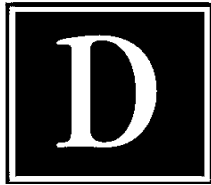


**Johnson Tract  
328 +/- Acres  
Highway 90 and SH 211  
San Antonio, Texas**



**DRAKE COMMERCIAL GROUP**

DEBORAH BAUER

19310 STONE OAK PKWY, STE. 201

SAN ANTONIO, TEXAS 78258

T: 210.402.6363

F: 210.402.6767

[www.drakecommercial.com](http://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.



## 328 +/- Acres Highway 90



- Southeast Corner of US Highway 90 and SH 211, an area of significant job growth with over 55,000 jobs in major corporations such as Citi Corp, Texas Research Park, Lackland AFB, and Kelly USA.
- Master Development Plan for the property permitting the development of up to 1,382 single family lots
- Medina Valley Independent School District
- Seller has approximately \$1,166,667 sewer credit
- No city taxes – San Antonio ETJ
- The West side of San Antonio has over 40% of new sales, and of the 43 fastest selling subdivisions in all of San Antonio, 49% of them are located in the West Side market.

For more information please contact Deborah Bauer or Travis Bauer  
210.402.6363

[deborah@drakecommercial.com](mailto:deborah@drakecommercial.com) – [travis@drakecommercial.com](mailto:travis@drakecommercial.com)



# Drake Commercial Group

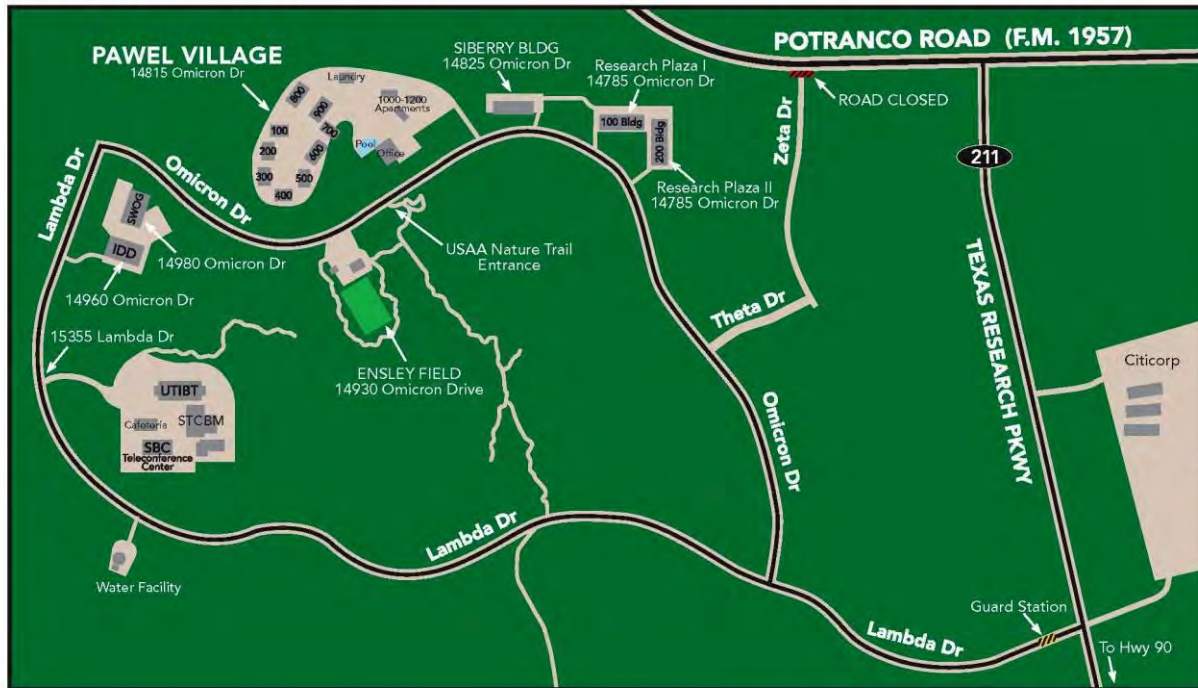
19310 Stone Oak Parkway  
Suite 201  
San Antonio, TX 78258  
[www.drakecommercial.com](http://www.drakecommercial.com)



