



## RESIDENTIAL DEVELOPMENT SITE | SINGLE-FAMILY & MULTIFAMILY

7.67 +/- Acres | 6903 Border Brook | San Antonio, Texas 78238

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**Vanguard Real Estate Advisors (“VREA”)** has been exclusively retained by Ownership to offer developers and investors the opportunity to purchase a 7.67+/- acre residential development Site located at 6903 Border Brook, San Antonio, TX (the “Site”) located less than a mile east of Interstate 410 in the rapidly growing northwest quadrant of the City. Approximately half of the Site is zoned for multifamily and the remainder single-family, it is accessible via Border Brook. Given the sites dynamic zoning, a potential Buyer could purchase with the intent to rezone the Site entirely for multifamily or single-family. The Site is extremely well-located and very close to a multitude of national retailers as well as near the Ingram Mall. It is in immediate proximity to major employers such as the NSA and a Microsoft Data center. This is a great opportunity to acquire a property at a **reduced price of only \$1.95 per square foot.**

*A 2.5% co-broker fee is available to a Co-Broker that sources a Principal that VREA has not previously contacted in any format or sent information regarding this opportunity.*

#### INVESTMENT OVERVIEW <sup>(1)</sup>

Property	7.67+/- Acres
Location	6903 Border Brook, San Antonio, TX 78238 (29.47126,-98.6286)
Access	Available via Border Brook
Utilities	Water and Sewer to the Site
Zoning	Zoned MF-33 and R-6 (see zoning exhibit on page 5)
Appraisal District Property ID	688435, 688436, 688437 (Bexar County)
School District	Northside ISD (B+ Rating per Niche.com)

**(1)** Purchaser to confirm all information during due diligence

#### PRICING

Asking Price	\$650,000
Asking Price per SF	\$1.95

#### TAX INFORMATION

Taxing Entity	Tax Rate
Bexar County Road and Flood	0.023668
San Antonio River Authority	0.017870
Alamo Community College	0.149150
University Health	0.276235
Bexar County	0.276331
City of San Antonio	0.541590
Northside ISD	1.004900
<b>Total Tax Rate</b>	<b>2.289744</b>

