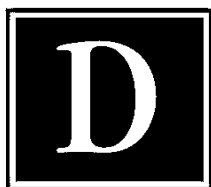


**3.3 Acres
Commercial Land
UTSA Blvd & IH 10
San Antonio, Texas**



DRAKE COMMERCIAL GROUP

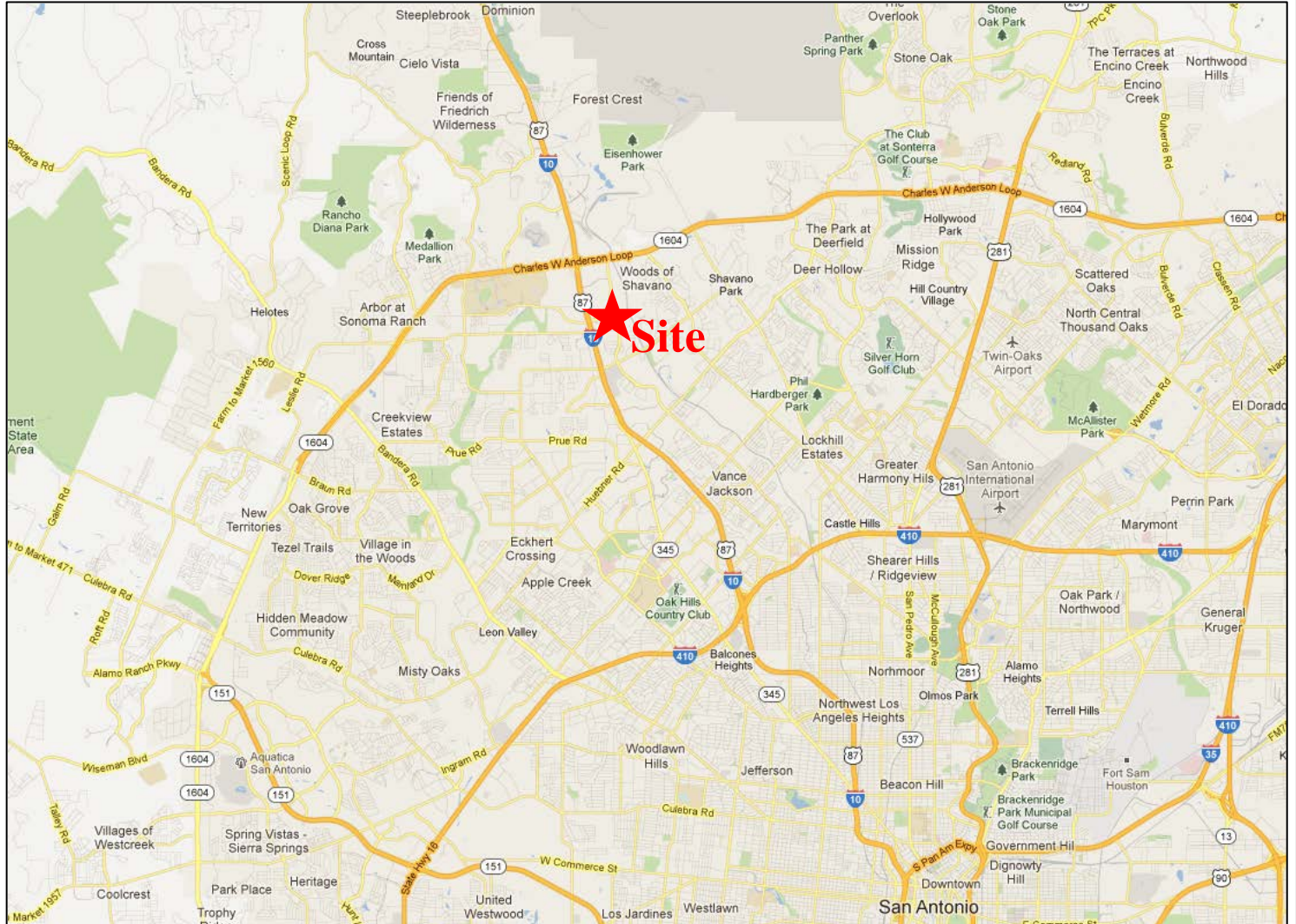
DEBORAH BAUER
TRAVIS BAUER

19310 STONE OAK PKWY, STE. 201
SAN ANTONIO, TEXAS 78258
T: 210.402.6363
F: 210.402.6767
www.drakecommercial.com

* The information in this brochure has been obtained from various sources deemed reliable for presentation purposes only. This information is subject to errors and omissions. If interested in this property, each party should independently verify any and all information.



