Lumos Fitness Collective

2420 Burleson Ct, Austin, TX 78741

Retail
Investment Opportunity
Offering Memorandum

MATTHEWS™

EXCLUSIVELY LISTED BY

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TX Disclaimer Wyatt Crum and Andrew Ivankovich (In conjunction with Matthews™, a cooperating foreign broker for this listing pursuant to Section 535.4(b) of the Texas Administrative Code)

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PROPERTY OVERVIEW

Lumos Fitness Collective
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±2.8 Years	**NNN**	**±2,263 SF**	**2018**	**±162,000 VPD**
Remaining Lease	Lease Type	GLA	Renovated	Interstate 35

INVESTMENT HIGHLIGHTS

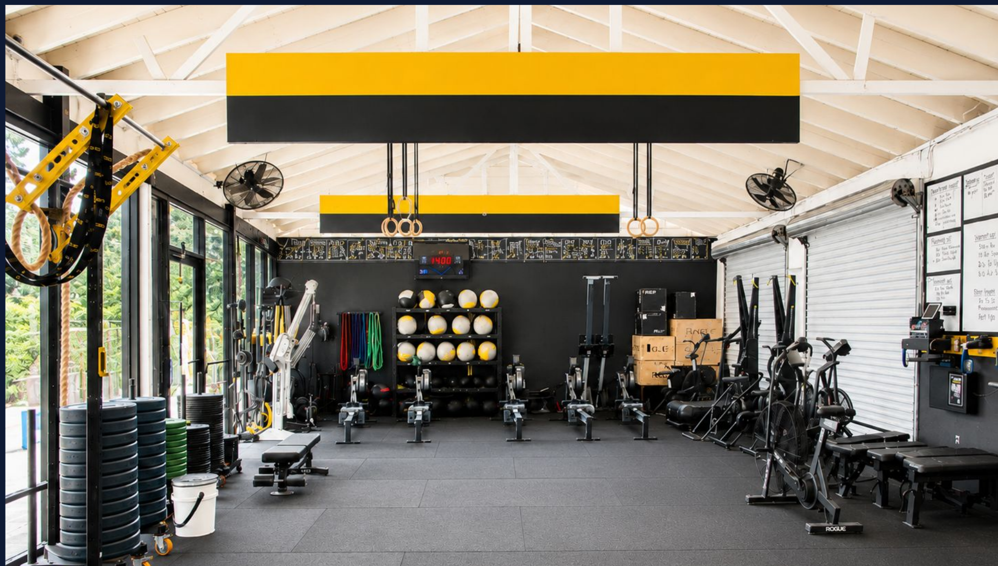
Property Highlights

- **Retail disposition** located within a **dense residential trade area**, supported by approximately **13,874 households** within 1 mile, **78,601 households** within **3 miles**, and **154,934 households** within **5 miles**.
- The property benefits from proximity to **E Oltorf St**, which carries approximately **23,600 vehicles per day**, and **I-35**, which carries approximately **162,000 vehicles per day**, providing strong regional connectivity and meaningful traffic exposure.
- The surrounding area's **residential density** and access to major transportation corridors support durable retail demand fundamentals and enhance the property's relevance for a range of commercial uses
- The asset presents a compelling **owner-user opportunity**, supported by **strong real estate fundamentals** and location characteristics that may appeal to businesses seeking direct access to a large and established consumer base.
- The property is located within an **affluent trade area**, with **average household incomes exceeding $122,000** within a **3-mile radius.**
- The asset is subject to an in-place lease with approximately **2 years of remaining term**, providing **immediate income** and near-term cash flow visibility.
- The **roof was replaced in 2018**, reducing the likelihood of near-term capital requirements.
- The property is located under the **Opportunity Zone** designation, which can be a meaningful consideration for investors seeking to align capital deployment with potential tax deferral or tax mitigation strategies


N
Lively Middle School
±948 Students
E Oltorf St ±23,600 VPD
THE METEOR
Magnolia Cafe
Toasty Badger Diner
vinaigrette
Torchy's Tacos
H-E-B
Travis High School
±3,200 Students
ST. EDWARD'S UNIVERSITY
±3,033 Students
Walmart Supercenter
71
± 138,000 VPD
35
± 162,000 VPD
P. Terry's Burger Stand
EconoLodge
WYNDHAM GARDEN
IRS
±3,400 Employees
71
Baby A's
Bell South Shore
±506 Luxury Units | Built in 2014
Burger King
McDonald's
Taco Bell
KFC
Wing Stop
Popeyes
Alexan Riverside
±172 Luxury Units | Built in 2022
H-E-B plus!
Raising Cane's Chicken Fingers
Chipotle Mexican Grill
Whataburger
The Sondery
±323 Units | Built in 2024
planet fitness
TWIN LIQUORS
CVS pharmacy
Edison Austin Apartments
±354 Units | Built in 2019
Burleson Rd ±8,000 VPD
Subject Property
Driving Distances
4 Miles
Downtown Austin
3.9 Miles
Zilker Metropolitan Park
AUSTIN CITY LIMITS
5.1 Miles
University of Texas at Austin


