

# Land Offering Memorandum



22.7 AC Commercially Zoned (C-2/MF 33) Land  
San Antonio, TX

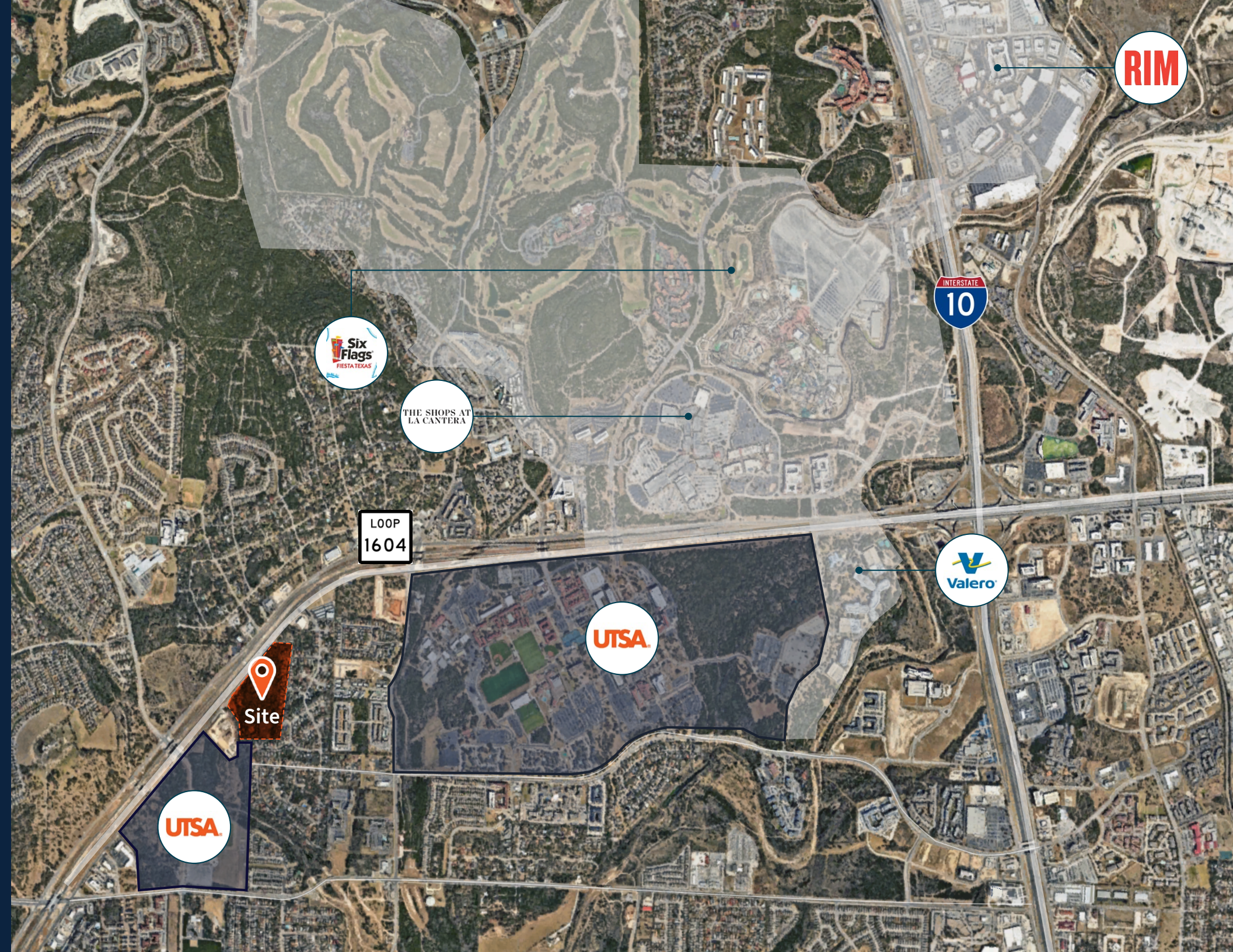




# The Opportunity

JLL, as exclusive advisor, is pleased to present the opportunity to acquire a 22.7-acre parcel of land adjacent to the prestigious University of Texas at San Antonio (UTSA). Situated in the thriving northwest area of San Antonio, this property boasts prominent visibility and offers full access directly off Loop 1604. With commercial zoning in place, this site represents an exceptional chance to tap into one of the fastest-growing and most sought-after markets in San Antonio.

