

OFFERING MEMORANDUM

1900 & 1920 S IH-35

San Marcos, Texas 78666



± 14.22 Acres

TOTAL SITE AREA

\$9,000,000

ASKING PRICE

Heavy Industrial (HI)

ZONING

City of San Marcos

JURISDICTION

CALL FOR OFFERS — CONTACT LISTING  
BROKER

Charlice Wehbe | McAllister &  
Associates

(512) 680-1915 | Charlice@matexas.com

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All tours by appointment only. Do not contact property owner directly.*

PROPERTY OVERVIEW

Property Address	1900 & 1920 S IH-35, San Marcos, Texas 78666
Parcel ID Nos.	R47132 (9.74 Acres)   R47131 (4.48 Acres)
Gross Acreage	± 14.22 Acres
School District	San Marcos Consolidated ISD
Jurisdiction	City of San Marcos
Zoning	Heavy Industrial (HI)
Current Use	Undeveloped commercial land with accessory structure
IH-35 Frontage	± 375 LF along S IH-35 Frontage Road
Floodplain	± 8.6 acres within FEMA 100 year regulated floodplain
Water	City of San Marcos CCN   8" water line along S IH-35
Wastewater	City of San Marcos CCN   8" & 12" gravity sewer on-site
Electric / Gas	San Marcos Electric Utility   Atmos Energy
Asking Price	\$9,000,000
Listing Broker	Charlice Wehbe   McAllister & Associates
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PROPERTY HIGHLIGHTS

■ **IH-35 Visibility & Access**

± 375 LF of direct frontage on the S IH-35 Frontage Road, one of the most trafficked commercial corridors in Central Texas.

■ **Heavy Industrial Zoning In Place**

Heavy Industrial (HI) zoning is already entitled, permitting a broad range of high-impact manufacturing, warehouse, distribution, and industrial uses.

■ **Midpoint of the Texas Triangle**

Situated between Austin (± 33 miles) and San Antonio (± 50 miles) along IH-35, with access to Austin-Bergstrom International Airport approximately 35 miles north.

■ **Proximate to AXIS Logistics Park**

The approximately 2,000 acre AXIS Logistics Park, one of the largest master planned industrial parks proposed in the nation, is located in the same San Marcos market.

■ **Growing Market Fundamentals**

San Marcos population is projected to reach approximately 142,000 by 2035. Texas State University enrolls over 44,000 students, generating sustained demand for employment and services throughout the corridor.

■ **City Utilities Available**

City of San Marcos CCN for both water (8" main along IH-35) and sewer (8" and 12" gravity lines bounding the site).

■ **Multiple Development Pathways**

HI zoning supports industrial/manufacturing, truck terminals, self storage, fleet services, and more. Rezoning pathways may support alternative commercial uses with City coordination.

**LOCATION & REGIONAL MARKET CONTEXT**

The subject property occupies a position along the South IH-35 Frontage Road in San Marcos, Texas, a city that has ranked among the fastest-growing metros in the United States for much of the past decade. San Marcos sits at the geographic midpoint of the IH-35 corridor between Austin and San Antonio, giving the site direct access to two of the largest metropolitan economies in Texas and exposure to one of the highest-traffic commercial arteries in the state.

**Distance to Key Destinations**

<b>Downtown San Marcos (The Square)</b>	± 2.6 miles
<b>Austin-Bergstrom Intl Airport</b>	± 35 miles
<b>Downtown Austin</b>	± 33 miles
<b>Downtown San Antonio</b>	± 50 miles
<b>San Marcos Regional Airport</b>	± 4 miles
<b>Texas State University</b>	± 3 miles
<b>Tanger Outlets San Marcos</b>	± 4 miles

**SAN MARCOS MARKET DRIVERS**

**Texas State University**

Texas State University, headquartered in San Marcos, enrolled a record 44,596 students for fall 2025 and is projected to grow to over 50,000 students by 2033. The university generates an economic impact exceeding \$2 billion annually and supports nearly 16,000 jobs, providing a durable base of demand for housing, retail, and services throughout the market.

**AXIS Logistics Park**

Scarborough Lane Development and Partners Real Estate are developing AXIS Logistics Park, a master-planned Class A industrial campus spanning approximately 2,000 acres in San Marcos, with 735 acres currently zoned for industrial use. The park is designed for logistics, distribution, and manufacturing users and includes a planned 600-megawatt electrical substation, positioning San Marcos as a serious industrial destination within the Texas Triangle.

