

# indigo COMMONS

RETAIL + OFFICE SPACE  
PURCHASE OPPORTUNITIES

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# A place for people.

Introducing Indigo—a brand new neighborhood in Richmond, TX. A place to live, to celebrate, and to call home. A place where people come first and full bellied is a state of mind, body, and spirit. Here, we enjoy an authentic, healthy, hand-crafted community—and all are welcome.

**We're local.** We are deeply connected to the food, music, and craft-made culture of our Houston roots. Enter Indigo Commons, our **neighborhood town center**. A connected village of retail, small businesses, restaurants, and plenty of outdoor spaces to come as you are and stay awhile.



A PLACE FOR BREWERS, BAKERS & CHANGEMAKERS IN RICHMOND, TX

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**indigo**  
COMMONS





## Indigo Commons

What if you could own your own shop—a brand new building that fits your business needs perfectly?

Imagine never dealing with landlords or negotiating another lease. **Merchants, shopkeepers and small businesses** are a huge part of our vision here at Indigo, which is why we've curated this collection of **retail buildings for purchase in Indigo Commons**—the heart of our new community.

At Indigo, we're creating a vibrant, diverse community from the start. We're investing in an energized, engaging, active mixed-use Commons—and it's in the mix day one. From our human-scale **working farm** and pasture (delivering farm-to-table goodies!) to our dedicated event staff—curating **concerts, festivals**, and more—we're bringing everyone beyond the Indigo community to its center.

Our vision for Indigo Commons includes a wide variety of small businesses—from specialty food and beverage offerings such as an all-day bakery café and a brewery—to boutique shops and neighborhood services like a nail salon, dry cleaner, and a general store.

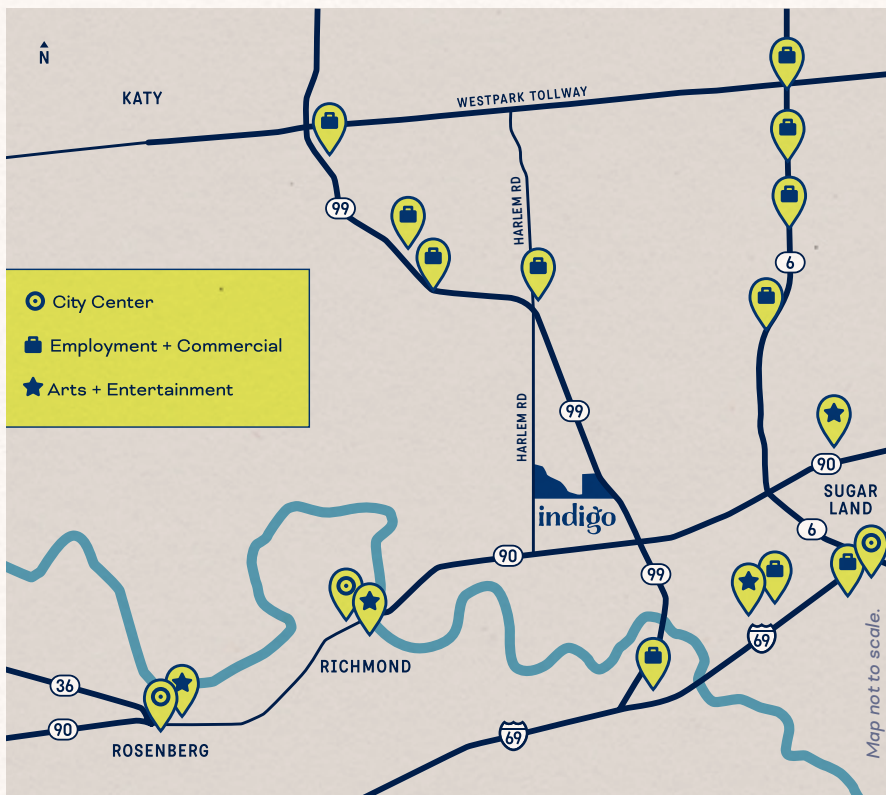




## DEVELOPMENT INFORMATION

### LOCATION

Indigo is located in Richmond, TX in the middle of thriving neighborhoods and population bases of Sugar Land and Katy. Situated directly off State Highway 99, just north of US Highway 90, Indigo is adjacent to the Harvest Green master-planned community in Fort Bend County.