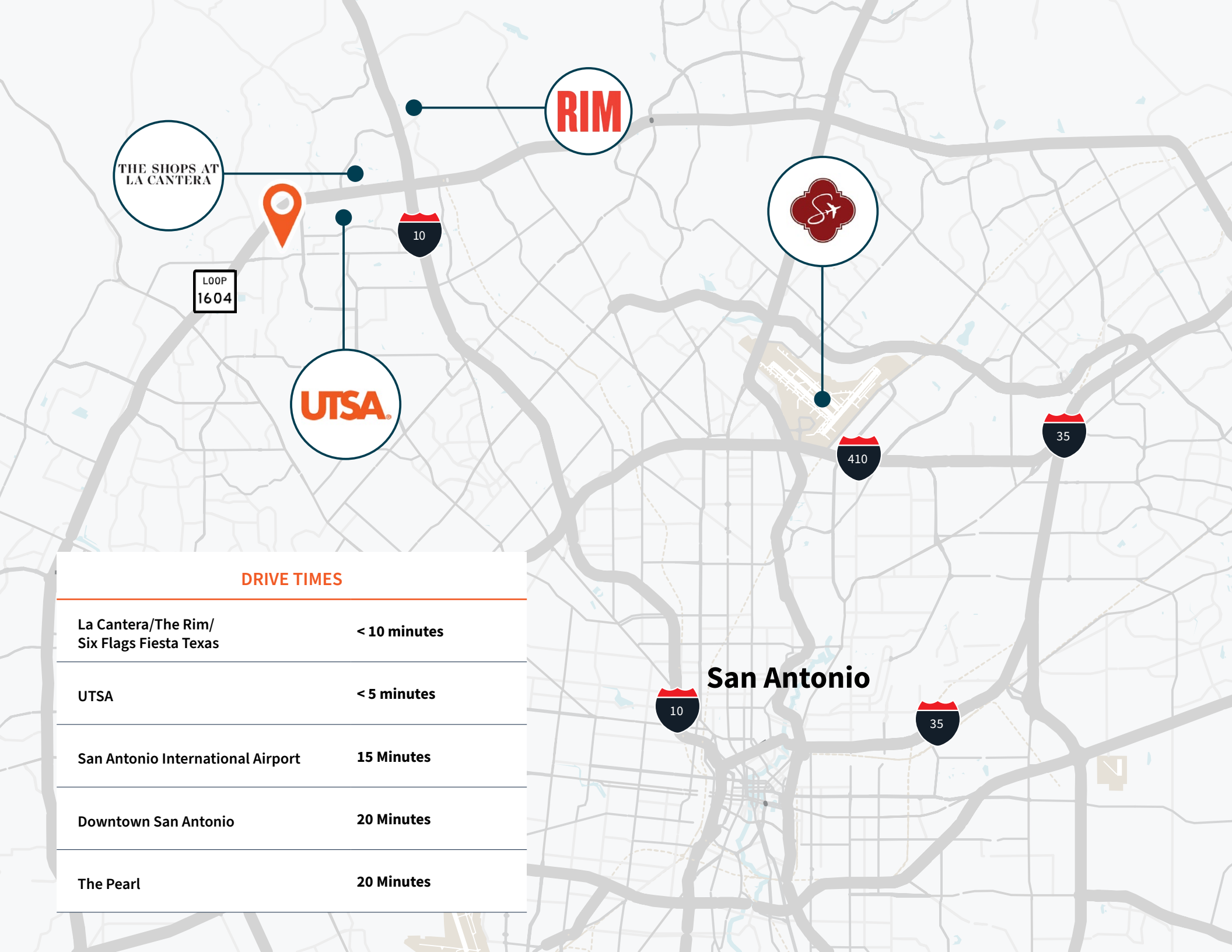
DEMOGRAPHICS	1 MILE	3 MILE	5 MILE
Est. Population	10,591	82,901	197,863
Projected Pop. Growth 2023-2028	8.30%	1.90%	3.10%
Daytime Population	7,882	90,652	209,320
Avg. Household Income	\$116,916	\$109,464	\$108,855
Median Housing Value	\$295,408	\$301,708	\$309,544
Bachelor's Degree or Higher (25+)	56.8%	51.0%	49.8%