**Population & Residential Growth**

The City of San Marcos estimates its January 2025 population at approximately 90,988 and projects growth to 142,000 by 2035, a 56% increase over the decade. Residential permitting and infrastructure investment are accelerating across the city to accommodate this trajectory.

**H-E-B Store & Commercial Investment**

The City of San Marcos finalized an economic incentive agreement with HEB for a new store representing a \$55.35 million capital investment, reflecting the market’s maturity and the depth of retailer confidence in long term demand.

**IH-35 Corridor Activity**

Active development along the S IH-35 corridor includes San Marcos Business Park (426,600 SF of industrial/flex space), Las Colinas Industrial (82.9 acres permitted for up to 1.1 million SF), and additional annexation and zoning activity along the south frontage road. The corridor continues to attract industrial, logistics, and commercial development at a measured but accelerating pace.

**Texas Triangle Connectivity**

San Marcos’s position along IH-35 provides direct truck and freight access to Austin, San Antonio, Houston, Dallas-Fort Worth, and the Laredo port of entry — a key attribute for manufacturing, distribution, and nearshoring users evaluating Central Texas sites.

**SITE & ENGINEERING SUMMARY (PRELIMINARY ENGINEERING SUMMARY AVAILABLE UPON REQUEST)****Topography**

The site has a high point of approximately 602 feet above Mean Sea Level near the southernmost corner, sloping northward at grades ranging from 1 to 3%. The topography is workable for standard site grading and drainage design across industrial and commercial development programs.

**Floodplain**

The subject property contains approximately 8.6 acres within the FEMA 100 year regulated floodplain as identified on FEMA FIRM Panel No. 48209C0477G. The floodplain extends into the property from both the front and rear of the tract. Prospective purchasers should factor floodplain management requirements into their development programs; a peak-on-peak stormwater analysis may support alternative approaches to detention requirements.

**Storm Drainage & Detention**

Development will require stormwater interception, conveyance, and detention to mitigate increases in impervious cover, unless a peak-on-peak analysis supports an alternative approach. Runoff drains northward into an unnamed tributary of Willow Springs Creek. All drainage structures must be designed in accordance with City of San Marcos standards. On site soils are classified as Type D (Branyon Clay, Tinn Clay, and Houston Black Clay).

**Water**

The property is within the City of San Marcos Certificate of Convenience and Necessity (CCN) for water service. An 8-inch water line runs along S IH-35 and will serve the tract. Service connection requires an engineering feasibility study application and fee, a service contract with the City, and the dedication of necessary utility easements.

**Wastewater**

The property is within the City of San Marcos sewer CCN. An 8 inch gravity sewer line runs alongside IH-35, and a 12 inch gravity sewer line runs along the northeast side of the tract facing the railroad. Service connection requires an engineering feasibility study, a City service contract, and utility easement dedication.

**Dry Utilities**

The property is within the San Marcos Electric Utility service area for electric service and the Atmos Energy service area for natural gas. A pre development meeting with both entities is required to identify necessary infrastructure upgrades.

**Zoning**

The property is currently zoned Heavy Industrial (HI) by the City of San Marcos. Heavy Industrial districts are intended to accommodate a broad range of high impact manufacturing and industrial uses that by their nature create impacts not compatible with residential or standard commercial areas. The existing HI entitlement provides meaningful flexibility for industrial buyers and eliminates the cost and timeline risk of a rezoning process.

**HIGHEST & BEST USE CONSIDERATIONS**

The property's Heavy Industrial zoning, IH-35 frontage, and access to municipal utilities support several development programs. The most straightforward paths include: (1) industrial/manufacturing facilities leveraging the HI entitlement directly; (2) truck terminal, fleet maintenance, or equipment yard uses consistent with the corridor's character and the site's access to IH-35; (3) self storage, outdoor storage, or logistics staging, which can be designed around the floodplain constraints; and (4) data center or power intensive industrial use, given proximity to San Marcos Electric Utility infrastructure. Rezoning to Heavy Commercial or a mixed use designation is a potential longer term alternative for a developer with appetite for the entitlement process, given the site's visibility and frontage. Buyers are encouraged to conduct independent review of development feasibility and applicable City of San Marcos development guidelines.

