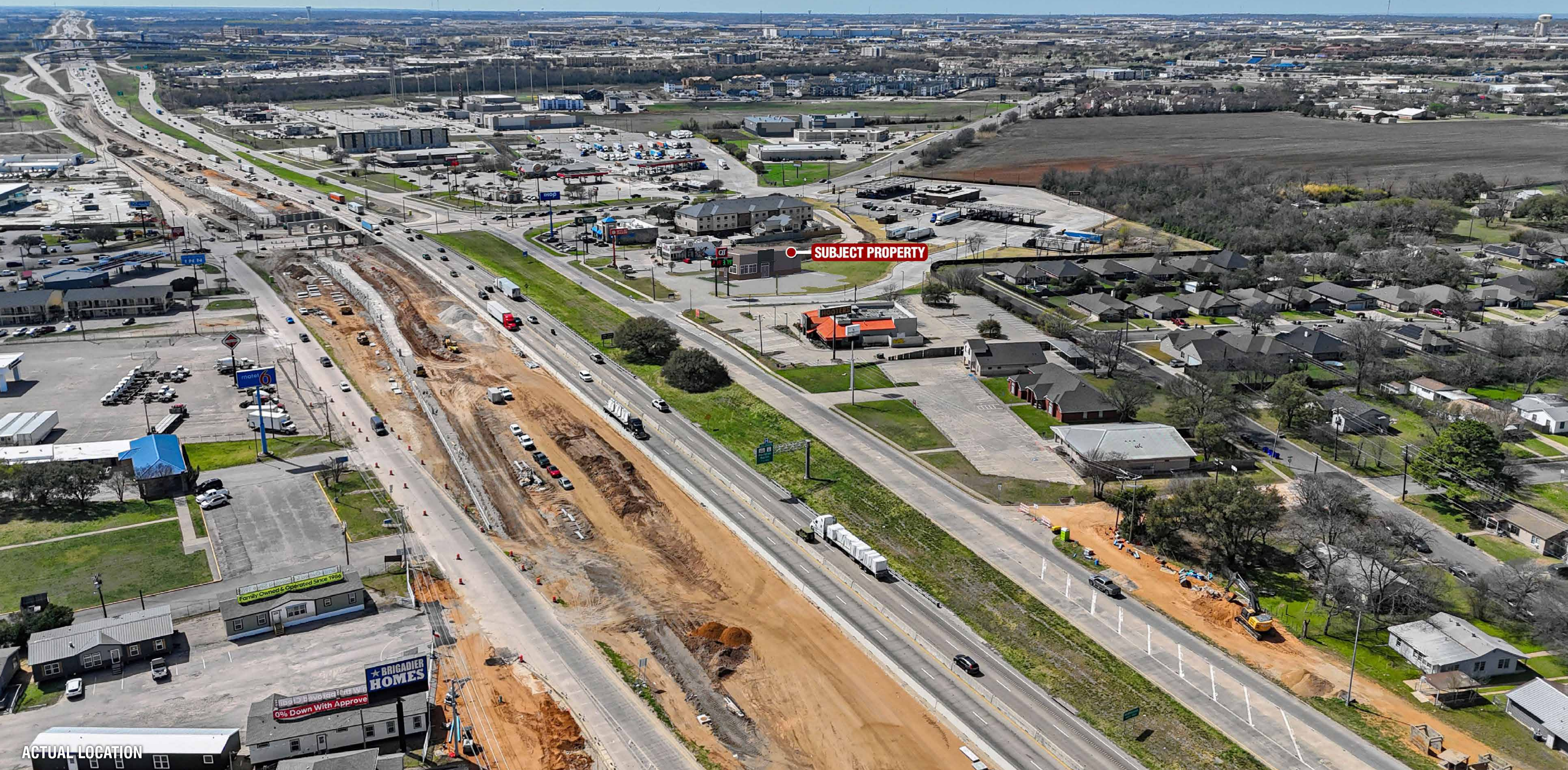


# I-35 & S NEW ROAD

GROUND LEASE OR BTS



ACTUAL LOCATION

WACO, TX

MARKETING PACKAGE



ACROPOLIS  
COMMERCIAL ADVISORS LLC

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SUBJECT PROPERTY

ACTUAL LOCATION

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**SUBJECT PROPERTY**

ACTUAL LOCATION

# PROPERTY OVERVIEW

**4017 South Jack Kultgen Expressway  
Waco, TX 76711**

## LEASING SUMMARY

**Lease Rate** Contact Broker

## PROPERTY SUMMARY

<b>Land Area</b>	2.18 Acres
<b>Access</b>	Two (2) Ingress/Egress; Cross Access
<b>Frontage</b>	121 Feet
<b>Depth</b>	395 Feet
<b>R/E Taxes</b>	\$39,797.44

