Mountain Lodge Residential Lots San Antonio, Texas



DRAKE COMMERCIAL GROUP

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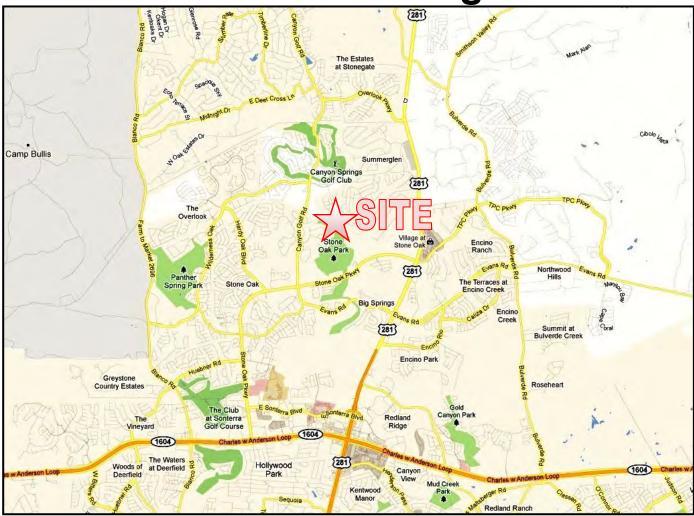
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* The information in this brochure has been obtained from various sources deemed reliable for presentation purposes only. This information is subject to errors and omissions. If interested in this property, each party should independently verify any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



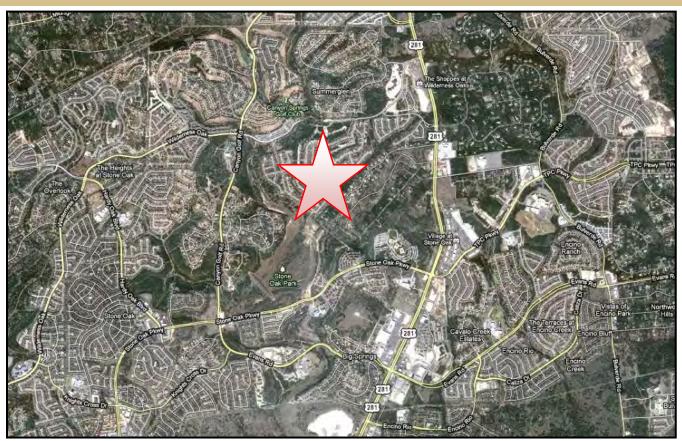
Mountain Lodge

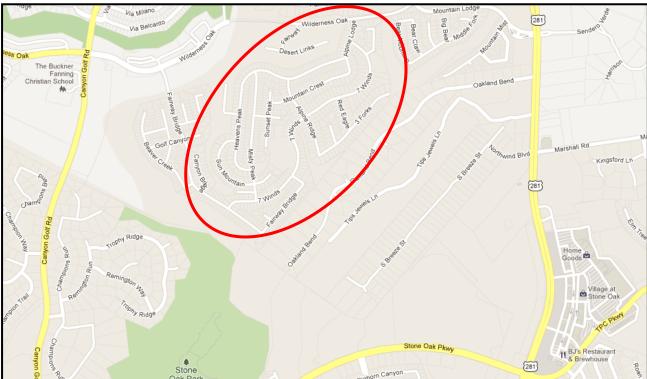


- Lots located in the Mountain Lodge subdivision, just north of Stone Oak Parkway off Highway 281
- Downtown City Views
- 5 Lots available
- Utilities available to lots
- Northeast ISD
- No city taxes
- Prospective buyers should retain an independent engineer to verify location, accessibility, and capacity of all utilities. This property is located over the Edwards Aquifer.

