

104 Commercial Pl

Schertz, TX 78154

Industrial Investment
Opportunity

Offering Memorandum

Office and Industrial Space | Yard Space Available for Storage or Expansion | Northeast San Antonio MSA



MATTHEWS™

EXCLUSIVELY LISTED BY



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INVESTMENT OVERVIEW

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Schertz, TX 78154



INVESTMENT HIGHLIGHTS

- **Versatile Light Industrial / Flex Facility:** ±5,000 SF building on a ±0.69-acre lot (≈30,056 SF) with low 17% building coverage, providing abundant yard space ideal for outdoor storage, additional parking, or future expansion.
- **Functional Warehouse Space:** 14–16 FT clear heights, two grade-level doors, and 3-phase power throughout — perfectly suited for light manufacturing, assembly, distribution, or workshop use.
- **Turn-Key Office & Support Areas:** Private front office and reception space with multiple bathrooms, plus separate rear office area allowing for administrative operations or distinct employee workspaces.
- **Prime Northeast San Antonio Location:** Conveniently located in the high-growth Schertz submarket with immediate access to Loop 1604 and Interstate 35, minutes from major employment centers, Randolph Air Force Base, and regional logistics corridors.
- **Attractive Pricing in a Supply-Constrained Market:** Rare low price-point opportunity for owner-occupiers or small businesses seeking immediate move-in capability in the tightly supplied Northeast San Antonio MSA.
- **Operational Advantages:** Concrete parking and storage areas in both front and rear; built in 2000 and well-maintained with excellent functionality for today's light industrial users.
- **Strong Market Tailwinds:** Benefits from robust population and household growth in Schertz and the broader San Antonio MSA, supported by diversified economic drivers including manufacturing, logistics, defense, and healthcare.

This functional, low-maintenance property offers an exceptional entry point for small businesses or investors looking for an owner-user industrial asset in one of Texas's fastest-growing corridors.



PROPERTY OVERVIEW

Contact Broker For Pricing Information

Property Summary

Address	104 Commercial Place
City	Schertz, TX
Total Building Square Feet	±5,000 SF
Lot Size	±0.69 AC
Lot Square Feet	±30,056 SF
Building/Lot Coverage	17%
Warehouse Clear Height	±14-16 FT
Grade Level Doors	2
Year Built	2000



MOORE Supply Co.
TFS **ATD**
 BUILDER RESOURCES AMERICAN TIRE DISTRIBUTORS

Chick-fil-A **O'Reilly AUTO PARTS** **berlin PACKAGING**
 Distribution Warehouse

FedEx
 Freight



amazon

PROLOGIS **QCD**
 QUALITY CUSTOM DISTRIBUTION
Southland **Armstrong**

Citadel at Lookout
 ±303 Units
Villas At Mira Loma
 ±270 Units
The Atlantic Mira Loma
 ±378 Units

JOHN B. SANFILIPPO & SON, INC.