#### DEMOGRAPHICS

##### ESTIMATED POPULATION (2020)



**1-MILE | 12,496**  
**3-MILE | 108,041**  
**5-MILE | 349,815**

##### MEDIAN HOUSEHOLD INCOME



**1-MILE | \$58,640**  
**3-MILE | \$63,017**  
**5-MILE | \$60,305**

##### MEDIAN HOME VALUE



**1-MILE | \$248,839**  
**3-MILE | \$242,911**  
**5-MILE | \$230,922**

7.67+/- ACRES  
RESIDENTIAL DEVELOPMENT SITE  
SAN ANTONIO, TEXAS





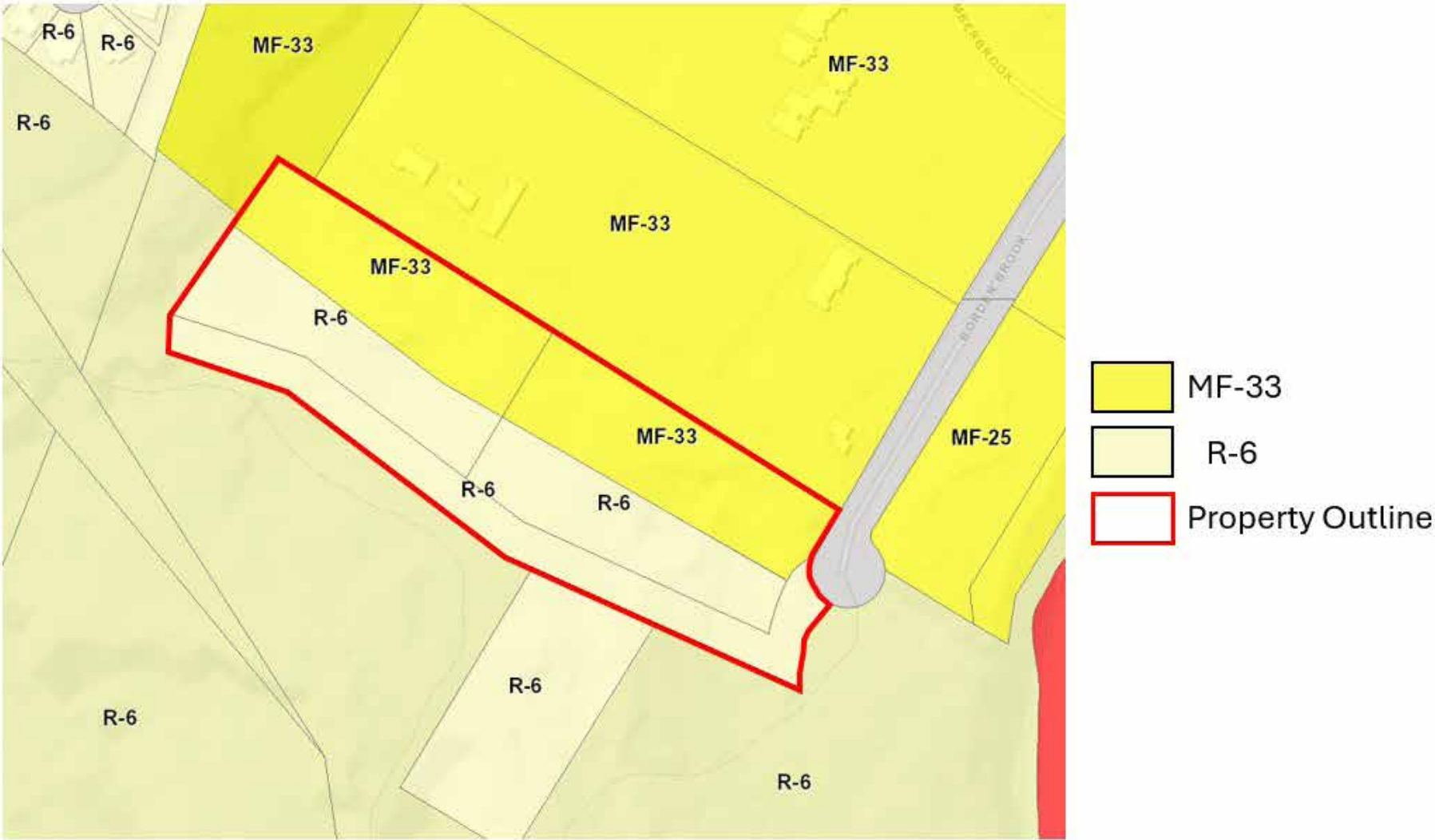




SITE PLAN

Zoning Exhibit per City of San Antonio

7.67+/- ACRES  
RESIDENTIAL DEVELOPMENT SITE  
SAN ANTONIO, TEXAS



## INVESTMENT HIGHLIGHTS



### Strategic Location

- The 7.67+/- acre Site is strategically located along Border Brook, less than a mile east of Interstate 410. This positioning offers seamless connectivity to the San Antonio-New Braunfels Metropolitan Statistical Area (MSA) and easy access to other major Texas markets such as Austin, Houston, and Dallas.
- The Site is approximately 4 miles south of the South Texas Medical Center, one of the city's largest employment hubs which employs around 30,000.
- The Site falls within the highly acclaimed Northside Independent School District, which boasts an B+ ranking on Niche.com. The attendance zone includes schools like Driggers Elementary School, Neff Middle School, and Holmes High School, making the location ideal for families and future residents.
- The Site also connects to the Leon Creek Greenway, a trail system containing 20+ miles of trails.



### Zoning

- The property is zoned MF-33 (max 33 units per acre) and R-6 (min. 6,000 SF lots), which permits a variety of different multifamily and residential development opportunities.
- Purchasers are advised to perform their own due diligence regarding zoning regulations and potential unit counts.



### Population and Demographics

- San Antonio's population reached 2,703,999 by the end of 2023, a 5.27% increase from 2020, as reported by the U.S. Census Bureau. This growth reflects the city's rising prominence as a vibrant metropolitan center and is expected to grow another 5.5% by 2029 per Synergos Technologies.
- Within a three-mile radius of the Site there is a strong local market, the median household income averages \$63,017, according to Esri. This highlights the area's strong consumer base and potential demand for rental housing.
- Per Costar, the average asking multifamily rent per square foot in this property's submarket for Class A deals is \$1.75 as of December 2024.



*Downtown San Antonio*





## SAN ANTONIO HIGHLIGHTS

- The San Antonio-New Braunfels MSA had an estimated 2022 Gross Metropolitan Product (GMP) of \$163 billion with the city's largest industry, Healthcare, generating an estimated \$42 billion in economic activity each year.
- A report by the Kenan Institute of Private Enterprises predicts the San Antonio-New Braunfels MSA's economy will be among the 15 fastest growing in the nation next year. San Antonio's gross domestic product is projected to grow 1.7 percent this year, the 11th-highest expected urban economic growth rate in the nation.
- According to the U.S. Census Bureau, between 2020 and 2023 the population of San Antonio grew from 2,568,526 to 2,703,999 a 5.27% increase, and between 2020 and 2022 median household income grew from \$60,477 to \$65,839, an 8.86% increase. San Antonio had the 3rd-largest numeric population increase in the United States with a population increase of 18,889 between July 2021 and July 2022. San Antonio also ranked the highest in the U.S. for numeric population growth from 2020 to 2021.
- According to the latest market statistics from Texas Realtors, the median home price in the San Antonio in October 2024 was \$280,000.

