, HemisFair Park, and Historic Market Square

11.6  
MILES



# INVESTMENT MERITS

**25 Million**  
within 5 hours



DALLAS  
AUSTIN  
SAN ANTONIO  
HOUSTON



BY 2027,  
US E-COMMERCE  
SPENDING IS EXPECTED  
TO REACH \$1.72 TRILLION

## TEXAS TRIANGLE

*Ideal distribution facility location within reach of 25 million residents*

With easy access to the Texas Triangle, the area between DFW, Houston, and San Antonio, the Property's tenants can reach over 25 million people in a matter of hours. Over the next 40 years, the population of the Texas Triangle is projected to grow more than 65%, resulting in 78% of Texans living within the area. The Dallas-Fort Worth, Houston, Austin, and San Antonio metropolitan areas combine to create one giant megalopolis, which ranks as the seventh largest mega-region in North America. The Texas Triangle megalopolis' \$1.32 trillion economic output would rank among the world's 15 largest economies.

## EMERGING AUSTIN-SAN ANTONIO METROPOLIS

*Anchored by the 2nd and 6th fastest growing cities in the U.S.*

The roughly 80-mile stretch of Interstate 35 connecting the Austin-Round Rock MSA to the San Antonio-New Braunfels MSA is among the fastest growing corridors in the nation. The area is made up of 8 counties that are home to more than 4.9 million residents and is expected to grow to 5.4 million residents over the next 5 years. The Austin-Round Rock MSA (2.5 million residents) is experiencing 184 new residents daily and is projected to grow 10% over the next 5 years. The San Antonio-New Braunfels MSA (2.6 million residents) is seeing 130 new residents per day, and has seen 18% population growth since 2013, with a cost of living 8% below the national average.

## U.S.-MEXICO-CANADA TRADE AGREEMENT

*More than \$1.2T in trade between the North American Nations*

Signed in 2018, the USMCA Trade Agreement replaced NAFTA, which saw nearly 48% of trade originate or destined for Texas, while preserving the complex supply chains established by the former trade agreement. With the 10th largest economy in the world and the second largest labor pool in the U.S. with 14 million workers, Texas is positioned to be one of the primary beneficiaries of the new USMCA agreement as more parts are sourced from North America and cross-border transportation of goods before final assembly increases to meet the agreement's new requirements. In 2023, Mexico did more trade with the U.S. than ever and once again ranked as the country's #1 trade partner. Furthermore, Port Laredo now ranks as the #1 international trade port in the U.S., beating out large cities like Chicago and Los Angeles.



## FLOURISHING SAN ANTONIO ECONOMY

A national leader in economic growth and stability, San Antonio continues to gain momentum. Young professionals and businesses continue to flock to the metro for its relative affordability and high quality of life. San Antonio boasts a diverse economy, rich quality of life, robust cybersecurity ecosystem, and stable military and healthcare employment base. In addition to the city's robust celebrated cultural history, San Antonio offers a premier culinary and arts scene, numerous entertainment destinations, accessible outdoor lifestyle amenities, and trending urban hubs including The Pearl, Southtown, River North, and Hemisfair.