SiteOne
 LANDSCAPE SUPPLY

±108,800 VPD

H-E-B
LOWE'S

LIBERTY

HONDA SUBARU

Subject Property

New Community
Altura Luxury Rental Homes
 ±316 Houses

COSTCO WHOLESALE

UFP INDUSTRIES
CENTIMARK
Prudential verall Supply

±67,200 VPD

Walmart Supercenter
H-E-B

4.5 Miles
 1604 Access
20 Miles
 Downtown San Antonio
15 Miles
 San Antonio International Airport

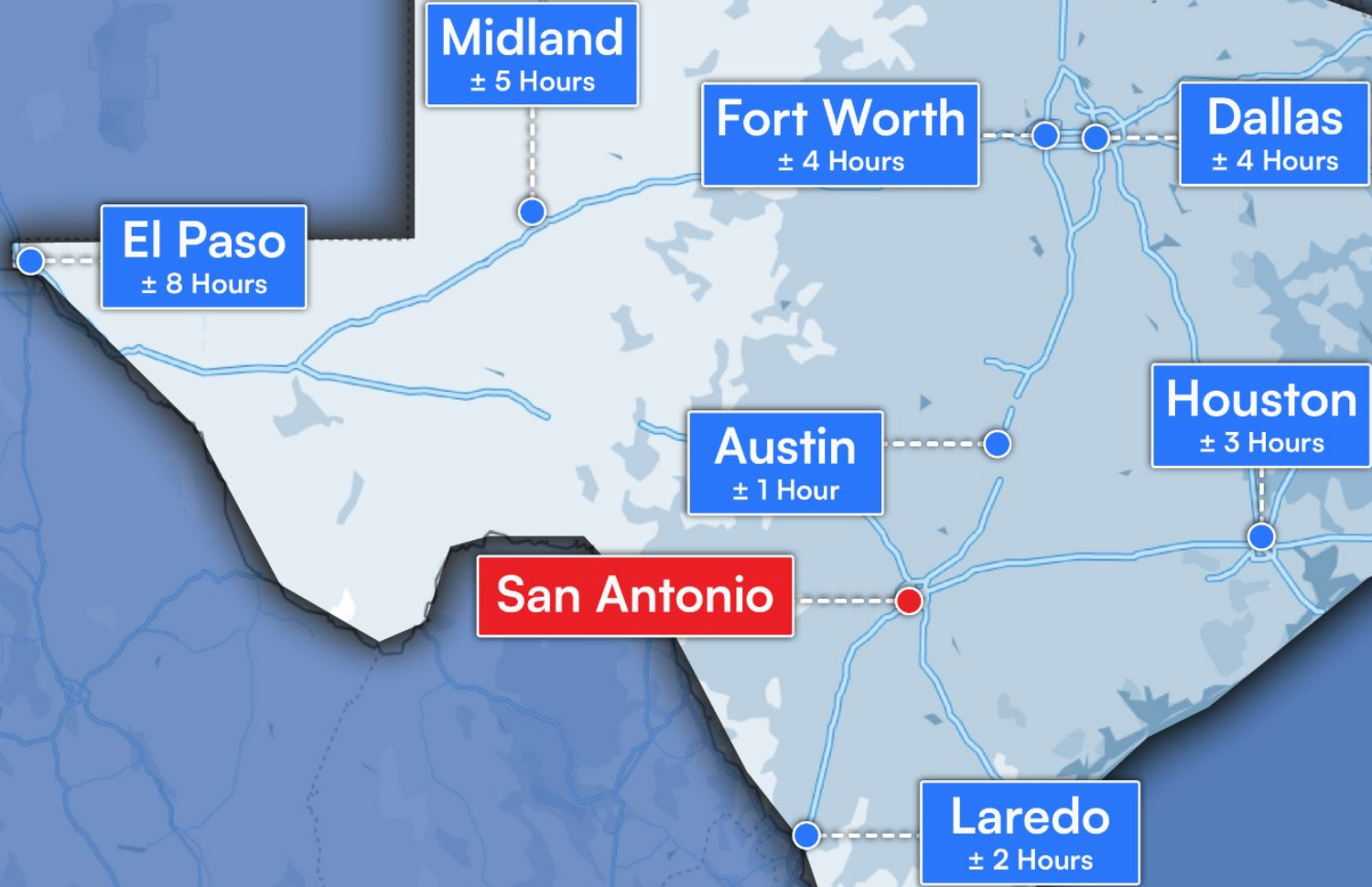
Mission Trail Baptist Hospital
 ±110 Beds

