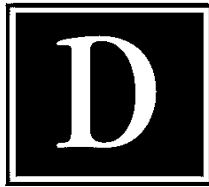


**23914 Alpine Lodge
Residential Lot
San Antonio, Texas**

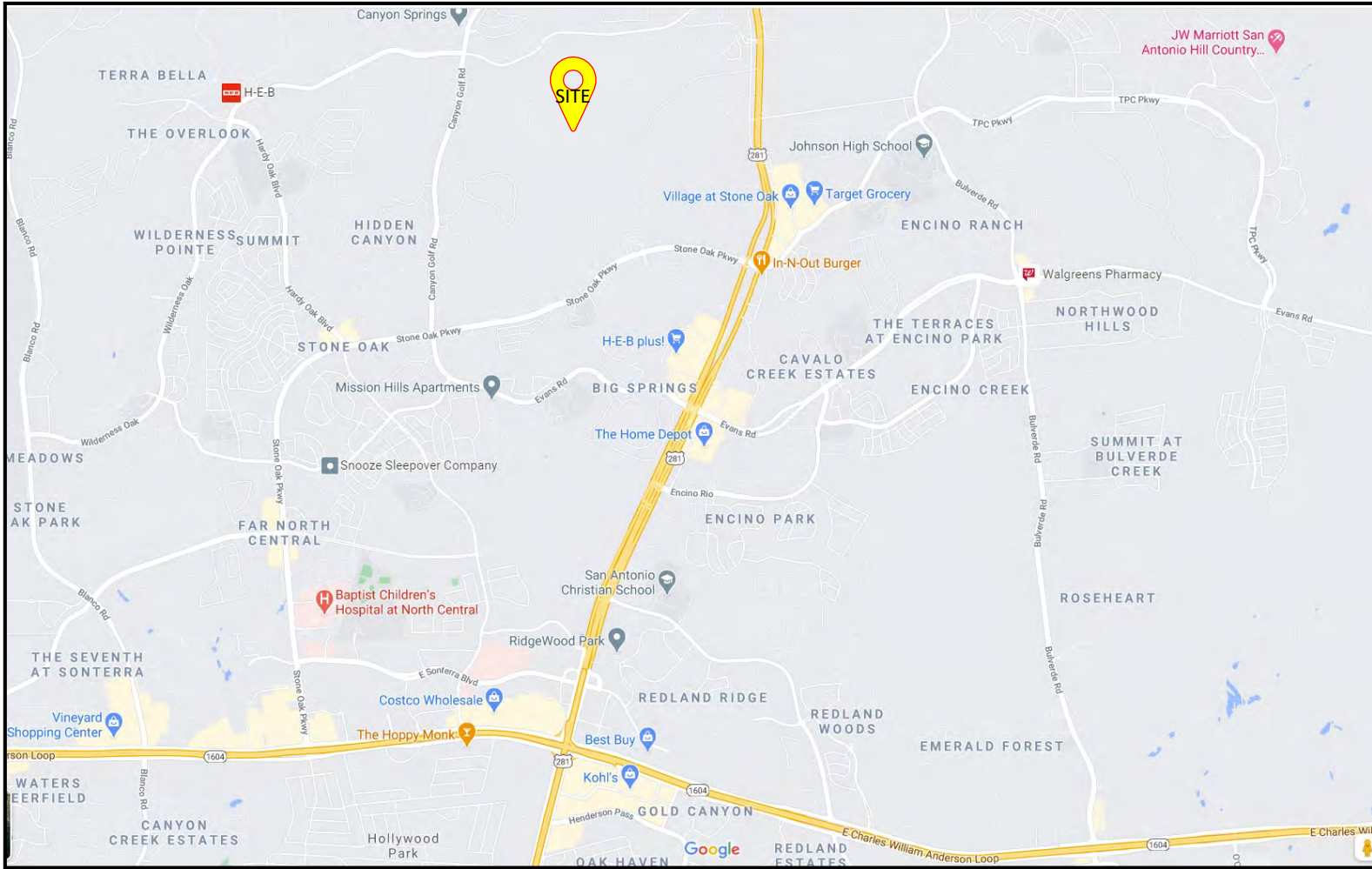


DRAKE COMMERCIAL GROUP

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F: 210.402.6767
www.drakecommercial.com