**NO.1**

**AMERICA'S NEXT  
BOOM TOWN**

*Forbes*

**TOP 5**

**FOR ECONOMIC  
PERFORMANCE**

*Brookings*

**2ND**

**HIGHEST GROWTH  
OF MILLENNIALS**

*Brookings*

**13TH**

**LARGEST MH  
INVESTMENT  
MARKET**

*CoStar*

**8TH**

**MARKET  
TO WATCH**

*2024 ULI Emerging  
Trends Report*





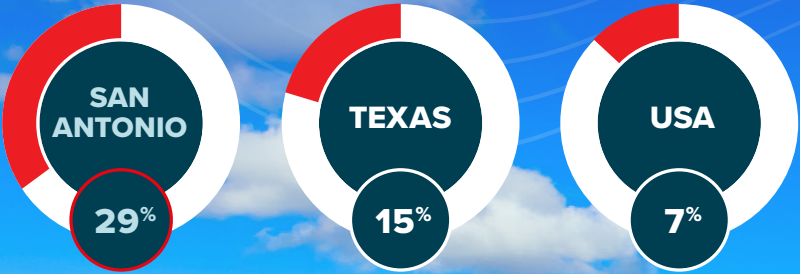


## LARGEST SA EMPLOYERS

- 1 JOINT BASE SAN ANTONIO
- 2 H-E-B
- 3 USAA
- 4 CYBERSECURITY
- 5 RACKSPACE
- 6 WHATABURGER
- 7 RUSH ENTERPRISES
- 8 JP MORGAN CHASE
- 9 FROST BANK
- 10 TASKUS
- 11 BILL MILLER BAR-B-Q
- 12 TOYOTA MOTOR MANUFACTURING
- 13 SOUTHWEST RESEARCH INSTITUTE
- 14 SWBC
- 15 IHEARTMEDIA
- 16 ACCENTURE

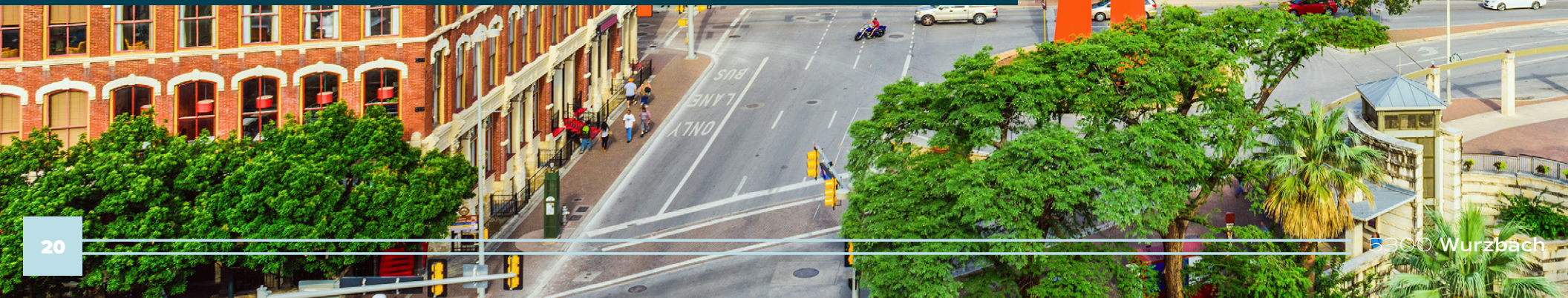


# POPULATION GROWTH 2012-2022



## NOTABLE EMPLOYERS

<b>JOINT BASE SAN ANTONIO</b> 82,639 JOBS	<b>South Texas MEDICAL CENTER</b> 50,000+ JOBS	<b>H-E-B</b> 20,000 JOBS	<b>USAA</b> 19,000 JOBS	<b>PORT SAN ANTONIO</b> 18,000+ JOBS
<b>CYBERSECURITY SAN ANTONIO</b> 16,500 JOBS	<b>JPMorgan Chase</b> 5,000 JOBS	<b>rackspace HOSTING</b> 6,500 JOBS	<b>VALERO</b> 1,653 JOBS	<b>BOEING</b> 2,800 JOBS







## POPULATION TRENDS

- Fastest growing city in the country (numerically) with nearly 14,000 new residents from 2020-2021
- 2.6+ million MSA residents: second most populous city in Texas, 7th largest in the U.S.
- One of the Nation's fastest growing Millennial populations in the U.S.