Northeast Lakeview College
 ±8,265 Students



Drive Time

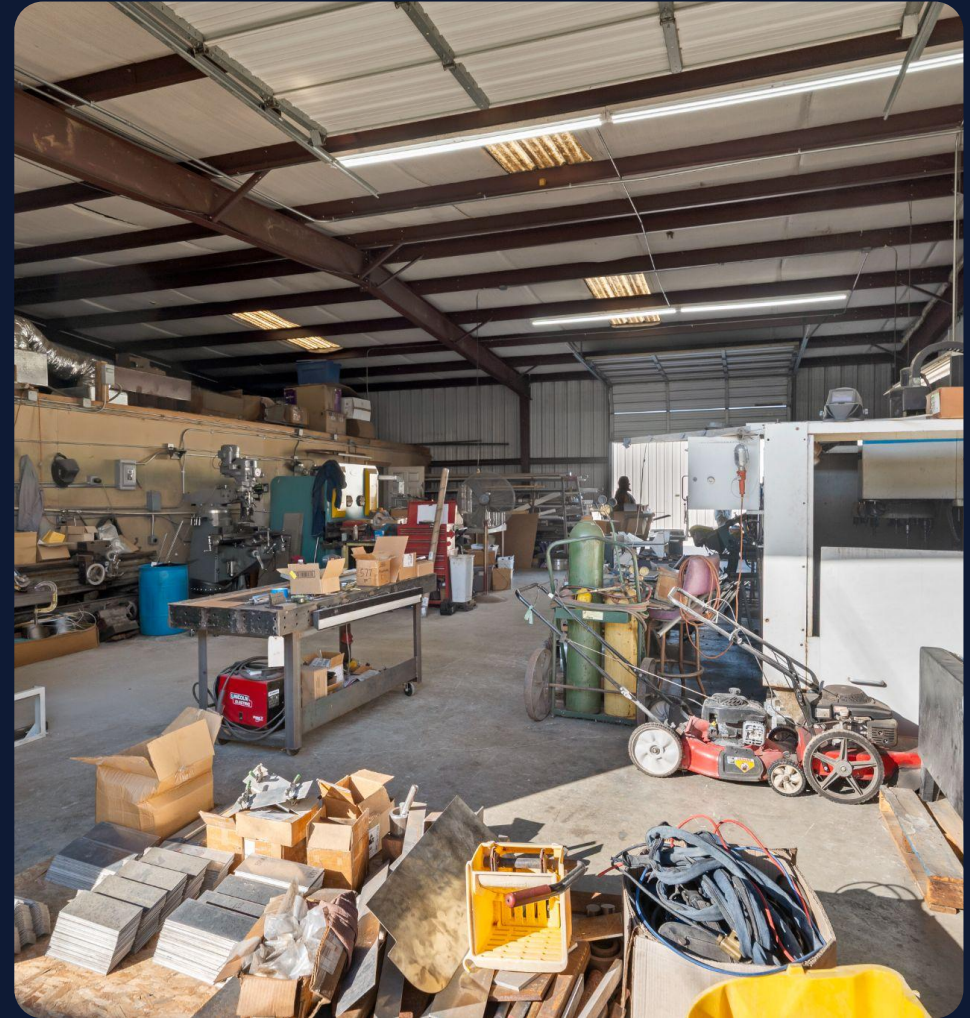
Texas Map



PROPERTY PHOTOS



WAREHOUSE PHOTOS

