



OFFERING MEMORANDUM

PRESERVE  
WEST  
CAPITAL

# Dry River District Shops Building

Kyle, TX | Austin MSA

This property is listed in conjunction with Texas-licensed real estate broker Delta Commercial.

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Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

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## Property Highlights

- New 10-Year Leases to Highly Successful, Local and Regional, Internet-Resistant Tenant Mix
  - Scheduled Rental Escalations in 100% of Leases
- Highly Functional Brand New 2022 Construction with Drive-Thru Component
- Sustainable Rents at Approximately 10% Below Market
- Part of the Dry River District Development Anchored by Costco
  - 65-Acre Mixed-Use Commercial Development to include Medical, Multifamily & Retail Adjacent to I-35 & Anchored by Costco, EVO Entertainment & Home Depot
- High Growth Suburb of Austin with Robust Demographics in Surrounding Area
  - Total Daytime Population of 122,572 and Average Household Income of \$94,682 within 5 Miles
- Direct Access and Visibility from I-35
  - Combined AADT of 159,300
- Kyle is One of the Fastest Growing Cities in Texas
  - Trade Area Has Built and Sold an Average of 5,000 Single Family Homes Annually with Growth of Over 10% Per Year
- Part of the Greater Austin MSA
  - 18 Miles from Downtown Austin
- New 300,000 SF Amazon Sortation Center Located within Walking Distance
- Less than 2 Miles from Austin Community College Hays Campus with 4000+ Students Enrolled
- No State Income Tax in Texas
- Qualifies for 100% Bonus Depreciation via Cost Segregation



100% Leased with  
Drive-Thru for Pizza Patrón  
on End Cap

## The Investment

This new construction, multi-tenant retail building at Kyle Town Center offers an exceptional investment opportunity in one of Austin's fastest-growing suburbs. The property is 100% leased to a diverse mix of internet-resistant, regional and local tenants all with 10-year leases and scheduled rental escalations and a drive-thru component. Prominently located at Kyle Parkway along IH-35, the site is an outparcel to a Costco and Home Depot anchored development and has excellent access and visibility from the interstate. Robust demographics show an annual population growth rate of 7.15% within a 1-mile radius, more than 10,600 homes in the development pipeline, and an average household income is \$94,682 within 5 miles of the property. An investor will benefit from a stable and diversified income stream with scheduled rent increases and asset appreciation in one of the country's most desirable markets.

## Location

The property is located at 18840 S IH-35 in Kyle, Texas.

## Lot Size

Approximately 1.43 acres or 62,334 square feet.

## Parking

There are 51 on-site parking spaces available

## Improvements

New 2022 Construction of a 11,294 square foot single story retail building demised into 5 retail suites with a drive-thru component for Pizza Patrón.

- Factory Mattress** | 3,602 square feet
- Knockouts Haircuts for Men** | 1,407 square feet
- Square Nail** | 2,560 square feet
- Tiff's Treats** | 1,406 square feet
- Pizza Patrón** | 2,320 square feet





## PRICE

# \$7,987,000

## 5.25% CAP Rate

### Projected Gross Revenue

	YEAR 1	YEAR 10
Scheduled Base Rental Revenue	\$419,303	\$493,237
Expense Reimbursement Revenue (Estimate)	\$114,544	\$141,117
Total Potential Gross Revenue	\$533,847	\$634,354
Effective Gross Revenue	\$533,847	\$634,354

### Annual Expenses

Common Area Maintenance	\$36,254	\$47,303
Insurance	\$3,275	\$4,273
Taxes	\$59,000	\$70,510
Management @ 3%	\$16,015	\$19,031
Total Operating Expenses (Estimate)	\$114,544	\$141,117

### Net Operating Income

### Return

	YEAR 1	YEAR 10
Net Operating Income	\$419,303	\$493,237
Return	5.25%	6.18%

### Note

The net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, physical inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