## KEY HIGHLIGHTS

- 
**Prime Location**  
 Nestled within the highly coveted UTSA area, this land parcel benefits from its proximity to a prestigious educational institution and many of San Antonio's best corporate citizens, making it an ideal location for various commercial endeavors.
- 
**Strategic Visibility**  
 Positioned with high visibility along Loop 1604, one of San Antonio's major thoroughfares, the property ensures excellent exposure for any potential development and advantageous access points.
- 
**Commercial Zoning**  
 The site is designated for commercial use with C-2 zoning, and with its expansive size, it presents an opportunity for a mixed-use commercial development that can meet the demands of this rapidly flourishing market.
- 
**Unprecedented Growth**  
 The Northwest submarket of San Antonio has witnessed extraordinary expansion in recent years, attracting businesses, residents, and visitors alike. This evolving market offers a dynamic environment for innovative and forward-thinking developments.
- 
**Market Appeal**  
 As one of San Antonio's most sought-after locations, the UTSA area draws significant demand from diverse industries, including retail, hospitality, entertainment, and more. This allows for an array of compelling development possibilities to cater to the specific needs of the market.





**Address**  
NEQ Loop 410 & Kyle Seale Parkway, San Antonio, Texas

**Site area**  
22.7-acre site comprised of 20.6 useable acres or 897,336 square feet

**Zoning**  
**“C-2” – Commercial District**  
 Accommodates numerous commercial uses including, office, retail, special purpose, as well as multi-family developments considered to be more intensive in character than “C-1” zoning districts  
**“MF-33” - Multifamily**  
 Accommodates 33 housing units per acre

DRIVE TIMES	
La Cantera/The Rim/ Six Flags Fiesta Texas	< 10 minutes
UTSA	< 5 minutes
San Antonio International Airport	15 Minutes
Downtown San Antonio	20 Minutes
The Pearl	20 Minutes



**Major Infrastructure Improvements**

The intersection of Interstate 10 and Loop 1604 is the epicenter of growth for one of the fastest growing areas of San Antonio, the Far Northwest

I-10 and Loop 1604 are currently undergoing a \$1.3B update and expansion project aimed to alleviate traffic congestion and further improve connectivity in the area



# Location Overview



## RETAIL, ENTERTAINMENT & DINING

### Eilan Hotel and Spa

Éilan uniquely integrates its well-appointed 539 residential units and 205,000 square feet of office space with modern retail, featuring a wide range of dining options and small shop boutiques with beautiful Tuscan-inspired architecture, as well as a 165-room boutique hotel, creating an authentic mixed-use ambiance.

### The Shops at La Cantera

A world-class mixed-use development, La Cantera features more than 1.3 million square feet of premier shopping, dining and hotel space, nestled on 150 acres of scenic hill country terrain. Home to Neiman Marcus, Nordstrom, Tiffany & Co., Apple, Burberry and other high-end retailers, the premier development also contains La Cantera Hill Country Resort, a luxury hotel and spa resort that features the renowned Palmer Golf Course.

### The Rim

Located across IH-10 from the Property, The Rim is an environmentally conscious mixed-use project that spans over 2 million square feet of wide-open space in a magnificent quarry redevelopment. Anchored by the largest Bass Pro Shops Outdoor World Store in Texas in addition to more than 100 additional retailers, restaurants and IMAX movie theater. The RIM currently houses 1,382 multifamily units and two corporate headquarters for Medtronic and NuStar.

### Six Flags Fiesta Texas

Millions of annual visitors enjoy more than 50 rides and attractions at Six Flags Fiesta Texas, situated on 200 acres within the La Cantera master-planned community, just south of the Éilan Land. Fiesta Texas is the city's largest and most popular theme park that in addition to its nearly 10 major roller coaster attractions, also offers live entertainment and award-winning shows.

THE SHOPS AT  
LA CANTERA

RIM





## NEARBY EMPLOYMENT CENTERS



### University Of Texas At San Antonio

The University of Texas at San Antonio (UTSA) serves the San Antonio metro area and the broader South Central Texas region, providing more than 180 Bachelors, Masters, and Doctoral programs. With over 30,000 students enrolled annually, UTSA is the third largest university in the University of Texas System, San Antonio's only NCAA Division I University, and a Tier One Research Institution. Renowned for its premier cybersecurity program, the university consistently ranks among the top in the nation. Spread across a sprawling 600-plus-acre Main Campus located just minutes away from the 135-acre Park West Campus and subject property, UTSA provides students with a vibrant and accessible learning environment.