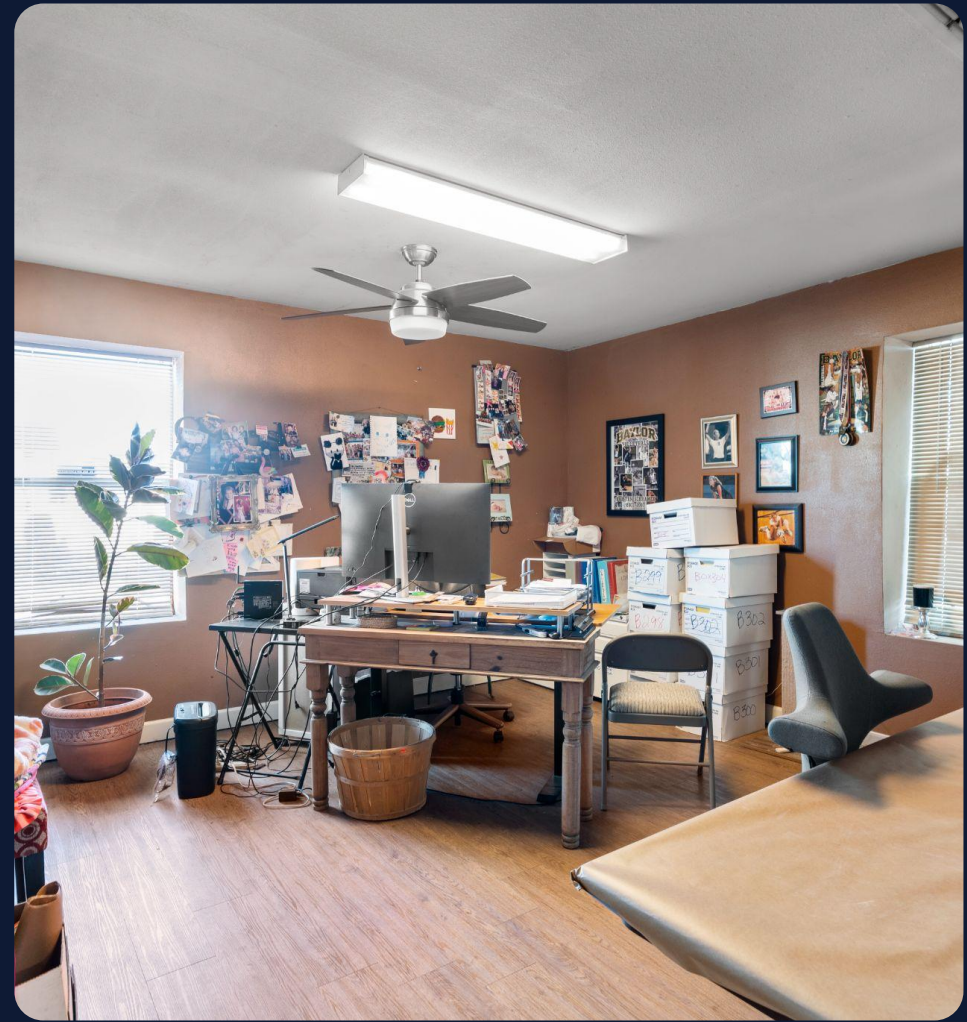


**Images beautified to show a clear space*



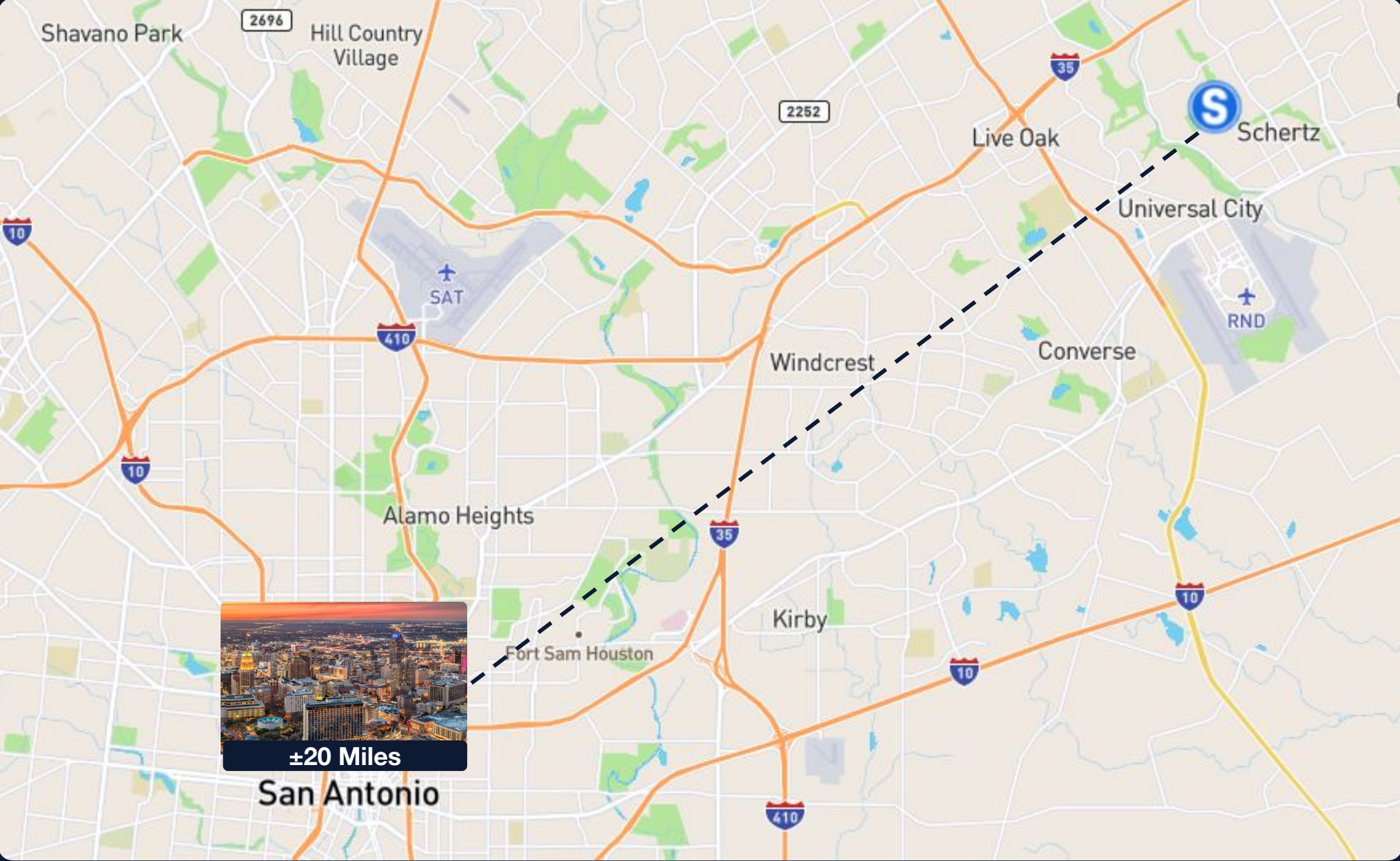
**Images beautified to show a clear space*