# FINANCIAL ANALYSIS

# CASH FLOW PROJECTION



	Year 1 Oct-2022 Sep-2023	Year 2 Oct-2023 Sep-2024	Year 3 Oct-2024 Sep-2025	Year 4 Oct-2025 Sep-2026	Year 5 Oct-2026 Sep-2027	Year 6 Oct-2027 Sep-2028	Year 7 Oct-2028 Sep-2029	Year 8 Oct-2029 Sep-2030	Year 9 Oct-2030 Sep-2031	Year 10 Oct-2031 Sep-2032
<b>Net Rentable Area - Sq. Ft.</b>	<b>11,294</b>									
Base Rental Revenue PSF/month	\$3.09	\$3.13	\$3.16	\$3.20	\$3.27	\$3.44	\$3.48	\$3.52	\$3.56	\$3.64
Total Operating Expenses PSF/year	\$10.14	\$10.37	\$10.61	\$10.85	\$11.11	\$11.40	\$11.66	\$11.93	\$12.20	\$12.49
Absorption & Turnover Vacancy %	-	-	-	-	-	-	-	-	-	-
Vacancy Allowance %	-	-	-	-	-	-	-	-	-	-
<b>Rental Revenue</b>										
Potential Base Rent	419,303	423,979	428,752	433,632	443,716	465,908	471,149	476,525	482,021	493,237
Absorption & Turnover Vacancy	-	-	-	-	-	-	-	-	-	-
Total Rental Revenue	419,303	423,979	428,752	433,632	443,716	465,908	471,149	476,525	482,021	493,237
Total Expense Recoveries	114,544	117,128	119,776	122,489	125,428	128,807	131,730	134,726	137,797	141,117
Potential Gross Revenue	533,847	541,107	548,528	556,121	569,144	594,715	602,879	611,251	619,818	634,354
Vacancy Allowance	-	-	-	-	-	-	-	-	-	-
Effective Gross Revenue	533,847	541,107	548,528	556,121	569,144	594,715	602,879	611,251	619,818	634,354
<b>Operating Expenses</b>										
CAM - \$3.21	36,254	37,341	38,462	39,615	40,804	42,028	43,289	44,588	45,925	47,303
Insurance - \$0.29	3,275	3,374	3,475	3,579	3,686	3,797	3,911	4,028	4,149	4,273
Taxes	59,000	60,180	61,384	62,611	63,863	65,141	66,444	67,772	69,128	70,510
Management @ 3%	16,015	16,233	16,456	16,684	17,074	17,841	18,086	18,337	18,595	19,031
Total Operating Expenses (Estimate)	114,544	117,128	119,777	122,489	125,427	128,807	131,730	134,725	137,797	141,117
<b>NET OPERATING INCOME</b>	<b>419,303</b>	<b>423,979</b>	<b>428,751</b>	<b>433,632</b>	<b>443,717</b>	<b>465,908</b>	<b>471,149</b>	<b>476,526</b>	<b>482,021</b>	<b>493,237</b>



## General Assumptions

Analysis Date	October 2022
Total Rentable Area	11,294 SF
Total Area for CAM Reimbursement Calculations	11,294 SF
General Inflation per Annum	3%
General Expense Growth per Annum	3%
Real Estate Tax Growth per Annum	2%
Management Fee	3%

# RENT ROLL



Tenant	Sq. Ft.	Monthly Rent PSF	Annual Rent PSF	Current Annual Rent	Term	Rent Commence Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	Lease Structure	End of Term Assumption
<b>Factory Mattress Sales</b>	3,601	\$3.19	\$38.25	\$137,738	10 yrs	6/1/2022	7/31/2032	6/1/2027 6/1/2032	\$151,530 \$166,654	2 @ 5 yrs Option 1: \$183,279 Option 2: Prevailing Mkt. Rate	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including a 15% management fee, and roof repairs and replacement. Increases in controllable CAM costs are capped at 7% compounded annually on a cumulative basis.	Option
<b>Knockouts Haircuts for Men</b>	1,407	\$3.42	\$41.00	\$57,687	10 yrs	10/1/2022	5/31/2032	6/1/2023 6/1/2024 6/1/2025 6/1/2026 6/1/2027 6/1/2028 6/1/2029 6/1/2030 6/1/2031	\$58,841 \$60,023 \$61,219 \$62,443 \$63,695 \$64,961 \$66,270 \$67,592 \$68,943	1 @ 5 yrs Option 1: Prevailing Mkt. Rate	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including a 15% management fee, and roof repairs and replacement. Increases in controllable CAM costs are capped at 6% compounded annually on a cumulative basis.	Option
<b>Square Nails</b>	2,560	\$2.92	\$35.00	\$89,600	10 yrs	7/1/2022	5/31/2032	6/1/2023 6/1/2024 6/1/2025 6/1/2026 6/1/2027 6/1/2028 6/1/2029 6/1/2030 6/1/2031	\$91,853 \$94,157 \$96,512 \$98,918 \$101,402 \$103,936 \$106,547 \$109,210 \$111,949	2 @ 5 yrs Option 1: Prevailing Mkt. Rate Option 2: Prevailing Mkt. Rate	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including a 15% management fee, and roof repairs and replacement.	Option
<b>Tiff's Treats</b>	1,406	\$2.92	\$35.00	\$49,210	10 yrs, 6 mos.	7/1/2022	11/30/2032	6/1/2023 6/1/2024 6/1/2025 6/1/2026 6/1/2027 6/1/2028 6/1/2029 6/1/2030 6/1/2031 6/1/2032	\$50,447 \$51,699 \$52,992 \$54,314 \$55,678 \$57,070 \$58,490 \$59,952 \$61,456 \$62,989	2 @ 5 yrs Option 1: \$64,564 \$66,180 \$67,840 \$69,527 \$71,270 *Option 2: \$81,961 \$84,010 \$86,110 \$88,263 \$90,469	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including management fees, and roof repairs and replacement. Increases in controllable CAM costs are capped at 7%, compounded annually and on a non-cumulative basis.	Option
<b>Pizza Patrón</b>	2,320	\$3.00	\$36.00	\$83,520	10 yrs.	6/1/2022	5/31/2032	6/1/2027	\$91,872	2 @ 5 yrs Option 1: \$101,059 Option 2: \$111,174	NNN with tenant responsible for all taxes, insurance, and proportionate share of common area maintenance, including a 10% management fee, and roof repairs and replacement. Increases in controllable CAM costs are capped at 7%, compounded annually and on a non-cumulative basis after the second full calendar year of the Lease Term.	Option