N
Burleson Rd ± 8,000 VPD
Burleson Ct

PROPERTY PHOTOS



FINANCIAL OVERVIEW

Lumos Fitness Collective
2420 Burleson Ct, Austin, TX 78741

FINANCIAL SUMMARY

$950,000	$2,771,295	$43,356	$420.15
List Price	Price/Acre	NOI	Price PSF

Building Information

Tenant:	**Lumos Fitness Collective**
Address:	**2420 Burleson Ct**
Year Built / Year Renovated:	**1983/2018**
State:	**TX**
City:	**Austin**
Postal Code:	**78741**
GLA of Building:	**±2,263 SF**
Lot Size:	**±0.34 AC**

Tenant Summary

Tenant Name:	**Lumos Fitness Collective**
Type of Ownership:	**Fee Simple**
Lease Type:	**NNN**
Roof and Structure:	**Landlord Responsibility**
Lease Commencement Date:	**1/1/2024**
Lease Expiration Date:	**12/31/2028**
Term Remaining on Lease:	**±2.8 Years**

TENANT OVERVIEW

Tenant Overview

Lumos Fitness Collective is a boutique fitness and wellness operator located in South Austin, Texas, focused on delivering community-driven functional fitness training in a highly personalized environment. Formerly operating under the CrossFit Lumos brand, the company has evolved into a broader fitness collective that emphasizes individualized coaching, small-group training, and holistic wellness solutions. The brand has established a strong local reputation for inclusivity, coaching quality, and member engagement, positioning itself as a differentiated neighborhood fitness concept within Austin's active and health-conscious demographic base. Its programming blends strength training, conditioning, mobility, and individualized performance coaching, appealing to a wide spectrum of members ranging from beginners to experienced athletes.

Why Invest in Lumos Fitness Collective?

- **Established Boutique Fitness Tenant in High-Growth Austin Market:** Lumos Fitness Collective operates in one of the nation's strongest health and wellness markets, benefiting from Austin's continued population growth, affluent demographics, and consumer demand for experiential fitness concepts.
- **Recurring Membership Revenue Model:** The tenant's business is driven by recurring monthly memberships, personal training, and small-group fitness programs, creating stable and predictable cash flow characteristics commonly associated with boutique fitness operators.
- **Strong Community Engagement & Customer Retention:** Lumos has cultivated a loyal member base through personalized coaching, community-driven culture, and high customer satisfaction, supporting long-term operational stability and repeat visitation patterns.
- **Experiential Retail Use Drives Consistent Traffic:** Fitness tenants generate daily customer visits and extended engagement periods, enhancing overall property activity and increasing the attractiveness of the asset within service-oriented retail environments.
- **Differentiated Local Brand with Growth-Oriented Positioning:** The tenant's transition from CrossFit Lumos to Lumos Fitness Collective reflects an adaptive and modernized branding strategy designed to broaden customer appeal, diversify programming, and remain competitive within the evolving wellness industry.

