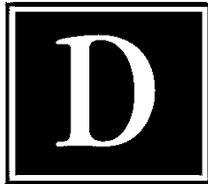


**33+/- Acres Commercial Land
U.S. Highway 90
San Antonio, Texas**



DRAKE COMMERCIAL GROUP

DEBORAH BAUER
TRAVIS BAUER

4630 N LOOP 1604 W, STE. 510
SAN ANTONIO, TEXAS 78249
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.



Drake Commercial Group

4630 N Loop 1604 W
Suite 510
San Antonio, TX 78249
www.drakecommercial.com



- 33 +/- Acres of commercial land located on the southwest corner of Highway 90 and Highway 211
- 100,000 jobs on the ground today within 15 minute drive
- \$17,500 per acre
- Minutes from The Golf Club of Texas
- Out of city limits-ETJ

For more information please contact Deborah Bauer or Travis Bauer
210.402.6363

deborah@drakecommercial.com – travis@drakecommercial.com

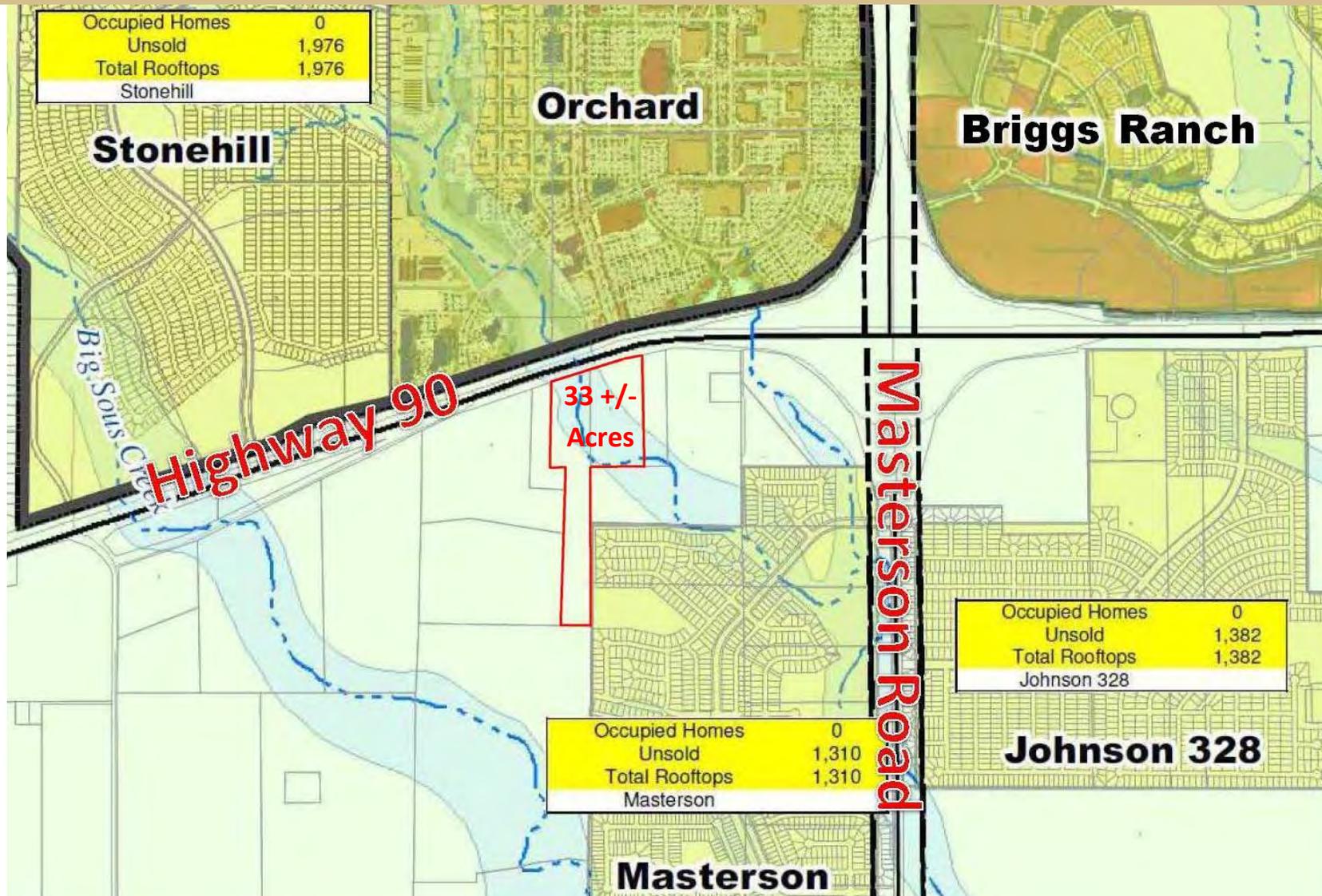


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West San Antonio Employment

- San Antonio is home to several large corporations, and several companies are planning new facilities. West San Antonio is conveniently located to many of the employment centers in west San Antonio.
 - **Employment centers within 15 minutes of The Orchard (approximately 100,000 employees are at work within a 15 minute drive of The Orchard)**
 - Toyota (Manufacturing Plant)
 - Westover Hills (Major Business Employment Center)
 - South Texas Medical Center
 - Kelly USA
 - Lackland AFB
 - Microsoft
 - Citicorp
 - Capital Group Companies
 - Downtown San Antonio (18 minutes)
 - Future Methodist Hospital
 - Christus Santa Rosa Hospital
 - Future Baptist Hospital
 - Blue Skies of Texas
 - **Major Corporate Headquarters located in San Antonio:**
 - H.E.B. Food Stores
 - USAA
 - AT&T Southwest Research Institute
 - Valero Energy
 - West Teleservices
 - Frost National Bank
 - Kinetic Concepts, Inc.
 - Harcourt Assessment, Inc.
 - Martin Marietta Materials SW, Inc.
 - Zachry Construction Company
 - Clear Channel Communications
 - HOLT CAT
 - Tesoro Petroleum Company
 - **Military Labor Force / Employment**
 - Homeland Security / National Agro / Bio-Defense Facility (NABF) (New)
 - Randolph AFB
 - Fort Sam Houston
 - Brooks City-Base
 - Lackland AFB

San Antonio home sales break new record in 2017

By Richard Webner - *San Antonio Express-News* staff writer

January 16, 2018



Photo: William Luther /San Antonio Express-News

San Antonio's growing economy propelled the local housing market to another record sales year in 2017, but the supply of homes on the market remains extremely tight.

San Antonio's growing economy propelled the local housing market to another record sales year in 2017, but the supply of homes on the market remains extremely tight.