3.3 Acres UTSA Blvd

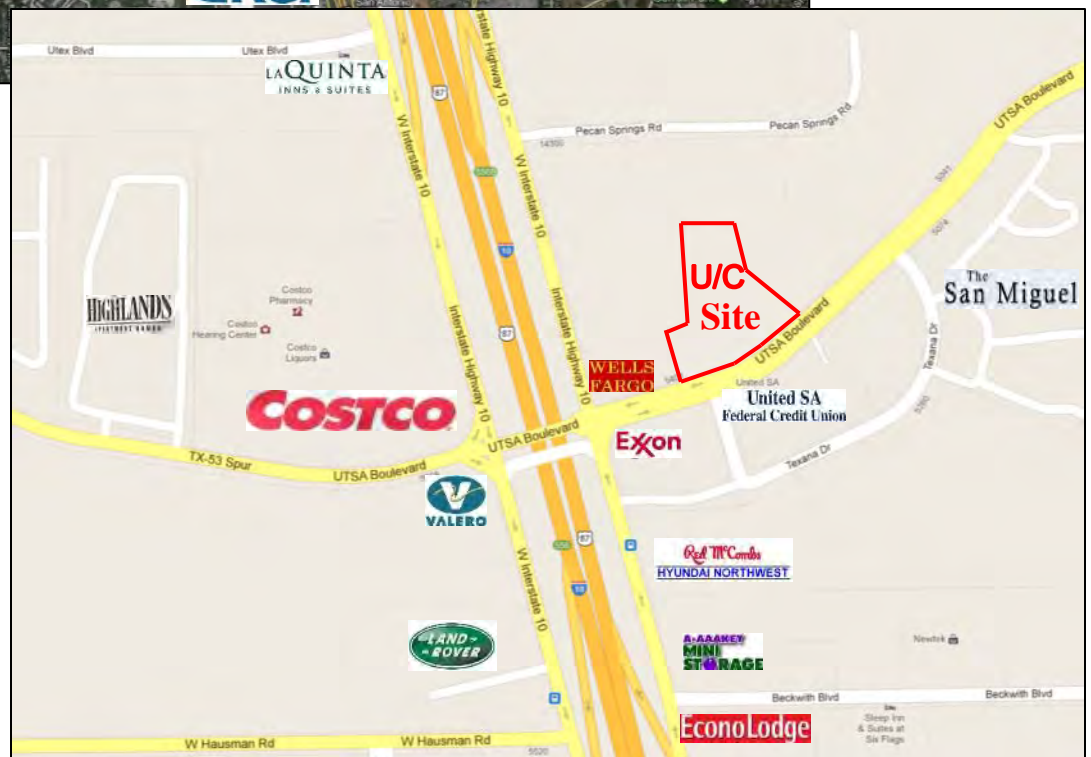
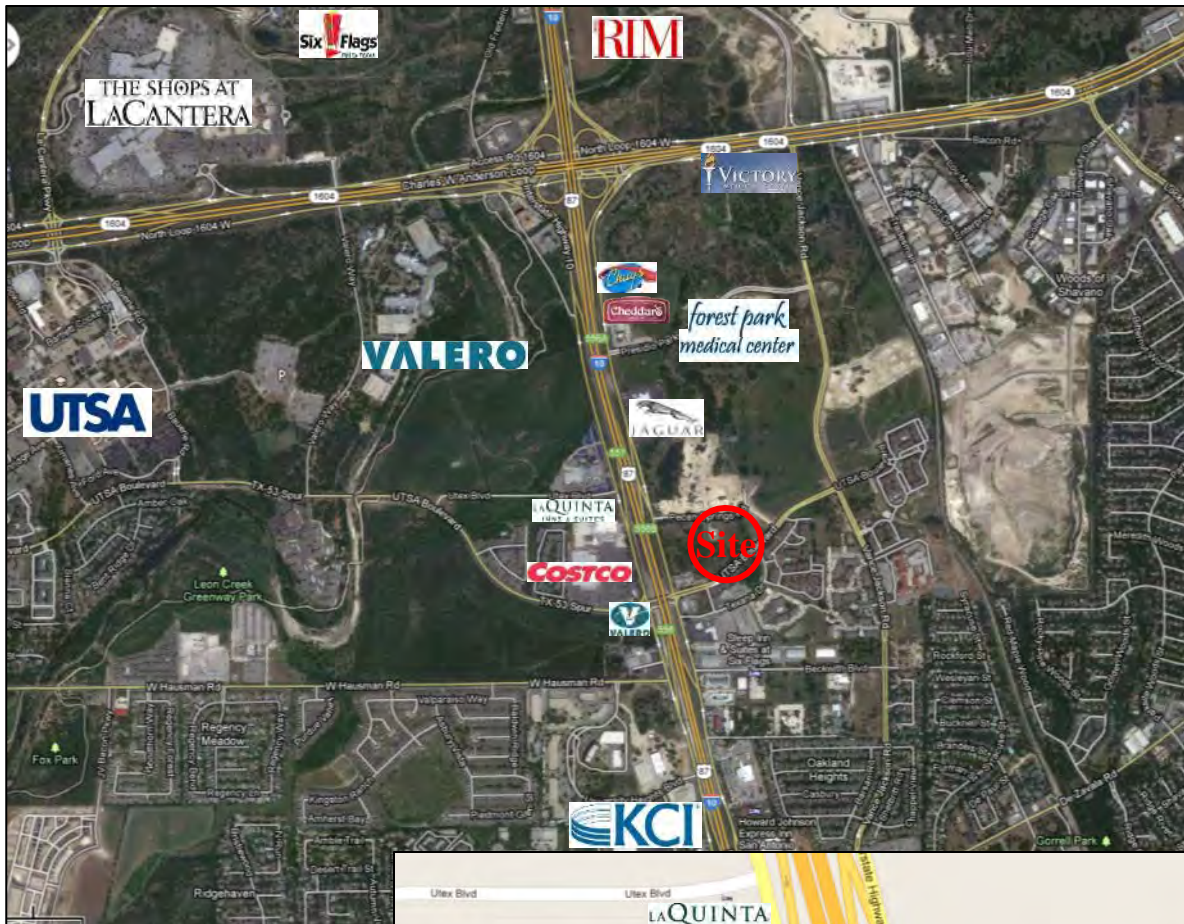


- 3.3 Acres located on UTSA Blvd and IH-10, just south of the IH-10/1604 intersection
- Utilities in place
- Zoned C3
- Located near the future Forest Park Medical Center, UTSA, Valero headquarters, La Cantera and The Rim shopping center
- Ideal for medical, office, hotel, restaurants, and retail

All information regarding this property is from sources deemed reliable; however, Drake Commercial Group makes no warranties or representations as to the accuracy of the sources of information. This information is submitted subject to errors, omissions, change of price, rental or other conditions, prior sales or lease or withdrawal from market without notice.