**MARKETING COPY****Lot Description (± 250 characters)**

14.22 ac Heavy Industrial site on S IH-35 frontage, San Marcos TX. City water & sewer available. 375 LF IH-35 frontage. \$9M. Near AXIS Logistics Park & Texas State. Ideal industrial/logistics use.

**Marketing Summary (± 300 characters)**

± 14 acres of Heavy Industrial land on the S IH-35 Frontage Road in San Marcos, Texas. City utilities available, 375 LF of IH-35 exposure, and HI zoning in place. Located within a rapidly growing industrial corridor between Austin and San Antonio. Priced at \$9,000,000.

**Full Property Description**

Located at 1900 and 1920 S IH-35 in San Marcos, Texas, this offering comprises two contiguous parcels totaling approximately 14.22 acres of undeveloped commercial land with Heavy Industrial (HI) zoning in place. The site carries approximately 375 linear feet of frontage along the S IH-35 Frontage Road, one of the highest traffic commercial corridors in Texas, with direct visibility to a daily vehicle count that serves both Austin and San Antonio metro traffic. The property is currently unimproved, with a large accessory shed and unpaved drive on-site.

San Marcos occupies the midpoint of the Austin-San Antonio IH-35 corridor, roughly 33 miles from downtown Austin and approximately 35 miles from Austin-Bergstrom International Airport. The city is among the fastest-growing in the United States, with a January 2025 population estimate of approximately 90,988 and a city-projected trajectory toward 142,000 by 2035. Texas State University, enrolling over 44,000 students with a 10-year master plan targeting 50,000 by 2033, anchors the local economy and contributes more than \$2 billion in annual economic output. The South IH-35 corridor is actively attracting industrial, logistics, and commercial investment: AXIS Logistics Park, a master-planned 2,000 acre industrial campus with 735 acres already zoned for industrial use, is developing in the same market. San Marcos Business Park, offering up to 426,600 SF of industrial space, is operational nearby, and additional industrial zoning activity along the south IH-35 frontage road signals continued institutional interest in the submarket.

The property is zoned Heavy Industrial by the City of San Marcos, a designation that accommodates a broad range of manufacturing, logistics, warehousing, and high-impact commercial uses. This existing entitlement meaningfully reduces the cost and timeline typically associated with industrial site development, making the tract immediately actionable for qualified industrial buyers. The site is within the City of San Marcos Certificate of Convenience and Necessity for both water and wastewater service. An 8-inch water line runs along S IH-35, an 8 inch gravity sewer line parallels the IH-35 frontage, and a 12-inch gravity sewer line runs along the northeast boundary facing the railroad. Electric service is available through San Marcos Electric Utility, and Atmos Energy serves the area for natural gas. Pre development coordination with all utility providers will be required.

The property contains approximately 8.6 acres within the FEMA 100-year regulated floodplain, which extends into the site from both the front and rear of the tract. Development programs will need to account for stormwater management requirements in accordance with City of San Marcos criteria. On-site soils include Type D Branyon Clay, Tinn Clay, and Houston Black Clay. Topography ranges from a high point of approximately 602 feet MSL at the south end, falling to the north at slopes of 1 to 3 percent. The site drains northward into an unnamed tributary of Willow Springs Creek.

Offered at \$9,000,000.



## DISCLAIMERS & CONTACT

*This Offering Memorandum ("OM") has been prepared by McAllister & Associates for informational purposes only and is intended solely for qualified prospective purchasers. Information has been obtained from sources believed to be reliable, including publicly available engineering data and municipal records; however, neither the Broker, the Owner, nor their affiliates make any representation or warranty as to the accuracy or completeness of the information contained herein.*

*Prospective purchasers are urged to conduct independent due diligence, including environmental assessments, geotechnical studies, utility feasibility studies, floodplain analysis, zoning and entitlement review, and title examination. This OM does not constitute a contract, offer, or commitment to sell. The Owner reserves the right to withdraw the property from the market at any time, to reject any or all offers, and to negotiate with multiple parties simultaneously.*

*Information regarding local development activity, market statistics, and infrastructure has been compiled from publicly available sources and is subject to change without notice. All figures are approximate unless otherwise noted.*

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