

# MILITARY & PRESA

SE MILITARY DR & S PRESA ST | SAN ANTONIO, TX



±32.45 ACRE MULTIPLE DEVELOPMENT SITES | OFFERING MEMORANDUM





# | EXECUTIVE SUMMARY

This offering presents an exceptional development opportunity comprising five non-contiguous parcels totaling 32.45 acres of prime land adjacent to Brooks City Base in San Antonio, Texas. The strategic location and diverse characteristics of these parcels make them ideal for a range of commercial and industrial developments. This offering represents a rare chance to acquire a substantial land holding in a rapidly developing area of San Antonio. The property's diverse characteristics, strategic location, and Opportunity Zone designation make it an attractive prospect for developers and investors seeking to participate in corridor's continued expansion and economic success.

## SITE OVERVIEWS

| Property Site | Address                      | Lot Size                      | Zoning    | Zoning Overlay |
|---------------|------------------------------|-------------------------------|-----------|----------------|
| <b>A</b>      | 1930 SE Military             | 8.058 Acres                   | C3; I1    | H; Rio-6       |
| <b>B</b>      | 7811 S Presa                 | 11.4 Acres<br>(Approximately) | I1; C2; L | H, Rio-6, MC2  |
| <b>C</b>      | 7811 S Presa                 | 6.19 Acres                    | C2        | Rio-6; MC2     |
| <b>D</b>      | 7811 S Presa                 | 3.83 Acres                    | C2        | Rio-6; MC2     |
| <b>E</b>      | 7821 Old Corpus Christi Road | 2.97 Acres                    | I1        | Rio-6; MC2     |

# INVESTMENT HIGHLIGHTS

## LOCATION

Situated next to Brooks City Base, a thriving mixed-use community and former Air Force base undergoing significant redevelopment.

## SIZE AND CONFIGURATION

Five separate parcels totaling 32.45 acres, offering flexibility for various development scenarios.

## FRONTAGE

Approximately 20 acres fronting SE Military Drive, providing excellent visibility and accessibility.

## ZONING

Commercial and industrial zoning, allowing for a wide range of potential uses.

## ACCESS

Excellent proximity to Interstate 37, ensuring strong connectivity to San Antonio's major transportation arteries.

## NATURAL FEATURES

The westernmost parcel is bordered by a greenbelt and the San Antonio River, offering potential for scenic views and recreational amenities.

## PRIME CORNER

Includes a hard corner at SE Military Drive and Presa Street, ideal for high-visibility commercial development.

## OPPORTUNITY ZONE

The entire property falls within a designated Opportunity Zone, presenting significant tax advantages for investors.

## MARKET DYNAMICS

Positioned to capitalize on San Antonio's robust economic growth and the ongoing transformation of the Brooks City Base area.







SITES

BROOKS CITY BASE

KEY LEGEND

- |   |             |   |                            |
|---|-------------|---|----------------------------|
|  | SCHOOLS     |  | HOTELS                     |
|  | PARKS       |  | RESTAURANT                 |
|  | RESIDENTIAL |  | RECREATION & ENTERTAINMENT |
|  | RETAIL      |  | HISTORICAL LANDMARK        |



# LOCATION & DEMOGRAPHICS

| DEMOGRAPHICS                  | 1 MILE | 3 MILE | 5 MILE  |
|-------------------------------|--------|--------|---------|
| 2024 Total Population         | 3,027  | 93,479 | 215,266 |
| 2029 Total Population         | 3,598  | 94,053 | 221,503 |
| 2029 Total Households         | 1,330  | 33,675 | 76,136  |
| 2029 Total Daytime Population | 7,810  | 87,091 | 202,107 |
| 2024 Median Age               | 37.7   | 36.5   | 36.6    |





## SITES





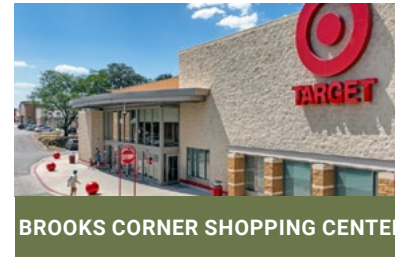
# AREA OVERVIEW

## ABOUT BROOKS

Brooks, located on the South Side of San Antonio, Texas, is a thriving development area with a rich history and promising future. Once home to Brooks Air Force Base, this 1,308-acre campus has transformed into a bustling hub for businesses, residents, and community activities where over 1,700 people live, 5,300 people work, and 2,500 students learn. The area is already home to over 50 businesses, a testament to its appeal and potential. The area boasts multiple housing options, local restaurants, nightlife, and green spaces like The Greenline. Four local schools serve students from Pre-K through medical school, ensuring educational opportunities for families.