D Drake Commercial Group

19310 Stone Oak Parkway
 Suite 201
 San Antonio, TX 78258
www.drakecommercial.com



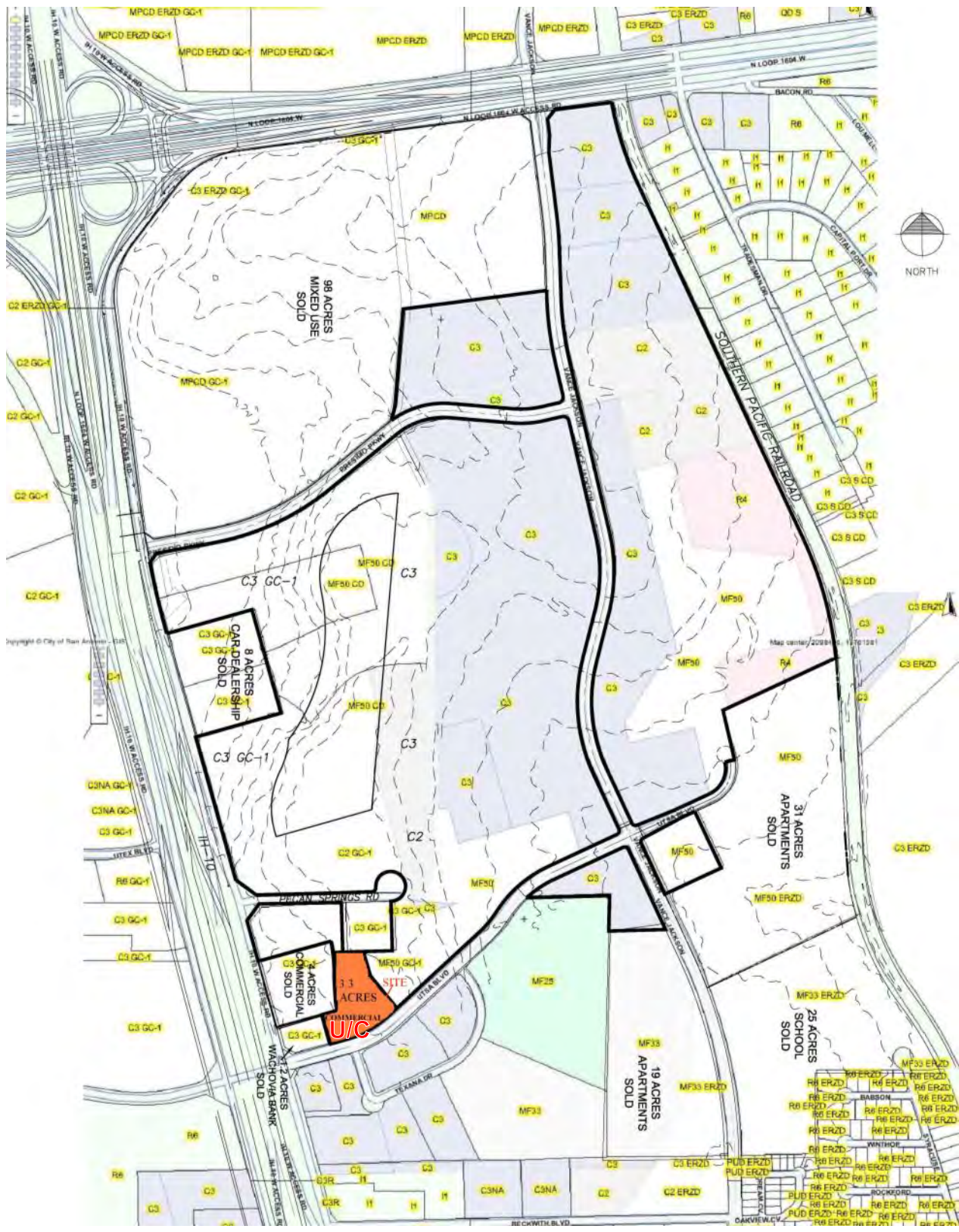
All information regarding this property is from sources deemed reliable; however, Drake Commercial Group makes no warranties or representations as to the accuracy of the sources of information. This information is submitted subject to errors, omissions, change of price, rental or other conditions, prior sales or lease or withdrawal from market without notice.





Drake Commercial Group

19310 Stone Oak Parkway
Suite 201
San Antonio, TX 78258
www.drakecommercial.com



All information regarding this property is from sources deemed reliable; however, Drake Commercial Group makes no warranties or representations as to the accuracy of the sources of information. This information is submitted subject to errors, omissions, change of price, rental or other conditions, prior sales or lease or withdrawal from market without notice.



METES AND BOUNDS DESCRIPTION FOR A 3.300-ACRE TRACT OUT OF THE ANSELMO PRU SURVEY NO. 20, ABSTRACT NO. 574, NEW CITY BLOCK 1525, CITY OF SAN ANTONIO, BEAR COUNTY, TEXAS.

Being a 3,300 acre (143,748 square feet) tract of land out of the Anselmo Pru Survey No. 20, Abstract No. 574, New City Block 1525, City of San Antonio, Bear County, Texas, said 3,300-acre tract also being out of the remaining portion of 304,560 acres conveyed by Galleria Ventures Limited, by Convey Warranty Deed recorded in Volume 8770, Page 808, Official Public Records of Real Property of Bear County, Texas, said 3,300-acre tract being more particularly described as follows with all bearings being referred to North American Datum of 1983, Texas State Plane Coordinate System, South Central Zone:

BEGINNING at a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." on the north Right-of-Way (R.O.W.) lot of UTSA Blvd. (89' R.O.W.), same point also being on the southeast line of said remaining portion of 304,560 acres and at southeast corner of Lot 1, Block 12, New City Block 1525, South Unit 1, 10 Addition, as shown on plat recorded in Volume 9036, Page 146, Deed and Plat Records of Bear County, Texas, for the southeast corner of the herein described tract;

Thence, North 15°42'20" West, departing said R.O.W. line and along the common line of said Lot 1 and the remaining portion of 304,560 acres, a distance of 184.02 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." at the northeast corner of said Lot 1, same point also being on the south line of a 4,000-acre tract recorded in Volume 10088, Page 1198, Official Public Records of Real Property of Bear County, Texas, for the most westerly corner of the herein described tract;

Thence, along the common line of said 4,000-acre tract and remaining portion of 304,560 acres, the following three (3) courses:

North 74°17'31" East, a distance of 62.43 feet to a found 1/2" iron rod with cap stamped "WICKREY PROP. COR." at the southeast corner of said 4,000-acre tract, said point also being at a non-tangent point of curvature of a curve to the right, for a re-entrant corner of the herein described tract;

along said curve to the right, an arc distance of 229.29 feet, with a radius of 1330.00 feet, a central angle of 09°44'58", and a chord bearing and distance of North 91°02'27" West, 238.02 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." at a point of compound curvature with a curve to the left, for a corner of the herein described tract; and

along said curve to the left, an arc distance of 129.42 feet, with a radius of 870.00 feet, a central angle of 07°28'02", and a chord bearing and distance of North 03°31'31" West, 129.33 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." for the northwest corner of the herein described tract;

Thence, North 88°07'58" East, departing said common line, into and across said remaining portion of 304,560 acres, at a distance of 65.01 feet passing the southwest corner of Lot 3, Block 12, New City Block 1525, Dallas Subdivision, as shown on plat recorded in Volume 9098, Page 160, Deed and Plat Records of Bear County, Texas, crossing along the common line of said Lot 3 and remaining portion of 304,560 acres, a total distance of 170.97 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." for the northeast corner of the herein described tract;

Thence, departing said common line, into and across said remaining portion of 304,560-acre tract, the following two (2) courses:

South 18°27'11" East, a distance of 191.38 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." for a corner of the herein described tract; and

South 48°17'19" East, a distance of 255.30 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." on the common line of said remaining portion of 304,560 acres and said R.O.W. line, for the southeast corner of the herein described tract;

Thence, along said common line, the following three (3) courses:

South 47°01'47" West, a distance of 87.35 feet to a set 1/2" iron rod with cap stamped "WICKREY PROP. COR." at a tangent point of curvature of a curve to the right, for a corner of the herein described tract;

along said curve to the right, an arc distance of 312.81 feet, with a radius of 857.00 feet, a central angle of 27°15'44", and a chord bearing and distance of South 00°39'09" West, 300.67 feet to a found 1/2" iron rod with cap stamped "WICKREY PROP. COR." at a corner of the herein described tract; and

South 74°17'31" West, a distance of 87.61 feet to the POINT OF BEGINNING, containing 3,300 acres of 143,748 square feet, more or less.

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

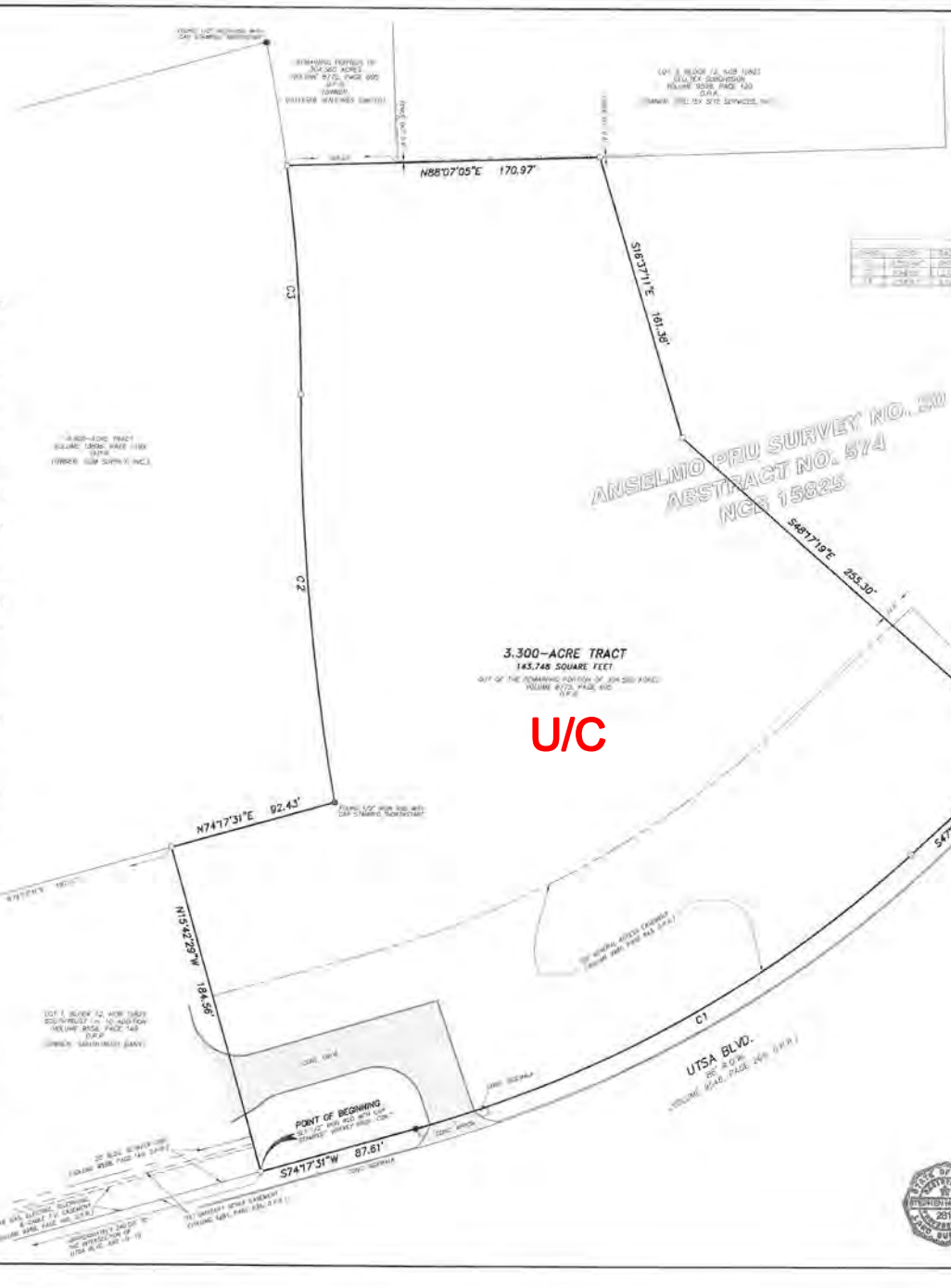
3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS

3.300-ACRE TRACT
143,748 SQUARE FEET
OUT OF THE REMAINING PORTION OF 304,560 ACRES
VOLUME 9725, PAGE 808
OFFICIAL PUBLIC RECORDS OF REAL PROPERTY OF BEAR COUNTY, TEXAS



U/C

NO.	DESCRIPTION	DATE
1
2
3
4
5

- LEGEND**
- POINT 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."
 - POINT 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR." (SEE VOLUME 9725, PAGE 808)
 - 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."
 - 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."
 - 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."
 - 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."
 - 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."
 - 1/2" IRON ROD WITH CAP STAMPED "WICKREY PROP. COR."