### Valero Energy Headquarters

San Antonio-based Valero is a Fortune 500 company specializing in manufacturing, marketing, and retail sales of transportation fuels and petrochemical products. Valero is one of the U.S.'s largest retail operators with over 6,800 retail locations in North America, the Caribbean, and the U.K. The company's state-of-the-art headquarters is located along Loop 1604 near the intersection with IH-10. The 200-acre campus was built in 2004 and has since seen multiple upgrades including additional office buildings, fitness centers, daycare facilities, and access to jogging trails.



### USAA

Headquartered in San Antonio, United Services Automobile Association (USAA), is the largest corporate employer in the city with over 19,000 employees and is currently ranked #114 on the U.S. Fortune 500. USAA is the fifth-largest insurer of private automobiles in the nation and fourth largest home insurer, serving nearly 13 million members. Their 5 million square foot headquarters is located five miles from the Park West Site.



### South Texas Medical Center

Located a brief 10-minute drive from the Site, the South Texas Medical Center spans over 900 acres and is made up of 12 major hospitals, 45 plus clinics, 75 medically related institutions, the University of Texas Health Science Center, and numerous small practices and offices. Serving as the hub for San Antonio's booming healthcare industry, the center treats millions of patients each year. The mega-medical complex generated almost \$12 billion in revenue in 2022 and supported 86,000 jobs generating \$5 billion in wages.



## SURROUNDING NEIGHBORHOODS

### The Dominion

The Dominion is a gated estate community located in the scenic hills of the Texas Hill Country, just north of the Property. With a renowned country club, The Dominion is home to many of San Antonio's most luxurious homes and affluent residents. Bordered by Leon Springs Creek, the upscale community contains 33 acres of man-made lakes, and for two decades now, its golf course has hosted a Senior PGA Tour event. The neighborhood also contains some of the most elevated lots in the city providing spectacular views, and homes ranging from \$650,000 to more than \$15 million.

### Cross Mountain

Cross Mountain is located approximately 10 minutes north of the Park West Site. This highly desired area contains large, newer homes on sprawling lots, ranging from the mid-\$300,000s to above \$1 million. The landscape features winding hill country roads, native limestone cliffs, and heavily wooded terrain, offering a scenic escape from the city without sacrificing proximity to area amenities.

### Stone Oak

The Stone Oak master-planned community is comprised of several neighborhoods that offer the appeal of contemporary living in a hill country atmosphere. Started in the 1980s, Stone Oak spans over 4,300 acres of land that now comprises many neighborhoods connected with cobblestone walkways, restaurants, shops, and a first-rate medical center. The area's natural stone and lush landscaping add to the community's appeal. Residential options mostly consist of single-family homes and townhouses.

### Shavano Park

The City of Shavano Park is an enclave of San Antonio, bounded by Loop 1604, Huebner Road, and Lockhill Selma Road. The township was established in 1881 and originally served as a stagecoach and rail stop between San Antonio and Boerne. Covering roughly 1.77 acres, the city is home to more than 3,000 residents and boasts a median home price of over \$700,000.

### Fair Oaks Ranch

The City of Fair Oaks Ranch is located approximately 10 miles north of the Site, East of IH-10. Fair Oaks Ranch evolved from several parcels that were working dairy, granary, cattle, and racehorse ranches until 1975 when a portion of the land was transformed into a residential community. Today, the municipality sprawls 5,000 acres with median home values of nearly \$700,000.



The Dominion



Stone Oak



Fair Oaks Ranch



Shavano Park



# San Antonio Economic Overview

San Antonio, also known as Alamo City or Military City, U.S.A., has experienced impressive economic growth over the last decade, consistently ranking as one of the nation's fastest-growing economies. As one of Texas' prominent metropolitan areas, alongside Houston, Dallas, and Austin, San Antonio continues to attract significant interest from individuals and investors. The city leverages its rich history, vibrant culture, and strategic location as a gateway to Mexico and international trade to position itself as an opportunity city, celebrated for its high quality of life, burgeoning culinary and arts scene, and affordable cost of living.

Located in the heart of the Texas Hill Country, San Antonio boasts centuries of multicultural influence. Its rapid growth can be attributed to its ability to seamlessly blend the past with the future, creating a unique environment that appeals to new-generation companies and professionals seeking both urban amenities and world-renowned attractions within a thriving and affordable community. The city's fusion of Hispanic and German cultures gives it an unmatched charm. San Antonio is enriched with global cultural influences, renowned educational institutions, top-tier tourist attractions, world-class hospitality, dining, and business establishments, and breathtaking natural landmarks such as the Texas Hill Country.

