



LIVE OAK TOWN CENTER



Join IKEA in serving a population of 13 million in San Antonio, South Texas and Mexico.

weitzman®



LIVE OAK TOWN CENTER

SWC LOOP 1604 & IH-35, LIVE OAK, TEXAS

Live Oak Town Center, at the vibrant NE San Antonio intersection of Loop 1604 and IH-35, is designed to incorporate ± 870,000 square feet of retail, restaurants, entertainment and lodging. The planned center benefits from the incredible draw of its anchor, South Texas' only IKEA store, which will open in 2019.



The information was obtained from sources deemed reliable; however, Weitzman has not verified it and makes no guarantees, warranties or representations as to the completeness or accuracy thereof. The presentation of this real estate information is subject to errors; omissions; change of price; prior sale or lease, or withdrawal without notice. You and your advisors should conduct a careful independent investigation of the property to determine if it is suitable for your intended purpose. R:PS\SA\FA\Live Oak TC 11mi March 2018

EXECUTIVE SUMMARY

LIVE OAK TOWN CENTER: IKEA-ANCHORED RETAIL POWERHOUSE

Live Oak Town Center is perfectly positioned to become the next great retail destination in the San Antonio area.

No other center in South Texas can offer the draw of its powerful anchor, IKEA. Further, its location at one of the market's strongest regional intersections offers visibility, accessibility and traffic from the fastest-growing residential areas in South Texas and all the way into northern Mexico.

THE UNMATCHED ANCHOR FOR ATTRACTING SHOPPER TRAFFIC: IKEA

In a world where shoppers have choices, there is only one IKEA. No other retailer has captured shoppers' imaginations, and their spending, the way this Swedish powerhouse has. IKEA is much more than a furniture store; it's an entertainment and dining destination famed for its affordable furniture, room layouts, lifestyle curation and meatballs. Yes, meatballs. IKEA serves more than 150 million meatballs in its store annually.

With more than \$30 billion in worldwide sales, no other retailer understands customers better. And IKEA chose Live Oak Town Center because it understood the location's power to draw from throughout the South Texas and northern Mexico regions.

TIMING

Live Oak Town Center is set to break ground in late 2017, with the center and the IKEA anchor opening in 2019.