The Site is located within the San Antonio-New Braunfels Metropolitan Statistical Area. The San Antonio-New Braunfels MSA encompasses eight counties within Central Texas and the Site is located within Bexar County. The San Antonio-New Braunfels MSA has a population of 2.65 million making it the 3rd-largest metropolitan area in Texas and the 24th-largest in the U.S.



### GROSS METROPOLITAN PRODUCT

**\$163 Billion**



### SAN ANTONIO POPULATION GROWTH

**5.27% (2020-2023)**



### SAN ANTONIO ESTIMATED POPULATION

**2.7 Million**



*San Antonio Riverwalk*



## ECONOMIC OVERVIEW

San Antonio is the largest city in Central Texas. The San Antonio-New Braunfels MSA has a labor force of over 1,287,817 people and is home to many world-class hospitals and medical centers, including the state's largest hospital the Baptist Medical Center. The Greater San Antonio region is home to more than 400 corporate headquarters and major operations for global companies. Several of the major companies headquartered in San Antonio include Valero Energy, USAA, H-E-B and Vision Works.



### SAN ANTONIO MAJOR EMPLOYERS

COMPANY NAME	EMPLOYEES
Joint Base San Antonio (JBSA)	67,350
H-E-B	20,000
USAA	18,300
Methodist Healthcare	11,000
Valero Energy Corporation	9,908
Vision Works	8,000
Toyota Motor Manufacturing	3,800
Accenture	2,000





## AREA OVERVIEW

As one of the nations up-and-coming cities, San Antonio is the 2nd most populous city in the State. The “Greater San Antonio” area has a total estimated population of 2,655,342. Within 5 miles of the Site there is a population of 349,815. The median home price in the San Antonio market in October 2024 was \$280,000.

## EDUCATION

Northside Independent School District (NISD) is the largest school district in San Antonio and one of the largest in Texas, serving over 100,000 students across 125 schools, including elementary, middle, and high schools, as well as specialized academies. Renowned for its strong academic programs, extracurricular offerings, and community engagement, NISD is a cornerstone of educational excellence in the region. The Site is strategically located just 1 mile east of Virginia A. Myers Elementary School and 1 mile west of Sul Ross Middle School and Premier High School, making it ideally situated near quality educational institutions. This proximity enhances its appeal for family-focused developments or businesses catering to the local community.





## TRANSPORTATION



**Air:** The San Antonio International Airport located 10 miles northeast of the Site offers both domestic and international flights for both public and private use. In 2023, the San Antonio international Airport served over approximately 10.6 million passengers. Stinson Municipal Airport provides national and local travel located 13 miles south from the Site.



**Highway:** The Site is in the west region of San Antonio with convenient access to many of the region's major thoroughfares. Less than a mile away east of the Site is Interstate 410 which provides a straight access around San Antonio. Just 5 miles northeast of the Site is Interstate 10 which gives straight access to downtown San Antonio.



**Public Transit:** Alamo Regional Transit (ART) is managed by the Alamo Area Council of Governments (AACOG). ART's next-day pickup service offers transportation to various destinations such as medical appointments, work, school, shopping, and beyond. Fares begin at \$2 for trips within town limits and can go up to a maximum of \$12 for destinations outside the county.





## October 2024 Market Statistics - San Antonio

**Median Price**  
**\$276,275**  
▲ 6.3% YoY

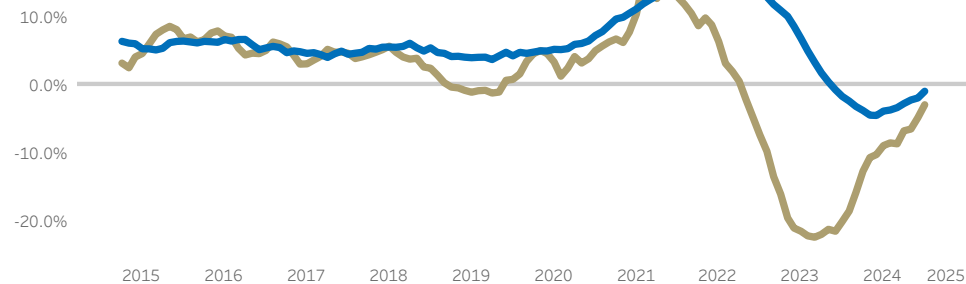
**Closed Sales**  
**1,039**  
▲ 12.1% YoY