With an average of 66 new residents per day, the City of San Antonio's population is approaching 1.5 million residents, and anticipates an additional 1 million residents by 2040. Similarly, the Greater San Antonio metropolitan population is projected to approach 3.0 million people by 2030. This upward trend is a testament to the city's growing appeal and its status as a global force to be reckoned with.



**39M**

Annual Visitors



**10M+**

Passengers



**1.48M**

Residents  
(2023)



**7TH**

Largest U.S. City  
U.S. Census Bureau



**3RD**

Fastest Growing U.S. City  
(populations 50k+ U.S. Census Bureau)



**+4.6%**

Metro Area Job Growth (2023)



# Northwest San Antonio Multi-Family Submarket

Situated in vibrant Northwest San Antonio, this sprawling and diverse submarket boasts an impressive list of amenities that sets it apart from other suburban or urban locations in the city. Home to the renowned South Texas Medical Center, the prestigious University of Texas at San Antonio (UTSA), La Cantera, and The Rim, this submarket offers a unique blend of luxury suburban living and student housing opportunities alike. Combining a high-income demographic, civic anchors, and high-end retail shopping centers, Northwest San Antonio consistently attracts residents seeking an elevated lifestyle.

One key factor contributing to the submarket's desirability is its ability to maintain pricing power, with asking rents currently \$20 higher per unit per month than the metro-wide average. This speaks to the submarket's resilience and healthy demand, even during challenging market conditions. Furthermore, the unmatched array of amenities in Northwest San Antonio continues to propel the submarket forward, ensuring a positive trajectory for both investors and tenants alike.

As 2023 concludes, the underlying drivers that make Northwest San Antonio an attractive destination for tenants remain in place. With prominent institutions and unrivaled amenities, Northwest San Antonio stands as a premier choice across the spectrum of multifamily housing.