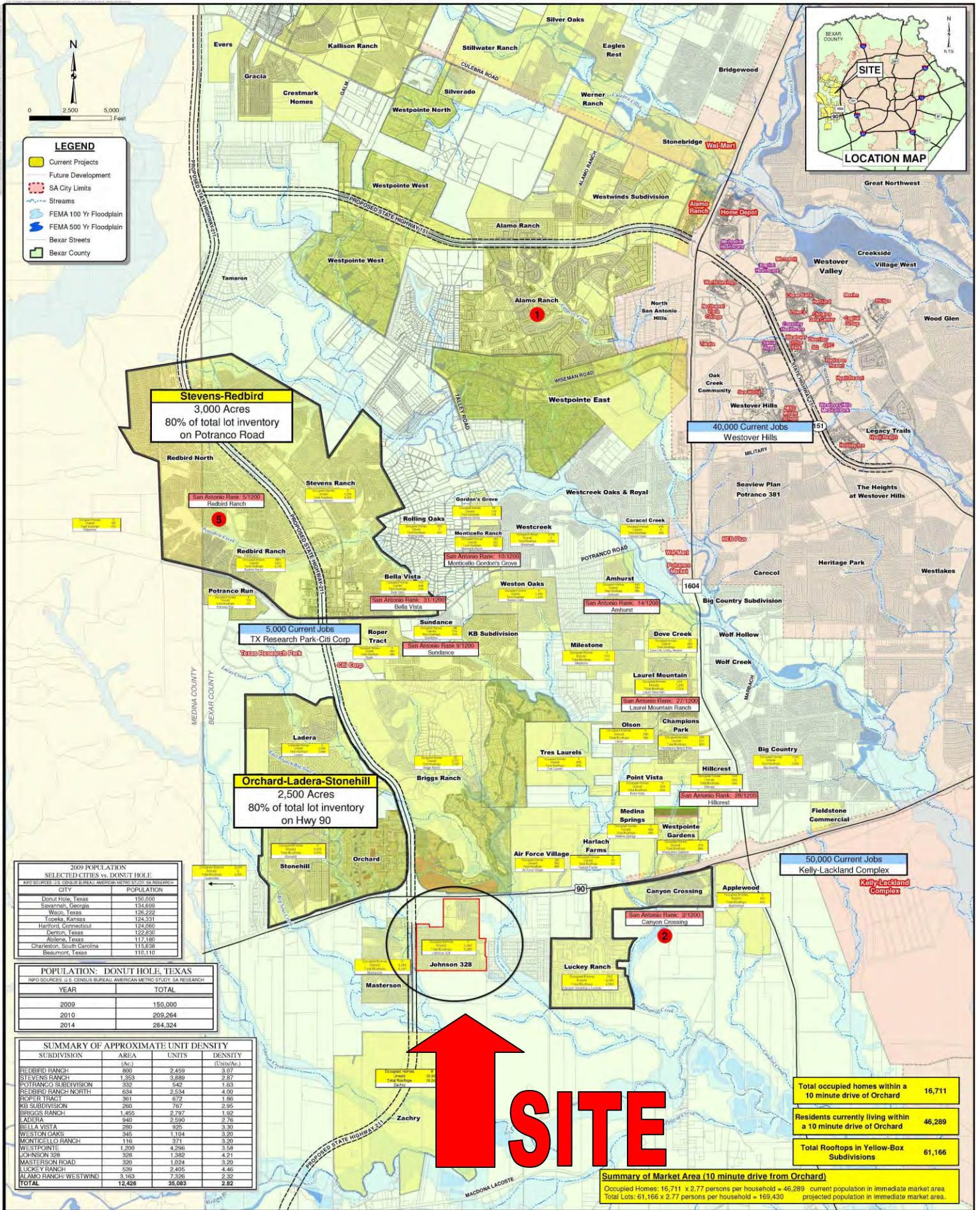
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## Texas Research Park

14825 Omicron Drive, Suite 100, San Antonio, Texas 78245  
Phone: (210) 674-4177 Fax: (210) 677-0335



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**LEGEND**

- Current Projects
- Future Development
- SA City Limits
- Streams
- FEMA 100 Yr Floodplain
- FEMA 500 Yr Floodplain
- Bexar Streets
- Bexar County

