FOR LEASE

# The Shops at Greenlawn

## Round Rock, TX

MATHIAS PARTNERS

**3200 GREENLAWN BOULEVARD**
**ROUND ROCK, TX 78664**

## 1,646 to 5,646 SF Available

**Retail + Second Generation Restaurant Space**

**Jerry Smith**
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512.637.6953

**Matt Mathias, Owner/Broker**
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512.637.6951

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**3200 Greenlawn Boulevard • Round Rock, Texas 78664**

## Property Information

### Space Options

**1,646 SF, 2,000 SF, & 1,800 SF** (can be combined for 5,446 SF of contiguous space)

### Rental Rate

Call for pricing

### NNN

**$14.22 PSF**

### Total SF in Center

**23,196**

### Highlights

Directly across from the main entrance to Dell headquarters and HEB. New elementary school now open across from Greenlawn

### Area Retailers

H-E-B · TARGET · The Home Depot · LOWE'S · Walmart

### Demographics

**Population (2019)**
1 mi: 9,273 | 3 mi: 104,100 | 5 mi: 244,971

**Avg. Household Income**
1 mi: $82,574 | 3 mi: $85,040 | 5 mi: $95,894

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| Suite | SF Avail | Description |
|---|---|---|
| 140 | 1,646 | 2nd Gen. Retail |
| 150 | 2,200 | Shell Space |
| 160 | 1,800 | 2nd Gen. Med. |

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# The Shops at Greenlawn

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## Planned Mixed-use Project Adjacent to 3200 Greenlawn

**The District**

Mark IV Capital acquired 65 acres of land adjacent to 3200 Greenlawn. The company is currently working with Gensler to devel op a site plan for a mixed-use project. The preliminary intent for the site is to combine a mixture of office, residential, hospitality, and retail uses to create a dense, mixed-use environment, a first for the City of Round Rock.

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# Developer of The District Reveals Timeline, Fresh Images for Major Round Rock Project

**Mark IV Capital VP: We aim to be a "third node" of density after downtown Austin, Domain**

*[By Justin Sayers, Austin Business Journal June 13, 2021]*

The District—a $200 million-plus mixed-use development long anticipated for 65.5 acres in Round Rock—is scheduled to break ground this summer in what developers hope will be a transformative project that also celebrates the region's culture.

Mark IV Capital, a Newport Beach, Calif-based commercial developer, received June 10 unanimous approval from Round Rock City Council for a rezoning request that allows it to build up to 15 stories on a greenfield site near the Dell Technologies Inc. headquarters.

That clears the way for the company to start work on the project, which is expected to bring 3 million square feet of office space, 1600 multifamily units, a 250-room hotel, 230,000 square feet of retail and walkable and bikeable open spaces over the next decade to a location near I-35 and State Highway 45.

Following Council's approval, Justin Basie, senior vice president at Mark IV Capital, shared fresh details of the concept with Austin Business Journal, including a timeline and more info about the first construction phase. He also alluded to the company's longer-term plans in Austin.

The District has already generated demand from perspective tenants, Basie said, with the goal to complete the entire project over the next decade.

"We don't have anything that's in writing, but I can say that we've received a tremendous amount of interest, as well as support not only from the community, but also local businesses," he said. "We do have a tremendous amount of interest which gives us a lot of confidence."

They'll start work on phase one of the project—a 207,000 square foot office building, parking garage, coffee shop and city infrastructure including roads, sidewalks, detention ponds and underground power lines—this summer, with plans to open by the end of 2022.

Plans for the office building, dubbed 100 Marshall Circle, were recently updated due to market demands shifting during the pandemic to adhere to better health and safety standards.

They've upgraded HVAC systems for better air filtering, increased stairwell sizes to add more space and created a bridge from the parking garage to the building to add access points.

The coffee shop for the project will be housed in a historic bungalow, part of an agreement with Austin-based nonprofit Helping Hand Home, which provides foster care for abused children.