Leased	11,294	100%
<u>Vacant</u>	<u>0</u>	<u>0%</u>
TOTAL	11,294	100%

\*1st Year not to exceed 115% of last year of Opt.1; subsequent years of 2nd Option increase 2.5%.





## Tiff's Treats

**Tiff's Treats** delivers fresh cookies, brownies, and other baked goods and frozen desserts from 75 locations throughout Texas, Georgia, Tennessee, North Carolina, Oklahoma, and more stores coming. Originating in Austin in 1999 with just a cell phone and an oven, Tiff's Treats has continued to grow offering Elite memberships with unlimited free deliveries, egift cards, catered cookies and ice cream parties, corporate event packages, online ordering, and a Tiff's Treats cookies and milk Treats Truck to go on location.

**Lessee:** Tiff's Treats, Ltd.  
**Guarantor:** Tiff's Treats Holdings, Inc.  
**No. of Locations:** 76  
**Website:** cookiedelivery.com



## Pizza Patrón

Founded in 1986 in Pleasant Grove, Texas, **Pizza Patrón** is now headquartered in San Antonio, Texas. The company was sold in 2016 to Charles Loflin, the new CEO, and underwent a total brand re-launch in 2018. Pizza Patrón operates locations in Arizona, California, Illinois, and Texas. In March 2020, Pizza Patrón launched its first app, bringing a whole new take to the Patrón company. Along with mobile ordering, "Patrón Perks" a reward program that uses "Slice Points" offers customers rewards and deals following their visits and restaurants. Over the past 10 years, the company grew from four locations to more than 100; of the 89 remaining locations, 79 are franchised and 10 are corporate owned. About 35 are in Dallas-Fort Worth.

**Lessee:** Hayes County Pizza I, LLC  
**Guarantor:** Pizza Patrón, Inc.  
**No. of Locations:** 89  
**Website:** pizzapatron.com



## Knockouts Haircuts for Men

**Knockouts Haircuts for Men** is a privately held, full-service grooming salon chain which started in Addison, TX in 2003 by Tom and Karin Friday. The salons have a gym/warehouse-like decor with faux boxing ring posts and ropes and a brick wall helping to define the space, as well as boxing memorabilia on the walls. There are flat-screen televisions at each grooming station and in the waiting area. The winning concept came alive at the Addison location and opened the door for franchisee opportunities worldwide. The concept has proved to be a big success, having sold over 500 franchised salons in 29 states.

Knockouts has partnered with AXE, a division of Unilever in a co-branding program whereby AXE men's grooming products are used, sampled, and sold in Knockouts salons.