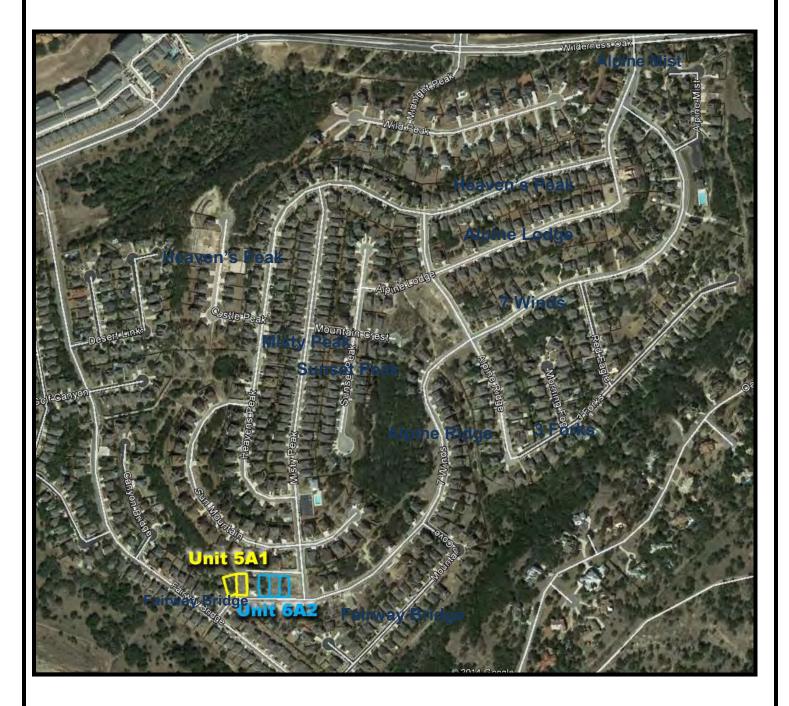
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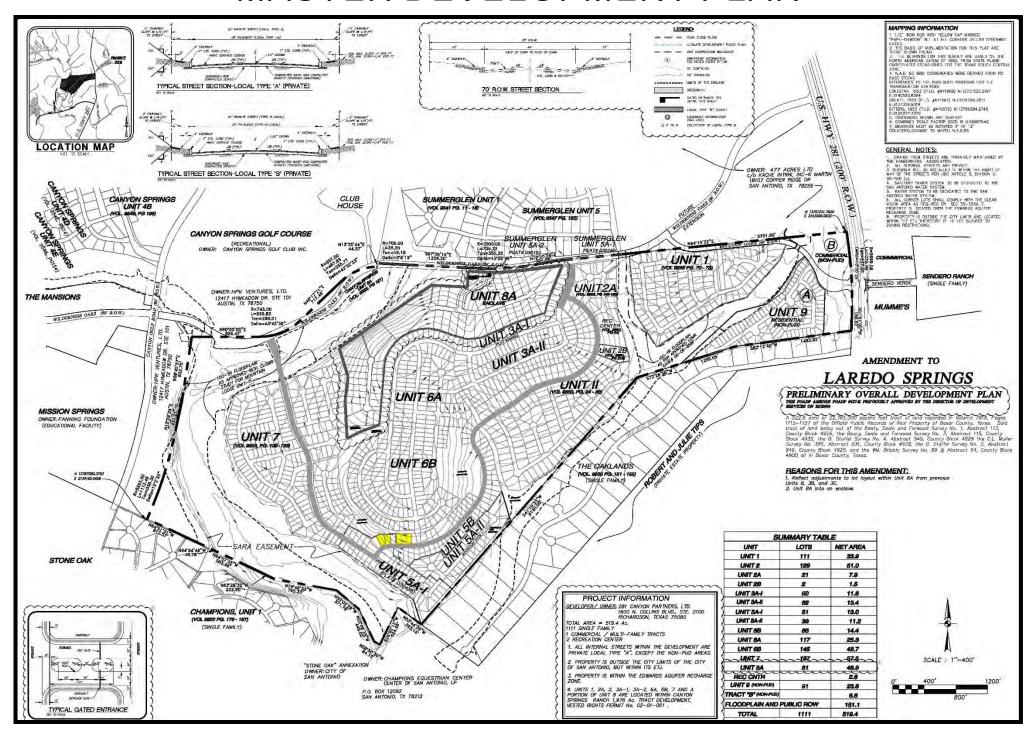


5 LOTS AVAILABLE



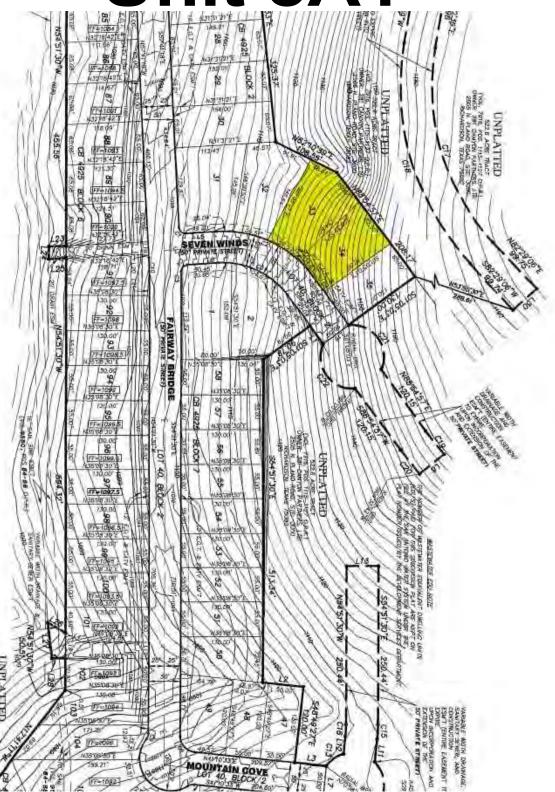
Unit 5A1 - 2 Lots: approx. 70' x 135' • Unit 6A2 - 3 Lots: approx. 60' x 120'