OFFICE PHOTOS



MARKET OVERVIEW

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SCHERTZ, TX

Local Market Overview

Located northeast of San Antonio along the I-35 corridor, Schertz is a high-growth community within the San Antonio–New Braunfels metropolitan area. Its strategic location near key transportation routes, including I-10 and Loop 1604, enhances regional connectivity and supports ongoing industrial and commercial development. The city has experienced steady population gains, driven by relative housing affordability, access to strong school systems, and proximity to major employment centers.

Schertz benefits from a well-diversified economic base, with strengths in manufacturing, logistics, defense, and healthcare. The presence of multiple business and industrial parks positions the city as a preferred destination for regional and national operators seeking space and access to talent. Additionally, nearby Randolph Air Force Base provides economic stability and reinforces the city’s appeal for supporting industries and services.

With a favorable growth trajectory, infrastructure readiness, and a development-friendly environment, Schertz presents a compelling opportunity for long-term commercial investment and retail expansion.



San Antonio, TX MSA

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	8,755	69,804	186,890
Current Year Estimate	8,620	68,123	176,023
Growth Current Year-Five-Year	1.57%	2.47%	6.17%
Households	1-Mile	3-Mile	5-Mile
Five-Year Projection	3,490	27,781	69,777
Current Year Estimate	3,360	26,420	64,152
2020 Census	3,303	25,786	59,155
Growth Current Year-Five-Year	3.85%	5.15%	8.77%
Growth 2020-Current Year	1.71%	2.46%	8.45%
Income	1-Mile	3-Mile	5-Mile
Average Household Income	\$108,397	\$125,902	\$122,498

SAN ANTONIO, TX



Local Market Overview

San Antonio is one of the fastest-growing major metros in Texas, supported by steady population expansion, a diversified employment base, and a cost of living that remains below the national average. As the second-largest city in the state, it anchors a regional economy driven by healthcare, military, tourism, financial services, and advanced manufacturing. Population growth has been fueled by both domestic migration and strong household formation, supported by attainable housing and a business-friendly tax environment. The city's youthful median age and expanding labor force provide long-term economic momentum, while household incomes continue to trend upward alongside job creation.

Beyond its economic scale, San Antonio offers a distinctive blend of historic character and modern development. The urban core has experienced significant reinvestment, with mixed-use districts, hospitality growth, and corporate expansions reinforcing downtown's role as a cultural and employment center. Surrounding suburban communities continue to attract new residential and commercial development, supported by expanding infrastructure and access to major transportation corridors including Interstate 10, Interstate 35, and Interstate 37. With strong institutional presence, sustained in-migration, and diversified industry drivers, San Antonio remains a stable and competitive market within the broader Texas growth corridor.

1.46 M

Total Population

\$62,917

Median HH Income

568,979

of Households

52.4%

Homeownership Rate

\$235,700

Median Property Value

SAN ANTONIO, TX | ECONOMIC OVERVIEW

A nighttime photograph of the San Antonio skyline. The Tower of the Americas is prominent on the left, illuminated with blue and white lights. In the center, a large, modern skyscraper with a tiered top is brightly lit. To the right, several other high-rise buildings are visible, some with flags on top. The sky is a deep blue, and the city lights create a warm glow. In the foreground, there are green trees and a highway overpass.