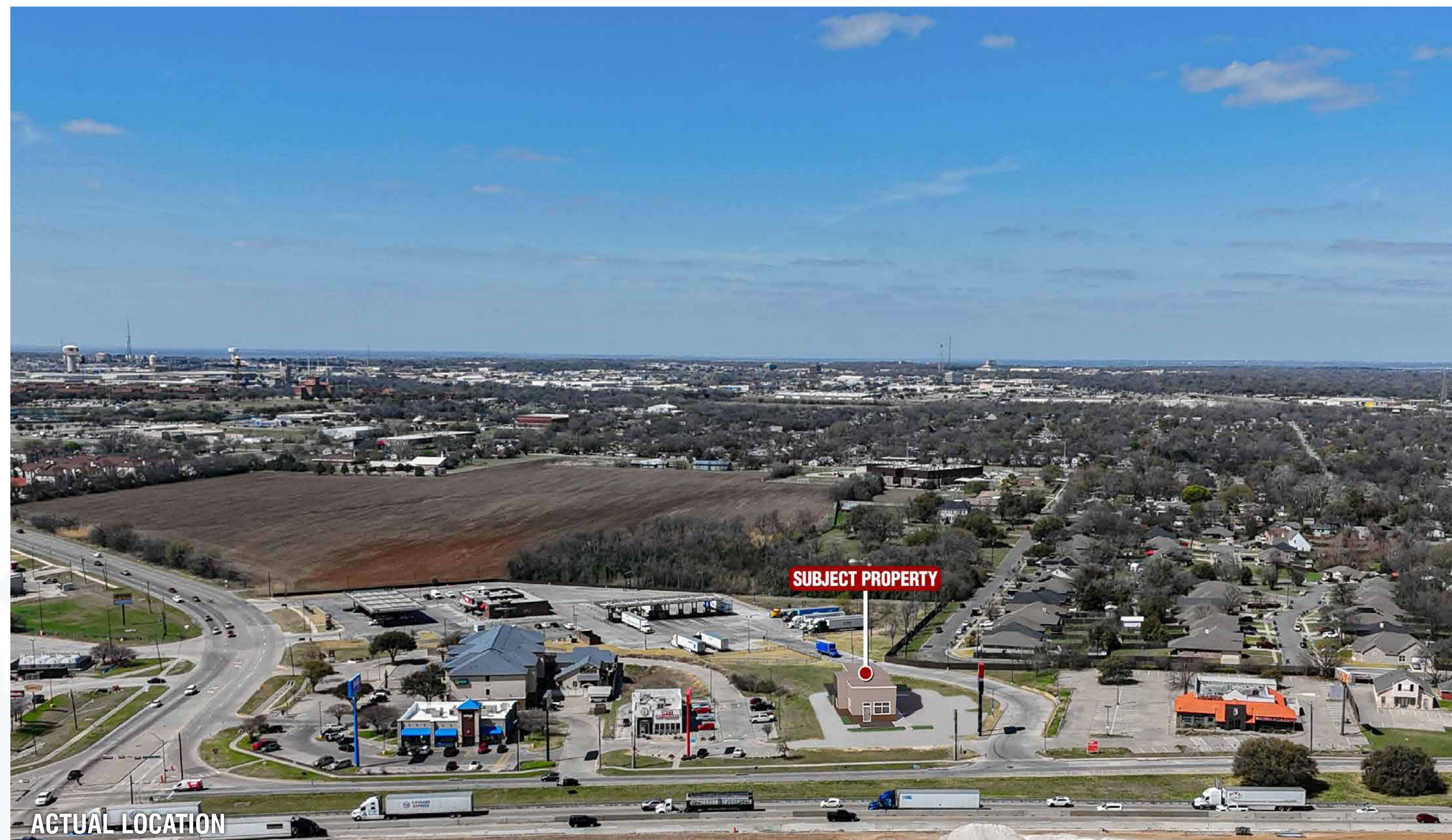
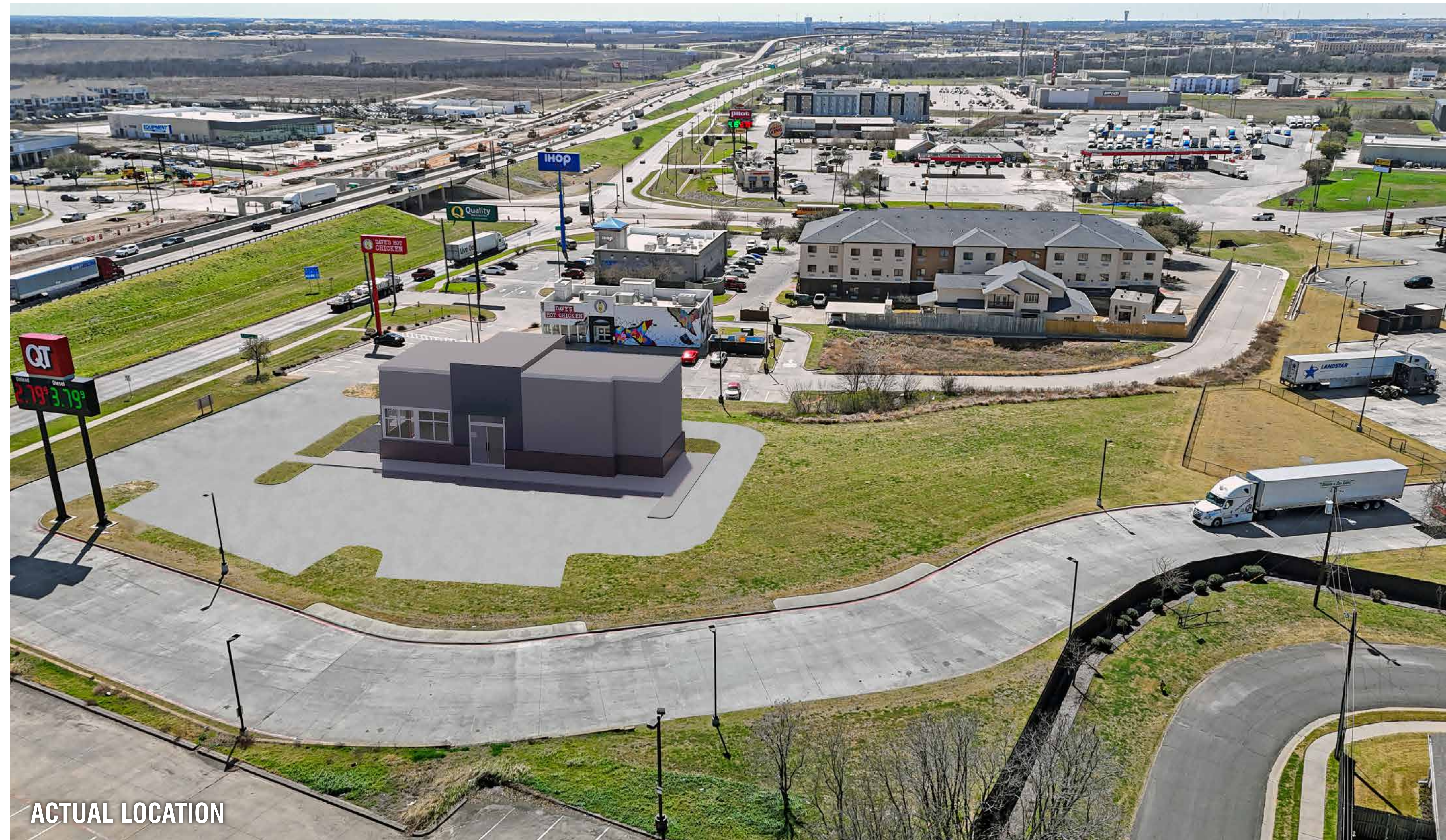
## ZONING SUMMARY

The Property is zoned C-2: Community Commercial District. Zoning permits numerous retail, residential, institutional, and office uses as-of-right.

[Click to View Zoning Code Report](#)

[Click to View Drive-Thru Queue Requirements](#)

[Click to View Parking Requirements](#)