**LOCATION MAP**

**Stevens-Redbird**  
3,000 Acres  
80% of total lot inventory on Potranco Road

**Orchard-Ladera-Stonehill**  
2,500 Acres  
80% of total lot inventory on Hwy 90

**SITE**

**2009 POPULATION SELECTED CITIES vs. DONUT HOLE**  
INFO SOURCES: U.S. CENSUS BUREAU, AMERICAN METRO STUDY, SA RESEARCH

CITY	POPULATION
Donut Hole, Texas	150,000
Savannah, Georgia	134,699
Waco, Texas	125,227
Topeka, Kansas	124,931
Hartford, Connecticut	124,060
Elberton, Texas	122,850
Abilene, Texas	117,180
Charleston, South Carolina	115,638
Besamont, Texas	110,110

**POPULATION: DONUT HOLE, TEXAS**  
INFO SOURCES: U.S. CENSUS BUREAU, AMERICAN METRO STUDY, SA RESEARCH

YEAR	TOTAL
2009	150,000
2010	209,264
2014	284,324

**SUMMARY OF APPROXIMATE UNIT DENSITY**

SUBDIVISION	AREA (Ac)	UNITS	DENSITY (Units/Ac)
REDBIRD RANCH	800	2,459	3.07
STEVENS RANCH	1,353	3,889	2.87
POTRANCO SUBDIVISION	332	442	1.33
REDBIRD RANCH NORTH	634	2,534	4.00
ROPER TRACT	361	672	1.86
KB SUBDIVISION	263	767	2.92
BRIGGS RANCH	1,455	2,797	1.92
LADERA	940	2,590	2.76
BELLA VISTA	287	926	3.20
WESTON OAKS	945	1,104	1.17
MONTICELLO RANCH	116	371	3.20
WESTPOINTE	1,200	4,296	3.58
JOHNSON 328	329	1,362	4.12
MASTERTON ROAD	320	1,024	3.20
LUCKEY RANCH	539	2,405	4.46
ALAMO RANCH WESTWIND	2,163	7,326	3.39
<b>TOTAL</b>	<b>12,428</b>	<b>35,083</b>	<b>2.82</b>

Total occupied homes within a 10 minute drive of Orchard 16,711

Residents currently living within a 10 minute drive of Orchard 46,289

Total Rooftops in Yellow-Box Subdivisions 51,166

**Summary of Market Area (10 minute drive from Orchard)**  
Occupied Homes: 16,711 x 2.77 persons per household = 46,289 current population in immediate market area  
Total Lots: 51,166 x 2.77 persons per household = 141,728 projected population in immediate market area

JOB NO: 6626-01  
DATE: JULY 2010  
DESIGNER: SSC  
CHECKED: SSC DRW/JG  
SHEET: 1 OF 1

**WEST BEXAR COUNTY**  
**LOT DENSITY EXHIBIT**

**PAPE-DAWSON ENGINEERS**  
555 EAST RAMSEY | SAN ANTONIO, TEXAS 78216 | PHONE: 210.375.9600 | FAX: 210.375.9610  
TEXAS BOARD OF PROFESSIONAL ENGINEERS, FIRM REGISTRATION # 470

**Drake Commercial Group**  
19310 Stone Oak Pkwy., Suite 201  
San Antonio, TX 78258  
210.402.6363 Fax 210.402.6767

Revisions:  
100729 Update Summary Add TL Property  
100922 Update Summary Add Ranks  
101116 Update Summary



From the San Antonio Business Journal:

<http://www.bizjournals.com/sanantonio/news/2016/07/08/loop-1604-expansion-expected-to-thrust-west-sa.html>

## Loop 1604 expansion expected to thrust West SA growth into overdrive

### 🔑 SUBSCRIBER CONTENT:

Jul 8, 2016, 2:57pm CDT

The Texas Department of Transportation's plans to address the bottlenecks along the western rim of Loop 1604 are not only expected to help alleviate traffic-induced frustrations, but also have a significant effect on the area's rapidly expanding real estate market.