## DEVELOPMENT HIGHLIGHTS

Indigo is a new **235-acre neighborhood** in **Fort Bend County**, created by Houston-based real estate development company, **Meristem Communities**. Indigo will be unique in every aspect of its design, anchored by Meristem's philosophy of creating **Places for People™** this mixed-use master-planned community is built for people first, bringing the energy of urban living to the suburbs, and focused on providing early phase opportunities to small business owners.

- 235 acres
- Approximately 650 homes\* & 120 apartments
- 42-acre farm
- 25-acre amenity lake
- 12-acre Indigo Commons mixed-use properties

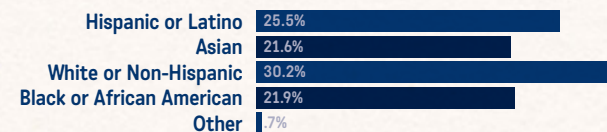
## MARKET DEMOGRAPHICS (2022)

### POPULATION:

900,000 with growth estimates of 960,499 (2025), 1,100,857 (2030).

### DIVERSITY:

**One of the most diverse counties in the nation**, people from all over the world call Fort Bend home because of its inclusive culture, high median household incomes, exceptional schools, and beautiful communities.



### AGE, EMPLOYMENT, EDUCATION

The average age in Fort Bend County is 35.6, and 73.5% of the workforce is "white collar." Slightly more than 46 percent of the adult population has a bachelor's degree or higher.

### MEDIAN HOUSEHOLD INCOME

Average HHI within a 5-mile radius is \$127,494 according to Costar 2023.

\*Homes to be sold by Houston homebuilders





## Trail Blazers

**41% of MILLENNIALS**

*in Richmond/Sugar Land/Missouri City*

**Median Age = 34**

HHI	LIKELY TO BUY
\$50-\$75k	12.3%
\$75-100K	19.2%
\$100-\$150k	32.5%
\$150-\$200k	17.6%
\$200k+	18.4%

### CONNECTION POINTS + NEEDS

- Time famine = access + convenience
- Health, outdoors + exercise
- Kids safety, no tech
- Demonstrating our impact on the environment

## Ambitious Realists

**25% of MILLENNIALS**

*in Richmond/Sugar Land/Missouri City*

**Median Age = 39**

HHI	LIKELY TO BUY
\$50-\$75k	22%
\$75-100K	28%
\$100-\$150k	32%
\$150-\$200k	11%
\$200k+	7%

### CONNECTION POINTS + NEEDS

- Exclusivity + quality
- Measurable health + wellness
- Seeking balance + need to de-stress
- Value convenient access

## Pragmatic Pathfinders

**61% of GEN-X**

*in Richmond/Sugar Land/Missouri City*

**Median Age = 49**

HHI	LIKELY TO BUY
\$50-\$75k	20%
\$75-100K	21%
\$100-\$150k	30%
\$150-\$200k	15%
\$200k+	15%

### CONNECTION POINTS + NEEDS

- Diversity + cultural explorer
- Group activities
- Social impact + philanthropy
- Desire for new experiences

## Full Throttles

**37% of BOOMERS**

*in Richmond/Sugar Land/Missouri City*

**Median Age = 56**

HHI	LIKELY TO BUY
\$50-\$75k	17%
\$75-100K	20%
\$100-\$150k	32%
\$150-\$200k	16%
\$200k+	15%

### CONNECTION POINTS + NEEDS

- Home is "home base" – safe + convenient
- Independent minded
- Open, transparent communication
- Multi-gen families + young at heart





The goal of Indigo Commons is to create **energy and engagement** in the community. All first floor spaces must be active retail, inviting people in to shop, dine, and explore. The second and third floors of the buildings can be a combination of office or residential in various configurations depending on the building location chosen and the specific owners' needs.





## PURCHASE PATH A

**BYOB** *Build Your Own Building*

Business owners purchase a pad-ready site from Indigo and **build their own building** (subject to Indigo Commercial Association's Architectural Guidelines). Lot and construction loan are closed simultaneously.

**Best for** established businesses with adequate cash flows and access to financing. Businesses that need significant customization in building design.