# INVESTMENT HIGHLIGHTS



**Large 2+ Acre Parcel | Favorable Zoning**  
Ideal for Restaurant, Retail, and Consumer Services



**Excellent Synergies in the Immediate Area**  
Retail, Hospitality, Local Businesses



**Interstate Location | \$250 Million Expansion Underway**  
Exposure to 139,000+ Vehicles Per Day



**Close Proximity to Major Area Employers**  
Texas Central Park – 20,000+ Employees



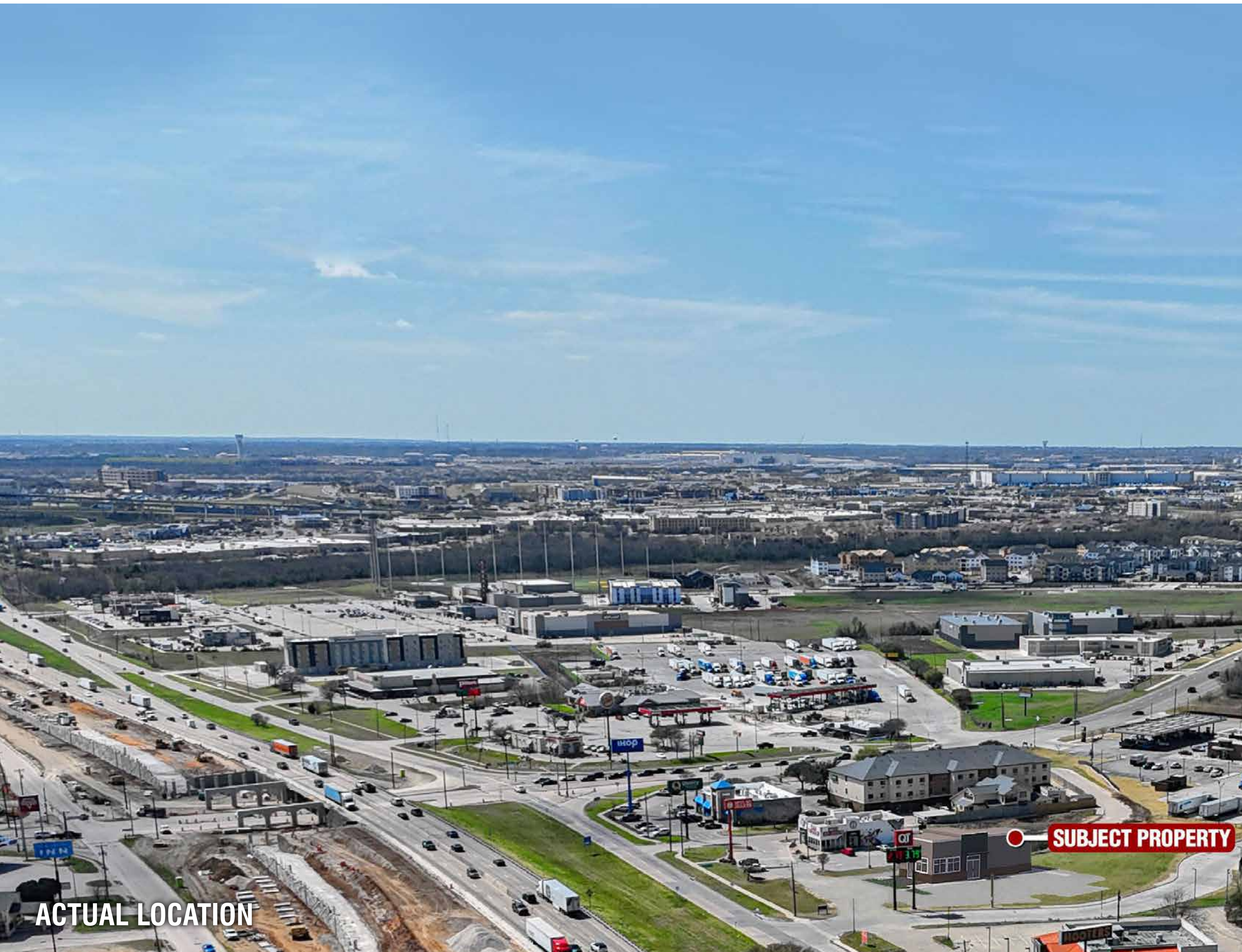
**Situated Less Than 3 Miles from Baylor University**  
20,000+ Students | Waco's Largest Employer



**10 Minutes to 3 Medical Campuses**  
740+ Beds | 5,600+ Employees



# INVESTMENT HIGHLIGHTS



## **\$935M+ in Combined Annual Sales Across 8 Major Anchors | Elite Consumer Spending Market**

- The top 8 retail anchors in this trade area — including H-E-B, two Walmarts, Central Texas Marketplace, Target, Home Depot, Best Buy, and Lake Air Mall — generate over \$935M in combined estimated annual sales, reflecting a consumer base that supports virtually any restaurant or retail concept.

## **H-E-B Ranks 94th Percentile | \$149M in Sales | Academy Sports 96th Percentile**

- H-E-B at 9100 Woodway generates \$149.44M in estimated annual sales (+3.7% YoY) at the 94th percentile nationally, paired with Academy Sports at the 96th percentile (\$38.23M, +1.2% YoY) — grocery and sporting goods anchors of this caliber are among the most reliable restaurant traffic drivers in any trade area.

## **Target Ranks 97th Percentile | \$104M in Sales | Home Depot 92nd Percentile**

- Target (\$104.16M) and Home Depot (\$102.92M, +3.5% YoY) anchor the retail corridor at the 97th and 92nd percentiles nationally.

## **Dave's Hot Chicken Immediately Adjacent | \$3.84M in Estimated Annual Sales**

- Dave's Hot Chicken sits immediately adjacent to the subject property and is top ranking with \$3.84M in estimated annual sales — a direct indicator of the QSR customer traffic to this area.

## **Chick-fil-A Ranks 86th Percentile | \$9.68M in Estimated Annual Sales**

- The trade area's top Chick-fil-A generates \$9.68M in annual sales at the 86th percentile nationally.

## **Texas Roadhouse & Olive Garden Both Top-Quartile Performers | Growing YoY**

- Texas Roadhouse ranks in the 88th percentile with \$11.75M in estimated annual sales (+6.1% YoY), and Olive Garden generates \$8M (+13.2% YoY) at the 85th percentile — evidence that full-service dining thrives and is actively growing in this market.

## **QuikTrip Immediately Adjacent | 1.2M Annual Visits | 86th Percentile**

- The QuikTrip adjacent to the subject property draws 1.2M annual visits, ranking 86th percentile nationally among over 1,100 locations and #37 of 292 in Texas — confirming exceptional, sustained traffic at this exact location.



# INVESTMENT HIGHLIGHTS



## Large 2+ Acre Parcel | Excellent Site Access

- ❑ The Property consists of a large 2.18-acre parcel with favorable **Community Commercial District** zoning which allows for a broad range of uses ranging from restaurants, retail, and more. See Page 5 for further details.
- ❑ The Property features convenient access with numerous points of ingress and egress. It features a curb cut on Frontage Road, shares an access road with a high-volume QuikTrip, and boasts cross easement access with Dave's Hot Chicken, and other neighboring businesses such as IHOP and Quality Inn Suites providing additional access to South New Road.

## Interstate Location | \$250 Million Expansion Project Underway

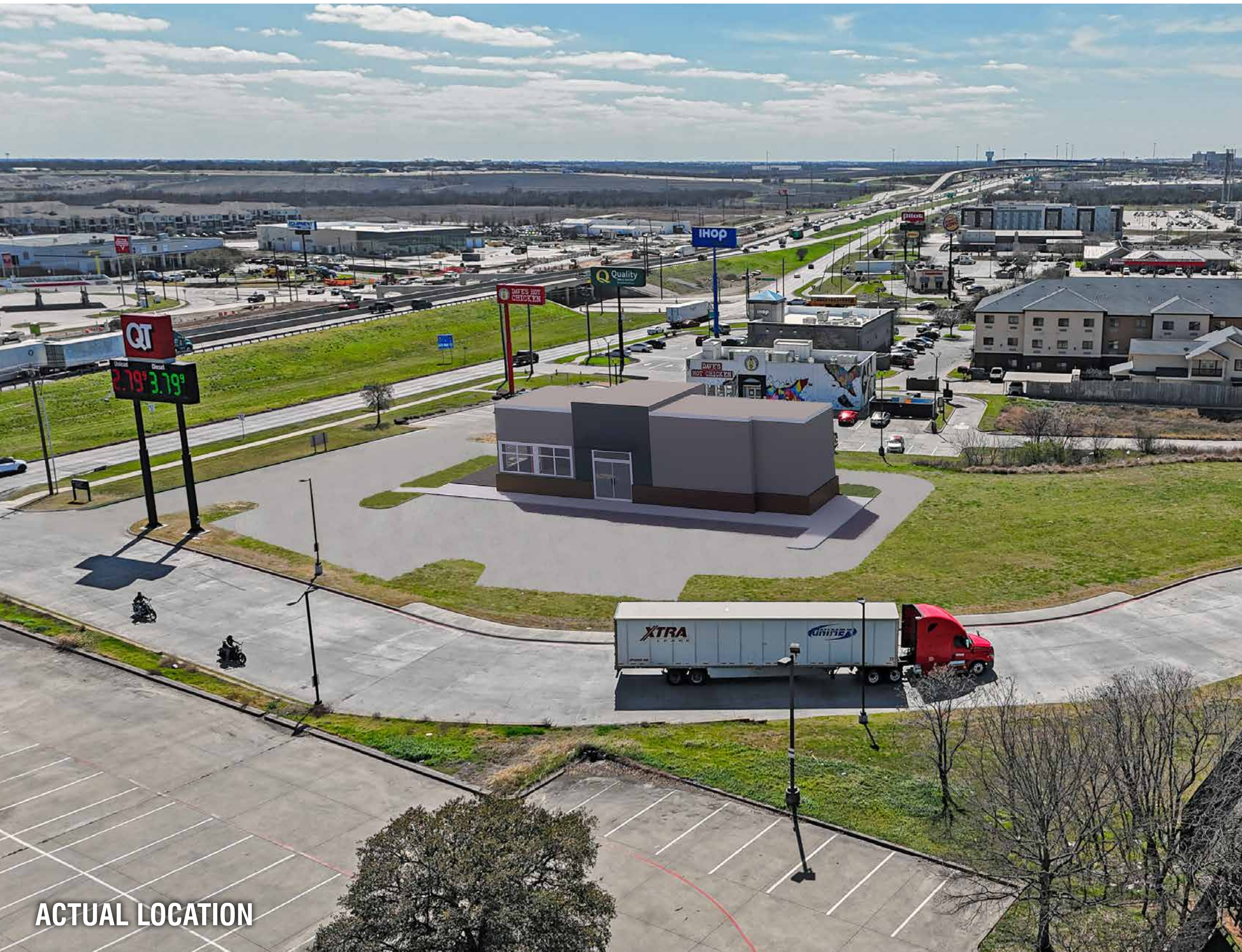
- ❑ The Property is strategically situated on I-35 Frontage Road at the South New Road Intersection. I-35 is currently undergoing a \$250+ million expansion project which will increase capacity to 8-lanes of travel (4 in each direction). The project which began in 2025 is scheduled to be completed in 2029.
- ❑ Downtown Waco, which supports 7,700+ corporate employees, is approximately 3.4 miles / 7 minutes away via I-35.