As a result of years of continued population growth and an accelerating rate of new development, TxDOT is set to break ground first on the outer loop's stretch between Culebra and Potranco roads on the far West Side of San Antonio in October, and shortly thereafter on the portion between Potranco Road and U.S. Route 90.

Laura Lopez, one of Tx DOT's public information officers for San Antonio, told me the area has grown "substantially over the past few years," and has long been an area the department has been trying to address.

And now that it is, real estate brokers and developers in the area are expecting changes beyond the addition of frontage roads and overpasses.

Brokers in Transwestern's San Antonio office expect the interchange will be the



The Texas Department of Transportation is preparing to break ground on an expansion of Loop 1604 that will help push future development in far West San Antonio.

answer for all of the residential growth in the area, helping to alleviate congestion and open it up for those who previously didn't want to deal with all of the activity in a part of town that has seen its population more than quadruple over the past 15 years.

Transwestern Managing Director [Larry Mendez](#) said the construction indicates just how much the city has grown, adding that it has "come a long way since the 'Death Loop' days."

Access has long been one of the biggest issues for developers and tenants on the far West Side, and it has only gotten worse as population in the area continues to hit new highs.

With the improvements, however, Transwestern's local office is expecting to drive growth in the area's medical market, whereas before, physician and medical groups didn't want to deal with the burdensome travel times.

Regardless of what ends up going there, however, the region's growth has been substantial, and the improvements will only provide it a platform to continue its accelerating pace of new development.

**Katie Burke**

Reporter

*San Antonio Business Journal*

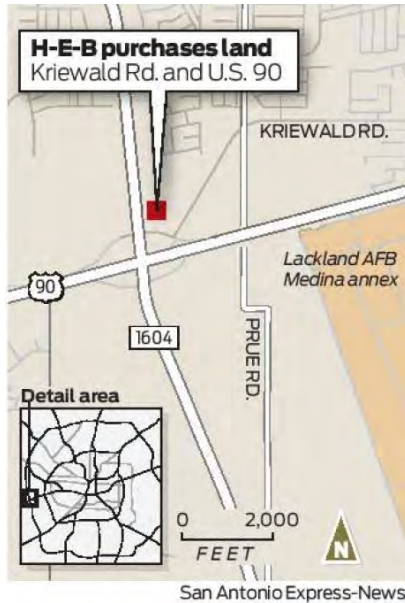




# H-E-B buys 46 acres on West Side

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.

The chain has made several other land purchases so far this year, according to county land records:

In August, it bought [39 acres](#) on the Northeast Side, at the corner of Rittiman Road and FM 78, from the local Rittiman Road Joint Venture.

#### LOCAL BUSINESS

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In July, it bought [6.8 acres on the Northeast Side](#) at Goldfield Drive from Kimberly-Clark Corp., which used to have offices there. The building is close to H-E-B's ice cream plant.

In February, it bought [14.2 acres](#) on the West Side near the intersection of Potranco Road and Texas 151 from Austin-based C&C Potranco West-27.

In January, it bought [a 1.7-acre strip mall](#) on the Northeast Side at 12002 Perrin Beitel Road, next to its existing grocery store, from Howard Schain.

H-E-B has [been expanding quickly](#) in its hometown in recent years, and it's working on new stores [downtown](#) and [in New Braunfels](#).

The three Kansas partnerships that H-E-B bought the West Side properties from — Krumsick Associates LP, Texas Investments LP and Leslie G. Rudd Living Trust — became owners in July 2014. They bought the land from the San Antonio Land Fund I, an investing partnership based in Wichita, Kansas, that had owned it since 1994.

The land fund owns more than a dozen other properties in the area, all of them on the West and Southwest sides, according to county records. In a [2009 document](#), it says its mission is to buy land in growth areas of San Antonio, wait until they appreciate and sell them for a profit.

*rwebner@express-news.net*

# 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.

GOLF

# Golf Club of Texas springs into action

By Tim Price FOR THE EXPRESS-NEWS

A bright December day is coming to a close near the far western edge of San Antonio, and David Doguet is taking advantage of the outdoors even if he's not in a deer blind.

Doguet harvests grass, not venison, and he's spent the past few weeks in a bulldozer paving the way for new sod at Golf Club of Texas.