**Active Listings**  
**5,287**  
▲ 27.6% YoY

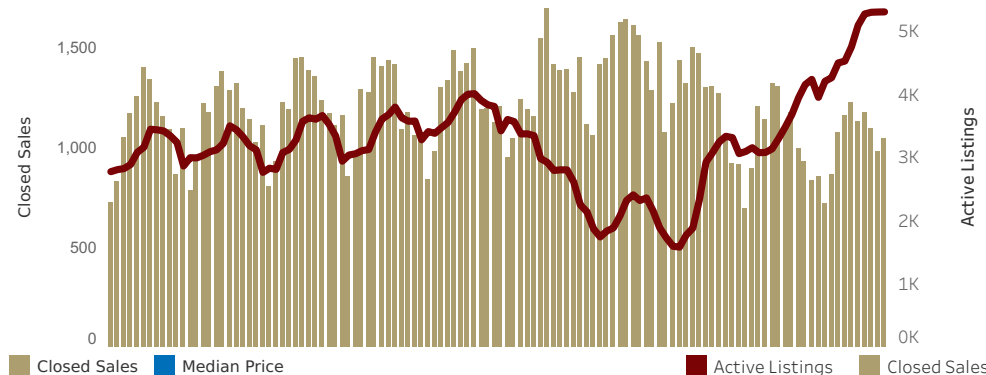
**Months Inventory**  
**5.2**  
▲ 1.3 YoY

**SABOR**  
SAN ANTONIO  
BOARD OF REALTORS®

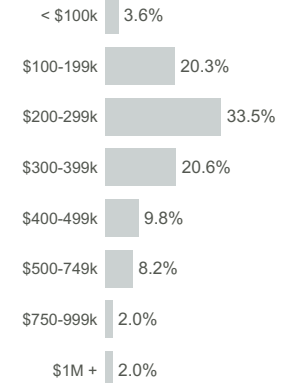
### GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE



### CLOSED SALES AND ACTIVE LISTINGS



### PRICE DISTRIBUTION



### VALUATION STATS

**Median Price/Sq Ft**  
**\$160.79**  
▼ -1.0% YoY

**Median Home Size**  
**1,728 sq ft**

**Median Year Built**  
**1995**

**Close/Original List**  
**92.8%**

### TRANSACTION TIME STATS

**Days on Market**  
**61**  
7 days more than October 2023

**Days to Close**  
**32**  
1 day less than October 2023

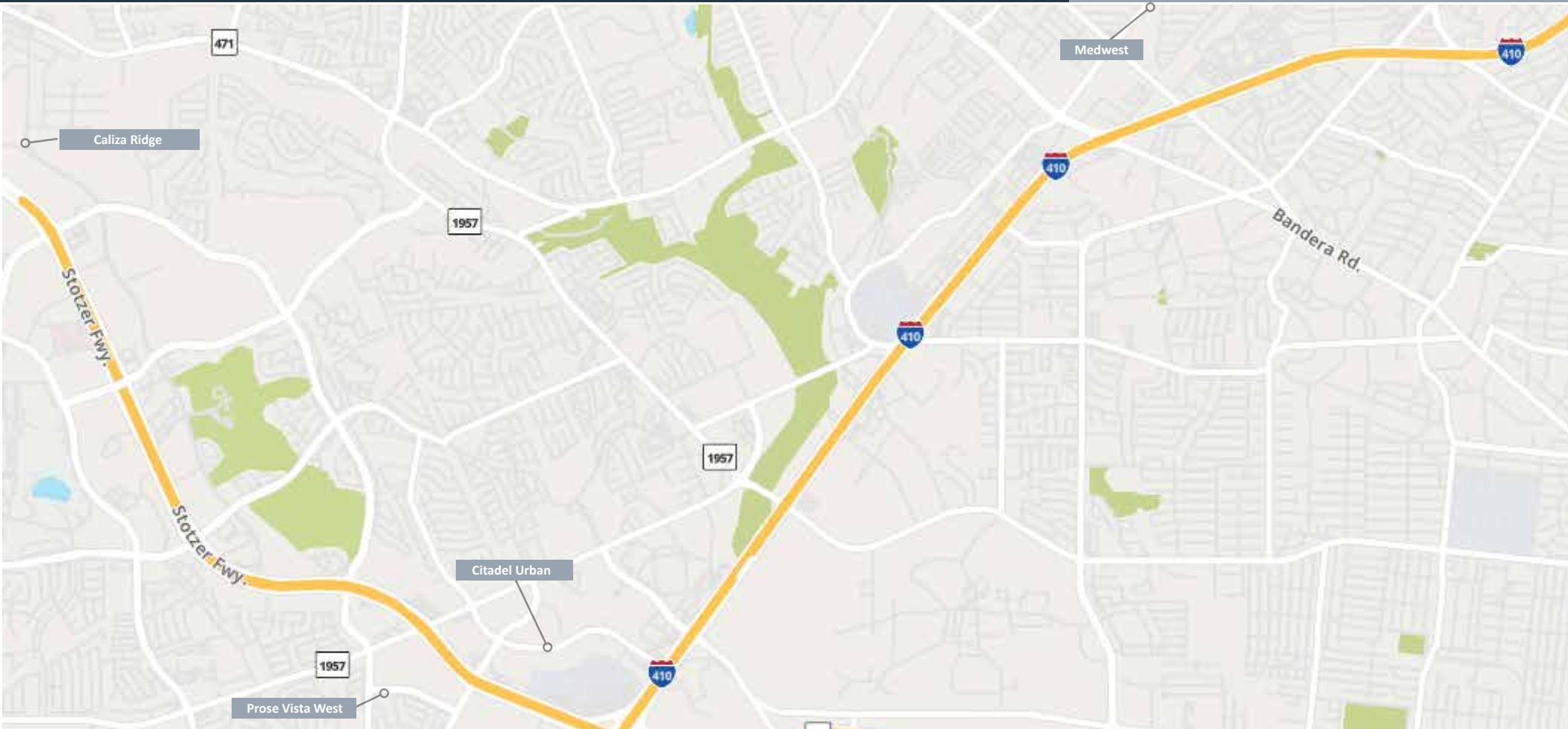
**Total Days**  
**93**  
6 days more than October 2023