**Lessee:** Walker Haircuts, LLC  
**Guarantor:** Kody Walker  
**No. of Locations:** 50+  
**Website:** knockouts.com



## Factory Mattress Sales

**Factory Mattress** is a locally owned and operated sleep center serving Austin and San Antonio since 1977. With locations throughout Central Texas, Factory Mattress carries the largest selection of discounted name brand sleep sets of mattresses and foundations from Sealy, Simmons, Tempur-Pedic, iComfort by Serta, and Sleep Designs. They also offer bed frames and memory foam pillows to mattress protectors and adjustable bases; just about every item needed to create the perfect sleep environment. There's something for everyone with affordable prices and all types of firmness. Next Day delivery service is offered. There is currently a significant rise in the demand for various home furnishing products, such as mattresses, pillowcases, and bed linens, due to increasing construction of residential communities. The global mattress market reached a value of \$34 Billion in 2021 and is expected to reach \$49.2 Billion by 2027, exhibiting a CAGR of 6.2% during 2022-2027.

**Lessee:** Southwest Mattress Sales, Inc.  
**No. of Locations:** 22  
**Website:** factorymattresstexas.com

## SQUARE NAILS

## Square Nails

**Square Nails** provides specialized nail care and beauty services including manicure and pedicure treatments. In shopping centers throughout Central Texas, signs for new salons are multiplying as the beauty business rises up from the pandemic period. Salons and beauty businesses such as Square Nails are in an ever-evolving era, where they are branching out, diversifying their skills and revenue streams, and connecting with customers on new levels.

**Lessee:** Vu Hoang  
**Guarantor:** Vu Hoang

# SITE PLAN



FRONTAGE



## SITE PLAN

## DRY RIVER DISTRICT

### DRY RIVER DISTRICT

65-Acre Mixed Use Development  
(Medical, Multifamily, and 300k SF Retail  
anchored by EVO Entertainment, Costco  
& The Home Depot)

 CITIZEN HOUSE  
KYLE  
342 Luxury Apartments

 EVO  
ENTERTAINMENT

 COSTCO  
WHOLESALE

 THE  
HOME  
DEPOT

Kyle Crossing

Kyle Crossing

Kohl's Crossing

INTERSTATE  
35 156,668 AADT

MIDAS

Pet Paradise

stripes Schlottsky's

FREEBIRDS  
sleep + number  
VIA313  
Carbon Health













AspenDental

 SITE

 SUBS  
DELUXE





## AERIAL

## SOUTH VIEW

**Walmart**  
Supercenter

**LOWE'S**  
Home Improvement Warehouse

**TARGET**  
**H-E-B** plus!  
**ROSS** DRESS FOR LESS

### MAJESTIC KYLE CROSSING BUSINESS PARK

**amazon** fulfillment

**LOWE'S**  
Home Improvement Warehouse  
Distribution Center

### PLUM CREEK INDUSTRIAL CENTER

New 74-Acre (859k SF)  
State-of-the-Art  
Industrial Complex

**SIMWON America Corp.**

**AUSTIN COMMUNITY COLLEGE**  
DISTRICT

Hays Campus  
(4,000+ Students)

Plum Creek  
2,200 Acre  
Master-Planned Community

Plum Creek  
Golf Course

Jack C Hays  
High School

INTERSTATE  
**35**  
156,668 AADT

Planned Multifamily

Kohlers Crossing

**stripes**  
**Schlottsky's**

**EVO**  
ENTERTAINMENT

**CITIZEN HOUSE**  
KYLE

342 Luxury Apartments

**RSI INC** **ENF**

**FREEBIRDS**  
WORLD BURRITO  
sleep number

**VIA313**  
PIZZERIA  
**Carbon Health**

**MORCHY'S**  
TACOS

**Denny's**

**Starbucks**

**MIDAS**  
**Pet Paradise**

**COSTCO**  
WHOLESALE

**Big CAMPERO**

**PTERRY'S**  
BURGER STAND

**AspenDental**

### DRY RIVER DISTRICT

65-Acre Mixed Use Development  
(Medical, Multifamily, and 300k SF Retail  
anchored by EVO Entertainment, Costco  
& The Home Depot)

**THE HOME DEPOT**

**Tiff's Treats**  
cookie delivery

**SQUARE NAILS**

**PIZZA PATRÓN**

**FACTORY MATTRESS**  
Local Since Forever!

**KNOCKOUTS**  
HAIRCUTS FOR MEN

DRIVE  
THRU

**SUDS**  
DELUXE  
CAR WASH



## AERIAL

## AREA DEVELOPMENTS





[illegible]