## Less than 3-Miles to Baylor University | 20,000+ Students

- ❑ Baylor University, located approximately 3 miles from the Property, serves more than 20,000 students and employs over 5,600 faculty and staff.
- ❑ A significant portion of Baylor's student housing is located within 3 miles of the Property, providing restaurant concepts in particular, which can serve both on-site customers and third-party delivery platforms, with even greater customer coverage.
- ❑ The Property's access via I-35 and surrounding roadways allows operators to benefit from student traffic (delivery) while also capturing demand from residents, interstate travelers, and the surrounding daytime workforce.



# INVESTMENT HIGHLIGHTS

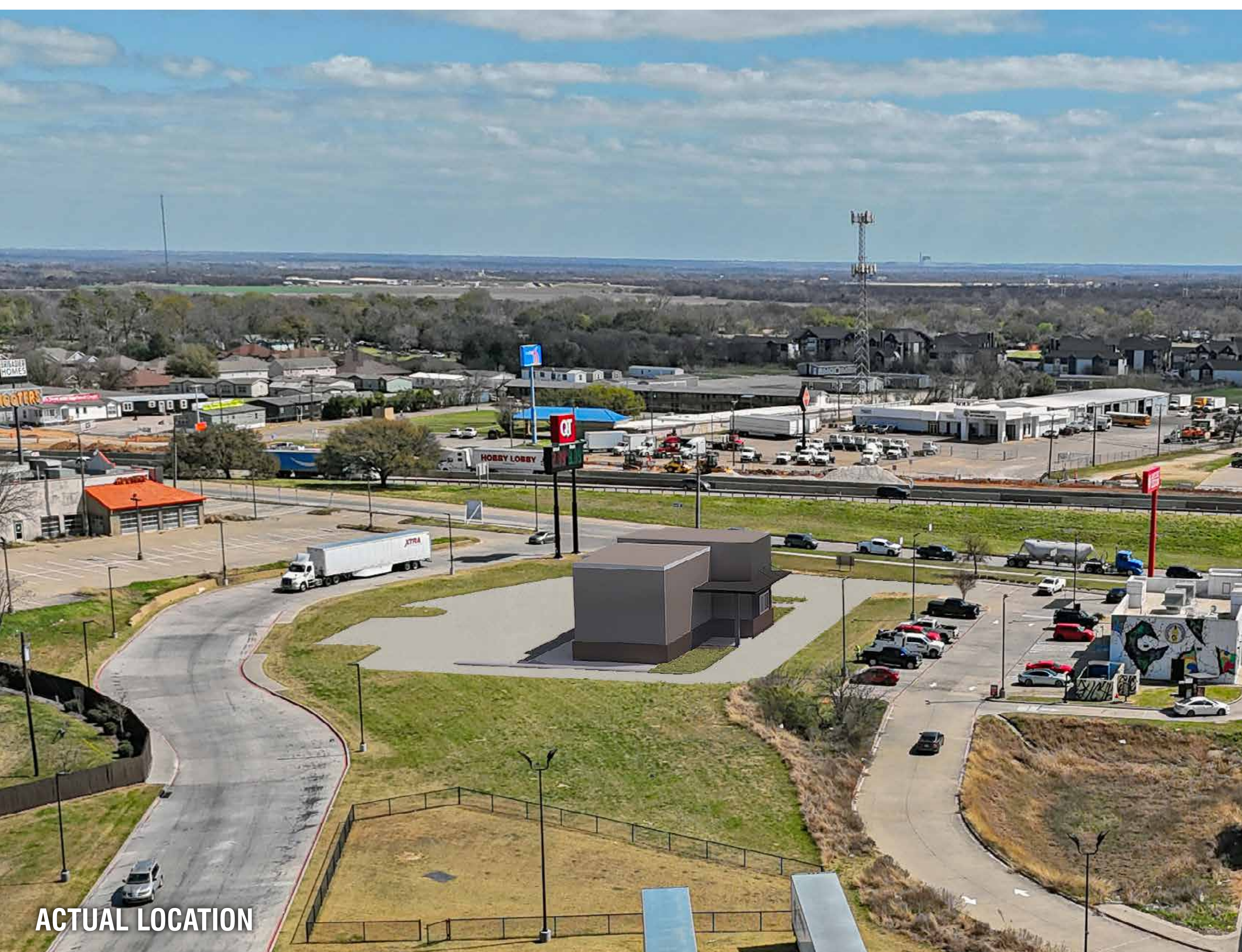


## Excellent Synergies | Next to Waco's Most Trafficked Retail Trade Area

- The Property is strategically situated within Waco's major retail trade area that includes major drivers such as **Central Texas Marketplace** (3.9M+ annual visits), which features Bass Pro Shop, a newly built **Topgolf** which ranks in the 96th percentile nationwide, and the **6th most visited H-E-B** nationwide with 3.4+ million annual visits.
- The Property is also in close proximity to **Richland Mall**, the largest shopping center between DFW and Austin, numerous restaurants and limited-service hotels.