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7.67+/- ACRES  
RESIDENTIAL DEVELOPMENT SITE  
SAN ANTONIO, TEXAS



	Address	Year Built	No. of Units	Avg SF	Market Rent	Market Rent/SF	Effective Rent	Effective Rent/SF	Occupancy
	Citadel Urban	2024	181	888	\$1,616	\$1.82	\$1,519	\$1.71	22%
	Prose Vista West	2023	348	935	\$1,461	\$1.56	\$1,461	\$1.56	71%
	Caliza Ridge	2024	335	866	\$1,631	\$1.88	\$1,425	\$1.65	30%
	Midwest	2022	131	744	\$1,388	\$1.86	\$1,388	\$1.86	97%
Total/Average:		2023	249	878	\$1,537	\$1.75	\$1,450	\$1.65	51%



## CITADEL URBAN



503 Richland Hills Dr  
San Antonio, TX 78245

**Year Built:** 2024  
**Number of Units:** 181  
**Rentable Square Feet:** 160,818  
**Average Unit Size:** 888 SF  
**Physical Occupancy:** 22%

### Unit Mix

Unit Description	No. of Units	SF	Market		Effective	
			Rent	Rent/SF	Rent	Rent/SF
Studio / 1 BA	17	729	\$1,371	\$1.88	\$1,289	\$1.77
1 BR / 1 BA	16	673	\$1,334	\$1.98	\$1,254	\$1.86
1 BR / 1 BA	48	731	\$1,479	\$2.02	\$1,390	\$1.90
1 BR / 1 BA	17	813	\$1,490	\$1.83	\$1,401	\$1.72
1 BR / 1 BA	5	857	\$1,530	\$1.79	\$1,438	\$1.68
1 BR / 1 BA	20	912	\$1,615	\$1.77	\$1,518	\$1.66
2 BR / 2 BA	11	996	\$1,760	\$1.77	\$1,654	\$1.66
2 BR / 2 BA	22	1,103	\$1,876	\$1.70	\$1,763	\$1.60
2 BR / 2 BA	19	1,161	\$1,943	\$1.67	\$1,826	\$1.57
3 BR / 2 BA	5	1,480	\$2,310	\$1.56	\$2,171	\$1.47
3 BR / 2 BA	1	1,542	\$2,450	\$1.59	\$2,303	\$1.49
<b>Total / Averages:</b>	<b>181</b>	<b>888</b>	<b>\$1,616</b>	<b>\$1.82</b>	<b>\$1,519</b>	<b>\$1.71</b>

### Concessions

8 weeks free on all units.  
Please note property is in lease-up.

## PROSE VISTA WEST



9311 Vista West  
San Antonio, TX 78245

**Year Built:** 2023  
**Number of Units:** 348  
**Rentable Square Feet:** 325,212  
**Average Unit Size:** 935 SF  
**Physical Occupancy:** 71%

### Unit Mix

Unit Description	No. of Units	SF	Market		Effective	
			Rent	Rent/SF	Rent	Rent/SF
1 BR / 1 BA	36	697	\$1,218	\$1.75	\$1,218	\$1.75
1 BR / 1 BA	180	830	\$1,332	\$1.60	\$1,332	\$1.60
2 BR / 2 BA	36	1,056	\$1,626	\$1.54	\$1,626	\$1.54
2 BR / 2 BA	96	1,174	\$1,731	\$1.47	\$1,731	\$1.47
<b>Total / Averages</b>	<b>348</b>	<b>935</b>	<b>\$1,461</b>	<b>\$1.56</b>	<b>\$1,461</b>	<b>\$1.56</b>

### Concessions

Currently no concessions are being offered.