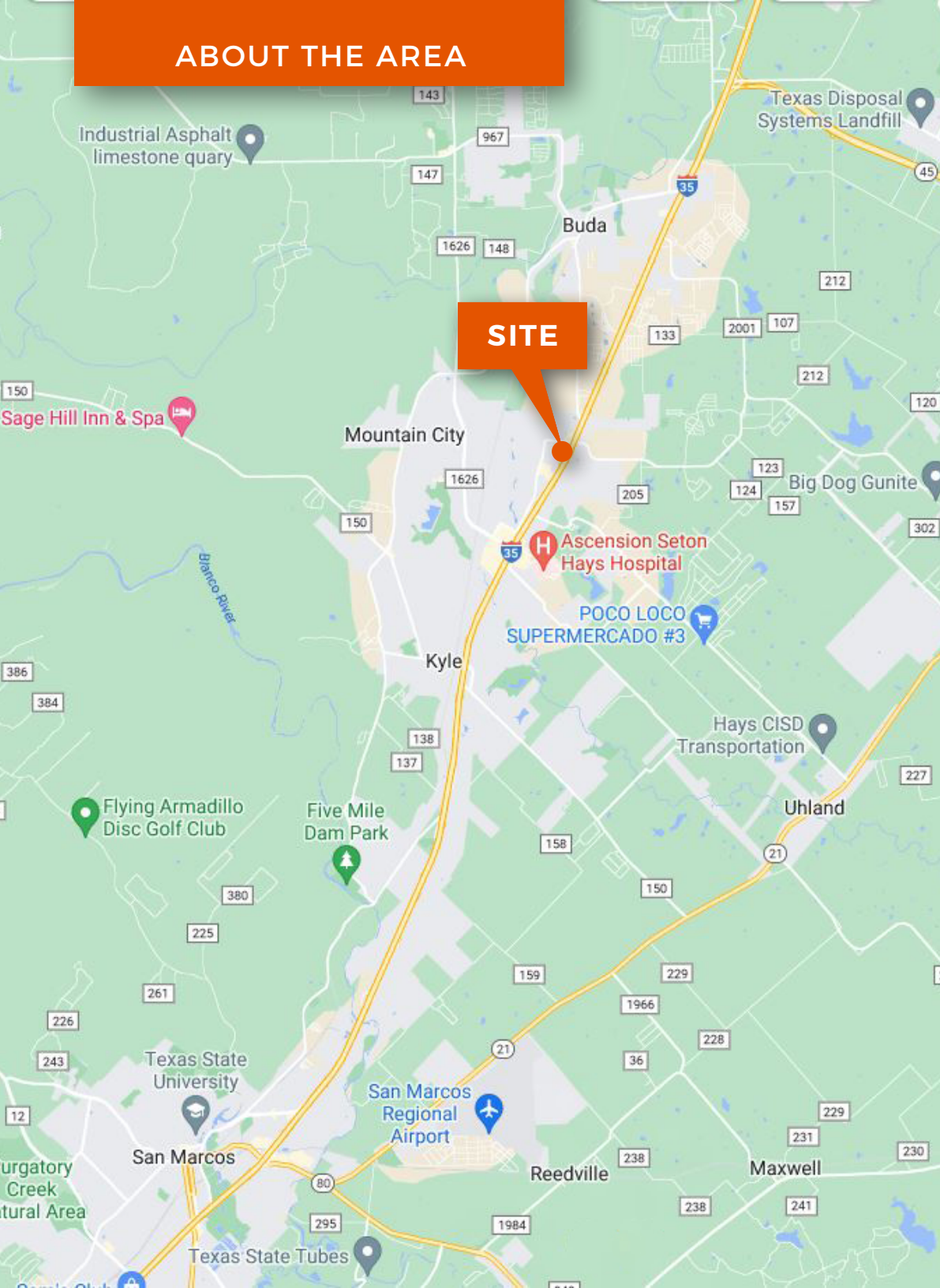
Kyle (population 53,763) is a rapidly growing city located approximately 11 miles from San Marcos and 22 miles from downtown Austin. The city's population has increased nearly 810% since 2000 and continues to rapidly expand; more than 4.5 million square feet of new retail and mixed-use space is planned or has recently been completed in the city. Other major recent developments include Plum Creek, a 2,200-acre master-planned mixed-use community, and which will include the Uptown at Plum Creek development, slated to feature restaurants, lifestyle retail, offices, and residential space, the Hays Logistics Center, a 108-acre industrial and manufacturing center which is expected to draw additional jobs in high-tech manufacturing to the area. Residential development activity within the city has also been strong, with nearly 50,000 new homes in the development pipeline.