## EMPLOYMENT TRENDS

- Healthy job market credited to diverse industries: established financial services, rapidly growing life sciences, new energy, and a booming IT and cybersecurity presence
- Educated, young workforce, low business costs, and city-backed financial incentives continue to attract startups and corporate relocations
- Top market for job seekers: steady employment growth and low unemployment levels

**30**

YEARS OF  
ECONOMIC  
HISTORY

**25**

YEARS OF  
POSITIVE JOB  
GROWTH

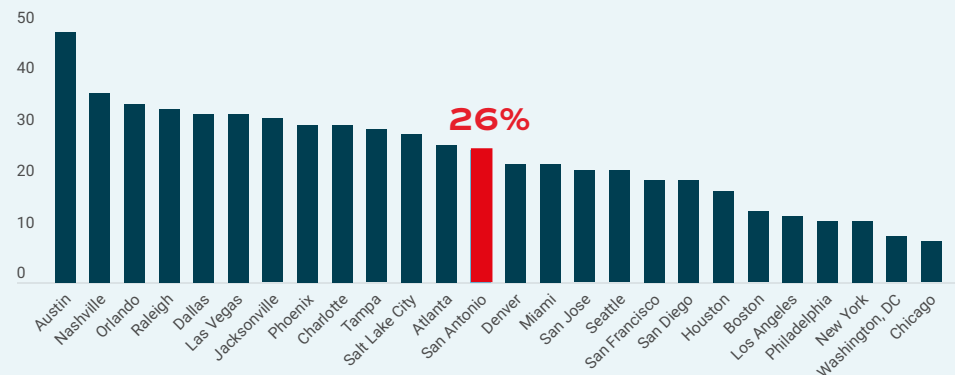
**5**

YEARS OF  
NEGATIVE JOB  
GROWTH

**1.3X**

HIGHER RATE OF  
GROWTH THAN THE  
NATIONAL AVERAGE

### 10-YEAR EMPLOYMENT GROWTH





## INTERNATIONAL TRADE CENTER

- Ideally positioned along the NAFTA corridor, handling 50%+ of Mexico-U.S. trade flow
- Logistical functionality bolstered by 1,900-acre multimodal Port San Antonio hub
- Large multinational corporate presence including Boeing, Lockheed Martin and Xerox

## IT & CYBERSECURITY HUB

- Recognized by the NSA as one of the nation's leading cities for cybersecurity activity
- Global employers including EY, PwC, Booz Allen Hamilton, Lockheed Martin and The Hut Group are expanding cybersecurity operations in San Antonio

## STRONG MILITARY PRESENCE

- Known as "Military City" due to its long history of multiple military and defense installations
- Home to one of the greatest concentrations of active and retired military populations in the nation: 283,000+ military & military service employees in the MSA
- Four major military bases comprise Joint Base San Antonio (JBSA): Randolph Air Force Base, Fort Sam Houston, Lackland Air Force Base and Camp Bullis

## SAN ANTONIO IS HOME TO

**16,500+**

**CYBER SECURITY  
& DOD CYBER  
WARRIORS**

**NSA TEXAS**

**4,000+ DAILY  
EMPLOYEES**

**U.S. AIRFORCE**

**CYBER COMMAND  
(24th & 25th AIRFORCE)**

**6 TOTAL**

**NSA CENTERS  
OF EXCELLENCE**





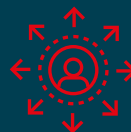
## 2ND FASTEST GROWING CITY IN THE COUNTRY (numerically)

Increase of 14,000 new residents from 2020-2021



## 130 PEOPLE MOVING TO SAN ANTONIO PER DAY

Population of 1.6M expected to double by 2040



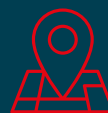
## MILLENNIAL POPULATION AMONG FASTEST-GROWING IN THE NATION



## COMPETITIVE COST OF LIVING, 8% LESS THAN U.S. AVERAGE



## INTERNATIONALLY RECOGNIZED AS A LEADING PROVIDER OF CYBERSECURITY



## LARGEST ACTIVE & RETIRED MILITARY POPULATIONS IN THE U.S.



# CONTACTS

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