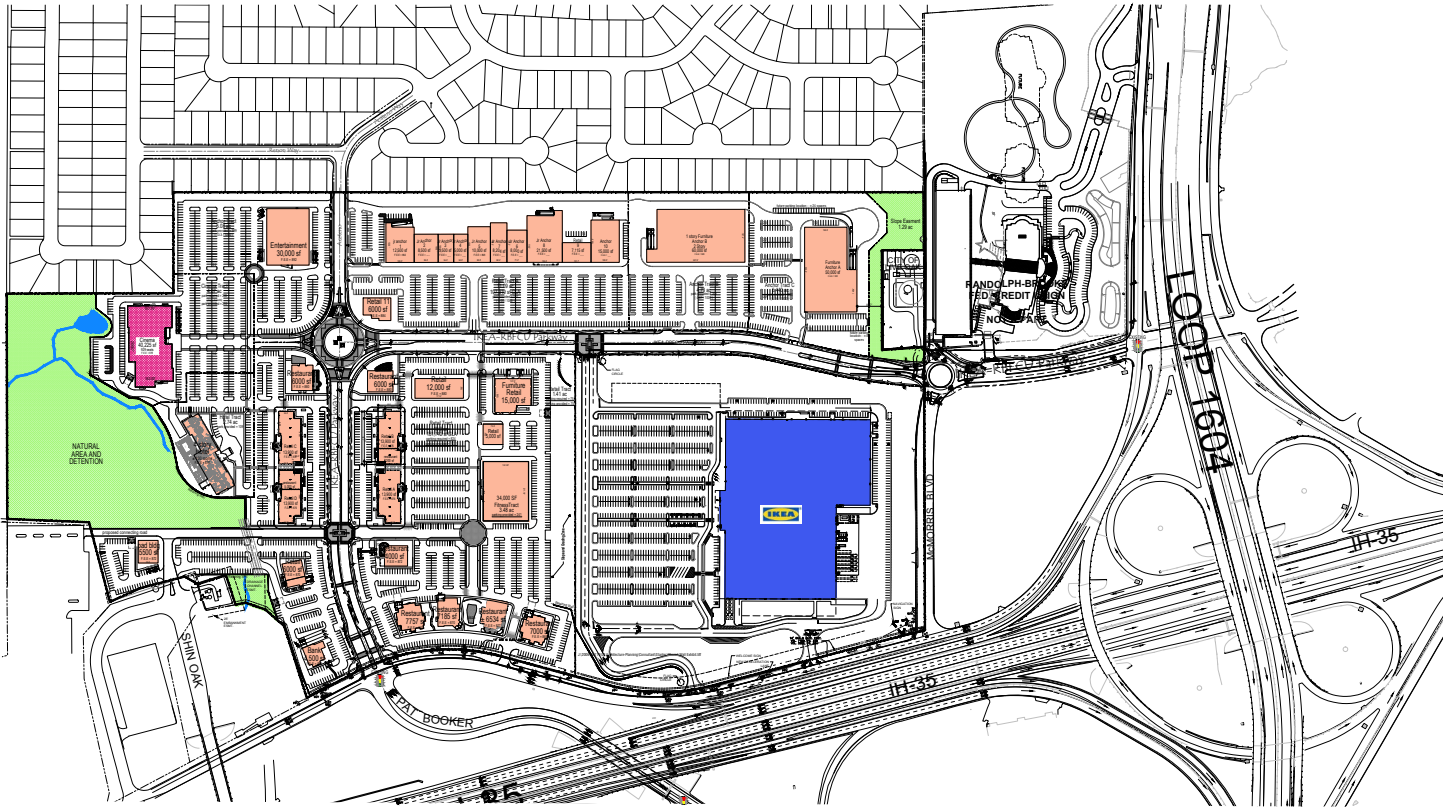


LIVE OAK TOWN CENTER AT A GLANCE

- 112 acres at the southwest quadrant of IH-35 and Loop 1604
- Regional-draw center with power to draw from throughout South Texas and Mexico
- Anchor: IKEA with 290,000 SF, 450,000 square feet of anchor and shop space
- Shop space: Specialty retail, entertainment, in-line and freestanding restaurants
- Immediate trade area: 272,163 population with average household income of \$77,008 (5-mile radius)
- Traffic: More than 270,000 vehicles per day at the intersection



LIVE OAK TOWN CENTER



Major Anchor	110,000	1:200 SF	730
Jr Anchors	101,319	1:200 SF	395
Retail	93,600	1:200 SF	493
Fitness Center	34,000	assume 1:200 sf (not specifically listed in zoning ordinance)	325
Restaurants (Freestanding)	55,976	1:3 seats	505
Hotel (100 rooms)	± 80,304	1:200 sf (not specifically listed in zoning ordinance)	130
Entertainment	30,000	assume 350 (not specifically listed in zoning ordinance)	350
Cinema (929 seats)	40,225	1: 4 seats	233
Bank	4,500	1: 200 sf	23
TOTAL	549,924		3184
Total Parking Provided			3497

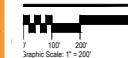
TRAFFIC COUNTS

IH-35 W OF LOOP 1604	191,955 VPD
IH-35 E OF LOOP 1604	169,017 VPD
LOOP 1604 N OF IH-35	107,780 VPD
LOOP 1604 S OF IH-35	62,260 VPD