## PURCHASE PATH B

**Build to Suit**

This path allows for **some customization of the building**, without business owner having to oversee construction. While SBA loans make more sense in this path, owner occupation requirements are high.

**Best for** established businesses with adequate cash flows who need some customization of their building, but do not want to oversee construction.

## PURCHASE PATH C

**The Full Monte**

Business owners **purchase an existing completed building**. This method allows for the most flexibility with SBA loan programs and the **lowest barriers to entry**.

**Best for** established businesses with adequate cash flows that can occupy "white box" spaces successfully and do not want to be involved in construction.

<b>RECOMMENDED FUNDING SOURCES</b>	Cash Traditional Commercial Loan	Cash Traditional Commercial Loan SBA 504/7a Loan	Cash Traditional Commercial Loan SBA 504/7a Loan
<b>EXPECTED DOWN PAYMENT</b>	<b>20%</b> (starting from \$100,000)	<b>20%</b> (starting from \$100,000) for traditional financing <b>10%</b> (starting from \$50,000) for SBA loans	<b>20%</b> (starting from \$100,000) for traditional financing <b>10%</b> (starting from \$50,000) for SBA loans
<b>COMMERCIAL LOT OWNER</b>	Sells lot with commercial association architectural restrictions.	Sells lot at construction finance closing and acts as buyer's general contractor, overseeing construction of the building.	Sells completed building.
<b>BUYER</b>	Secures construction financing, hires architects and a selects their own general contractor.	Secures construction financing (can be SBA 504/7a loan program) and hires affiliate as their general contractor.	Selects building and secures purchase financing.
<b>SBA NOTES</b>	It may be possible to use SBA 504/7a financing, but the closing process can be long and complicated compared to traditional financing. Owner must occupy 80% of the building.	Suitable for the SBA 504/7a process. Owner must occupy 80% of the building.	Suitable for the SBA 504/7a process. Owner must occupy 51% of the building, allowing for significant rental income.

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## OUR RETAIL SPACES

### BUILDING OPTION A

## Retail/Office

20' x 40'  
1,600 sq. ft.  
2 stories

FROM \$499,000

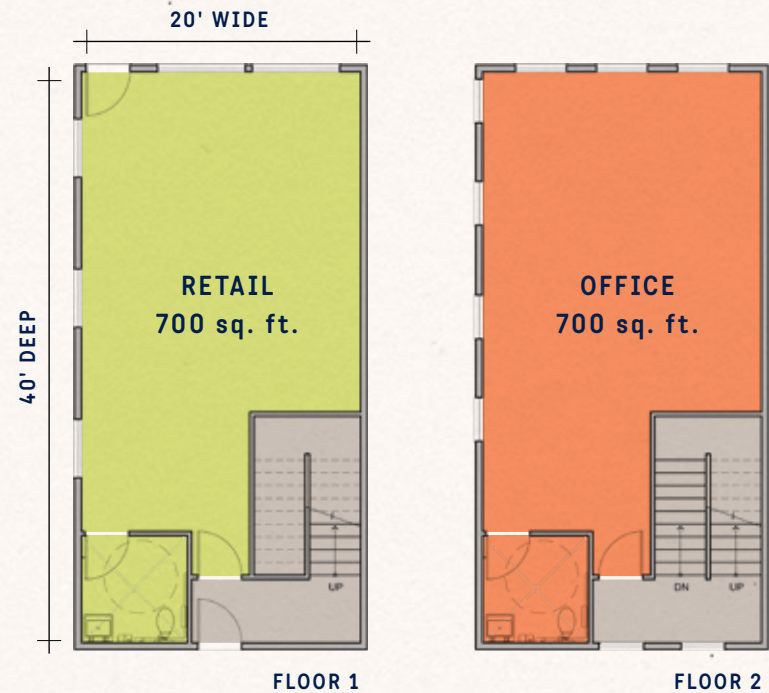
### SPACE INCLUDES:

-  **Retail**
-  **Office**

Two-story configuration with first floor 700 sq. ft. retail area and second floor 700 sq. ft. office/storage space. 1,400 sq. ft. of gross leasable space and 200 sq. ft. of common area.