MARKET OVERVIEW

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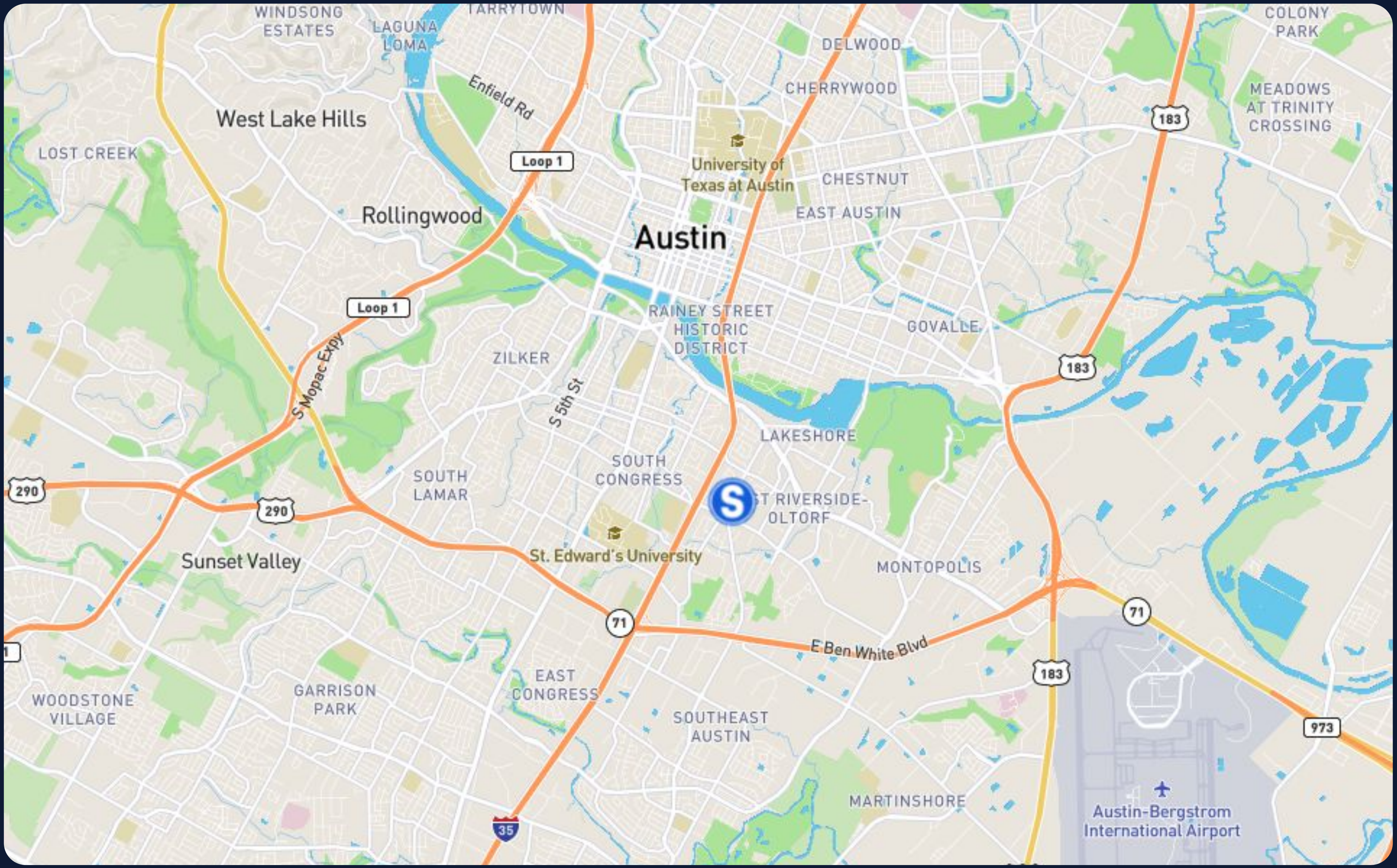
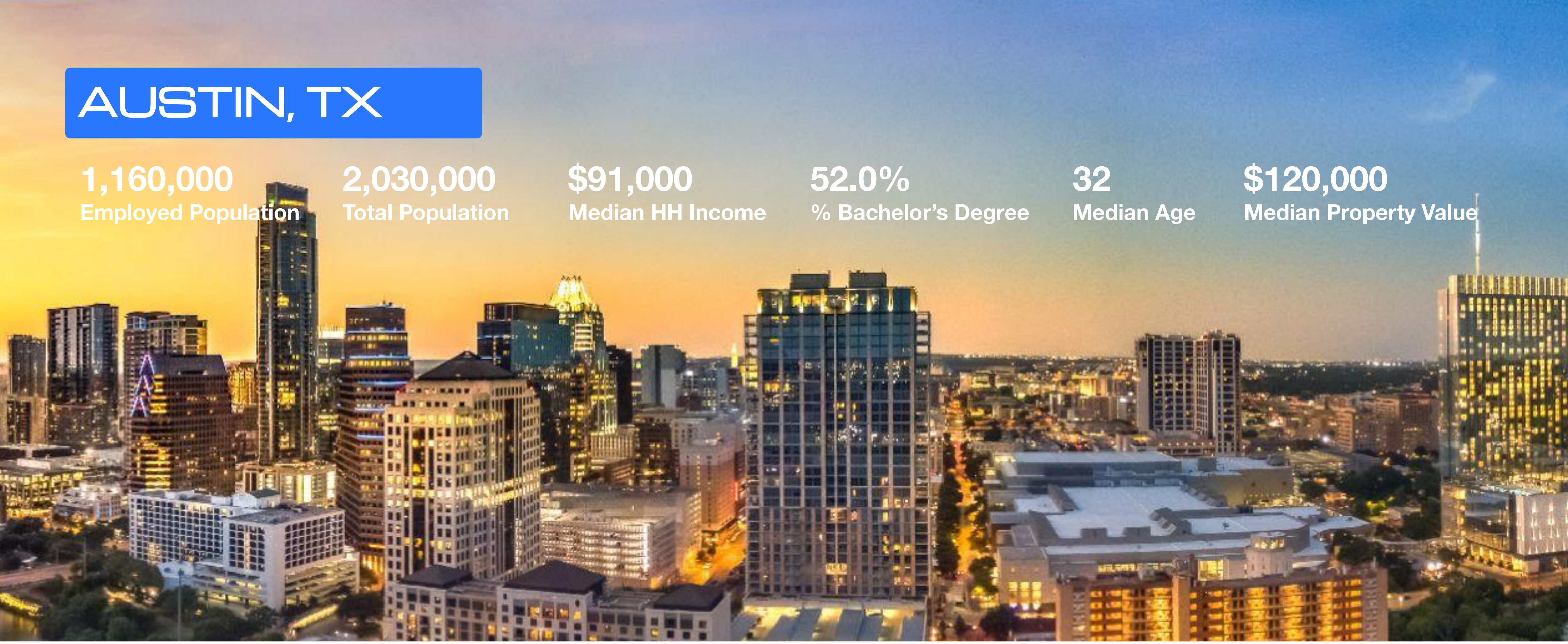