DEMOGRAPHICS

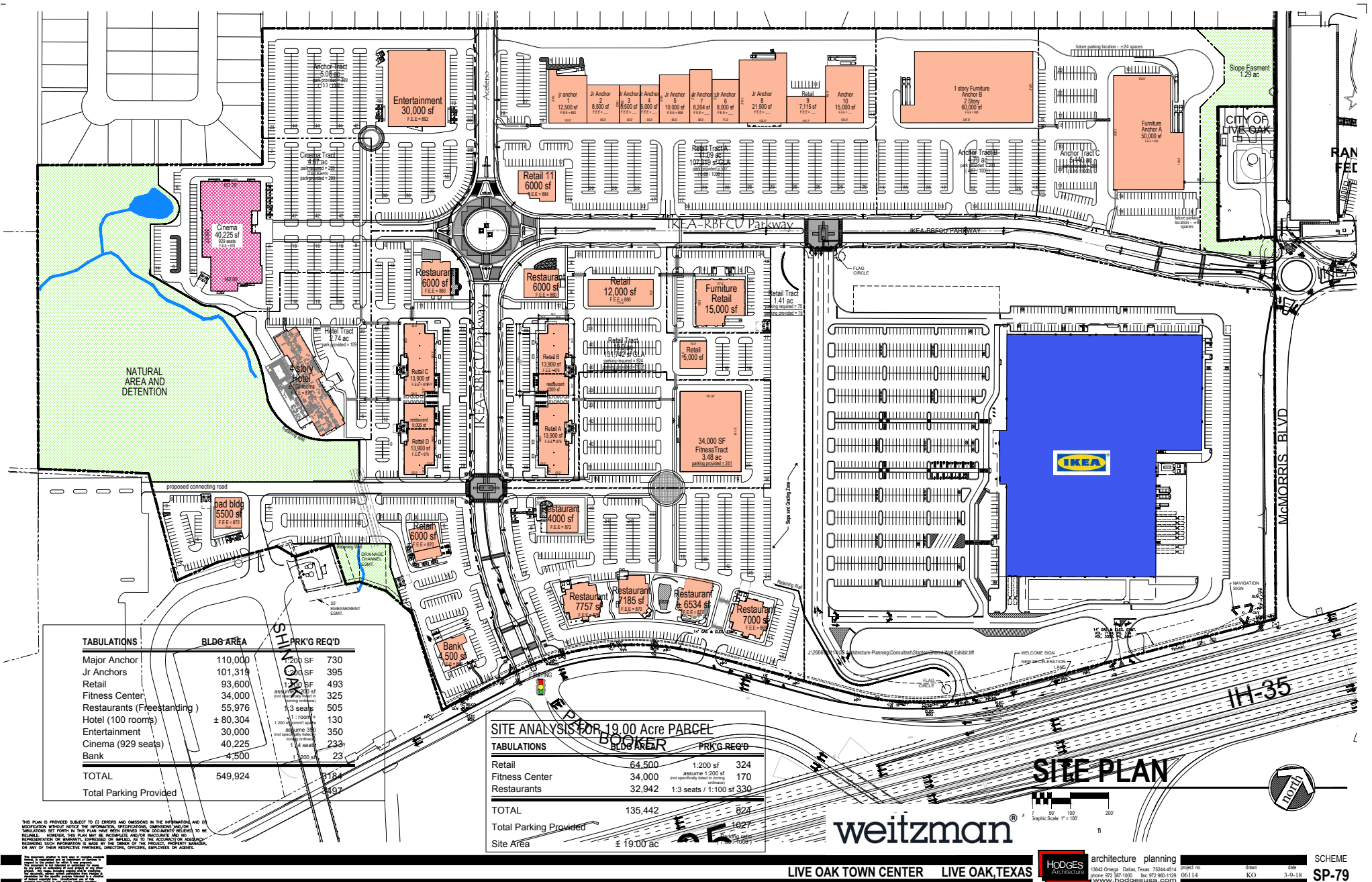
	3-MILE	5-MILE	10-MILE
TOTAL POPULATION	79,150	208,663	520,377
TOTAL HOUSEHOLDS	29,425	75,236	191,624
AVG HH INCOME	\$73,475	\$75,883	\$83,026
5 YR POP GROWTH	13%	11%	12.1%

MASTER SITE PLAN




architecture planning
 4904 Omega Dallas, Texas 75244-4914 phone 972.981-1000 fax 972.980-1129 06114
 SCHEME
 E/O 3-9-18 **SP-79**

LIVE OAK TOWN CENTER



TABULATIONS	BLDG AREA	SHS	PRK'G REQ'D
Major Anchor	110,000	200 SF	730
Jr Anchors	101,319	100 SF	395
Retail	93,600	100 SF	493
Fitness Center	34,000	100 SF	325
Restaurants (Freestanding)	55,976	1.3 seats	505
Hotel (100 rooms)	± 80,304	1 room	130
Entertainment	30,000	assume 350	350
Cinema (929 seats)	40,225	46 seats	233
Bank	4,500	1,000 sf	23
TOTAL	549,924		1,784
Total Parking Provided			1,997

SITE ANALYSIS FOR 19.00 Acre PARCEL

TABULATIONS	BLDG AREA	PRK'G REQ'D
Retail	64,500	1,200 sf 324
Fitness Center	34,000	assume 1,200 sf 170
Restaurants	32,942	1.3 seats / 1,100 sf 330
TOTAL	135,442	824
Total Parking Provided		1,027
Site Area	± 19.00 ac	

SITE PLAN

weitzman

LIVE OAK TOWN CENTER LIVE OAK, TEXAS

HODGES architecture planning
 1842 Omega Dallas Texas 75244-4516
 phone 972.981.9399 fax 972.981.1129
 www.hodgesusa.com

PROJECT NO. 0500
 SHEET NO. SP-79
 DATE 5-9-18

SCHEME

LIVE OAK TOWN CENTER TRADE AREA IKEA AND THE MEXICAN SHOPPER

When IKEA chose Live Oak Town Center as the site of its first and only South Texas store, it understood the regional power of the site. Live Oak Town Center occupies a key position at one of the metro market's most heavily trafficked regional retail districts.