## ESTABLISHED RETAIL CORRIDOR/TRADE AREA



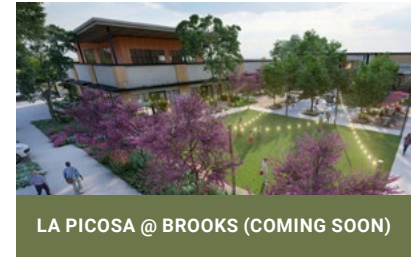
BROOKS CORNER SHOPPING CENTER



CITY BASE WEST



CITY BASE LANDING



LA PICOSA @ BROOKS (COMING SOON)

## ATTRACTIVE HIGH-GROWTH RESIDENTIAL AREA

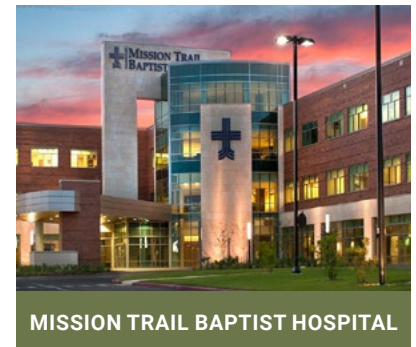


CEDAR RIDGE TERRACE & SAGELAND FLATS (EXPECTED 2026)

## OFFICE / MEDICAL



WATERS EDGE



MISSION TRAIL BAPTIST HOSPITAL



# | ECONOMIC OVERVIEW

## FLOURISHING SAN ANTONIO ECONOMY

A national leader in economic growth and stability, San Antonio continues to gain momentum. Young professionals and businesses continue to flock to the metro for its relative affordability and high quality of life. San Antonio boasts a diverse economy, rich quality of life, robust cybersecurity ecosystem, and stable military and healthcare employment base. In addition to the city's robust celebrated cultural history, San Antonio offers a premier culinary and arts scene, numerous entertainment destinations, accessible outdoor lifestyle amenities, and trending urban hubs including The Pearl, Southtown, River North, and Hemisfair.

**NO.1**

AMERICA'S NEXT  
BOOMTOWN  
*FORBES*

**TOP 5**

ECONOMIC  
PERFORMANCE  
*BROOKINGS*

**2ND**

HIGHEST GROWTH  
MILLENNIALS  
*BROOKINGS*

**13TH**

LARGEST  
MULTIHOUSING  
MARKET  
*COSTAR*

**2.7**

MILLION  
POPULATION





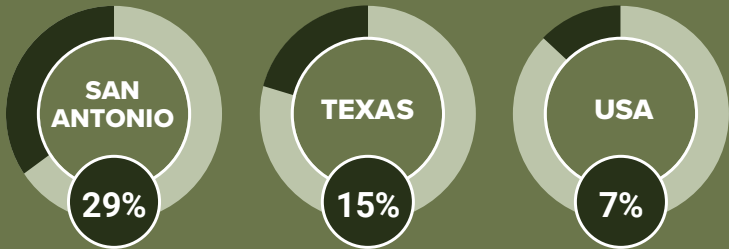
## LARGEST SA EMPLOYERS

- 1 JOINT BASE SAN ANTONIO
- 2 H-E-B
- 3 USAA
- 4 CYBERSECURITY
- 5 RACKSPACE
- 6 WHATABURGER
- 7 RUSH ENTERPRISES
- 8 JP MORGAN CHASE
- 9 FROST BANK
- 10 TASKUS
- 11 BILL MILLER BAR-B-Q
- 12 TOYOTA MOTOR MANUFACTURING
- 13 SOUTHWEST RESEARCH INSTITUTE
- 14 SWBC
- 15 IHEARTMEDIA
- 16 ACCENTURE

## NOTABLE EMPLOYERS

|   |   |  |                             |   |
|---|---|--|-----------------------------|---|
| <b>JOINT BASE<br/>SAN ANTONIO</b><br>82,639 JOBS    | <b>South Texas<br/>MEDICAL<br/>CENTER</b><br>50,000+ JOBS | <b>H-E-B</b><br>20,000 JOBS                | <b>USAA</b><br>19,000 JOBS  | <b>PORT SAN ANTONIO</b><br>18,000+ JOBS |
| <b>CYBERSECURITY<br/>SAN ANTONIO</b><br>16,500 JOBS | <b>JPMorgan<br/>Chase</b><br>5,000 JOBS                   | <b>rackspace<br/>HOSTING</b><br>6,500 JOBS | <b>VXLERO</b><br>1,653 JOBS | <b>BOEING</b><br>2,800 JOBS             |

## POPULATION GROWTH 2012-2022







## POPULATION TRENDS

- Fastest growing city in the country (numerically) with nearly 14,000 new residents from 2020-2021.
- 2.7+ million MSA residents: second most populous city in Texas, 7th largest in the U.S.
- One of the Nation's fastest growing Millennial populations in the U.S.