AUSTIN, TX

1,160,000	**2,030,000**	**$91,000**	**52.0%**	**32**	**$120,000**
Employed Population	Total Population	Median HH Income	% Bachelor's Degree	Median Age	Median Property Value



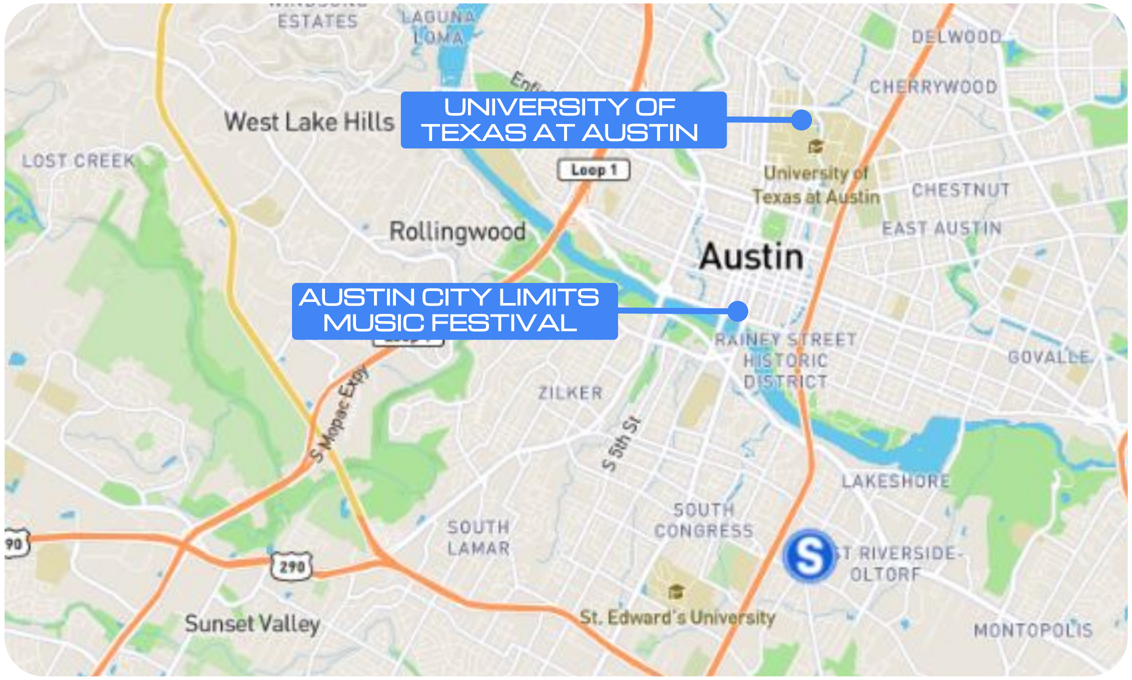
Market Overview

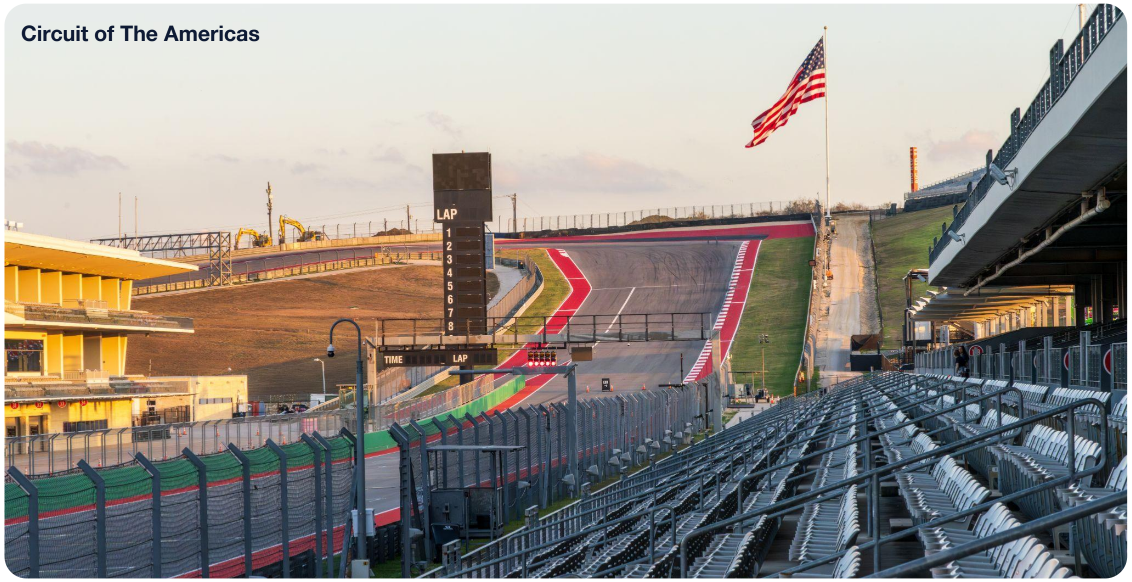
Austin, Texas continues to stand out as one of the nation's most dynamic and fast-growing urban markets, supported by strong population growth, corporate expansion, and an active lifestyle-driven culture. The city's population has grown by more than 20% over the last decade, making Austin one of the fastest-growing large cities in the U.S. Its reputation as a leading destination for tech talent and corporate relocations has fueled significant job creation and attracted a highly educated, affluent consumer base. Austin's national recognition as one of the "Best Places to Live" further reinforces its appeal to residents, businesses, and investors alike, contributing to sustained demand across retail, residential, and mixed-use developments.

Downtown Austin, in particular, continues to benefit from transformative development activity and increasing urban density. Major projects such as The Independent residential tower and the Block 185 Google Office Tower are bringing thousands of new residents and employees into the urban core, expanding the daytime population and increasing disposable income within the surrounding area. In addition, the Waterloo Park redevelopment has enhanced the city's appeal as a vibrant destination for recreation, entertainment, and community events, drawing both residents and visitors to downtown.

Population	1-Mile	3-Mile	5-Mile
Five-Year Projection	29,120	174,799	365,259
Current Year Estimate	27,722	165,418	346,204
2020 Census	25,887	149,675	329,725
Households	**1-Mile**	**3-Mile**	**5-Mile**
Five-Year Projection	14,649	83,630	164,748
Current Year Estimate	13,874	78,601	154,943
2020 Census	12,931	70,279	138,988
Income	**1-Mile**	**3-Mile**	**5-Mile**
Average Household Income	$84,410	$122,218	$116,987

TOURISM




Circuit of The Americas

Tourism and Cultural Events

Austin's tourism and cultural scene is anchored by major events and institutions that draw global attention and deliver substantial economic value. From the Texas Longhorns and the Formula 1 United States Grand Prix to the world-famous Austin City Limits Music Festival, these attractions bring visitors, create jobs, and reinvest in the community—cementing the city's reputation as both a cultural capital and an economic driver.