## CALIZA RIDGE



5219 Rodgers Road  
San Antonio, TX 78251

**Year Built:** 2024  
**Number of Units:** 335  
**Rentable Square Feet:** 358,137  
**Average Unit Size:** 866 SF  
**Physical Occupancy:** 30%

### Unit Mix

Unit Description	No. of Units	SF	Market		Effective	
			Rent	Rent/SF	Rent	Rent/SF
1 BR / 1 BA	78	604	\$1,310	\$2.17	\$1,135	\$1.88
1 BR / 1 BA	54	695	\$1,458	\$2.10	\$1,261	\$1.81
1 BR / 1 BA	18	709	\$1,470	\$2.07	\$1,280	\$1.81
1 BR / 1 BA	42	766	\$1,559	\$2.04	\$1,366	\$1.78
1 BR / 1 BA	12	791	\$1,631	\$2.06	\$1,418	\$1.79
2 BR / 2 BA	45	1,060	\$1,816	\$1.71	\$1,593	\$1.50
2 BR / 2 BA	20	1,110	\$1,849	\$1.67	\$1,621	\$1.46
2 BR / 2 BA	30	1,186	\$1,961	\$1.65	\$1,718	\$1.45
2 BR / 2 BA	6	1,213	\$2,134	\$1.76	\$1,872	\$1.54
2 BR / 2 BA	18	1,224	\$2,017	\$1.65	\$1,781	\$1.46
3 BR / 3 BA	12	1,347	\$2,285	\$1.70	\$2,022	\$1.50
<b>Total / Averages:</b>	<b>335</b>	<b>866</b>	<b>\$1,631</b>	<b>\$1.88</b>	<b>\$1,425</b>	<b>\$1.65</b>

### Concessions

Offering up to 6-weeks free on 13-month leases.  
Please note property is in lease-up.

## MEDWEST



7139 Wurzbach Rd  
San Antonio, TX 78240

**Year Built:** 2022  
**Number of Units:** 131  
**Rentable Square Feet:** 97,494  
**Average Unit Size:** 744 SF  
**Physical Occupancy:** 97%

### Unit Mix

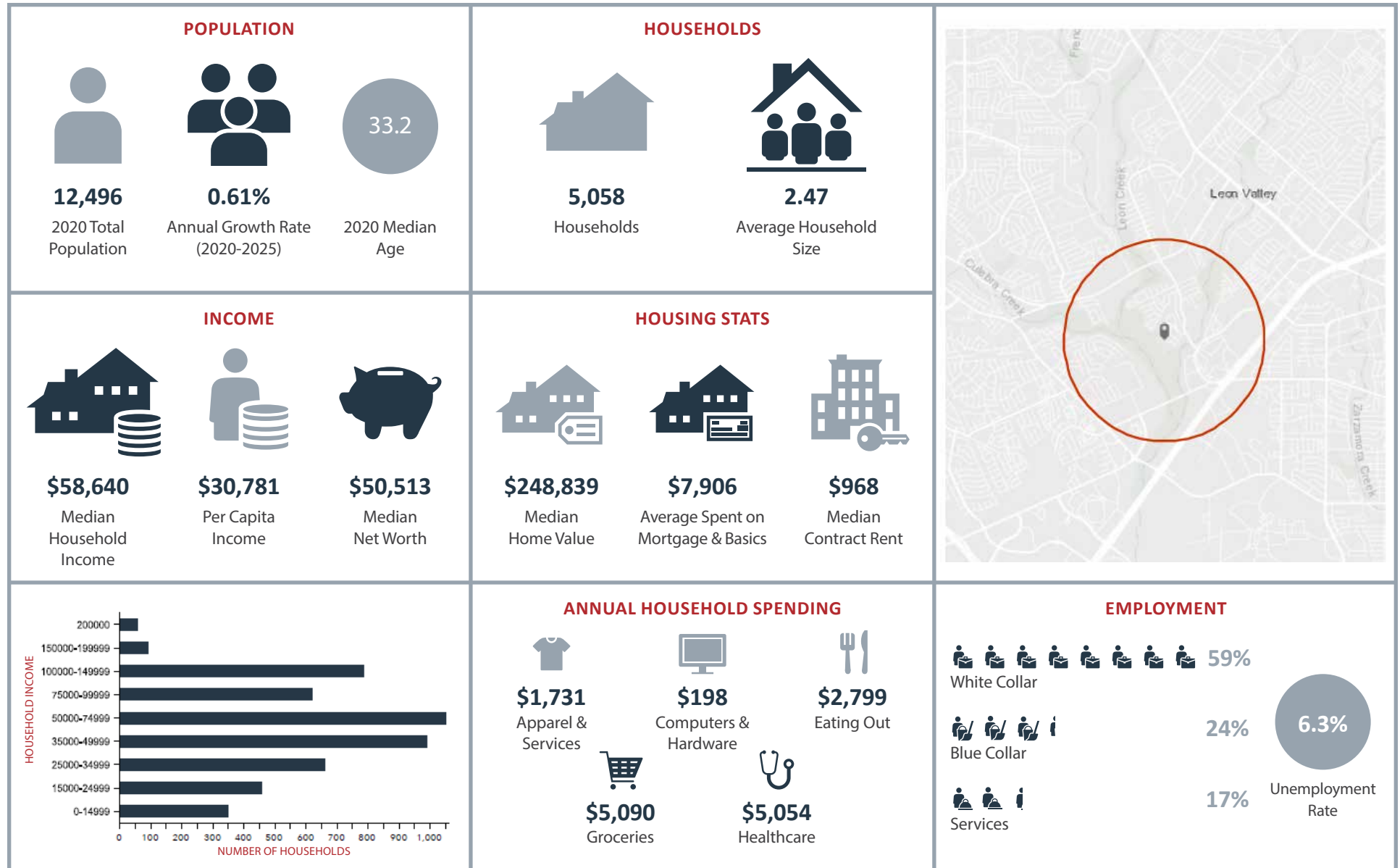
Unit Description	No. of Units	SF	Market		Effective	
			Rent	Rent/SF	Rent	Rent/SF
Studio	24	483	\$1,159	\$2.40	\$1,159	\$2.40
Studio	12	543	\$1,179	\$2.17	\$1,179	\$2.17
1 BR / 1 BA	34	659	\$1,289	\$1.96	\$1,289	\$1.96
1 BR / 1 BA	4	756	\$1,425	\$1.88	\$1,425	\$1.88
1 BR / 1 BA	28	825	\$1,459	\$1.77	\$1,459	\$1.77
1 BR / 1 BA	4	839	\$1,644	\$1.96	\$1,644	\$1.96
2 BR / 2 BA	25	1,100	\$1,715	\$1.56	\$1,715	\$1.56
<b>Total / Averages</b>	<b>131</b>	<b>744</b>	<b>\$1,388</b>	<b>\$1.86</b>	<b>\$1,388</b>	<b>\$1.86</b>

