

Property Summary

20800 Stone Oak Parkway, San Antonio, TX 78258

FOR SALE



PROPERTY DESCRIPTION

Offering Overview

20800 Stone Oak Parkway is offered at \$2,950,000 (\$786,667/AC) for approximately 3.75 acres of vacant commercial land in the Stone Oak master-planned community. The site has approximately 565 feet of frontage on Stone Oak Parkway, City of San Antonio C-3 zoning, and a Master Plan designation that allows retail, restaurant, hotel, office, or multifamily development.

Zoning and Permitted Uses

The property is zoned C-3 (City of San Antonio) and designated MFC/C3/O under the Stone Oak Second Amended and Restated Master Plan. The Master Plan use table permits hotel/motel and restaurant uses under C3, and the MFC designation permits multifamily at up to 32 units per acre. All development is subject to Stone Oak architectural review.

OFFERING SUMMARY

Sale Price:	\$2,950,000
Lot Size:	3.754 Acres

DEMOGRAPHICS	5 MILES	1 MILE	3 MILES
Total Households	59,887	2,901	28,609
Total Population	162,302	7,196	79,572
Average HH Income	\$144,439	\$131,043	\$151,721

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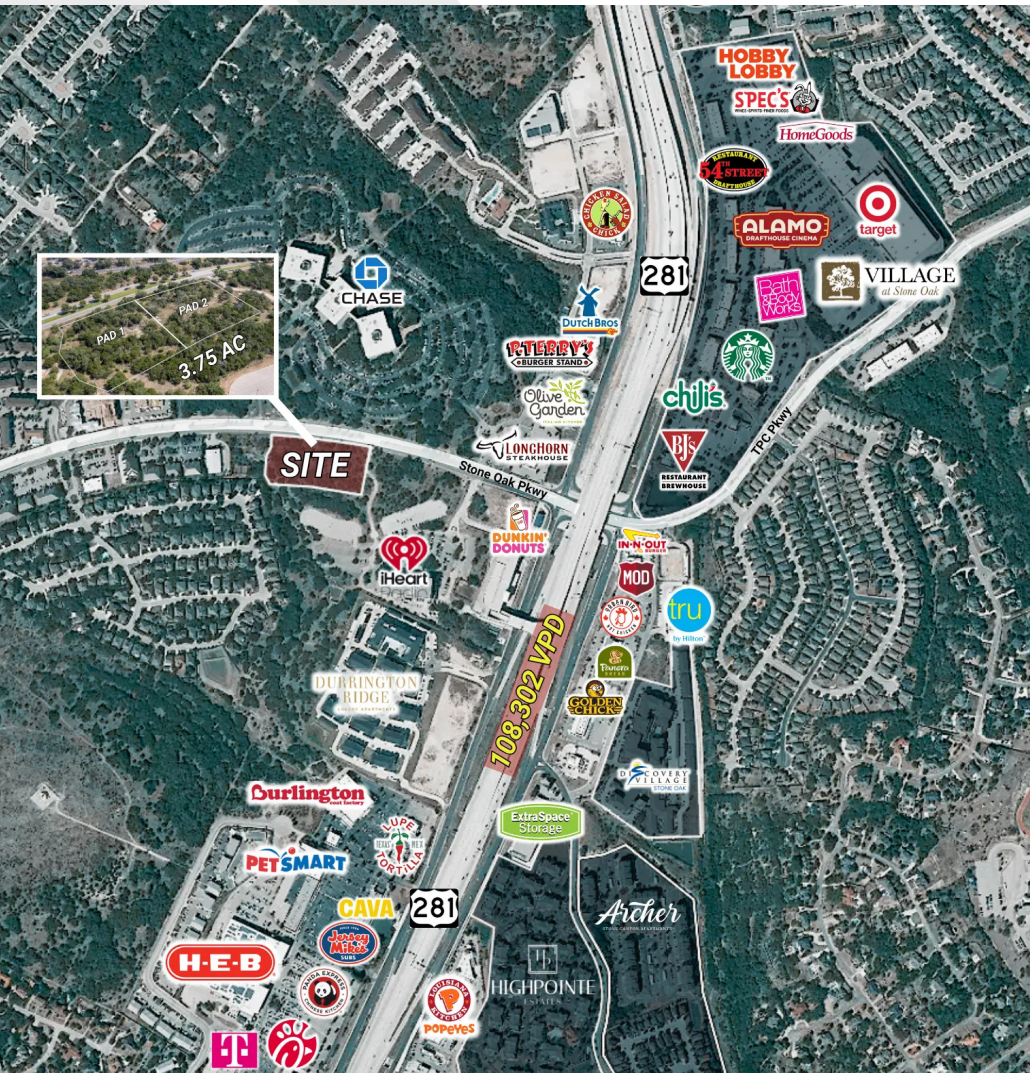


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Site Details

The offering consists of two platted lots, Lots 2 and 3, Block 35, Cactus Bluff Commercial Unit IV (approximately 1.877 AC each), under a single tax account. The site measures approximately 565 feet wide by 290 feet deep. Water and sewer service is provided by SAWS, and electric and gas service by CPS Energy.