23914 Alpine Lodge



- Lot located in the Mountain Lodge subdivision, just north of Stone Oak Parkway off Highway 281
- Lot approximately .2299 acre (per Bexar County Appraisal District)
- Downtown City Views
- Utilities available to lots
- Northeast ISD - Tuscany Heights Elementary, Bush Middle School, and Reagan High School
- No city taxes
- Prospective buyers should retain an independent engineer to verify location, accessibility, and capacity of all utilities. This property is located over the Edwards Aquifer.



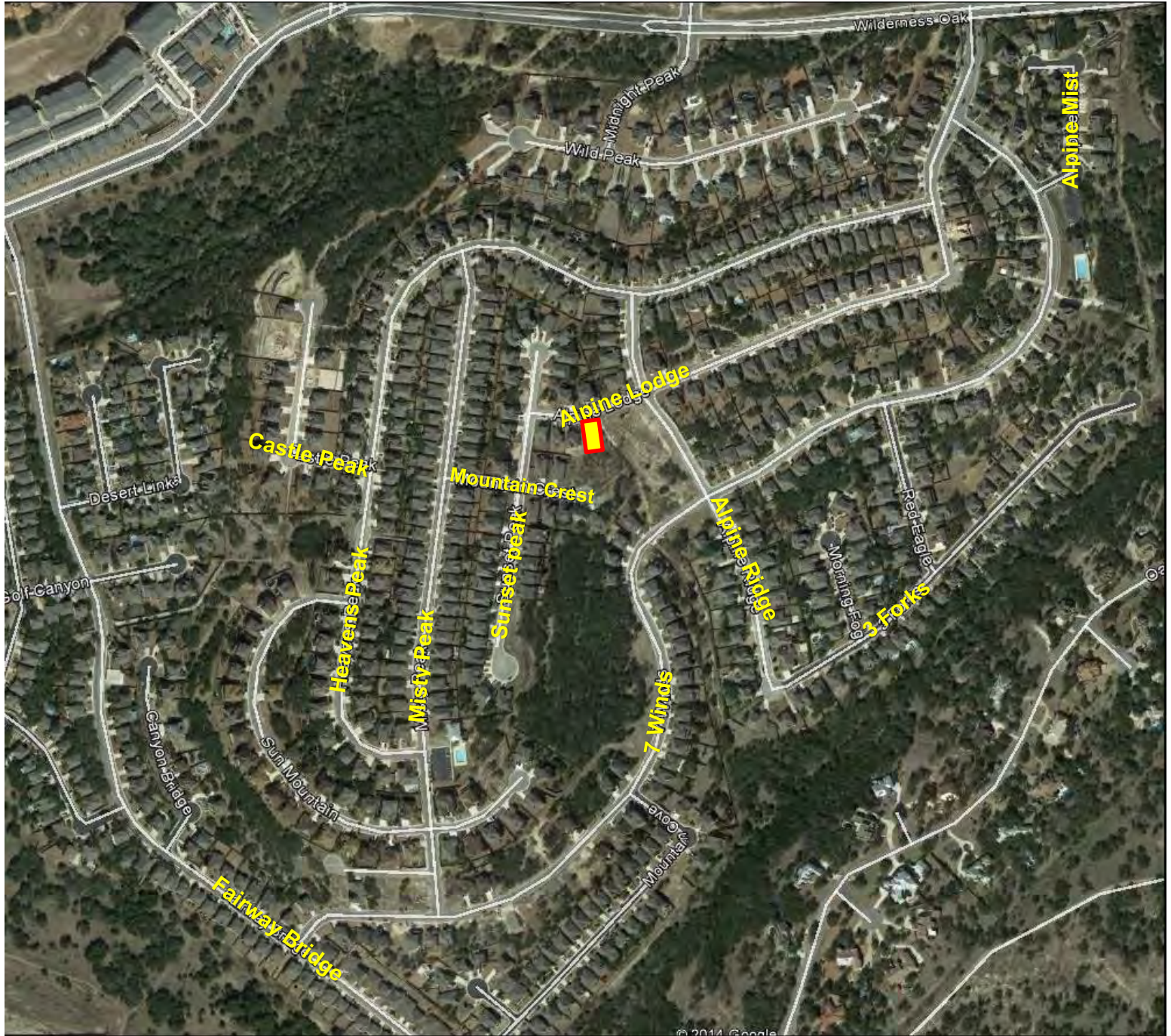
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Mountain Lodge