## Situated Amongst Rooftops | Continued Area Growth

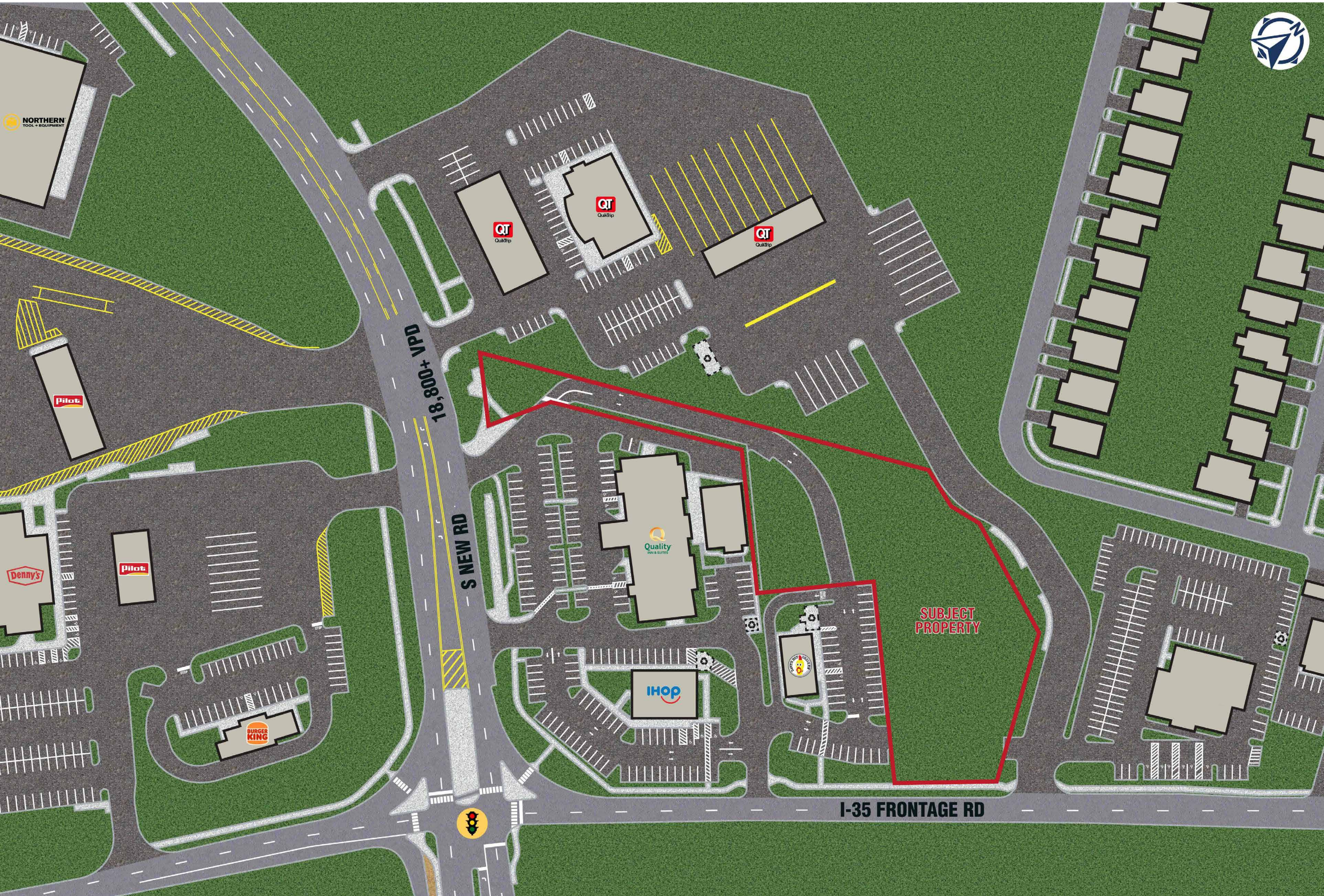
- The Property is situated within a dense residential area supported by over 143,000 residents living within 3 miles.
- Within the more immediate area there are a number of multi-family developments totaling approximately 3,000+ units. Future developments include Commons at Cottonwood Creek (372 units, under construction) and Heritage at Waco (240 units, planned).
- Several South Waco schools, including but not limited to Kendrick Elementary (469 students), Alta Vista Elementary (528 students), and University High (1,750 students), are located nearby.



## Near Major Area Employers | Texas Central Park | Area Hospitals

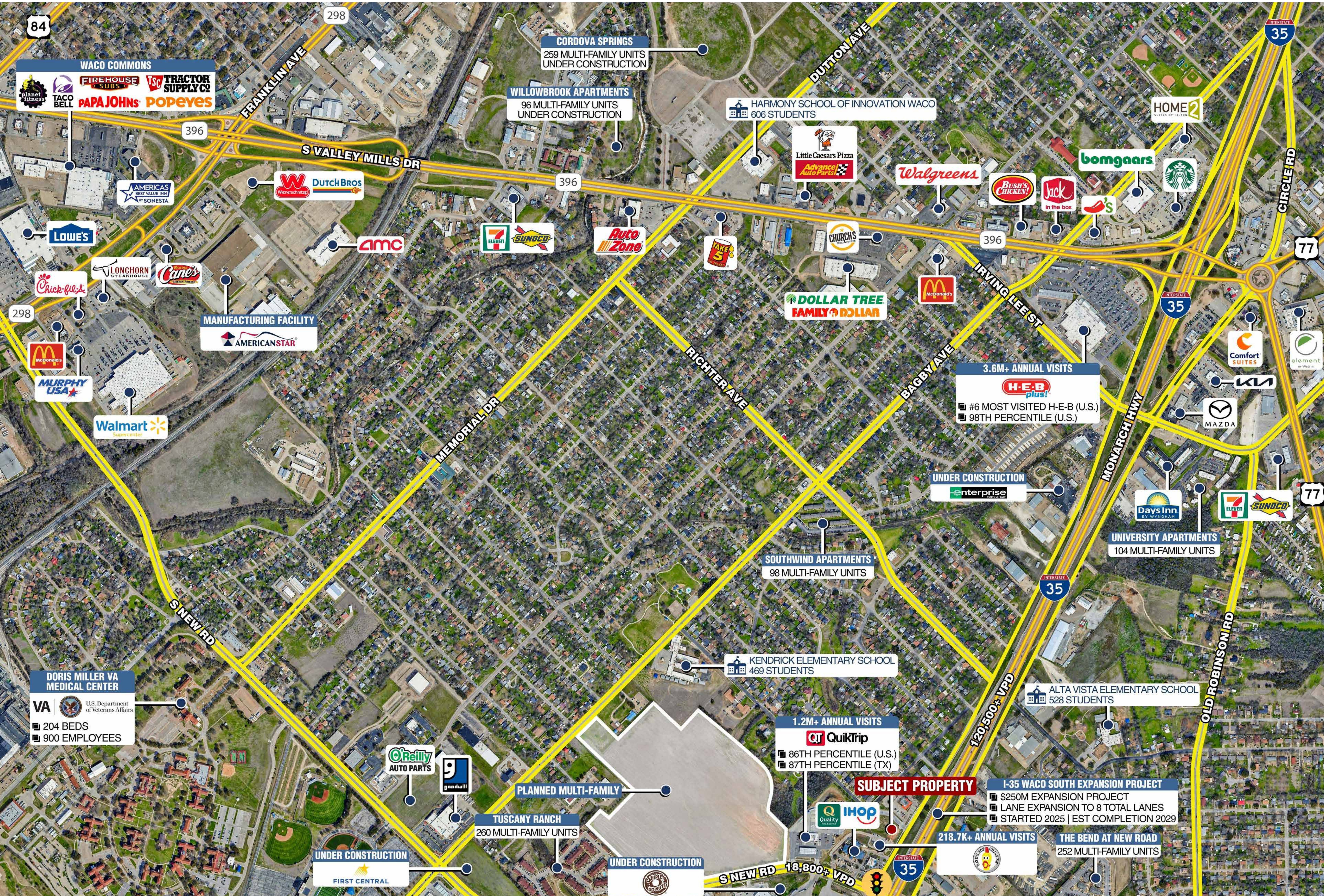
- The Property benefits from being amongst a strong daytime workforce with over 39,000 employees in the immediate area, providing a strong potential day-part segment.
- Approximately 2 miles from the Property is **Central Texas Park**, a key regional industrial park which employs over 20,000 and is home to Fortune 500 corporations such as **Tractor Supply Co, Amazon, Walmart, Grainger, Caterpillar**, and many more.
- Across from Central Texas Park is **Robinson Business Park**, which is currently under construction and will be home to **Amazon, Walmart's 3rd milk-processing plant (\$350M), Con-way Freight**, and others.
- **Baylor Scott & White Medical Center – Hillcrest**, 4th largest Waco employer, is next to Central Texas Park with 260 beds and 2,200+ employees.
- Additional medical facilities nearby include **Doris Miller VA Medical Center** (204 beds, 900 employees) and **Ascension Providence Hospital**, Waco's 2nd largest company with 2,500+ employees and 237 beds.