# San Antonio growth outpaces nation's 10 most populous cities

Percent change in city population, July 1, 2020 to July 1, 2022

2020 to July 1, 2022

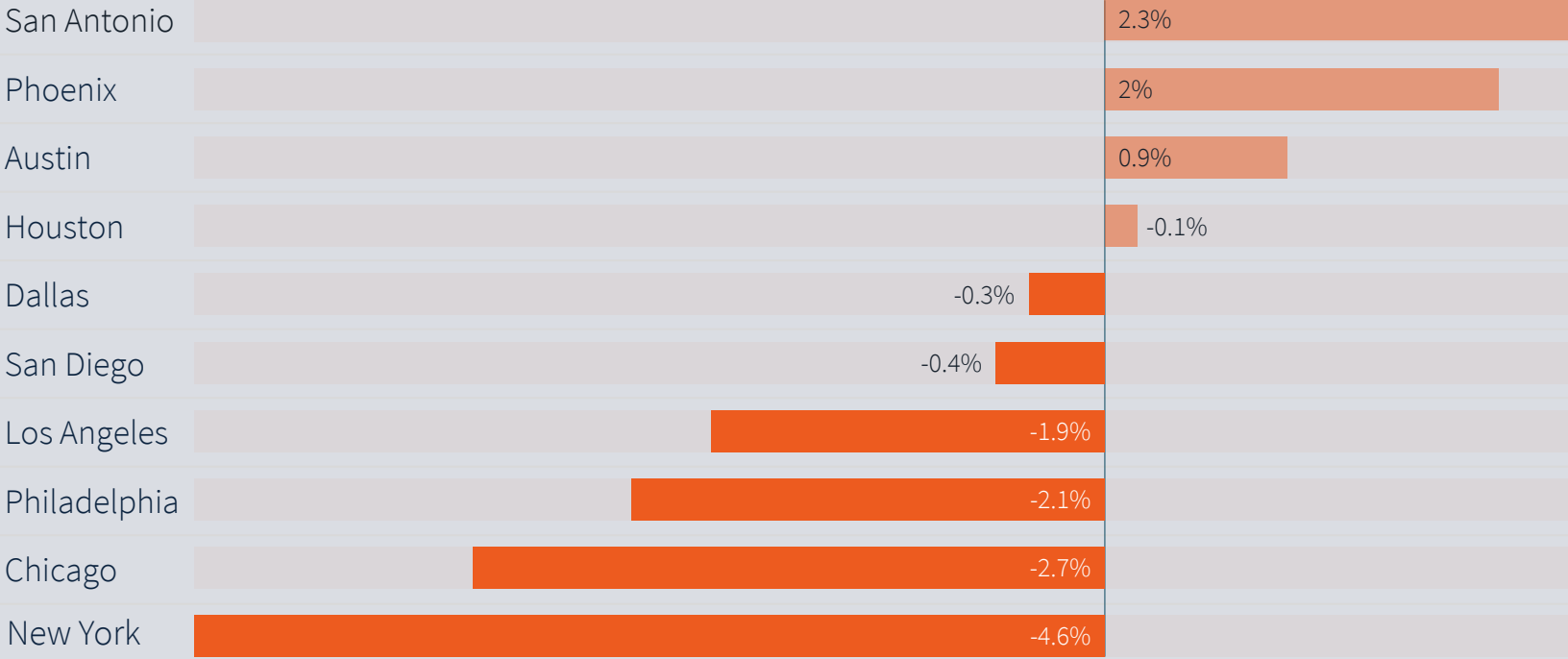


Chart: Libby Seline. Source: U.S. Census Bureau: Subcounty Resident Population Estimate







# UTSA<sup>®</sup>

The University of Texas  
at San Antonio<sup>™</sup>

### GROWTH

The Site is less than 7 minutes from UTSA's Main Campus where recent semester enrollment reached a record high of nearly 35,000 students and is projected to reach 41,000 students by 2028.

### TIER 1 RESEARCH INSTITUTION

As one of only 20 Hispanic-serving institutions in the nation that also claim a prestigious Tier One designation for research, UTSA is gaining attention as a model for the future of higher education in our nation with a \$145M FY2023 research expenditure.

**34.8k**

Students

**45%**

First generation to college (Undergraduates)

**1,429**

Faculty

**24:1**

Student to faculty ratio

**\$280M**

Endowment

**151k+**

Alumni



### RANKINGS

**#31**

Top 3% of Universities Worldwide (2023)

**#31**

Best for Vets' Colleges in the Nation (2022)

**#33**

Best School for Social Mobility in the Nation (2022)

**#8**

Top Producers of Hispanic Bachelor Degrees in the Nation (2023)

**#5**

Forbes' America's Best-in-State Employers (2022)







## UTSA ROADRUNNER ATHLETICS

The success of UTSA Athletics has played an integral role in generating a greater sense of pride for UTSA and San Antonio. This has resulted in the highest level of support UTSA Athletics has seen in its history, with alumni and donor support increasing exponentially.

In the past 12 years, following the launch of Roadrunners Football, UTSA Athletics has garnered the support of 6,841 individual donors to the Roadrunner Athletic Fund. Ticket sales are also skyrocketing as 202,420 fans piled into the Alamodome over the course of seven games during the 2022 season, the most since 2011.

*“UTSA is on an incredible upward trajectory, and our move into a highly competitive conference marks a significant waypoint on that journey for our Athletics program.”*

**80** conference championships

**60** NCAA postseason appearances

**25** All-Americans in just the last six years

### Back-to-back Conference USA (C-USA) Championships:

Football: 2021, 2022  
Women's Golf: 2018, 2019

### 2022 C-USA

tournament title in Women's Soccer





# Transaction Guidelines

The Site is being offered without a list price. There will be a formal bid date, which will be communicated to all interested parties. JLL will be available to assist prospective investors with their review of the Offering and answer any questions. In addition, on-site inspections of the Property can be arranged with JLL upon request.

Once marketing has commenced, JLL and UTSA request that all initial required meetings or conference calls be arranged and coordinated through JLL with UTSA for the sake of time, organization and efficiency. JLL will notify all prospective purchasers of the definitive date for offers to be submitted. Such offers should, at a minimum, include the following:

- The purchase price
- The source of capital (equity and debt) for the transaction
- The amount of earnest money deposit
- Required purchaser due diligence period and internal approval process
- Requested closing date
- Detail on the closing expenses to be borne by either buyer or seller

If buyer engages a broker or representative to assist in its acquisition of the Property, Buyer shall be solely responsible for any fees and/or commissions due to the broker or representative.



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# Thank You

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**About JLL**

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