Beyond that, though, a deciding factor was the Mexican shopper.

64% Recent reports show how San Antonio and the surrounding areas are key destinations for Mexican tourism, with approximately 64 percent of their spending dedicated to shopping. The research is based on area Visa credit-card purchases from shoppers with Mexican billing addresses.

\$2.4 billion For South and Central Texas, spending by Mexican nationals totals \$2.4 billion annually, according to the survey using 2012 spending totals. (The most recent numbers available.)

\$374 million For the immediate San Antonio trade area, Mexican nationals spent nearly \$374 million. The results are not surprising, since surveys of Mexican nationals visiting South Texas show that shopping is their No. 1 reason for the visits.



SAN ANTONIO



SAN ANTONIO SNAPSHOT

STRONG GROWTH IN A VIBRANT METRO AREA

Ranked the 7th largest city in America, San Antonio continues to grow as young professionals and businesses take notice of the abundant opportunity the market offers. The San Antonio MSA population has grown by 44.8% between 2000 and 2017 and is predicted to increase an additional 11.0% by 2022.

San Antonio stands as Bexar County's largest city, accounting for almost 40% of the county's geographic area and about 75% of the county's estimated population. The city encompasses a total geographic area of 467 square miles. The total land area for Bexar County is 1,247 square miles.

(Source: 2017 Pitney Bowes)

HOUSEHOLD INCOME

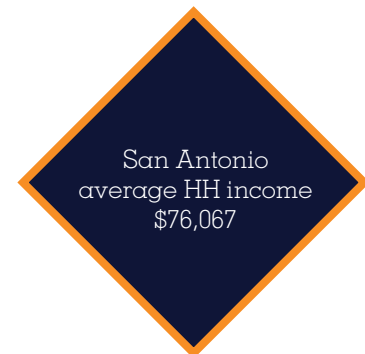
The San Antonio MSA, based on current 2017 demographics, has 853,448 households, a total projected to increase to 936,225 by 2022. Between 2010 and 2017, the number of households increased by 42.0%. Between 2017 and 2022, the number of households is on track to increase by 9.7%.

The 2017 average household income for the San Antonio MSA was \$76,067, and the median household income was \$55,401.

(Source: Pitney Bowes)

AREA	2017	EST. POP 2022	PROJECTED GROWTH 2017-2022
SAN ANTONIO	1,471,638	1,587,855	7.9%
BEXAR COUNTY	1,962,141	2,152,488	7.9%
METRO AREA	2,478,659	2,752,113	11.0%