### Concessions

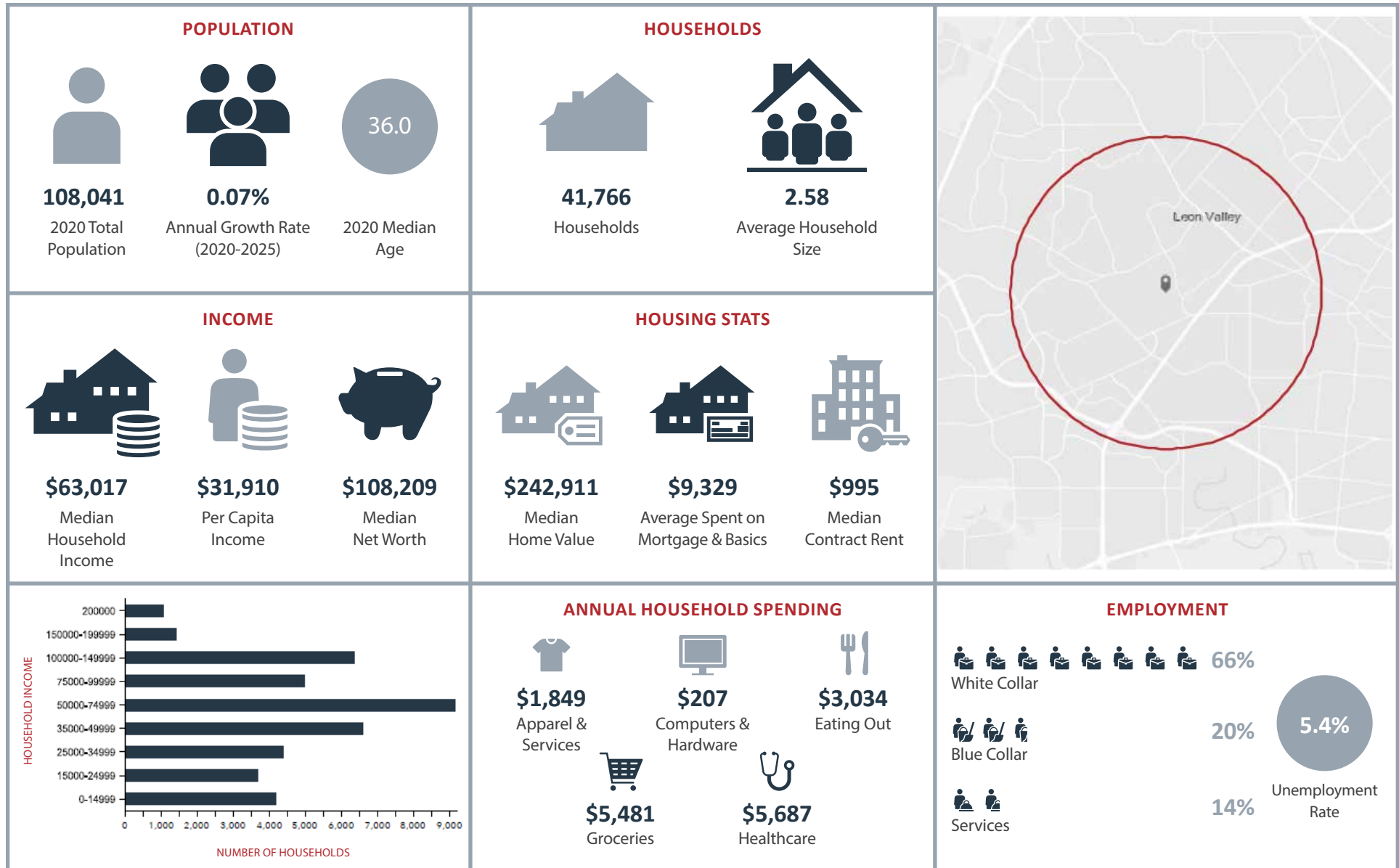
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## DEMOGRAPHIC OVERVIEW | 1-MILE RADIUS