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## OUR RETAIL SPACES

### BUILDING OPTION B

## Retail/Residential

20' x 40'  
1,600 sq. ft.  
2 stories

FROM \$549,000

### SPACE INCLUDES:



**Retail**

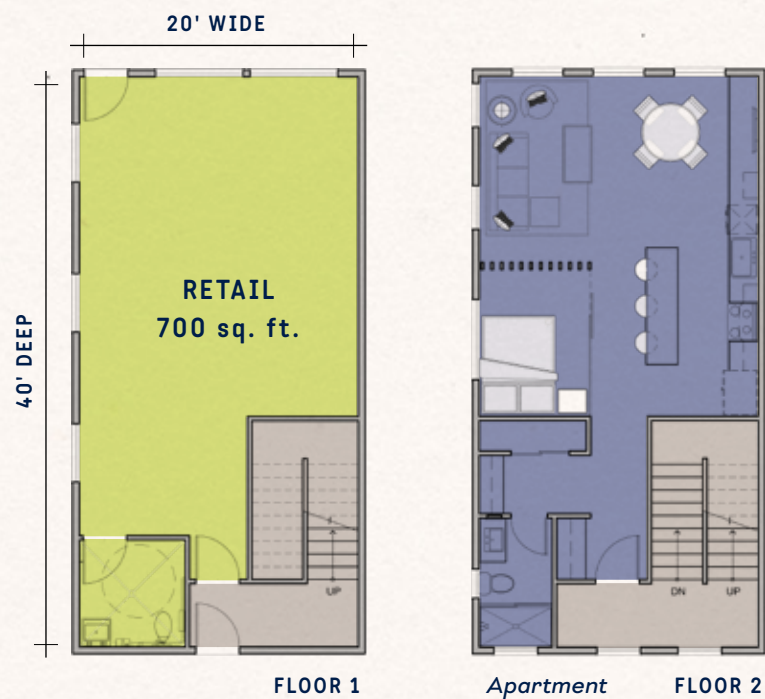


**Residential Apartment**

Two-story configuration with first floor 700 sq. ft. retail area and second floor 700 sq. ft. apartment. 1,400 sq. ft. of gross leasable space and 200 sq. ft. of common area. Owner may live in or rent out apartment.

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## OUR RETAIL SPACES




### BUILDING OPTION C

## Retail/Office/Residential

20' x 40'  
2,400 sq. ft.  
3 stories

FROM \$675,000

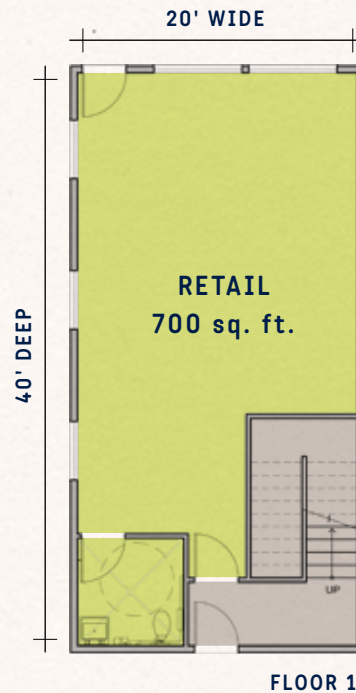
#### SPACE INCLUDES:

-  **Retail**
-  **Office**
-  **Residential Apartment**

Three-story formation with first floor 700 sq. ft. retail area, second floor 700 sq. ft. office/storage space, and third floor 700 sq. ft. apartment. 2,100 sq. ft. of gross leasable space and 300 sq. ft. of common area. Owner may live in or rent out apartment.