# SITE PLAN



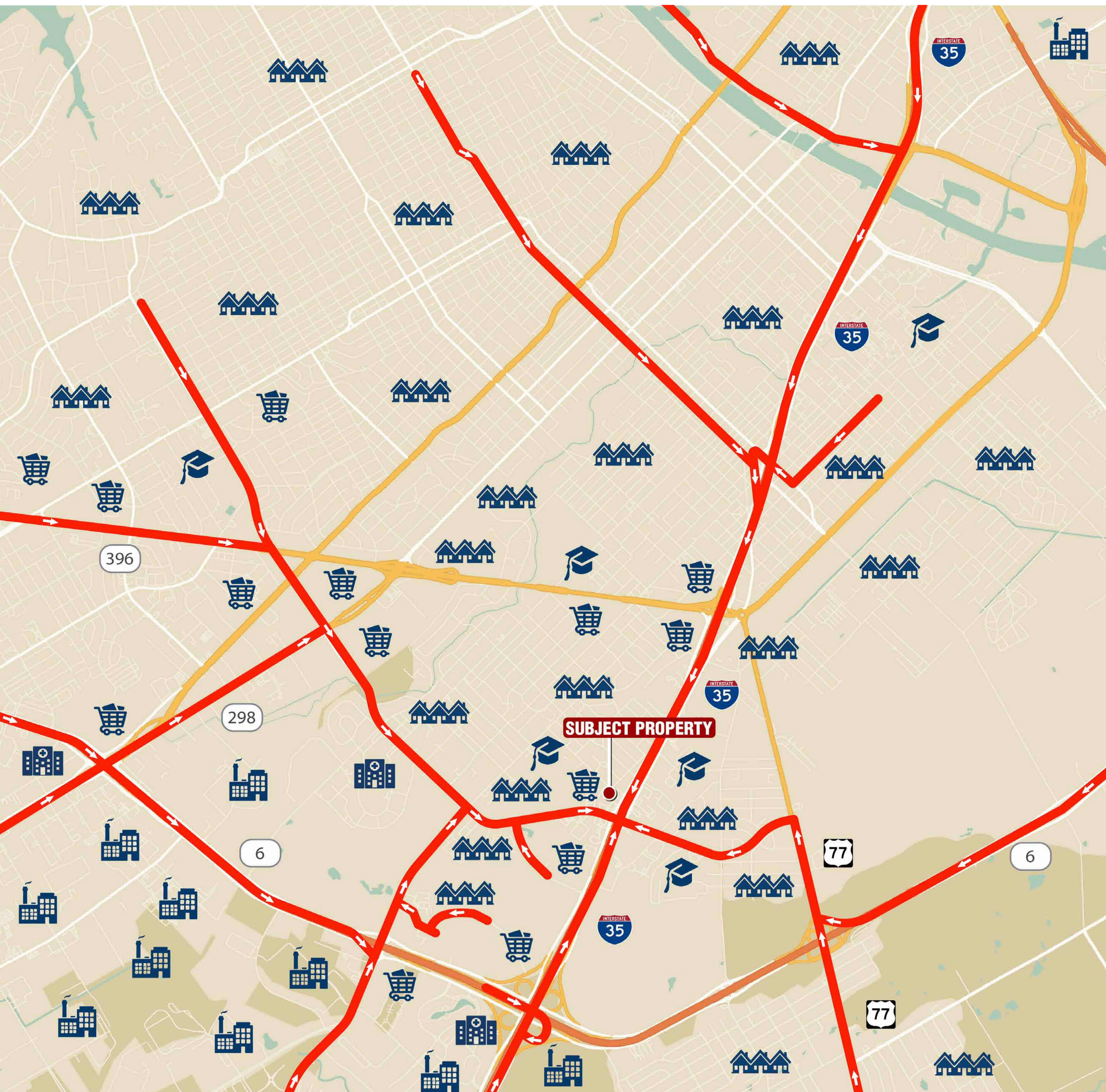


# AERIAL MAP





# WHERE ARE THEY COMING FROM?



## Interstates & Highways

- Located along S Jack Kultgen Expy / I-35, adjacent to the signalized intersection with S New Rd. The Property features daily exposure to 139,000+ vehicles.
- Downtown Waco is only 7 minutes away via I-35.
- Approximately 1-mile away I-35 connects with State Hwy 6 which encircles Waco and provides further connections throughout McLennan County.
- I-35 is currently undergoing a \$250M+ expansion project to increase the number of lanes to 8 to further enhance traffic in front of the Property.

## Residents

- The Property is situated within a dense residential area supported by 10,000+ residents within 1 mile and 143,000+ within 3 miles.
- Within a 1-mile radius there are 14 multi-family communities, the majority of which are along S New Rd, with 3,000 units in the area.

## Schools

- The surrounding area is supported by numerous local schools, including Kendrick Elementary, Alta Vista Elementary, and University High, which collectively serve 2,700+ students.
- Only 7 minutes away is Waco's largest employer, Baylor University with 20,000+ students and 5,600+ employees.

## Retail

- The Property is surrounded by high-performing national retailers within 1 mile of the site.
  - Immediate co-tenancy includes QuikTrip (1.2M+ annual visits) and Dave's Hot Chicken (218.7K+).
  - The #6 most visited H-E-B nationwide (3.4M+ annual visits, 98th percentile) is located just north along I-35.
  - Strong regional anchors to the south such as Topgolf (96th percentile) and Central Texas Marketplace (3.9M+ annual visits) provide substantial cross-traffic and consumer draw.

## Hospitals

- Less than 1 mile away on S New Rd is Doris Miller VA Medical Center, which has 204 beds and employs 900 people.
- Within 2 miles are Ascension Providence Hospital (237 beds, 2,500+ employees) and Baylor Scott & White Medical Center – Hillcrest (260 beds, 2,200+ employees), the 2nd and 4th largest Waco employers respectively.

## Industrial Parks

- Central Texas Park, a major regional industrial park that employs 20,000+ people, is within 2 miles. Major corporations that operate in the park include Mars Inc., Tractor Supply Co, Amazon, Walmart, Caterpillar, and many more.
- Robinson Business Park, which is currently under construction, is across from Central Texas Park and currently features space for Amazon and Walmart.