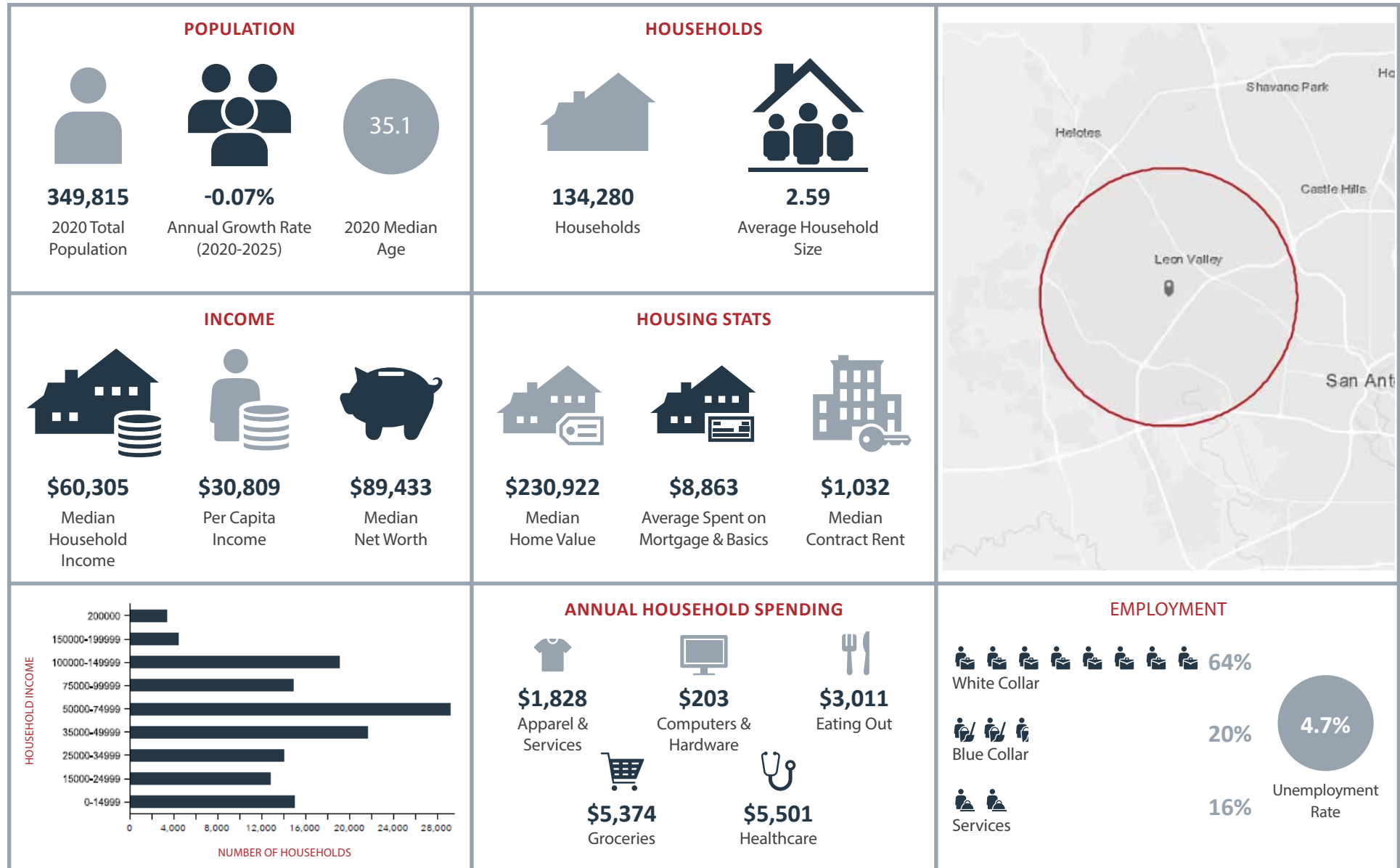


## DEMOGRAPHIC OVERVIEW | 3-MILE RADIUS





## DEMOGRAPHIC OVERVIEW | 5-MILE RADIUS



## 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.

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