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## OUR RETAIL SPACES

### BUILDING OPTION D

## Retail/Residential

20' x 40'  
2,400 sq. ft.  
3 stories

FROM \$725,000

### SPACE INCLUDES:



**Retail**

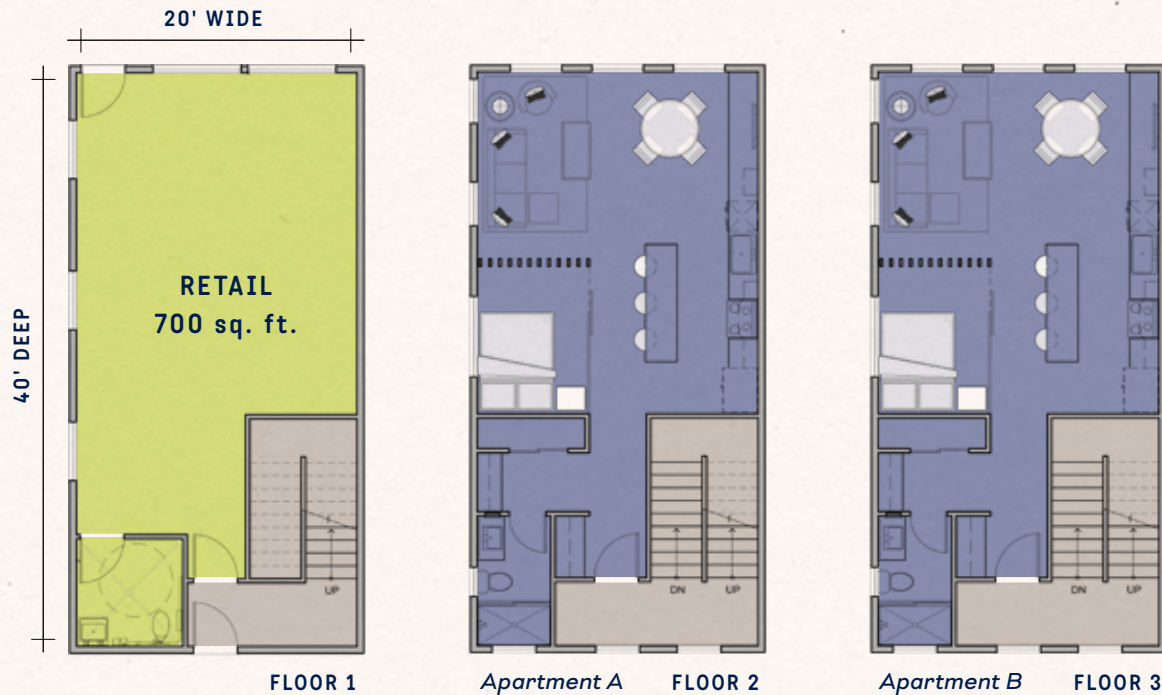


**Residential Apartment A & Apartment B**

Three-story formation with first floor 700 sq. ft. retail area, second and third floor 700 sq. ft. apartments. 2,100 sq. ft. of gross leasable space and 300 sq. ft. of common area. Owner may live in or rent out apartments.