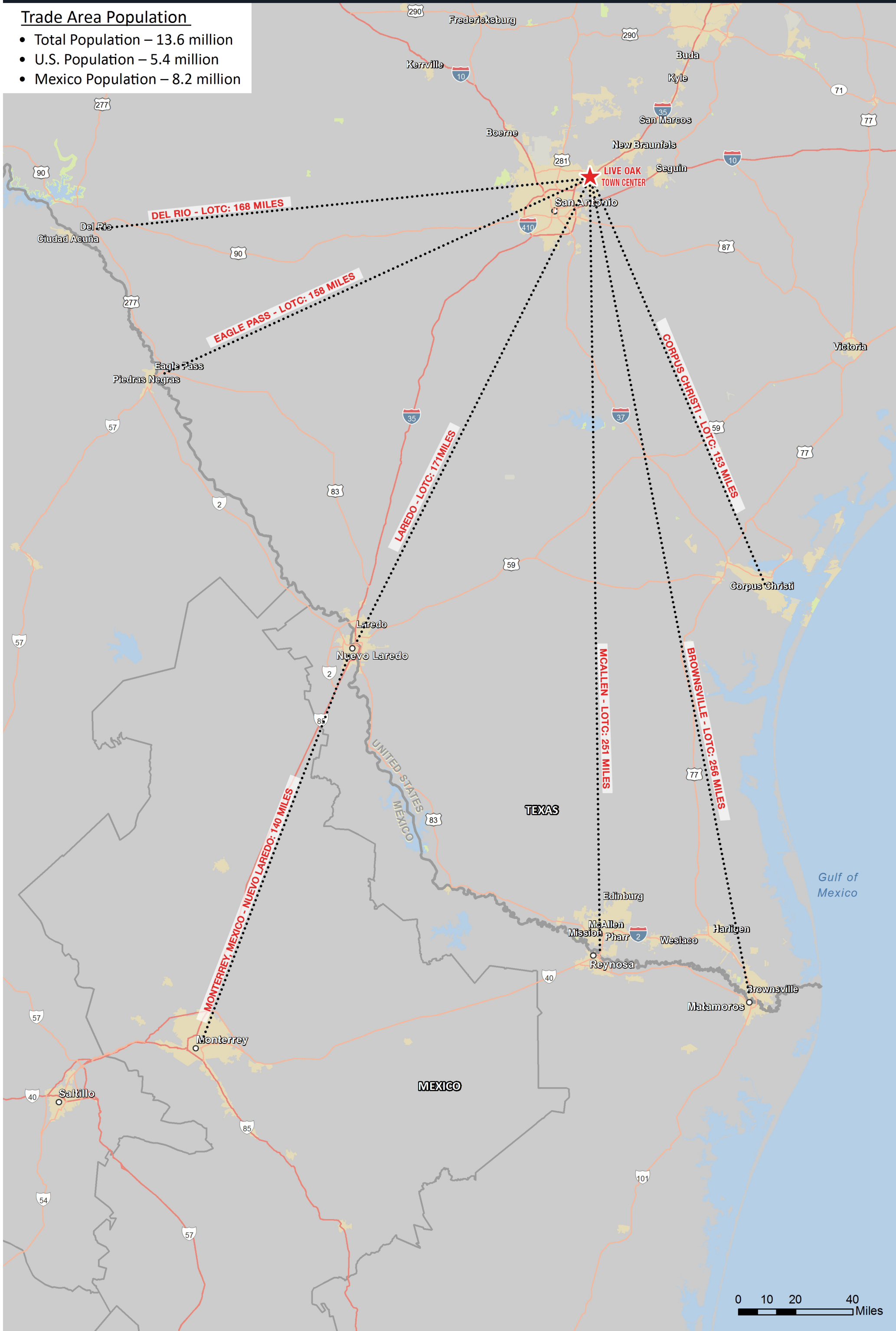
Source: Pitney Bowes



SOUTH TEXAS & MEXICO TRADE AREA

Trade Area Population

- Total Population – 13.6 million
- U.S. Population – 5.4 million
- Mexico Population – 8.2 million



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IKEA



GlobeSt.com

South Texas' Only IKEA Location Will Serve As Major Draw

DECEMBER 30, 2016 BY LISA BROWN

SAN ANTONIO—Live Oak Town Center is expected to be a retail landmark that will complement the draw of the only South Texas location for IKEA, and retailers have expressed interest in coming aboard.



IKEA is expected to be the 290,000-square-foot anchor for Live Oak Town Center.

SAN ANTONIO—Following the announcement from its major anchor, **IKEA**, the long-planned **Live Oak Town Center** is closer to becoming a reality. **Weitzman** is working on plans for a regional-draw retail center to be developed on more than 112 acres at the southwest quadrant of IH-35 and Loop 1604 in the San Antonio suburb of Live Oak.

In addition to the 290,000-square-foot anchor, Weitzman plans to develop approximately 480,000 square feet of anchor and shop space. Weitzman city partner **Michael Schoenbrun** will direct development of Live Oak Town Center. **David Nicolson**, president of the San Antonio office of **Weitzman**, will handle leasing.

“With IKEA as the anchor, Live Oak Town Center will become one of the strongest retail destinations in our market,” Schoenbrun said. “Nothing puts you on the map quite like being South Texas’ only location for one of the most popular retailers in the world.”

Weitzman plans to break ground on Live Oak Town Center in late 2017, with openings set for 2019. Live Oak Town Center will also benefit from the intersection’s strong retail line up, which includes nearly 20 retail anchors such as **Target**, **Home Depot**, **Regal Cinemas** and **Kohl’s**. With the announcement from IKEA, Weitzman is starting immediately on marketing for Live Oak Town Center.