I HEREBY CERTIFY THAT THIS SURVEY SUBSTANTIALLY COMPLIES WITH THE CURRENT TEXAS SOCIETY OF PROFESSIONAL SURVEYORS STANDARDS AND SPECIFICATIONS FOR A CATEGORY 1A SURVEY OF A 3.300-ACRE TRACT (143,748 SQUARE FEET) TRACT OUT OF THE REMAINING PORTION OF 304,560 ACRES CONVEYED BY UTSA BLVD., NEW CITY BLOCK 1525, BEAR COUNTY, TEXAS. SAID 3.300-ACRE TRACT ALSO BEING OUT OF THE REMAINING PORTION OF 304,560 ACRES CONVEYED TO GALLERIA VENTURES LIMITED, BY CONVEY WARRANTY DEED RECORDED IN VOLUME 8770, PAGE 808, OFFICIAL PUBLIC RECORDS OF BEAR COUNTY, TEXAS.

STEPHEN W. RIPPE
REGISTERED PROFESSIONAL LAND SURVEYOR
TEXAS REGISTRATION NO. 28111
WICKREY & ASSOCIATES, INC.

DATED 12-8-2019

DATE	DESCRIPTION	REVISION

WICKREY & ASSOCIATES, INC.
CONSULTING ENGINEERS
15402 County Parkway, San Antonio, Texas 78240
Telephone: (210) 494-1971

PREPARED FOR:
GALLERIA VENTURES LIMITED

LAND TITLE SURVEY OF A 3.300-ACRE (143,748 SQUARE FEET) TRACT OUT OF THE REMAINING PORTION OF 304,560 ACRES CONVEYED BY UTSA BLVD., NEW CITY BLOCK 1525, BEAR COUNTY, TEXAS. SAID 3.300-ACRE TRACT ALSO BEING OUT OF THE REMAINING PORTION OF 304,560 ACRES CONVEYED TO GALLERIA VENTURES LIMITED, BY CONVEY WARRANTY DEED RECORDED IN VOLUME 8770, PAGE 808, OFFICIAL PUBLIC RECORDS OF BEAR COUNTY, TEXAS.

11/13/19 11:02:46 AM
SCALE: 1"=100'-0"
DATE: 12/1/2019



Major development slated for prime I-10/Loop 1604 corner



TORENCE WHITE / SAN ANTONIO BUSINESS JOURNAL
Deborah Bauer of Drake Commercial Group LLC and Walt Busby of Galo Properties teamed up to bring more development to one of the few remaining open spaces at Interstate 10 and Loop 1604.



■ **Galo Properties/Fulcrum Development**
What: Locally based development firms
What's new: Recently formed a joint venture to purchase 98.7 acres of land at the southeast corner of Interstate Highway 10 West and Loop 1604 in Northwest San Antonio
What's next: The two firms will jointly develop the land to create an urban village at one of the hottest retail intersections in San Antonio

age from a partnership that included a family owned entity out of Mexico called Galleria Ventures Ltd. and Aventura, Fla.-based retail development firm Turnberry Associates.

Deborah Bauer, president of local real estate firm Drake Commercial Group LLC, represented the Turnberry/Galleria venture in the sale.

It was Turnberry that had turned heads not too long ago when it announced plans to develop the estimated 98 acres into a 1 million square-foot power center called Regal Hills.

Those plans, however, never came to fruition.

Calls to Turnberry were not returned by the Business Journal's press time.

Enter Bauer, who approached Busby about the prospect of his firm buying the acreage.

The whole process took about 45 days — which meant foregoing much of the due-diligence that is often done at the front of a deal, Busby and Braha say.

The trade off: Owning a prime piece of land that has been eyed by developers for years.

While the new project has yet to be christened with a name, one thing is certain: It won't be called Regal Hills.

"We will re-brand it," says Braha, who is a partner in Fulcrum. "This project will be completely different from what Turnberry laid out for the site."

Lay of the land

Where Turnberry's plans had called for a power center — and thus some big-box retailers — Galo and Fulcrum's plans entail a more intimate environment.

Both gentlemen envision a project that will mimic more self-contained, urban areas — albeit at a suburban site.

While the concept is still fairly new in San Antonio, the city's growth will likely



COURTESY OF TBG PARTNERS:LANDSCAPE ARCHITECTURE
Site plan for Galo Properties/Fulcrum Development's planned urban village project at Loop 1604 and Interstate Highway 10 West.

drive demand for more of these projects — as commuters find it increasingly difficult to travel from one side of town to the other without getting mired in traffic, Busby and Braha say.

"It's about quality of life now — what your time is worth," Braha adds.

As for how the project will come together, Busby and Braha envision a project that is propelled by the other uses first.

"The plan is to start with the office and the hotel development," Braha says. "The retail will complement that."

One of the key pieces of the project will be a five-star hotel, Busby and Braha say. A second hotel will be geared toward business travelers, they add.

And even now, with Braha and Busby about a week into the project, eyes are already on their site — including some heavy interest from potential office users.

That phenomenon comes as little surprise to Busby, who points out that I-10 has always been one of the city's primary office corridors.