# AERIAL PHOTO



**BAYLOR SCOTT & WHITE MEDICAL CENTER - HILLCREST**  
 Baylor Scott & White HILLCREST MEDICAL CENTER  
 260 BEDS  
 2,200+ EMPLOYEES  
 #4 LARGEST WACO EMPLOYER

**CENTRAL TEXAS MARKETPLACE**  
 3.9M+ ANNUAL VISITS  
 KOHL'S ROSS DRESS FOR LESS Kirkland's BEST BUY  
 Burlington belk petco  
 five BELOW Office DEPOT HomeGoods OLD NAVY  
 Marshalls HIBBETT Bath&BodyWorks

**COMMONS AT COTTONWOOD CREEK**  
 372 MULTI-FAMILY UNITS UNDER CONSTRUCTION

**TOPGOLF**  
 96TH PERCENTILE (U.S.)  
 93RD PERCENTILE (TX)

**2201 CREEKVIEW**  
 300 MULTI-FAMILY UNITS BUILT 2024

**THE RESIDENCE AT CENTRAL TEXAS MARKETPLACE**  
 216 MULTI-FAMILY UNITS

**TEXAS CENTRAL PARK**  
 amazon Walmart FASTENAL Doit Best  
 GRAINGER PCA Glazer's GEM AIRE  
 merrick Refresco ENVASES MARS  
 BOB MILLS FURNITURE CATERPILLAR TSC TRACTOR SUPPLY CO

**DORIS MILLER VA MEDICAL CENTER**  
 VA U.S. Department of Veterans Affairs  
 204 BEDS  
 900 EMPLOYEES

Chick-fil-a  
 WENDY'S

MAIN EVENT  
 CINEMARK

EVERHOME SUITES

BURGER KING

penny's Pilot

UNDER CONSTRUCTION  
 WOODSPRING SUITES apt  
 NORTHERN SPEC'S  
 TOOL + EQUIPMENT

IHOP  
 218.7K+ ANNUAL VISITS

**SUBJECT PROPERTY**

**STATION AT COTTONWOOD CREEK**  
 260 MULTI-FAMILY UNITS

**TUSCANY RANCH**  
 260 MULTI-FAMILY UNITS

**PLANNED MULTI-FAMILY**

1.2M+ ANNUAL VISITS  
 QuikTrip  
 86TH PERCENTILE (U.S.)  
 87TH PERCENTILE (TX)

INTERSTATE 35

INTERSTATE 35

INTERSTATE 35

INTERSTATE 35

S NEW RD

120,500+ VPD

18,800+ VPD

S JACK KULTGEN EXPY

**I-35 WACO SOUTH EXPANSION PROJECT**  
 \$250M EXPANSION PROJECT  
 LANE EXPANSION TO 8 TOTAL LANES  
 STARTED 2025 | EST COMPLETION 2029

ACTUAL LOCATION

BRIGADIER HOMES  
 0% Down With Approve

# AERIAL PHOTO



**OLD ROBINSON RD**

**UNIVERSITY HIGH SCHOOL**  
1,750 STUDENTS

**WAYFARE WACO**  
272 MULTI-FAMILY UNITS  
BUILT 2024

**CANDLEWOOD SUITES**

**ROOTS AT WACO**  
288 MULTI-FAMILY UNITS

**S NEW RD**

**CONOCO**

**UNDER CONSTRUCTION**  
**HYUNDAI**

**ROBINSON BUSINESS PARK**  
amazon Walmart Con-way  
UNDER CONSTRUCTION  
WALMART'S 3RD MILK-PROCESSING PLANT (\$350M)

**I-35 WACO SOUTH EXPANSION PROJECT**  
\$250M EXPANSION PROJECT  
LANE EXPANSION TO 8 TOTAL LANES  
STARTED 2025 | EST COMPLETION 2029

120,500+ VPD

**CENTRAL TEXAS MARKETPLACE**  
3.9M+ ANNUAL VISITS  
KOHLS ROSS Kirklands BEST BUY  
Bass Pro Shops Burlington belk petco  
five BELOW Office DEPOT HomeGoods OLD NAVY  
Marshalls HIBBETT Bath&BodyWorks

**BAYLOR SCOTT & WHITE MEDICAL CENTER - HILLCREST**  
BaylorScott&White HILLCREST MEDICAL CENTER WACO  
260 BEDS  
2,200+ EMPLOYEES  
#4 LARGEST WACO EMPLOYER