The nonprofit needed to remove the bungalow from its site, but didn't want to knock it down, so reached a deal to transfer it The District site, Basie said.

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The office building is going to be L-shaped, so the coffee shop will be located in the "elbow" of the project.

"It will be an amenity for our office tenants, as well as conveniently placed at a very prominent location in our entire project, so that way it can serve our entire project as well for future residents and tenants and visitors in general," Basie said. "There's something about when you have an eclectic blend of uses, both new architecture as well as old. If you're able to execute well on it, it just creates a feeling and a sense of place that is just so hard to replicate with only new freshly built architecture. That's what gets me excited: it's a project that's focused on Round Rock, building vertical, having tall buildings, but celebrating the past with these awesome bungalows filled with character."

The work with the nonprofit is part of a larger effort by the company to highlight local organizations in the Austin metro. Basie said the goal is to occupy the entire retail space with local companies.

"Just because you are relocating up to the suburbs doesn't mean that all of a sudden you want to leave your favorite coffee shop or your favorite restaurant behind," he said. "We are actively working with the fantastic restaurants and businesses that really give Austin its local flavor to bring them up to The District."

Companies have flooded the Austin area in recent years, fueling office development across the metro. While big leases have largely been on pause during the pandemic, there are signs of a thaw.

Still, the overall office vacancy rate was 15.4% in April, up from 10.2% in April 2020, according to NAI Partners. The metro currently has 7.5 million square feet of office space under construction.

Mark IV Capital first introduced The District in 2017. Council in February 2019 approved a development agreement that requires the company to invest at least $200 million—and

Basie said they will easily eclipse that mark. In return, the city and the Round Rock Transportation and Economic Corp. would invest $12.56 million to cover the public infrastructure improvements.

Per the agreement, Mark IV will have to reach the following performance milestones: 120,000 square feet by 2022; 250,000 square feet by 2029; and 1 million square feet by 2039.

The development is expected to create more than 5,000 jobs, once it's fully developed.

"The District will bring more employers and local retailers to Round Rock and the greater north Austin area," Evan Slavik, president at Mark IV Captial, said in a statement. "We are committed at Mark IV Capital to delivering distinctive projects tailored to the needs of communities and look forward to continuing to build on the partnerships we've established in Round Rock."

During the June 10 meeting, Council unanimously passed the project with limited discussion. The site plans remains under review.

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"Mark IV's track record of success in Round Rock has been exceptional, and we are truly excited about what is coming with the District," Round Rock Mayor Craig Morgan said in a statement. "This impressive mixed-use project will be a game-changer for our community."

"The District is another big step towards what the future of Round Rock will be," Jason Ball, president of the Round Rock Chamber, said in a statement. "This exciting mix of higher density mixed living, working, and entertainment assets is a model that will be emulated by others as Round Rock grows and evolves."

Mark IV chose Round Rock based on a company-wide goal to be a long-term partner in cities it occupies. Executives identified Austin as a city with growth, and then Round Rock as an area that will experience outsized growth.

The company purchased an office building in 2013—an 87,000 square-foot building dubbed Summit I at La Frontera at Hesters Crossing Road and La Frontera Boulevard, a couple of miles from The District site. They also purchased 6.5 acres next to Summit I, which they developed into the 93,000 square foot building Summit II. They also own a 136,444 squarefoot office building at 10800 Pecan Park Blvd. near SH 45 and U.S. Highway 183.

They have sites in other states, including California, Arizona and Nevada, but have seen major demand from tenants in Round Rock, which prompted them to move forward with The District, Basie said.

"We've just been really excited to see the different types of tenants and first-class tenants who are looking to make a home in Round Rock," he said. "That made us really excited to try and find more opportunities."

Mark IV leaders specifically hope the site serves as a "third node" of growth in the city, joining downtown Austin and The Domain, the roughly 300-acre mixed-use community off MoPac Expressway.