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## OUR RETAIL SPACES

### BUILDING OPTION E

## Retail/Residential

20' x 40'  
2,400 sq. ft.  
3 stories

FROM \$675,000

#### SPACE INCLUDES:



**Retail**

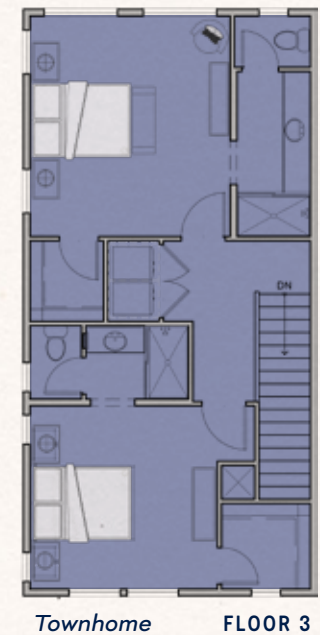
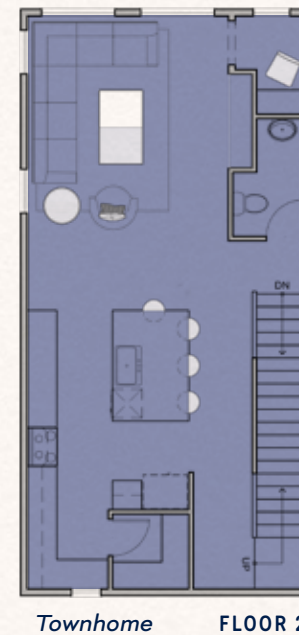
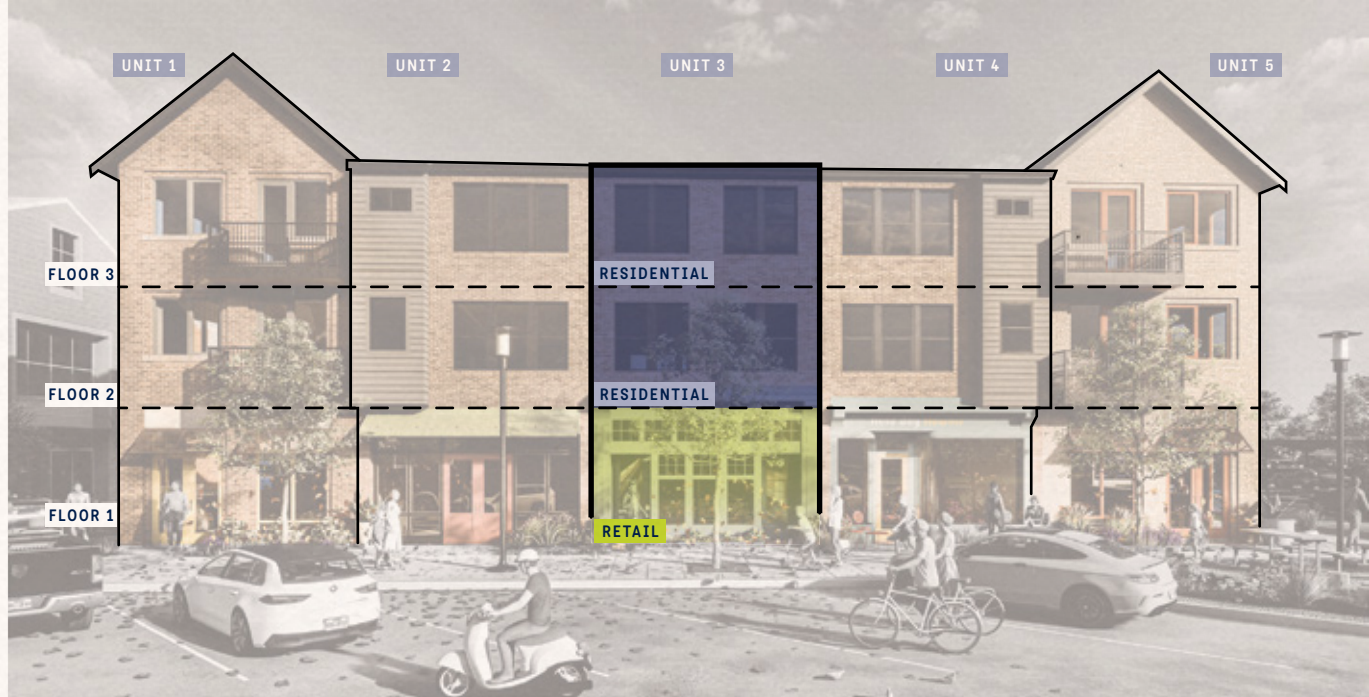


**Residential Townhome**

Three-story formation with first floor 700 sq. ft. retail area, second and third floor two-story, two-bedroom 1,500 sq. ft. townhome. 2,300 sq. ft. of gross leasable space and 100 sq. ft. of common area. Owner may live in or rent out townhome.