“We see Live Oak Town Center as a retail landmark that will complement the draw of the only South Texas location for IKEA, one of the world’s most popular retailers,” Schoenbrun tells GlobeSt.com. “We’re already talking to a number of anchors, entertainment uses and restaurants who want to be a part of that vision.”

In addition to its anchor, Live Oak Town Center benefits from a location with a trade area population of more than 209,000 with an average household income of \$75,661 within a 5-mile radius. In addition, IH-35 and Loop 1604 are two of the metro area’s heaviest trafficked major thoroughfares, exposing the center to hundreds of thousands of vehicles daily.

Forbes



Joel Kotkin Contributor

Cover demographic, social and economic trends around the world.

Opinions expressed by Forbes Contributors are their own.

REINVENTING AMERICA 10/13/2016 @ 8:50AM 288,401 views

America's Next Great Metropolis Is Taking Shape In Texas

If you drive south from Dallas, or west from Houston, a subtle shift takes place. The monotonous, flat prairie that dominates much of Texas gives way to a landscape that rises and ebbs.

The region around Highway 35 is called the Hill Country, and although it does not seem so curvy to a Californian, it is some of the very nicest land in the state of Texas, attracting a growing coterie of [wealthy boomers](#) seeking rural retreats. It also turns out to be a growth corridor that is expanding more rapidly than any other in the nation. The area is home to three of the 10 counties with more than 100,000 residents that have logged the fastest population growth in the country since 2010.

In fact, there is no regional economy that has more momentum than the one that straddles the 74 miles between San Antonio and Austin. Between these two fast-growing urban centers lie a series of rapidly expanding counties and several smaller cities, notably San Marcos, that are attracting residents and creating jobs at remarkable rates.

San Antonio: The Emerging Upstart

During the decades of Texas' urban boom, San Antonio has been considered a laggard, a somewhat sleepy Latino town with great food and tourist attractions and a slow pace of life. "There has been a long perception of San Antonio as a poor city with a nice river area," says Rogelio Sáenz, dean of the public policy school at the University of Texas-San Antonio.

Economic and population data say otherwise. Since 2000, San Antonio has clocked 31.1% job growth, slightly behind Houston, but more than twice that of New York, and almost three times that of San Francisco and Los Angeles.

And many of the new jobs are not in hospitality, or low-end services, but in the upper echelon of employment. This reflects the area's strong military connections, which have made it [a center for](#) such growth industries as aerospace, and [cyber-security](#). Although slightly behind Austin, San Antonio's STEM job growth since 2001 — 29% — is greater than that of all other Texas cities, as well as San Francisco's, and three times the national average.

Similar growth can be seen in such fields as business and professional services, where the San Antonio area has expanded its job base by 44% since 2000. This just about tracks the other Texas cities, and leaves the other traditional business service hotbeds — New York, San Francisco, Chicago and Los Angeles — well behind. The city has also expanded its financial sector; the region ranked seventh in our latest survey of the [fastest-growing financial centers](#). Once again, there is a military connection; much of the area's financial growth has been based on USAA, which provides financial services to current and former military personnel around the country, and employs 17,000 workers from its headquarters in the city's burgeoning northwest.

But perhaps most encouraging has been the massive in-migration into San Antonio. Long seen as a place dominated by people who grew up there, the metro area has become a magnet for new arrivals. Since 2010, its rate of net domestic in-migration trails only Austin among the major Texas cities. Significantly, the area's educated millennial population growth ranks in the top 10 of America's big cities, just about even with Austin, and well ahead of such touted "brain centers" as Boston, New York, San Francisco.

In the process, San Antonio is emerging as an attractive alternative for young professionals and families to an Austin that has become more congested and expensive. The cost of living in San Antonio is significantly lower than the other Texas cities, and less than half that of places like San Francisco and Brooklyn. As the vanguard of millennials moves into the family forming, childbearing and house-buying years in the coming decade, San Antonio, with its increasingly lively music, art and restaurant scene, is likely to grow in attractiveness.

A TRACK
RECORD AS
BIG AS
TEXAS

As a leading retail developer in Texas, our experience covers more than 27 million square feet of retail space. From single-tenant restaurants to regional malls, we understand successful retail development.

weitzman®

Presented by:

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WEITZMANGROUP.COM

Weitzman is the trade name of Weitzman Management Corporation, a regional realty corporation.