CBRE research on U.S. migration patterns during the pandemic showed that Austin had the most net inflow of people moving to the city in 2020 out of any metro in the country, with

15,000 people moving to the city. The pace of move-ins increased by 50% from 2019, when the metro also ranked first in the nation.

Mark IV hopes to appeal to employers who don't want their employees sitting in traffic, and think they're well positioned to draw workers funneling into Round Rock by the surrounding interstates.

Basie stressed they're going to be a "long-term holder," and that it's part of their growth in Round Rock, where they've opened up a regional office and are continuing to hire.

"One of the things that we want to make sure we're doing is we're avoiding obsolescence, and that we're creating just amazing workplaces that are a credit today and also valuable for workers and the city in the future," he said. "As cities evolve and grow and gentrify, having that location that people can come to work or come and have a nucleus and a nexus of activity rather than this sprawl of disparate buildings and retail amenities that really have no level of cohesiveness. ...So for us, we think that with these 65 acres, we have the once-in-alifetime opportunity to create that type of node in the city of Round Rock."

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# New Idea Public School open Across the Street from 3200 Greenlawn

**IDEA Public Schools Will Expand to Round Rock Next Summer**

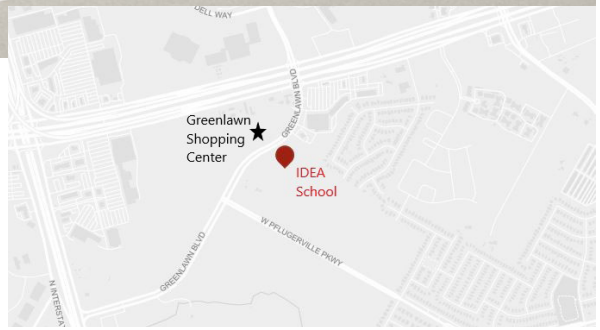
*[By Kelsey Thompson, Community Impact September 20, 2019]*

IDEA Public Schools announced it would build a new school in Round Rock—IDEA Round Rock Tech Academy—in a Sept. 20 news release. IDEA has 14 schools and 6,000 students enrolled in Austin and plans to add 16 more schools during the next four years, per the release.

"We are excited about the continued expansion of IDEA schools in the Austin area with the addition of IDEA Round Rock Tech," said Tricia Noyola, the executive director of IDEA Austin, in the news release. "We look forward to serving and supporting students, families, and community members in Austin. Our top priority is providing quality education to students that will prepare them for college and life."

The campus expects to open in August 2020 and service K-2nd grade and 6th grade, and will continually add a new grade each year until it

is a full-service, K-12 grade campus. The new school will be located at 3301 Greenlawn Blvd., Round Rock. Following application submissions, a randomized lottery will be held Feb. 15, 2020 to select which students will fill the campus's available spots in each school.

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EQUAL HOUSING OPPORTUNITY

# Information About Brokerage Services

*Texas law requires all real estate licensees to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

**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:
  - 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.

**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.

| | | | |
|---|---|---|---|
| **Mathias Partners** | **602940** | **matt@mathiaspartners.com** | **(512)300-9111** |
| Licensed Broker /Broker Firm Name or Primary Assumed Business Name | License No. | Email | Phone |
| **Matt Mathias** | **265888** | **matt@mathiaspartners.com** | **(512)330-9111** |
| Designated Broker of Firm | License No. | Email | Phone |
| | | | |
| Licensed Supervisor of Sales Agent/ Associate | License No. | Email | Phone |
| **Jerry Smith** | **458413** | **jsmith@mathiaspartners.com** | **(512)300-9111** |
| Sales Agent/Associate's Name | License No. | Email | Phone |

_____ _____ _____

Buyer/Tenant/Seller/Landlord Initials Date

**Regulated by the Texas Real Estate Commission** **Information available at www.trec.texas.gov**