**TOPGOLF**  
96TH PERCENTILE (U.S.)  
93RD PERCENTILE (TX)

**Chick-fil-A**

**EVERHOME SUITES**

**MAINEVENT CINEMARK**

**Denny's Pilot**

**BURGER KING**

**IHOP**

18,800+ VPD

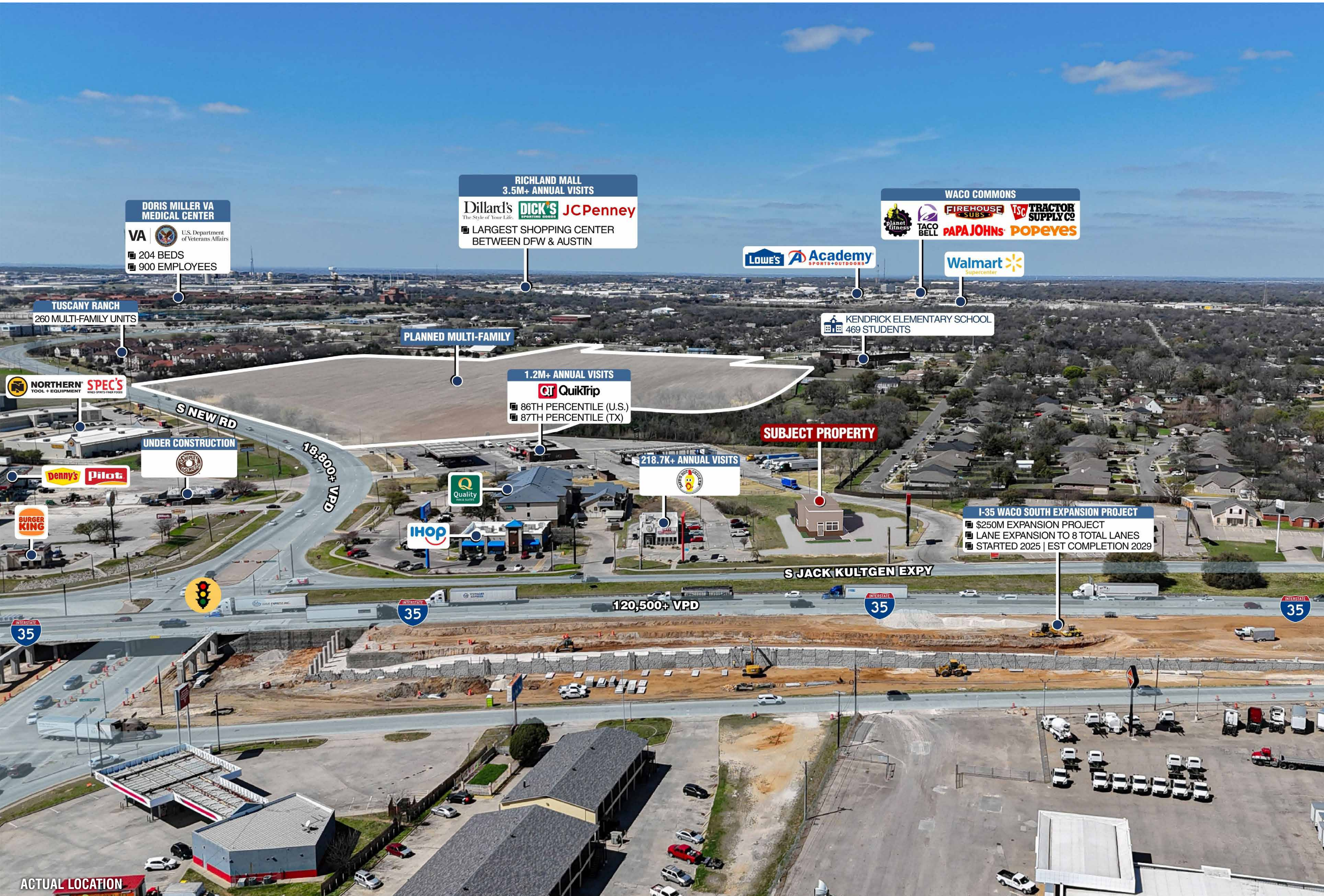
**IHOP**

218.7K+ ANNUAL VISITS

**SUBJECT PROPERTY**

ACTUAL LOCATION

# AERIAL PHOTO



**DORIS MILLER VA MEDICAL CENTER**  
VA U.S. Department of Veterans Affairs  
204 BEDS  
900 EMPLOYEES

**TUSCANY RANCH**  
260 MULTI-FAMILY UNITS

**RICHLAND MALL**  
3.5M+ ANNUAL VISITS  
Dillard's DICK'S Sporting Goods JCPenney  
LARGEST SHOPPING CENTER BETWEEN DFW & AUSTIN

**WACO COMMONS**  
planet fitness TACO BELL FIREHOUSE SUBS PAPA JOHN'S POPEYES TRACTOR SUPPLY CO

LOWE'S Academy SPORTS+OUTDOORS

Walmart Supercenter

KENDRICK ELEMENTARY SCHOOL  
469 STUDENTS

PLANNED MULTI-FAMILY

1.2M+ ANNUAL VISITS  
QT QuikTrip  
86TH PERCENTILE (U.S.)  
87TH PERCENTILE (TX)

**SUBJECT PROPERTY**

218.7K+ ANNUAL VISITS

**I-35 WACO SOUTH EXPANSION PROJECT**  
\$250M EXPANSION PROJECT  
LANE EXPANSION TO 8 TOTAL LANES  
STARTED 2025 | EST COMPLETION 2029

UNDER CONSTRUCTION

S NEW RD

18,800+ VPD

S JACK KULTGEN EXPY

120,500+ VPD

ACTUAL LOCATION

# AERIAL PHOTO

## DOWNTOWN WACO



- 7,700+ CORPORATE EMPLOYEES
- 2M+ ANNUAL VISITORS

## 3.6M+ ANNUAL VISITS



- #6 MOST VISITED H-E-B (U.S.)
- 98TH PERCENTILE (U.S.)

## BAYLOR UNIVERSITY



- 20,000+ STUDENTS | 5,600+ EMPLOYEES
- #1 LARGEST WACO EMPLOYER
- OLDEST CONTINUALLY OPERATING UNIVERSITY IN TEXAS

## 1.2M+ ANNUAL VISITS



- 86TH PERCENTILE (U.S.)
- 87TH PERCENTILE (TX)

## SUBJECT PROPERTY

## 218.7K+ ANNUAL VISITS

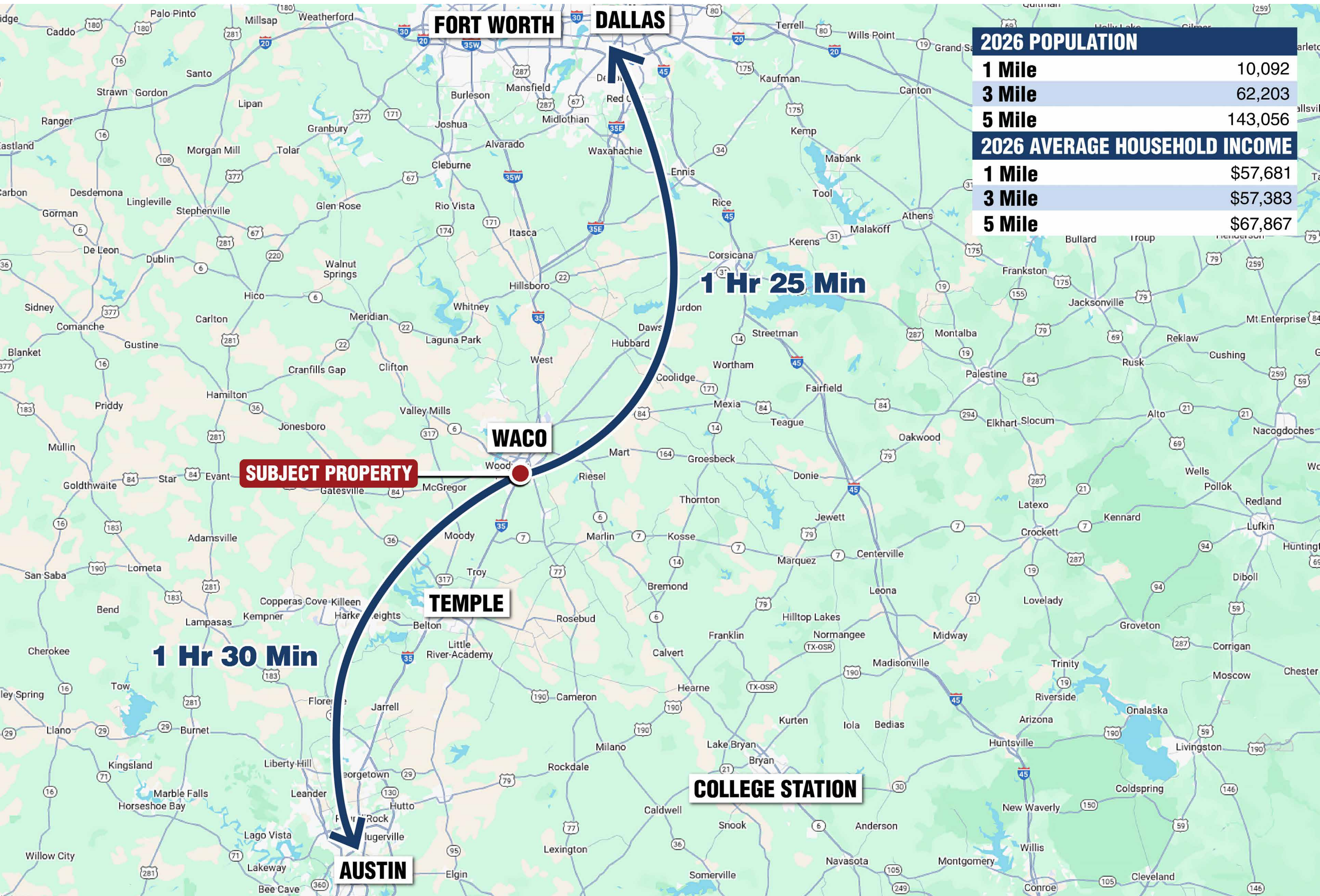


ACTUAL LOCATION

S JACK KULTGEN EXPY  
120,500+ VPD



# REFERENCE MAP & DEMOGRAPHICS



# TEXAS BROKER RELATIONSHIPS FORM



## 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.

11-2-2015



### 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.

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- 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.

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**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.

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<u>Bang Realty-Texas, Inc</u>	<u>9007017</u>	<u>bor@bangrealty.com</u>	<u>513-898-1551</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>Brian Brockman</u>	<u>701472</u>	<u>brian@bangrealty.com</u>	<u>513-898-1551</u>
Designated Broker of Firm	License No.	Email	Phone
<u></u>	<u></u>	<u></u>	<u></u>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<u></u>	<u></u>	<u></u>	<u></u>
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date