Texas Longhorns

220 Million in Revenue

Average home attendance of 102,386 per game

Formula 1 United States Grand Prix

432,000 Spectators

$900 million in economic benefits to the city and state in 2023

The Austin City Limits Music Festival

450,000 Attendees Each Year

In 2024, impact rose to $534.8 million, supporting around 3,600 jobs, plus $8.4 million for parks enhancements

TEXAS

The University of Texas at Austin

The University of Texas at Austin, founded in 1883, is the flagship campus of The University of Texas System and a global leader in education, research, and innovation. Located in the heart of one of the nation’s fastest-growing cities, UT Austin enrolls more than 53,000 students across undergraduate, graduate, and professional programs. The university offers over 170 fields of study through 18 colleges and schools, with particular strengths in engineering, business, natural sciences, liberal arts, and architecture. As a member of the prestigious Association of American Universities, UT Austin drives discovery and economic growth through pioneering research, entrepreneurship, and partnerships with industry and government. The university contributes more than $24 billion in annual economic impact to Texas and beyond, supporting jobs, advancing technologies, and preparing the next generation of leaders. With a dynamic campus culture, world-class faculty, and an unmatched location in Austin, UT continues to shape the future for Texas, the nation, and the world.

±1.2 Miles
Distance From SP

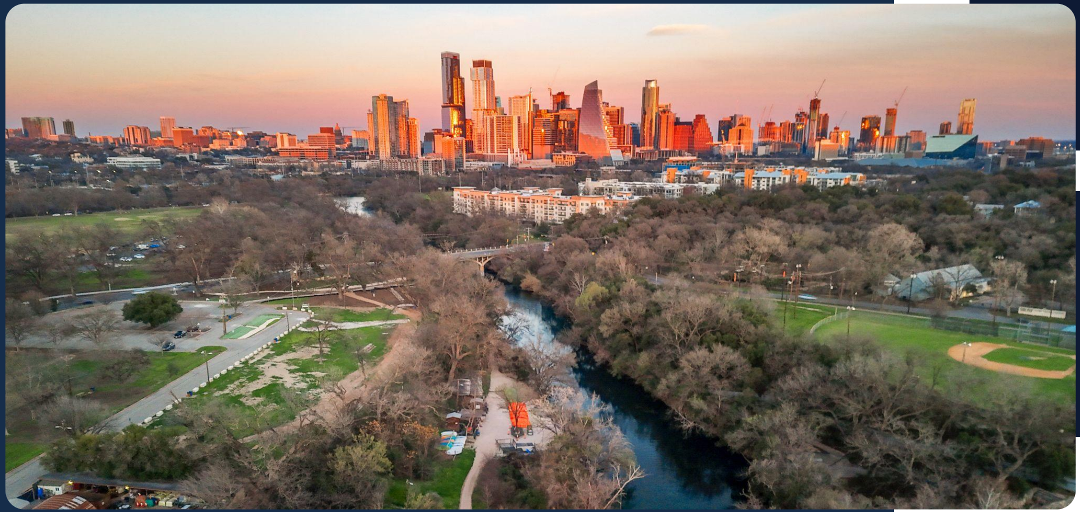
±53,000
Enrollment

170+ Programs
Student Life

$24B+
Annual Economic Impact to Texas

#1 in Texas
Public University
- US News & World Report

A Top 10
Public University for Innovation
- US News & World Report



Universities

The University of Texas at Austin is one of the largest and most influential universities in the region. With an annual economic impact exceeding $24 billion, it drives substantial demand for housing, retail, and services from students, faculty, and staff.

Sports Teams

Austin is home to Austin FC and the Texas Longhorns, providing a strong presence of professional and collegiate athletics. These teams contribute to the city's energy and draw consistent attendance, supporting local retail, dining, and entertainment activity.

The Drag Retail Corridor

The area offers close proximity to Central Market and the Guadalupe Street corridor ("The Drag"), a key destination for shopping and dining. A dense mix of restaurants, coffee shops, and entertainment venues caters to the nearby student population and urban renters, supporting strong demand and walkability.

Zilker Metropolitan Park

Located just southwest of Downtown, Zilker Park spans over 350 acres and serves as one of Austin's premier recreational destinations, hosting major events like Austin City Limits Music Festival and offering access to Barton Springs Pool.

South Congress (Soco)

South Congress Avenue is one of Austin's most recognizable districts, featuring a mix of local boutiques, restaurants, music venues, and skyline views of Downtown. It embodies the city's culture, walkability, and creative energy.

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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 **2420 Burleson Ct, Austin, TX, 78741** ("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.

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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.

11-2-2015

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.

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.

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Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials　　　　Date