1 LOT AVAILABLE



Unit 6A3/6A4 - 1 Lot Available

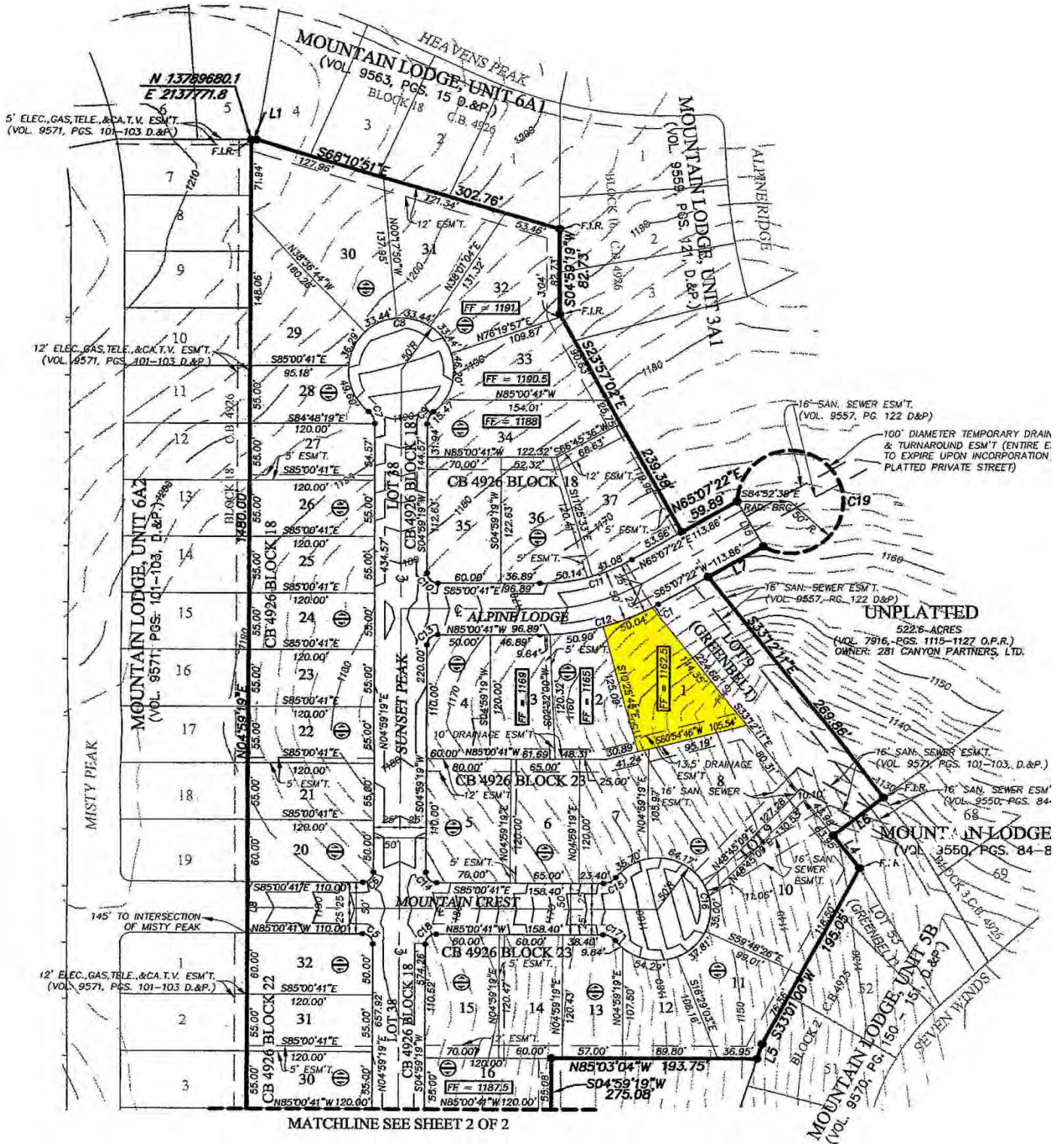


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Homebuilders smash sales records as buyers return with pent-up demand