MASTER DEVELOPMENT PLAN



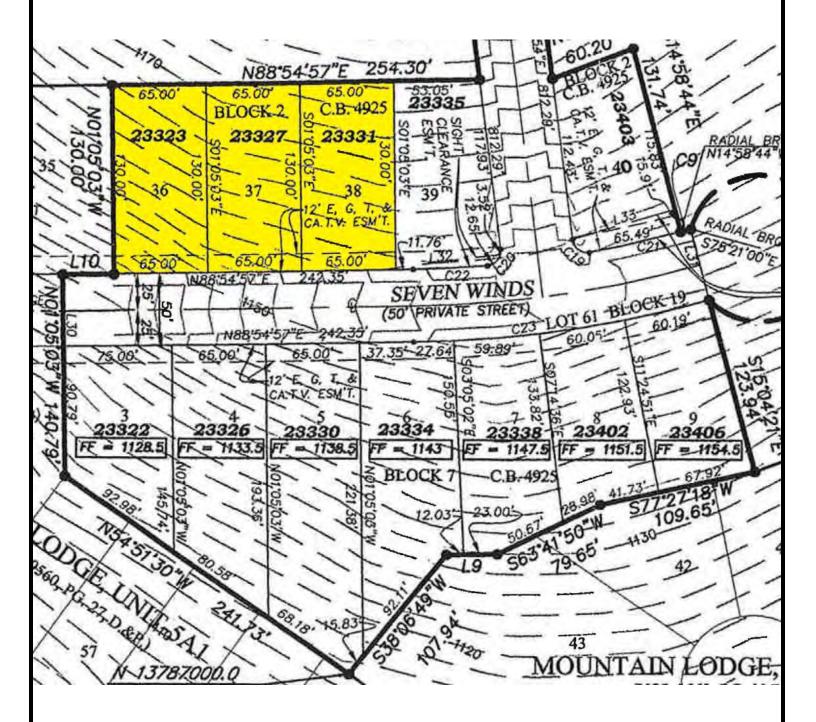


Unit 5A1





Unit 6A2





FAIRWAY BRIDGE/ MOUNTAIN LODGE

UNIT 5A1

Approx. 60'x135' - 80'x130'

BLOCK 2

Lot 33 \$69,000 Lot 34 \$66,100

UNIT 6A2

Approx. 60'x120'

BLOCK 2

Lot 36 \$75,000 Lot 37 \$75,000 Lot 38 \$75,000

RESIDENTIAL REAL ESTATE

Home prices are rising, foreclosures make descent

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The numbers in San Antonio's housing market are moving in the right direction, according to a couple of new reports by Irvine, Calif. based CoreLogic.

Home prices in the San Antonio/New Braunfels metropolitan area, for example, were up 8.2 percent over the 12 months ended Feb. 28, 2014, according to Core-Logic's latest Home Price Index(HPI).

Foreclosure rates, meanwhile, continued to go down in the San Antonio/New Braunfels area. As of January 2014, 0.83 percent of all outstanding mortgages in the San Antonio/New Braunfels metro area were in some stage of the foreclosure process - down from the 1.12 percent of outstanding mortgages that were in foreclosure as of January 2013, CoreLogic reports.

The latest report also shows that as of January 2014, 3.78 percent of all mortgages in the San Antonio/New Braunfels metro were 90 days or more delinquent down from the 4.17 percent of mortgages that were delinquent as of January 2014.

Since January 2011, the local housing market's foreclosure rate has gone from 1.37 percent to the current, much-improved rate of 0.83 percent, CoreLogic



Bucking trends Meanwhile, San Antonio's housing market is bucking a national trend once

The latest trend involves institutional investors - a group of residential buyers that became very active in the aftermath of the housing-market crash.

Nationally, the share of institutional owners declined between February 2013 and February 2014, according to the latest U.S. Residential and Foreclosure Sales Report by Irvine, Calif.-based RealtyTrac.

As of Feb. 28, 2014, institutional investors accounted for 5.9 percent of all home sales in the U.S. A year ago, these investors accounted for 7.2 percent of the country's housing sector.