## EMPLOYMENT TRENDS

- Healthy job market credited to diverse industries: established financial services, rapidly growing life sciences, new energy, and a booming IT and cybersecurity presence.
- Educated, young workforce, low business costs, and city-backed financial incentives continue to attract startups and corporate relocations.
- Top market for job seekers: steady employment growth and low unemployment levels.

**30**

YEARS OF  
ECONOMIC  
HISTORY

**25**

YEARS OF  
POSITIVE JOB  
GROWTH

**5**

YEARS OF  
NEGATIVE JOB  
GROWTH

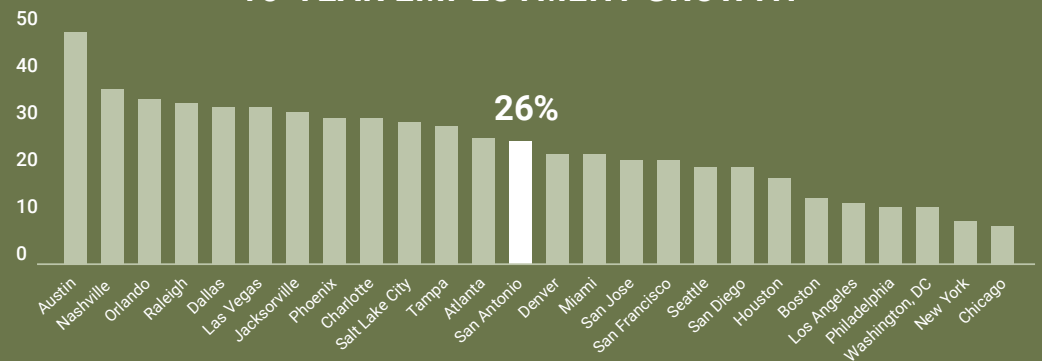
**1.3X**

HIGHER RATE OF  
GROWTH THAN THE  
NATIONAL AVERAGE

**8%**

LESS THAN U.S.  
AVERAGE COST  
OF LIVING

## 10-YEAR EMPLOYMENT GROWTH





## INTERNATIONAL TRADE CENTER

- Ideally positioned along the NAFTA corridor, handling 50%+ of Mexico U.S. trade flow.
- Logistical functionality bolstered by 1,900-acre multimodal Port San Antonio hub.
- Large multinational corporate presence including Boeing, Lockheed Martin and Xerox.

## IT & CYBERSECURITY HUB

- Recognized by the NSA as one of the nation's leading cities for cybersecurity activity.
- Global employers including EY, PwC, Booz Allen Hamilton, Lockheed Martin and The Hut Group are expanding cybersecurity operations in San Antonio.

## STRONG MILITARY PRESENCE

- Known as "Military City" due to its long history of multiple military and defense installations.
- Home to one of the greatest concentrations of active and retired military populations in the nation: 283,000+ military & military service employees in the MSA.
- Four major military bases comprise Joint Base San Antonio (JBSA): Randolph Air Force Base, Fort Sam Houston, Lackland Air Force Base and Camp Bullis.



## SAN ANTONIO IS HOME TO

**16,500+**

**CYBER SECURITY  
& DOD CYBER  
WARRIORS**

**NSA TEXAS**

**4,000+ DAILY  
EMPLOYEES**

**U.S. AIRFORCE**

**CYBER COMMAND  
(24th & 25th AIRFORCE)**

**6 TOTAL**

**NSA CENTERS  
OF EXCELLENCE**

**LARGEST**

**ACTIVE & RETIRED  
MILITARY POP. IN THE U.S.**



# DEAL TEAM CONTACTS

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## 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.*



11-2-2015

### 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.

|   |             |                     |              |
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| Jones Lang LaSalle Brokerage, Inc.                                    | 591725      | jan.lighty@jll.com  | 214-438-6100 |
| Licensed Broker /Broker Firm Name or<br>Primary Assumed Business Name | License No. | Email               | Phone        |
| Bradley Stone Selner  | 399206      | brad.selner@jll.com | 214-438-6169 |
| Designated Broker of Firm   | License No. | Email               | Phone        |
| Licensed Supervisor of Sales Agent/<br>Associate                      | License No. |                     | Phone        |
| Brian Kates   | 630425      | brian.kates@jll.com | 210-293-6848 |
| Sales Agent/Associate's Name  | License No. | Email               | Phone        |

|                                       |      |
|---------------------------------------|------|
| Buyer/Tenant/Seller/Landlord Initials | Date |
|---------------------------------------|------|





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| Robert Oliver McDonough   | 738316      | robert.mcdonough@jll.com | 210-839-2037 |
| Sales Agent/Associate's Name  | License No. | Email                    | Phone        |

|                                       |      |
|---------------------------------------|------|
| Buyer/Tenant/Seller/Landlord Initials | Date |
|---------------------------------------|------|