For years, much of that office development was concentrated around the I-10/Loop 410 interchange, notes Drake Commercial's Bauer. But with housing development continuing to move north, the Loop 1604/I-10 intersection is emerging as the key office hub, she adds.

It's about time

As for the remaining 300 acres that Galleria owns, Bauer says that her client is looking at a range of uses — from hotels, to retail, to office, to high-rise luxury condominiums.

Like Busby and Braha, Bauer says that Galleria envisions a project where people would stay a while.

And little by little, says Bauer, the project is starting to take shape. Prior to the Galo/Fulcrum land deal, Bauer represented Galleria in the sale of 30 acres out of the remaining 300 to San Antonio multifamily development firm The Lynd Co.

"We are finally seeing the vision come to fruition," Bauer says.

"Everybody has been looking at this corner for 20 years," says Busby of the Galo/Fulcrum tract.

Over that time, significant developments have sprung up all around their site — including The Rim, La Cantera, Valero and the University of Texas at San Antonio.

"(Our) site screams, 'Do something with me!'" Busby adds.

That time, say Busby and Braha, is now.

"Now it's in the hands of real deal makers," Busby says.

"We are committed to the project," Braha adds. "This should be a truly first-class, landmark development. The city deserves it."

Take two

Galo and Fulcrum purchased the acre-

Victory Healthcare planning medical complex in Alamo City

Project will be anchored by a surgical hospital

Premium content from Date: Friday, September 30, 2011, 5:00am CDT

W. Scott Bailey Reporter - *San Antonio Business Journal*



RENDERING COURTESY OF VICTORY HEALTHCARE / MEDISTAR CORP.

Victory Healthcare plans to build a new hospital as part of a larger medical-complex project, dubbed Victory Medical Center, on the city's Northwest Side.

Victory Healthcare says it plans to break ground in January on a new hospital that will be part of a larger medical complex located at Interstate Highway 10 and Loop 1604 on San Antonio's Northwest Side.

The new complex, including the Victory Medical Center hospital, is slated to be developed on prime real estate — a 100-acre site named The Landmark that is located at the crossroads of two of San Antonio's more traversed freeways.

The Landmark site has been eyed for a variety of potential uses over the years, including big-box retail and hotel development.

"We wanted to create something unique," says Victory Healthcare Chairman and CEO **Robert Helms** about the planned San Antonio development. "We believe that's what we've done."

Victory Healthcare's expansion plans could give San Antonio's multibillion-dollar health care and bioscience industry another shot in the arm.

It could also spur the creation of another hub of health care activity in the Alamo City — this one only minutes from the South Texas Medical Center.

Victory Healthcare officials say Houston-based Medistar Corp. will develop the 95,000-square-foot, four-story structure that will house the new hospital and high-end medical office space.

Helms says the hospital will take about 65,000 square feet of the new medical building, which will cost up to \$49 million to develop — including land and equipment.

Victory and Medistar will co-own the project.

Victory Healthcare is a Houston-based company that currently operates multiple surgical hospitals in Texas specializing in complex spine and orthopaedic procedures.

The San Antonio hospital will follow that model.

Helms, who founded Victory Healthcare in 2009, has about 40 years of experience in the health care industry.

"This is not my first rodeo," he says.

The company operates two hospitals in Houston and is in the process of negotiating leases for additional facilities in Beaumont and Plano.

Helms says the San Antonio hospital will have between 25 and 30 beds and about six operating rooms. The facility also will have two special procedure rooms.

GHEP PLLC, a Houston-based, physician-owned emergency medicine practice, will own and manage a 14,000-square-foot emergency center in the Victory building.

That emergency center will serve the Northwest Side medical complex and the surrounding area.

An imaging lab and pharmacy are also planned for the building.

Helms says it will take about 12 months to complete the project.

Medistar, which also has its headquarters in Houston, brings plenty of experience to the table, having designed and developed medical facilities across the United States. The company has developed some non-medical projects as well, and lists among its credits the San Antonio Spurs' training facility, located near the South Texas Medical Center.

"The market is very strong and there is a need for more facilities," says Medistar CEO **Monzer Hourani**, when asked what attracted the company to San Antonio.

Victory Healthcare says its new San Antonio hospital will be equipped to accommodate endoscopic neurosurgical procedures — minimally invasive surgeries that often result in reduced recovery periods and shorter hospitalizations for patients.

Victory hospitals also specialize in comprehensive fusion surgeries and bariatric procedures.

In a related move, Victory Healthcare is renaming its existing Innova Hospital-San Antonio, located on the city's Southeast Side, to reflect the Victory brand.

Critical mass

Helms says his company has acquired about 10 of the 100 acres at the Landmark site.

The company plans to construct the hospital building on about six of those acres and has set aside the remaining land for a second phase of the medical complex — a 100,000-square-foot building that would house additional medical offices and an ambulatory surgical center.

That second phase is contingent upon additional interest from the San Antonio medical community in the Landmark area. Helms says that shouldn't be a problem.

"It's a fantastic location in a growing part of the city," says Helms about the Landmark site.

"We think that (second phase) can happen pretty quickly. We'd like to see that completed at the same time (as the hospital)," Helms adds.

"We've done our homework and believe this is an under-served area," says **Robert Garcia**, vice president of business development for Victory Healthcare.

In fact, Garcia says Victory Healthcare has received inquiries from parties in the medical industry who are interested in the company's plans for the Landmark site.

He says Victory didn't want to address that interest until the company had all of its ducks in a row.

"We're ready," he says.

NAI REOC San Antonio Vice President **Carl Bohn**, who has a strong grasp of the local health care landscape when it comes to real estate, believes the Victory Hospital project will ignite more activity along the IH-10 corridor.

"In the past, there has been significant health care interest in the Loop 1604/I-10 intersection," Bohn explains. But until now, he says no anchor group has come forward with a bricks-and-mortar plan for the area.

Bohn says he believes that Victory Healthcare's plan could create the "critical mass" of medical services needed to attract more related activity.

"There is a great possibility that this will attract other projects," Hourani says. "The location is superior, perhaps the best in the city."