The course that opened in 1999 with Lee Trevino as a co-designer had been sitting idle, and growing weeds, for a year before Doguet and a few other business partners decided to buy the land from the original developer. The sale closed in November, and Doguet thinks the course can reopen for public play for nine holes by March. The full 18 could come as early as April, though May might be more realistic.

"That's an aggressive schedule, but we're a hands-on ownership group," said Doguet, owner of a turf farm near Poteet. "This course has been really good — the bones of a good golf course have always been here — but in the past five or six years, it's come into disrepair.

"There's a ton of changes. The people who played it before will see it has been redone quite a bit."

Doguet, though, admits the basic routing has remained the same. Even the same architect who originally served as lead designer at Golf Club of Texas, Austin-based Roy Bechtol, has been secured to tweak the layout here and there. Perhaps the only noticeable feature that has changed at first glance is the flip-flopping of nines; the front nine is now the back nine.

"But we've done enough here that I think there will be 10 holes that will really surprise people," Doguet said. "Better tee locations on some holes, every bunker has been redone, reshaped, and we've removed some and found better spots for new ones. Several greens were reshaped, and water has been added on a couple of holes. The practice facility has a short-game area and is twice the size it was."

Doguet said redesign costs will exceed \$3.5 million.

One of Doguet's business partners, Tom Bevans, will oversee management of Golf Club of Texas. Bevans is a principal of Outlaw Golf Group that operates The Club at ConCan in Uvalde County. Doguet said Bevans will set a green-fee rate that will be "competitive" with other courses in the area.

Representatives of the original owner, Gil Hodge, believe the new group has revitalized the original plan. Hodge closed Golf Club of Texas when he relinquished his golf-course holdings last year; he also sold adjacent Briggs Ranch Golf Club.

"Between the 800-unit apartment-home development that's leasing right now and what is essentially a new golf course, there's a lot more energy being generated out here as we get ready for retail development as well," Briggs Ranch Realty president Carter Speer said. "When the course is completely ready by May, it probably will be considered one of the best public facilities for golf in the state of Texas, especially with the shape and condition we all expect it to be in."

The condition of the golf course, and the ability to keep costs down and allow the operators to set green fees, will be dictated by the success of Zoysia grass that's being used. It might be somewhat of a gamble for Zoysia instead of the proven use of Bermuda, though Doguet is

"It is, to my knowledge, the first course in the state or anywhere to use strains of Zoysia grass throughout, even on the putting surfaces," he said. "I've grown every Bermuda there is, yet to find a grass that will give us lower maintenance, lower water use, lower fertilizer use and even less mowing, for that turf quality the only species that can do that is Zoysia."

Doguet's turf farm in Poteet is supplying the developers of the Summer Olympic Games golf course in Brazil with Zoysia. He said other courses in development that plan to use significant amounts of Zoysia include the Tiger Woods-designed course at Bluejack National in Montgomery County north of Houston and the Trinity Forest Golf Club in Dallas that will become the host of the PGA Tour's Byron Nelson Classic.

“This is a new concept in Texas for sure, using Zoysia on the greens,” Doguet said. “This Zoysia is just two years old, but it has been used at some courses in the Carolinas with success. On the greens, Zoysia is easy to manage. There are very few ball marks, and we don’t see the grain that Bermuda has.

“You mow Bermuda fairways three to four times a week, and with Zoysia we’ll mow once, maybe twice. And still, this is all about high quality.” sports@express-news.net

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David Doguet, president of Bladerunner Farms in Poteet, oversees the laying down of Zoysia grass at Golf Club of Texas, of which he is part owner.

Bob Owen / San Antonio Express-News



Bob Owen / San Antonio Express-News

Golf Club of Texas part-owner David Doguet (center) said redesign costs at the course will exceed \$3.5 million. He hopes the course can reopen for public play by March.



# 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.

<u>Drake Commercial Group</u>	<u>442994</u>	<u>deborah@drakecommercial.com</u>	<u>210-402-6363</u>
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License No.

Email

Phone

Deborah Bauer

0277444

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Designated Broker of Firm

License No.

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Phone

Licensed Supervisor of Sales Agent/Associate

License No.

Email

Phone

Sales Agent/Associate's Name

License No.

Email

Phone

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Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date