But in San Antonio, the numbers went

Estates, 1610

sold for \$1.39

million

Greystone Ridge,

Institutional investors accounted for 8.3 percent of all residential purchases in the Alamo City this past February up from 4.6 percent last February.

Why the increase?

Some statistics from the report help shed some light on the local trend. RealtyTrac states that over the 12 months ended February 28, 2014, 81 percent of all institutional investor purchases were for properties priced at \$200,000 or lower.

In San Antonio, a healthy chunk of housing supply meets this pricing threshold. In its February Housing

CONTINUED ON PAGE 4B

SAN ANTONIO HOUSING

\$204.110

The average price for a single-family

4.2

Months of supply based on the current annual closings rate Source: San Antonio Board of Realtors, February 2014 Housing Market Report

Number of housing starts in 2013, an increase of 3.3% over 2012's 8,089

8,150

Number of new home closings, an increase of 9.7% over 2012's 7,430

Total homes in inventory (models, finished vacant and under construction) at the end of 4Q13

17,629

Vacant developed lots in the San Antonio market in the fourth quarter of 2013, 25.3 months supply of lots, based on the current annual starts rate

Source: San Antonio office of Metrostudy, year-end 2013 report

CONTINUED FROM PAGE 3B

Market Report, the San Antonio Board of Realtors states that 62.5 percent of the homes sold this past February were priced under \$200,000. Another 33.8 percent of the homes were priced between 200,000 and \$500,000.

The high life

San Antonio may boast an affordable housing market, but it still has plenty to offer those looking for a highluxury lifestyle.

Over the first nine months of 2013, a total of 86 luxury homes were sold in the greater San Antonio area, according to the 2014 edition of the Texas Luxury Homes Sales Report by the Texas Association of Realtors (TAR).

At the end of October 2013, there were 259 luxury homes up for sale in San Antonio - which equates to three percent of the active listings in the local housing market.

"Data from the Texas Luxury Home Sales Report shows that million-dollar homes are playing an increasingly importan role in the Texas housing market," says TAR Chairman Dan Hatfield. "The housing slump is behind

Trica Lynn Silva is a reporter for the San Antonio Business Journal. Contact her at 210-477-0849 or email her at tsilva@bizjournals.com.



The Dominion, 11 Paseo Valencio, price not disclosed

COURTESY OF KELLER WILLIAMS LUXURY

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From the San Antonio Business Journal: https://www.bizjournals.com/sanantonio/news/2019/01/16/san-antonio-sees-record-year-for-home-sales.html

San Antonio sees record year for home sales

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San Antonio experienced another record-setting year, as single-family home sales, median sale prices and average sale prices set all-time highs in 2018, according to the San Antonio Board of Realtors.

The number of home sales in 2018 was 32,140, nearly 1,500 more — a 4 percent increase — than in 2017. The average sales price of a home in the area also increased 4 percent year over year to \$259,571 from \$250,251 in 2017. The median sales price rose 5 percent to \$225,600, up from 2017's \$214,300. Both prices remained over \$200,000 all year.



THORSON HOMES

San Antonio experienced another record-setting year for single-family home sales, according to the San Antonio Board of Realtors.

"We have seen the numbers maintain a constant rise throughout 2018, so it is no surprise it was another record-breaking year for our city," Grant Lopez, SABOR's 2019 chairman, said in a statement. "While inventory has remained tight, hovering between 3.2 and 3.6 months, it has not discouraged buyers from getting into the market."

SABOR reported year-over-year increases in total sales during every month in 2018 except September and December. The most significant increase was in April, which saw a 17 percent increase. Inventory continued to favor sellers, with months of inventory reaching its lowest points in January and December at 3.2 months. At its lowest, the number of days a home spent on the market fell to 49 days in July, while February saw the year's highest mark at 69 days on the market.

Homes priced from \$200,000 to \$500,000 made up 55.2 percent of sales in 2018, a 5.4 percent increase from 2017. Homes priced under \$200,000 accounted for 39.2 percent of the year's market. Homes priced over \$500,000 accounted for 5.6 percent of the year's sales.

"Even though prices have risen, San Antonio's housing market continues to be among the most affordable of the large cities in the state. That affordability combined with job growth across many industries like tech, medical and military make this a desirable place to buy and sell property," SABOR President and CEO Gilbert Gonzalez said in a statement.

Sales across Texas also reported moderate growth in 2018. Sales increased 1.9 percent year over year for a total of 320,760 homes sold in the state, while the median price of a home sold rose to \$235,000, a 4.4 percent increase.

Ryan Salchert Reporter *San Antonio Business Journal*





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;
 - 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
Sales Agent/Associate's Name	License No.	Email	Phone
Buyer/Tenant/Seller/Landlord Initials Date			