In the short-term, he says, it should create hundreds of construction-related jobs at a time when any employment gains are welcomed.

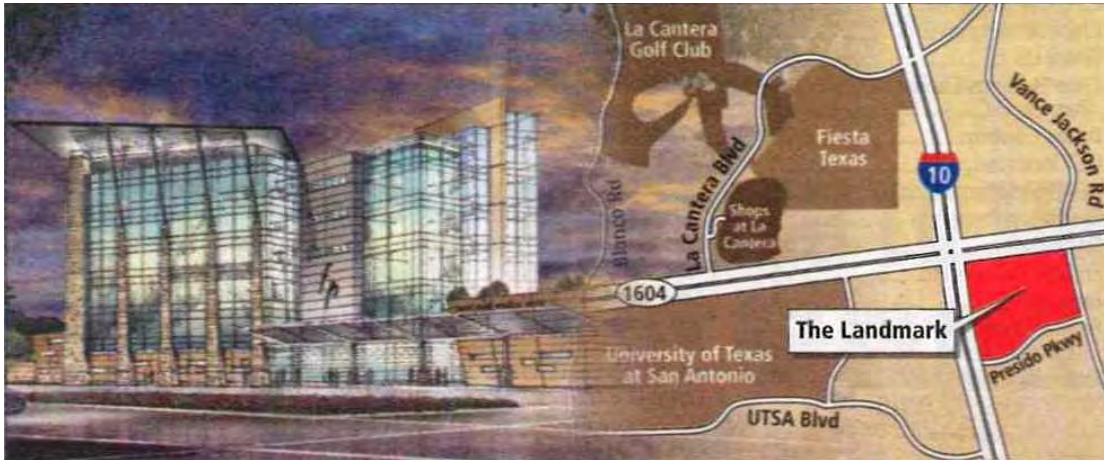
"Every project counts at a time like this," he says.

Alamo City eyed for yet another hospital

Medical complex will cost up to \$90 million to build

Premium content from San Antonio Business Journal by W. Scott Bailey, Reporter/Project Coordinator

Date: Friday, October 21, 2011, 5:00am CDT



A roughly 145,000-square-foot hospital will anchor the planned Forest Park Medical Center on the Northwest Side.

Vibrant Healthcare Management LLC, a Dallas-based company, is spearheading the development of a new medical complex on San Antonio's Northwest Side that will include a 145,000-square-foot, acute-care hospital and an 84,000-square-foot medical office building.

The complex, dubbed the Forest Park Medical Center San Antonio, will be constructed on undeveloped land near Interstate Highway 10 and Loop 1604, in the same area where a separate hospital development is planned.

"Texas has done well despite the recession," says Dr. **Richard Toussaint**, co-founder of Forest Park Medical Center Dallas, the model upon which the Alamo City project is based. "San Antonio has done better than most cities in Texas. It's a growing community with a robust local economy, and we wanted to be responsive to the needs in that community."

If the projects slated for the IH-10/Loop 1604 area are completed as planned, those investments could spur the creation of a new health care hub in the nation's seventh largest city. And that could further fuel the expansion of a multibillion-dollar health care industry that is already San Antonio's chief economic driver.

The Forest Park Medical Center San Antonio complex will be located on a portion of a 100-acre tract that is being marketed as The Landmark, and it will be anchored by the multi-story hospital, which could have as many as 60-plus inpatient beds — including 10 intensive care beds and 14 VIP suites.

The hospital will also house a dozen operating rooms, as well as a 24-hour emergency department, pharmacy, imaging services, lab space and a blood bank.

The total cost of the medical center project, which will include an 800-space parking structure, is expected to reach as high as \$90 million, according to **Alan Beauchamp**, managing partner for Vibrant Healthcare. He says construction is slated to begin during the first quarter of next year.

Changing landscape

Physician-controlled Forest Park Medical Center has tapped Vibrant Healthcare to help expand its brand and to manage its facilities. Vibrant also serves as the project manager for Forest Park's health care developments.

The Neal Richards Group, a Dallas-based real-estate development firm, will oversee the construction of the Forest Park Medical Center San Antonio project. Beauchamp says similar projects are also planned for other Texas cities, including Austin and Fort Worth.

The Forest Park model is based on physician investors having a majority ownership in the hospitals. San Antonio-area physicians will likely have at least a 70 percent stake in the Alamo City hospital, which will offer general surgical and specialty services, including craniofacial, plastic and reconstructive surgeries.

“What we are doing is developing hospitals in which physicians still have a say in the delivery of health care,” Toussaint explains. He says federal health care reform “changed the landscape” by preventing physicians from referring Medicare and Medicaid patients to hospitals in which they have an ownership stake. However, the Forest Park hospital in San Antonio will be able to treat Medicare patients not referred by their physician investors.

Those physician investors will be able to refer private-pay patients, or those who have their own health insurance, to the Forest Park hospital.

“We truly believe there is a need for a physician-owned model,” says Beauchamp. “We believe outcomes are better, costs are lower and length of stay (for patients) is shorter. We started looking at other markets for this model and San Antonio is certainly a growing area.”

In fact, Beauchamp says there is strong interest among San Antonio-area physicians in the Forest Park project, which he stresses has “really been physician driven.”

Fantastic location

Late last month, the Business Journal reported that Victory Healthcare, a Houston-based firm, plans to break ground in January on Victory Medical Center, which will also be located within The Landmark and will include a hospital.

“It’s a fantastic location in a growing part of the city,” says **Robert Helms**, chairman and CEO of Victory Healthcare, about the site where his company plans to operate a 30-bed hospital specializing in complex spine and orthopaedic procedures.

Over the last several years, health care companies and organizations have followed the migration of people further north and west in San Antonio. The Stone Oak area in far North Central San Antonio, for example, has attracted multiple hospitals and other medical development.

The area where Victory and Vibrant plan to establish medical complexes is located about halfway between Stone Oak and the South Texas Medical Center.