The city is poised to be the largest city in Hays County with the undertaking of major highway and infrastructure improvements. This has led to massive growth, investment, and commitment from commercial businesses and developers. Kyle is part of the Austin-Round Rock-San Marcos Metropolitan Statistical Area (MSA), one of the largest and fastest growing MSAs in the U.S., with a population of more than 2 million and the 16th largest GDP per capita in the country. Numerous Fortune 500 companies are based in or maintain a significant presence in and around Austin, including Dell, Whole Foods Market, and ABM Industries, Amazon.com, eBay, Hewlett-Packard, Apple, Cisco, Google, IBM, Facebook, Intel, Oracle, PayPal, Samsung, Xerox, Texas Instruments, 3M, and Tesla. Dell's worldwide headquarters are located in the nearby suburb of Round Rock.

The region is home to a booming tech sector that has earned it the nickname “Silicon Hills”; major tech companies with a presence in and around Austin include Applied Materials, Bigcommerce, BioWare, Blizzard Entertainment, Buffalo Technology, Cirrus Logic, Dropbox, Electronic Arts, Flextronics, HomeAway, Hostgator, National Instruments, Nvidia, Polycom, Qualcomm, Inc., Rackspace, RetailMeNot, Rooster Teeth, and more. The Austin metropolitan area is one of the top regions for venture capital and is home to more than 45 startup incubators, accelerators, and co-working spaces. Austin has also recently emerged as a hub for pharmaceutical and biotechnology companies, and was ranked by the Milken institute as the number 12 biotech and life science center in the U.S.



## ABOUT THE AREA



## Site Information

The subject property is prominently located within the Dry River District Development, a 65-acre mixed-use commercial development that will include medical, hotel, multifamily & retail anchored by Costco, EVO Entertainment, and Home Depot. The property has excellent access and freeway visibility along Kohler's Crossing and IH-35 (159,300 Combined AADT). The site benefits from robust demographics with a total population of 122,572 within a 5-mile radius. Average household income within 5 miles of the site is \$94,682.

The property is in close proximity to shopping centers, schools, hotels, apartments and employers. Nearby retail centers include Kyle Crossing, a Target-anchored shopping center with additional tenants including CVS, Kohl's, Ross Dress for Less, Petco, and Dollar Tree with outparcels such as Jack in the box, McDonalds, Spectrum, H&R Block, Five Guys, Jersey Mikes, and more; Kyle Marketplace, with tenants such as H-E-B Plus, Chuck E Cheese, Texas Backyard, and Subway with outparcels such as Starbucks, Chase Bank, Whataburger, and Wells Fargo. Other major retail tenants in the surrounding area include Lowe's Home Improvement, Walmart Supercenter, Goodwill, Walgreens, Smoothie King, Sport Clips, Taco Bell, Dunkin Donuts, Arby's and many more. There are 6 major apartment complexes within walking distance as well as several hotels drawing immense foot traffic.

The property is also located near Austin Community College Hays Campus, with over 4,000 Students, as well as Ascension Seton Hays Hospital, a 165-bed hospital and the city's second largest employer. Kyle ER is also located within 3 miles of the site. Kyle is home to 14 public schools in the immediate vicinity serving almost 11,000 students. A newly constructed 300,000 square foot Amazon Sortation Center is within walking distance of the property.



# 18840 IH-35 | Kyle, TX 78640



2021 POPULATION  
**100,199**



AVG. HOME VALUE  
**\$348,050**



AVG. HOUSEHOLD INCOME  
**\$94,682**

Population Summary	1 Mile	3 Miles	5 Miles
2010 Total Population	2,551	30,069	52,842
2021 Total Population	6,371	52,397	100,199
2026 Total Population	8,998	63,981	122,572
<b>2021-2026 Annual Rate</b>	<b>7.15%</b>	<b>4.08%</b>	<b>4.11%</b>
Average Household Income			
2021	\$80,286	\$91,332	\$94,682
2026	\$88,801	\$101,149	\$105,088
Average Home Value			
2021	\$348,050	\$246,409	\$251,650
2026	\$463,687	\$299,404	\$295,730

## Major Employers in Kyle # of Employees

Hays County Independent School District	2,383
Seton Medical Center Hays	610
City of Kyle	250
H-E-B Plus	208
Amazon	200
Legend Oaks Healthcare & Rehabilitation	116
Lowe's Distribution	108
Warm Springs Rehab Hospital	100
Home Depot	100
Austin Community College at Hays	80
RSI, Inc	58





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