Home sales in the San Antonio-New Braunfels metro area increased by 3.8 percent in 2017 to a record 30,715, up from 29,596 in 2016, according to data released Tuesday from the San Antonio Board of Realtors.

The price of a home in the local area continued to rise at a steady clip. The median sales price climbed 4.9 percent to a record high of \$214,300, up from \$204,300 the year before. High demand, a labor shortage and rising construction costs are driving up prices, experts say

H-E-B buys 46 acres on West Side

By Richard Webner, Staff Writer

October 12, 2015



H-E-B has expanded its local real estate portfolio, buying about 46 acres of vacant land on the West Side near Lackland AFB's Medina annex.

Deeds filed with Bexar County show the grocery chain has bought a cluster of properties near the intersection of U.S. 90 and Loop 1604 from three Kansas-based partnerships.

The properties are in a fast-growing area where many new developments have popped up over the past decade. They're also far from any grocery store — about 3 miles south of an H-E-B Plus on Potranco Road and 3 miles southwest of another on Marbach Road. The nearest Walmart, also on Marbach Road, is more than 2 miles away, while another is near the Potranco H-E-B.

An H-E-B spokeswoman declined to comment on the property.

The transaction marks the San Antonio-based grocery chain's first land purchase since early last month, when it bought about 61 acres on the Northeast Side near the intersection of Loop 1604 and Interstate 10 East — another property that is miles from the nearest Walmart or H-E-B — from Arizona-based NSHE TX Panaque LLC.

EXCLUSIVE: Microsoft buys nearly 160 acres in far West San Antonio for data center development

Dec. 16, 2015



CARLOS JAVIER SANCHEZ / SAN ANTONIO BUSINESS JOURNAL

TRTF Chairman Jim Dublin, left, and President York Duncan said the sale of more Texas Research Park land will help fund more early-stage bioscience companies in San Antonio.

Microsoft Corp. has bought 158 acres of Texas Research Park real estate controlled by the **Texas Research & Technology Foundation**. TRTF officials said the company plans to develop one of the largest data centers in the country at the far West San Antonio site.

While terms of the deal were not disclosed, the transaction is expected to provide a significant kick-start to TRTF's broader plan to use proceeds from selling research park acreage to support the development of more early-stage biotech companies in the Alamo City.

TRTF President [York Duncan](#), who confirmed closing the deal with Microsoft (Nasdaq: MSFT), characterized the value of the transaction as "substantial."

Duncan said it was a "great deal for Microsoft and a great deal for the Texas Research Park."