NAI REOC San Antonio Vice President **Carl Bohn**, who has a keen understanding of the local health care landscape, says there has been “significant” interest from the health care industry in the IH-10/Loop 1604 area.

He says the real estate around the IH-10/Loop 1604 interchange could become a hub for “specialty care,” attracting still more investors.

“We’ve done our homework and believe this is an under-served area,” says **Robert Garcia**, vice president of business development for Victory Healthcare.

“They will be a competitor of ours,” says Beauchamp about the Victory project. “But I’m a firm believer that competition is always a good thing.”

Population Change	1-mi.	3-mi.	5-mi.
Total: Employees (NAICS)	n/a	n/a	n/a
Total: Establishments (NAICS)	n/a	n/a	n/a
2012 Total Population	5,879	69,515	211,962
2012 Households	2,722	27,414	86,368
Population Change 2010-2012	34	2,573	9,057
Household Change 2010-2012	-124	192	991
% Population Change 2010-2012	0.58%	3.84%	4.46%
% Household Change 2010-2012	-4.36%	0.71%	1.16%
Population Change 2000-2012	2,537	20,571	60,267
Household Change 2000-2012	1,441	7,953	23,038
% Population Change 2000 to 2012	75.91%	42.03%	39.73%
% Household Change 2000 to 2012	112.49%	40.87%	36.38%
Housing	1-mi.	3-mi.	5-mi.
2000 Housing Units	1,336	20,795	67,678
2000 Occupied Housing Units	1,282	19,460	63,330
2000 Owner Occupied Housing Units	1,086	11,216	32,528
2000 Renter Occupied Housing Units	196	8,244	30,802
2000 Vacant Housings Units	55	1,335	4,349
% 2000 Occupied Housing Units	95.96%	93.58%	93.58%
% 2000 Owner occupied housing units	84.71%	57.64%	51.36%
% 2000 Renter occupied housing units	15.29%	42.36%	48.64%
% 2000 Vacant housing units	4.12%	6.42%	6.43%
Income	1-mi.	3-mi.	5-mi.
2012 Household Income: Median	\$58,765	\$54,020	\$58,046
2012 Household Income: Average	\$70,898	\$76,826	\$80,900
2012 Per Capita Income	\$32,826	\$31,925	\$33,683
2012 Household income: Less than \$10,000	403	2,841	6,953
2012 Household income: \$10,000 to \$14,999	118	1,598	3,936
2012 Household income: \$15,000 to \$19,999	15	988	3,158
2012 Household income: \$20,000 to \$24,999	55	1,174	4,073
2012 Household income: \$25,000 to \$29,999	105	1,515	4,389
2012 Household income: \$30,000 to \$34,999	278	1,537	4,612
2012 Household income: \$35,000 to \$39,999	56	1,347	3,872
2012 Household income: \$40,000 to \$44,999	154	1,220	4,082
2012 Household income: \$45,000 to \$49,999	42	879	3,268
2012 Household income: \$50,000 to \$59,999	154	1,512	6,016

2012 Household income: \$60,000 to \$74,999	325	2,628	7,950
2012 Household income: \$75,000 to \$99,999	446	3,491	10,653
2012 Household income: \$100,000 to \$124,999	168	2,350	8,287
2012 Household income: \$125,000 to \$149,999	212	1,490	5,385
2012 Household income: \$150,000 to \$199,999	108	1,361	4,957
2012 Household income: \$200,000 or more	83	1,483	4,777
% 2012 Household income: Less than \$10,000	14.81%	10.36%	8.05%
% 2012 Household income: \$10,000 to \$14,999	4.34%	5.83%	4.56%
% 2012 Household income: \$15,000 to \$19,999	0.55%	3.60%	3.66%
% 2012 Household income: \$20,000 to \$24,999	2.02%	4.28%	4.72%
% 2012 Household income: \$25,000 to \$29,999	3.86%	5.53%	5.08%
% 2012 Household income: \$30,000 to \$34,999	10.21%	5.61%	5.34%
% 2012 Household income: \$35,000 to \$39,999	2.06%	4.91%	4.48%
% 2012 Household income: \$40,000 to \$44,999	5.66%	4.45%	4.73%
% 2012 Household income: \$45,000 to \$49,999	1.54%	3.21%	3.78%
% 2012 Household income: \$50,000 to \$59,999	5.66%	5.52%	6.97%
% 2012 Household income: \$60,000 to \$74,999	11.94%	9.59%	9.20%
% 2012 Household income: \$75,000 to \$99,999	16.39%	12.73%	12.33%
% 2012 Household income: \$100,000 to \$124,999	6.17%	8.57%	9.59%
% 2012 Household income: \$125,000 to \$149,999	7.79%	5.44%	6.23%
% 2012 Household income: \$150,000 to \$199,999	3.97%	4.96%	5.74%
% 2012 Household income: \$200,000 or more	3.05%	5.41%	5.53%

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

Information About Brokerage Services

Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner's agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer's agent represents the buyer. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

IF THE BROKER REPRESENTS THE OWNER:

The broker becomes the owner's agent by entering into an agreement with the owner, usually through a written listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner's agent anything the buyer would not want the owner to know because an owner's agent must disclose to the owner any material information known to the agent.

IF THE BROKER REPRESENTS THE BUYER:

The broker becomes the buyer's agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer's agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer's agent anything the owner would not want the buyer to know because a buyer's agent must disclose to the buyer any material information known to the agent.

IF THE BROKER ACTS AS AN INTERMEDIARY:

A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License

Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

- (1) shall treat all parties honestly;
- (2) may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;
- (3) may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
- (4) may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties' consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

If you choose to have a broker represent you,

you should enter into a written agreement with the broker that clearly establishes the broker's obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee's records.

Buyer, Seller, Landlord or Tenant

Date

Texas Real Estate Brokers and Salespersons are licensed and regulated by the Texas Real Estate Commission (TREC). If you have a question or complaint regarding a real estate licensee, you should contact TREC at P.O. Box 12188, Austin, Texas 78711-2188 or 512-465-3960.