Due Diligence Materials

A geotechnical engineering report (PSI, December 2024), prepared for a proposed hotel on this site, is available to qualified buyers along with the existing ALTA/ACSM survey. The property lies within the Edwards Aquifer Recharge Zone, which governs impervious cover and stormwater design.

Development Potential

The site fits a retail or restaurant pad development, a hotel, or a multifamily project. Neighboring land at 20613 Stone Oak Parkway is proposed for a 264-unit multifamily community, and Stone Oak Mercantile, a 58,250 SF retail center, is under construction on the same corridor.

LOCATION DESCRIPTION

The property sits on the north side of Stone Oak Parkway in San Antonio's Far North Central submarket, between the JPMorgan Chase Corporate Center and the iHeartMedia world headquarters. The US-281 and Stone Oak Parkway intersection carries approximately 72,694 vehicles per day, with approximately 13,686 VPD on Stone Oak Parkway itself (2026 counts).

Established retail nearby includes H-E-B, Target, Costco, Sam's Club, Hobby Lobby, CVS, Petco, and Spec's. Area hotels include the JW Marriott San Antonio Hill Country, Drury, Hyatt Place, La Quinta, and Best Western.

The 3-mile trade area has a population of approximately 79,572 and a median household income of approximately \$155,721 (2026 estimates). Corporate employment, established retail, and household income combine to support retail, hospitality, and residential demand at this location.

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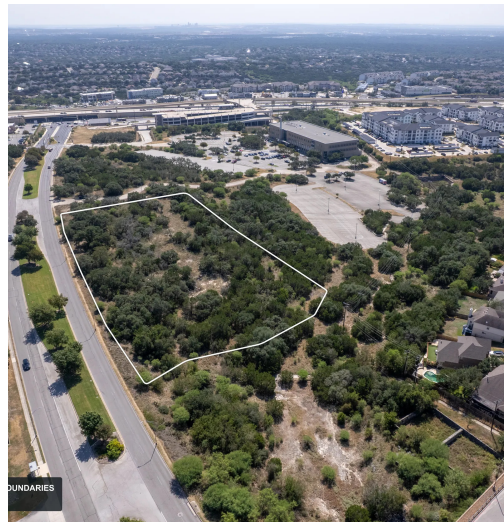
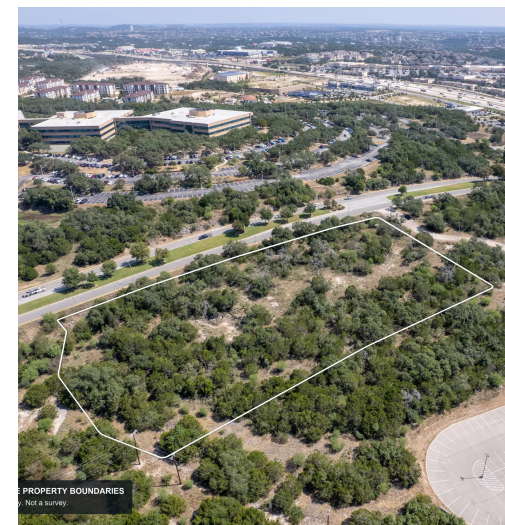
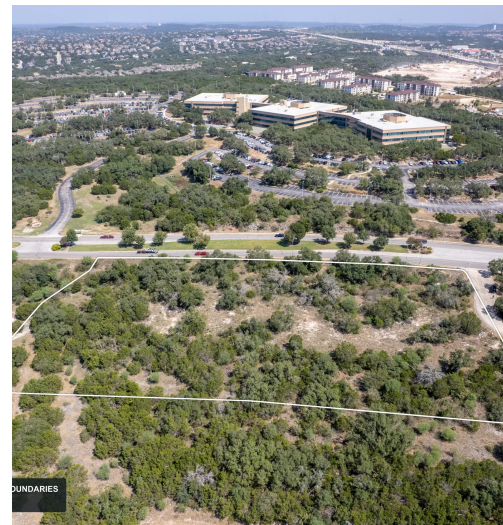