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UNIT 1

UNIT 2

UNIT 3

## OUR RETAIL SPACES

## BUILDING OPTION F

## Retail/Residential

40' x 40'  
3,200 sq. ft.  
2 stories

FROM \$995,000

## SPACE INCLUDES:



Retail

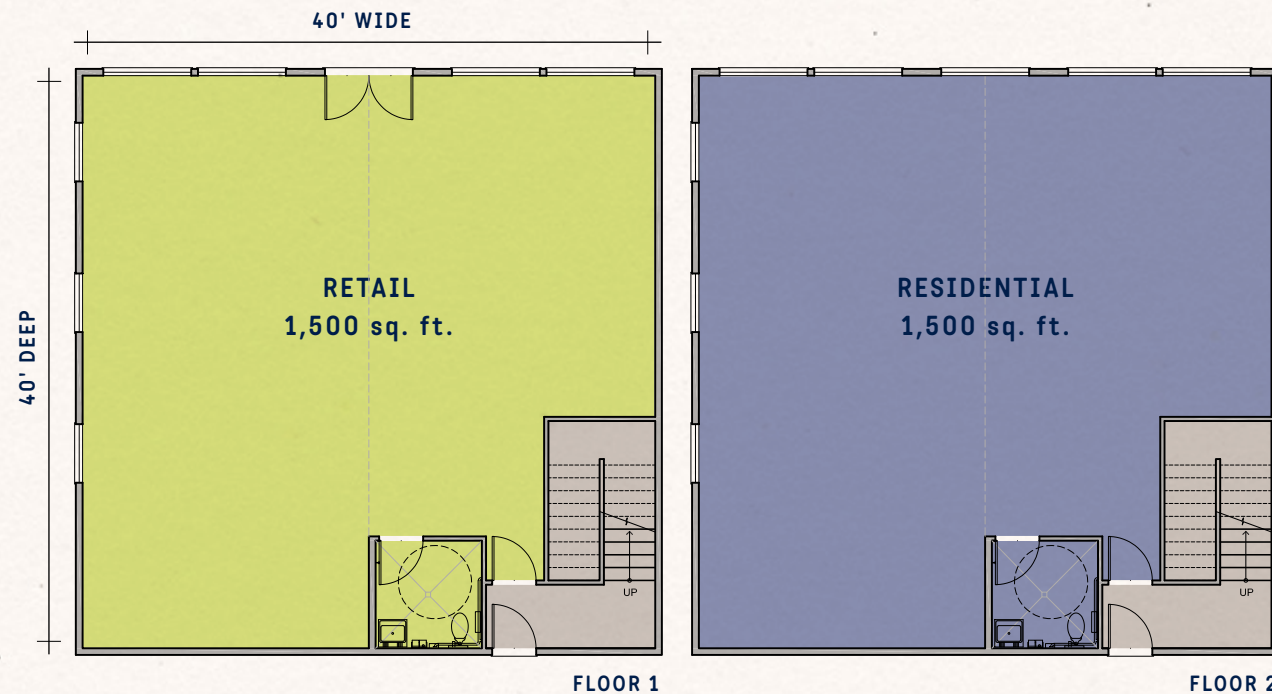


Residential

Two-story configuration with first floor 1,500 sq. ft. retail area and second floor 1,500 sq. ft. of living space with up to two bedrooms. 3,000 sq. ft. of gross leasable space and 200 sq. ft. of common area. Owner may live in or rent out residential area.

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BUILDING OPTION G

## Custom

### SPACE INCLUDES:

-  Retail
-  Office
-  Residential

### You tell us!

Don't see the configuration that works best for you? Let us help you create the space that best fits your needs. **All first floor spaces must be active retail.**

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INDIGO WAY

INDIGO WAY

MERCANTILE STREET

MERCANTILE STREET

COMMUNITY MAP

LOAM LANE

LOAM LANE

HARLEM ROAD

RETAIL BLOCK 4

RETAIL BLOCK 5

FILLING STATION

THE MILL

MIXED USE

COVERED PARKING

COVERED PARKING

COVERED PARKING

2

4

5

8

5

3

4

8

6

7

6

6

3

1

3

7

6

8

7

RESTAURANT

4

8

8

3

4

3

THE BARN

4

BOUTIQUE HOTEL

FARM OPERATIONS

VINEYARD

CHILD CARE

RETAIL BLOCK 3

RETAIL BLOCK 2

RETAIL BLOCK 1

FARM

FARM

GREENHOUSE

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COMMONS

1 Plaza

2 Lawn

3 Dining Patio

4 Amenity Courtyard

5 Pop Up Retail/Dining

6 Rain Garden

7 Bike Trail [8'-0"]

8 Courtyard

Map not to scale. All renderings and images shown are for illustration purposes only, are non-binding and are subject to change. Actual development may vary from developer's vision. No guarantee can be made that development will proceed as described.



# indigo COMMONS



Meristem  
Communities

What if neighborhoods were built for humans rather than cars, capital and corporations? Meristem Communities believes the best places are born when spaces are thoughtfully designed and communities are empowered to care for them. Find your place in one of our Places for People.™

*EQUAL HOUSING OPPORTUNITY. All renderings and images shown are for illustration purposes only, are non-binding and are subject to change. Actual development may vary from developer's vision. No guarantee can be made that development will proceed as described. All square footage is approximate. 2023 © Meristem Communities. All rights reserved.*

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