Jun 25, 2020, 11:23am CDT

Like most other industries, the region's homebuilders faced a March of uncertainty as to when — if ever — the market for new homes would resume the strong place it was on as the year started, when inventory was low and sellers had the advantage.

It was around the second or third week of March, as schools moved to virtual classes and wearing face masks became the norm, when Bart Swider, president of the San Antonio market for Chesmar Homes, saw demand come to a screeching halt.

"Starting that week, we had virtually no sales," Swider said.

And for almost a month, the local Chesmar team sold maybe two homes each week, he said.

Jack Inselmann, regional director for market data firm Metrostudy in San Antonio, has tracked the local homebuilding market for several decades. He said that overall, sales didn't drop completely to zero. Builders were still hopeful of a recovery.

Near the end of April and going into May, things quickly ramped up for homebuilders. Perry Homes — the region's largest builder, according to Business Journal research — is led locally by Chris Little, president for the company in San Antonio and Austin. He said the company saw an incredible show of pent-up demand from buyers, pushing the company's expectations for growth in 2020 back to what they were prior to the global health crisis.

"We've seen some pretty, pretty incredible pent-up demand starting in May," Little said. "I do expect, for May and June, the sales and [construction] starts will be above where we were last



GETTY IMAGES

After a period where nobody was certain what the market for new homes would look like this summer, the region's builders are experiencing an explosion of pent-up demand.

year.”

At Chesmar Homes, which ranks as the region’s second-largest residential builder, buyers returned in record numbers.

“We had the best month we’ve ever had in the month of May, from a sales standpoint,” Swider said.

The same unexpected story is echoing across the industry. Inselmann said that builders reported in surveys in early May that they expected to achieve 80% of the sales they had projected for the month. Now, some builders are on pace to hit 100% of what they initially budgeted for the entire year.

“To have that kind of activity on the sales side tells me it’s going to be a very busy summer,” Inselmann said. “There’s a good chance, at the very least, that we do what we did last year.”

While industry leaders attribute the rapid resurgence to multiple factors, there is seemingly unanimous consensus that buyers have been waiting to take advantage of low interest rates that remain available. And in such an environment, people may be able to afford a new home who otherwise couldn't. Swider said that for many more people, their interest in new homes is spurred by health concerns related to moving into someone else’s former home.

Regardless of the reasons, the market is more easily predictable and looks promising, but there is skepticism about what will happen later in the year.

“Information is changing very rapidly,” Little said. “We’re trying to consume and absorb the changing environment daily to make the best business decisions for our company, our employees and our customers.”

Dan Nielsen, division president of the Rio Grande division of Hakes Brothers, plans to expand into San Antonio and break ground on its first local development in early July. Even with the uncertain environment, he looks forward to entering the market.

“We’re cautiously optimistic,” Nielsen said. “The market looks like it’s doing phenomenal.”

Across the country, homebuilders are seeing similar trends, with single-family permits showing an 11.9% gain in May.

“We are seeing many positive economic indicators that point to a recovery, including low interest rates, rising demand and an increase in mortgage applications,” [National Association](#)

of Home Builders Chairman Dean Mon said in a June 17 report. “Single-family and multifamily housing production are on an upward path while overall permits, which are a harbinger of future building activity, posted a double-digit gain.”



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.

_____ Licensed Broker /Broker Firm Name or Primary Assumed Business Name	_____ License No.	_____ Email	_____ Phone
_____ Designated Broker of Firm	_____ License No.	_____ Email	_____ Phone
_____ 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