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Additional Photos

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Demographics Map & Report

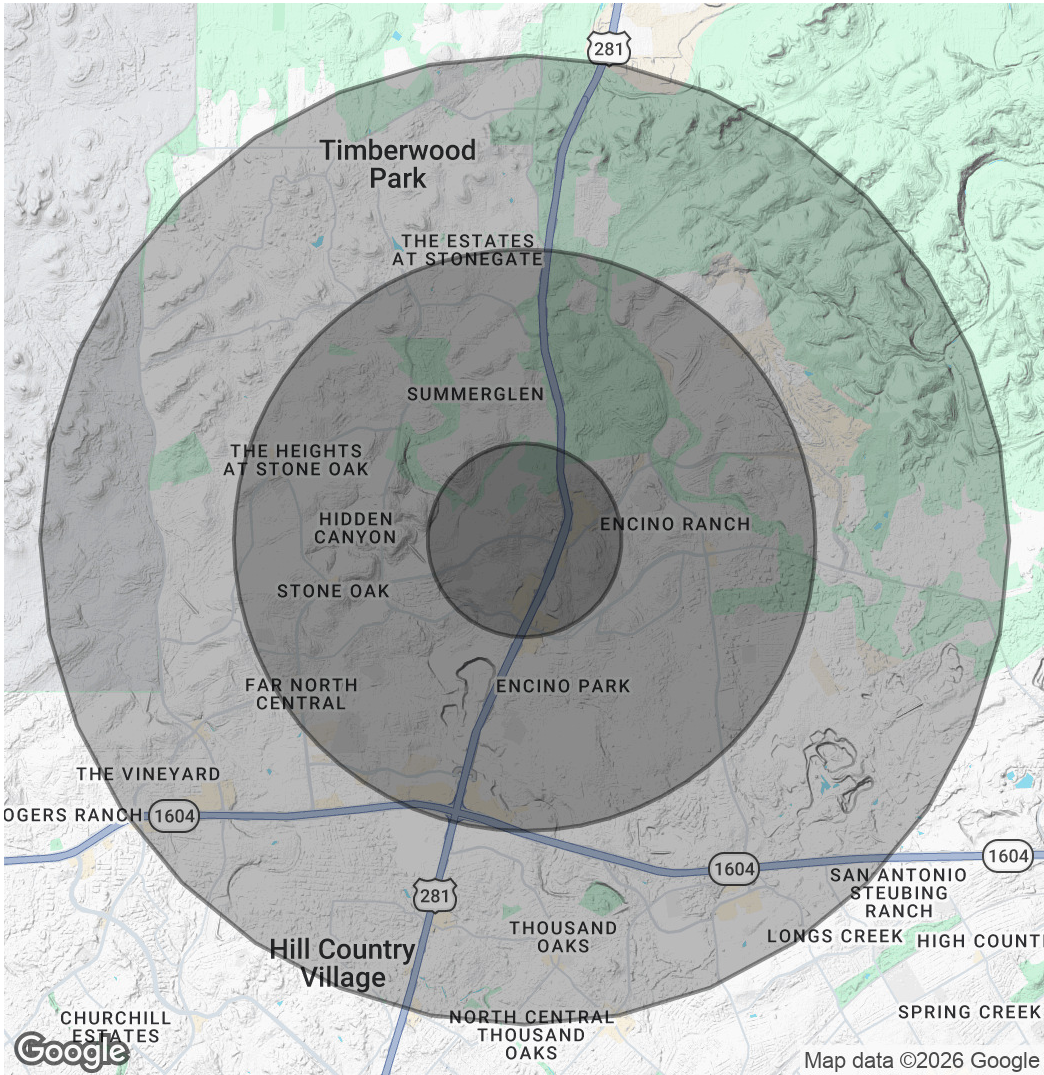
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POPULATION	5 MILES	1 MILE	3 MILES
Total Population	162,302	7,196	79,572
Average Age	37.9	32.1	36.6
Average Age (Male)	36.9	27.9	35.7
Average Age (Female)	38.5	35.1	37

HOUSEHOLDS & INCOME	5 MILES	1 MILE	3 MILES
Total Households	59,887	2,901	28,609
# of Persons per HH	2.7	2.5	2.8
Average HH Income	\$144,439	\$131,043	\$151,721
Average House Value	\$438,561	\$443,317	\$466,579

2023 American Community Survey (ACS)



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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.

11-03-2025



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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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 by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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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Buyer/Tenant/Seller/Landlord Initials

Date