Economic Drivers

San Antonio has a **large, diversified, and steadily growing economy** anchored by healthcare, education, military and defense, tourism, and logistics. With a population of over 1.4 million, the city benefits from strong job growth and a relatively low unemployment rate, though wages and median household income remain below national averages. Major assets like Joint Base San Antonio, Port San Antonio, and a growing tech and cybersecurity presence support long-term stability, while tourism and hospitality continue to play an outsized role. Overall, San Antonio's economy is **resilient and expanding**, with opportunities tied to workforce development and higher-wage industry growth.

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This Offering Memorandum contains select information pertaining to the business and affairs of the property owner and its tenant for real property located at 104 Commercial Pl, Schertz, TX, 78154 ("Property"). The Offering Memorandum may not be all-inclusive or contain all of the information a prospective purchaser may desire. The information contained in this Offering Memorandum is confidential and furnished solely for the purpose of a review by a prospective purchaser of the Property. It is not to be used for any other purpose or made available to any other person without the written consent of Seller or Matthews™. The material and information in the Offering Memorandum is unverified. Matthews™. has not made any investigation, and makes no warranty or representation, with respect to square footage, income and expenses, the future financial performance of the property, future rent, and real estate value market conditions, the condition or financial prospects of any tenant, or the tenants' plans or intentions to continue to occupy space at the property. All prospective purchasers should conduct their own thorough due diligence investigation of each of these areas with the assistance of their accounting, construction, and legal professionals, and seek expert opinions regarding volatile market conditions given the unpredictable changes resulting from the continuing COVID-19 pandemic. The information is based in part upon information supplied by the Owner and in part upon financial information obtained from sources the Owner deems reliable. Neither owner, nor their officers, employees, or real estate agents make any representation or warranty, express or implied, as to the accuracy or completeness of this Offering Memorandum, or any of its content, and no legal liability is assumed or shall be implied with respect thereto. Prospective purchasers should make their own projections and form their own conclusions without reliance upon the material contained herein.

By acknowledging your receipt of this Offering Memorandum for the Property, you agree:

1. The Offering Memorandum and its contents are confidential;
2. You will hold it and treat it in the strictest of confidence; and
3. You will not, directly or indirectly, disclose or permit anyone else to disclose this Offering Memorandum or its contents in any fashion or manner.

Matthews™. is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee in the Offering Memorandum. The presence of any entity's name or logo, including any commercial tenant's name or logo, is informational only and does not indicate or suggest any affiliation and/or endorsement of Matthews™., the property, or the seller by such entity.

Owner and Matthews™. expressly reserve the right, at their sole discretion, to reject any and all expressions of interest or offers to purchase the Property and to terminate discussions with any person or entity reviewing this Offering Memorandum or making an offer to purchase the Property unless and until a written agreement for the purchase and sale of the Property has been fully executed and delivered.

If you wish not to pursue negotiations leading to the acquisition of the Property or in the future you discontinue such negotiations, then you agree to purge all materials relating to this Property including this Offering Memorandum.

A prospective purchaser's sole and exclusive rights with respect to this prospective transaction, the Property, or information provided herein or in connection with the sale of the Property shall be limited to those expressly provided in an executed Purchase Agreement and shall be subject to the terms thereof. In no event shall a prospective purchaser have any other claims against Owner or Matthews™. or any of their affiliates or any of their respective officers, directors, shareholders, owners, employees, or agents for any damages, liability, or causes of action relating to this solicitation process or the marketing or sale of the Property.

This Offering Memorandum shall not be deemed to represent the state of affairs of the Property or constitute an indication that there has been no change in the state of affairs of the Property since the date of this Offering Memorandum.

Net Lease Disclaimer – There are many different types of leases, including gross, net, single net ("N"), double net ("NN"), and triple net ("NNN") leases. The distinctions between different types of leases or within the same type of leases, such as "Bondable NNN," "Absolute NNN," "True NNN," or other NNN leases, are not always clear. Labels given to different leases may mean different things to different people and are not defined legal terms. Buyers cannot rely on the labels or marketing descriptions given to any lease when making their purchasing decisions. Buyers must closely review all lease terms and are advised to seek legal counsel to determine the landlord and tenant's respective rights and duties under the lease to ensure the lease, regardless of how labeled or described, meets the buyers' particular needs.



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.

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.

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Buyer/Tenant/Seller/Landlord Initials

Date