First American Commercial Property Group Partner [Brodie Lawry](#) and [Dale Kane](#) brokered the deal on behalf of TRTF.

Duncan said Redmond, Washington-based Microsoft plans to break ground in January 2016 on an eight-building data center development encompassing roughly 1.2 to 1.3 million square feet. Construction will consist of four phases stretched out over a five-year period. Work is expected to create as many as 900 construction jobs.

[The Business Journal reported in September](#) that Microsoft was scouting real estate in San Antonio and had its eye on acreage at the research park. The technology company had been considering multiple cities, and San Antonio had been in the running since 2013, when Duncan and San Antonio Economic Development Foundation Executive Vice President of Business Recruitment [Tom Long](#) responded to a request for information from Microsoft.

TRTF officials told the Business Journal in October that the organization's leadership had determined the best use for the Texas Research Park was to sell the real estate and use that revenue to help grow San Antonio's bioscience assets. Duncan said that after Microsoft's purchase, there is still 450 acres available.

"The land has only increased in value," TRTF Chairman [Jim Dublin](#) said. "We believe we will be able to sell all of these properties in the park for somewhere between \$40 million and \$60 million."

The plan, Dublin said, is to sell the balance of real estate over five years, if not sooner, and to create a perpetual fund to support early-stage companies.

"This reinforces that the park is a big contender for additional data centers and other economic development activity," Duncan said. "We will huddle up after

the first of the year about how we can continue to monetize the property and set up an endowment.”

And once Microsoft gets to work, Duncan expects the remaining land will attract more interest among prospective data center tenants.

"Microsoft knows that once they're operational, there should be more of that type of activity," Duncan said of positioning the available property for more data center sites. He said that a strong corporate presence like Microsoft will draw "additional development."

Tom and Nancy Pawel, along with Concord Oil Co., donated more than 1,500 acres in 1986 that led to the creation of the Texas Research & Technology Foundation and the Texas Research Park. Duncan said without that gift nearly 30 years ago, TRTF would not exist.



Katie Burke

Reporter- *San Antonio Business Journal*

SUBSCRIBER CONTENT: May 22, 2015, 5:00am CDT

West San Antonio is becoming the new land of opportunity

For the past few decades, many viewed the West Side as a wide expanse of open land devoid of a compelling draw. And, to be sure, it was that for a long time. Until now.

Bit by bit, developers are seeing the open land as San Antonio's next area of opportunity. Brass Real Estate Funds, in partnership with Convergence Communities, will be the latest.

The two recently purchased 880 acres of land bordered by Texas Highway 211 and US 90 — a contiguous plot of land that will serve as the future site of a master-planned community. They purchased the tracts from an owners represented by [Deborah Bauer](#) of **Drake Commercial Group**, who, for the past nine years, has been working to sell bits and pieces of the land, which initially spanned about 1,100 acres.

"This sale is a significant part of the West Side's development, and it is very exciting to see the market has come back," Bauer said. "the residential price range is climbing, and we're seeing success in the marketplace with homes priced at \$275,000 and above."

The proposed master-plan community, which will sit near the Briggs Ranch Golf Course, will fit into the price range perfectly. The two firms are looking to build homes priced in the \$230,000 to \$700,000 range. Plans are currently being finalized, but the community will likely include an estimated 2,000 to 3,000 single-family homes and multiple apartment structures — adding up to about 600 to 900 units.

[Rick Rodriguez](#), the CEO and founder of Brass Real Estate Funds, said construction for the community will start in about a year, and that it will be "at the higher end of the market."

"We're hoping to grow in residential, and (in addition to the 880 acres) have owned land already out there for multifamily that we had bought many years ago," he said, adding that the firm had been sitting on that land until the golf course opened. "This is where all of the growth is, and when you drive out in that direction, the majority of new lots and houses are moving out in that direction."

You know what they say about retail following rooftops. Bauer said that with all of the housing activity in the area, we should see commercial activity come to fruition soon.

So what's on the short list?

"We would love to see some sort of home improvement store, grocer, gas station, restaurants, drive thrus, medical centers, banks ... there is a tremendous need for this area but it just hasn't secured those commercial users as of yet."

Rodriguez agrees. He added that he is working with some retail developers now and that he is in the planning stages for retail adjacent to the 880-acre site. Along with the space available within the community, Bauer said there is still about 93 acres left that she is marketing to those commercial users.

While it is still too early to tell which tenants will be filling the retail component of the community, Rodriguez said that "it's not a matter of if there is going to be retail, it is a matter of who."



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:
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o 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
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Buyer/Tenant/Seller/Landlord Initials Date