

FOR SALE



HIGH-VISIBILITY COMMERCIAL DEVELOPMENT SITE

LOOKOUT CROSSING • ±9.12 AC B-3 COMMERCIAL • LOOP 1604 & I-35

Lookout Rd | Live Oak, TX 78233

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KW COMMERCIAL CITY VIEW
15510 Vance Jackson, Suite 101, San Antonio, TX 78249



SUMMARY

HIGH-VISIBILITY COMMERCIAL DEVELOPMENT SITE

Lookout Rd | Live Oak, TX 78233

POSITIONING SUMMARY

Lookout Crossing is one of the last large undeveloped commercial sites in the Loop 1604 / I-35 trade area — and it just got materially more valuable. The site was recently rezoned from R-5 (multifamily) to B-3 Commercial by the City of Live Oak, unlocking 21+ permitted use categories and removing the single-use development constraint.

Buyers acquire a fully-entitled commercial development site at the doorstep of IKEA, The Forum (~870,000 SF), Rolling Oaks Mall, and RBFCU's corporate headquarters — backed by 110,000+ vehicles per day on Loop 1604 East and a 5-mile demographic ring of 190,000+ residents.

Add 12.1 acres of usable drainage-easement rights and you have ±21 contiguous acres of usable site area in a location where infill of this scale has not been available in years.

LOCATION

Loop 1604 and I-35
Lookout Rd, Live Oak, TX 78233

AVAILABLE

±9.12 Acres (~397,318 SF)

- » **Zoning:** B-3 Commercial (Recently rezoned from R-5)
- » **County:** Bexar
- » **Parcel ID:** 05042-000-0029
- » **Best Use:** Commercial / Hotel / Mixed-Use
- » **Drainage Easement:** +12.1 AC of use rights
- » **Total Effective Footprint:** ±21 AC (subject site + easement)
- » **Utilities:** At site or in proximity (verify with City of Live Oak)

PRICE

Call Broker

TRAFFIC COUNTS (TXDOT)

Lookout Rd: 3,964 VPD ('20) **Loop 1604:** 94,569 VPD ('24)

HIGHLIGHTS

- » **Newly rezoned B-3 Commercial** — the site was recently rezoned from R-5 to B-3 by the City of Live Oak, unlocking 21+ permitted commercial use categories by-right plus multifamily by PUD. Buyers acquire a fully-entitled commercial development site.
- » **One of the last large undeveloped tracts** in the Loop 1604/I-35 trade area — 9+ contiguous acres at \$10.07/SF, competitive with smaller pad sites in the same submarket.
- » **Trade area anchored by best-in-class destinations** — IKEA (South Texas's only), The Forum (~870K SF), Rolling Oaks Mall, RBFCU corporate campus, Costco, Target, and Home Depot all within 5 minutes.
- » **94,569+ vehicles per day on Loop 1604 East** — exceptional visibility and pass-by capture for highway- fronted retail, hospitality, or QSR.
- » **12.1-acre adjacent drainage easement** usable for greenbelt, hike-and-bike trails, and detention — adds material amenity value rarely available on infill commercial sites.
- » **Multifamily/BTR still on the table** — B-3 allows multifamily by Specific Use Permit or PUD at up to 25 units/acre (~228 units possible on this site).

B-3 COMMERCIAL ZONING

The City of Live Oak's B-3 Commercial District is among the broadest commercial zoning classifications in the South Texas region. It is purpose-built to accommodate higher-traffic, higher- intensity retail and service uses.

TRADE AREA

The Loop 1604 / IH-35 corridor is anchored by some of San Antonio's most productive retail, hospitality, and corporate destinations. The site sits within a 5-minute drive of regional and national destination retailers serving the entire NE San Antonio trade area.

DRAINAGE EASEMENT BONUS

The buyer receives use rights to an adjacent 12.1-acre drainage easement that can be activated for hike-and-bike trails, greenbelt amenity, or water detention — adding both functional capacity and amenity differentiation to any development concept. Combined with the 9.12-acre subject site, the effective contiguous footprint approaches 21 acres of usable area, a scale rarely available on infill commercial sites in this submarket.

DEMOGRAPHICS

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POPULATION — 1 MILE 9,808 ↑ 1.40%/yr → 2030	POPULATION — 3 MILES 85,025 ↑ 0.58%/yr → 2030	POPULATION — 5 MILES 212,004 ↑ 0.51%/yr → 2030	DAYTIME POP — 5 MILES 197,178 96,348 workers in area
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METRIC	1 MILE	3 MILES	5 MILES
Avg household income (2025)	\$101,500	\$97,912	\$100,036
Median household income (2025)	\$93,582	\$79,875	\$81,111
Per capita income (2025)	\$37,168	\$38,296	\$38,443
Avg household size	2.55	2.53	2.59
Owner occupied (2025)	60.7%	58.5%	62.3%
Median home value (2025)	\$293,001	\$278,548	\$278,590
Median home value (2030)	\$322,752	\$331,160	\$334,143
Median age (2025)	35.7	37.8	38.3
Hispanic origin (2025)	50.1%	46.9%	46.6%
Employment rate (2025)	95.2%	95.7%	96.3%

POPULATION GROWTH 2010–2030

	2010	2025	2030
1 mile	5,840	9,808	10,514
3 miles	70,002	85,025	87,499
5 miles	180,480	212,004	217,445

	1 MI/YR	3 MI/YR	5 MI/YR
	1.40%	0.58%	0.51%

INCOME DISTRIBUTION — ALL RINGS

	1 mile	3 miles	5 miles
<\$35K	10.0%	14.9%	15.9%
\$35K–\$75K	25.7%	30.6%	29.4%
\$75K–\$150K	45.9%	38.7%	37.5%
\$150K+	18.4%	15.6%	17.2%

	Avg (1 mi)	Avg (3 mi)	Avg (5 mi)
	\$101,500	\$97,912	\$100,036

HOUSING SNAPSHOT

	1 MI	3 MI	5 MI
Owner occupied	60.7%	58.5%	62.3%
Renter occupied	34.2%	36.3%	32.9%
Vacant units	5.1%	5.2%	4.8%
Total HH (2025)	3,821	33,421	81,477

MEDIAN HOME VALUE 2025 – 2030

	1 mile	3 miles	5 miles
	\$293K → \$323K	\$279K → \$331K	\$279K → \$334K

AGE & EMPLOYMENT (5 MI)

AGE DISTRIBUTION — 2025

Under 18	24.9%
18–34	26.7%
35–54	26.4%
55–74	21.1%
75+	7.1%

TOP INDUSTRIES — 5 MI (2025)

Services	49.9%
Retail trade	13.2%
Construction	6.9%
Finance/RE	8.0%
Transport/util	6.6%

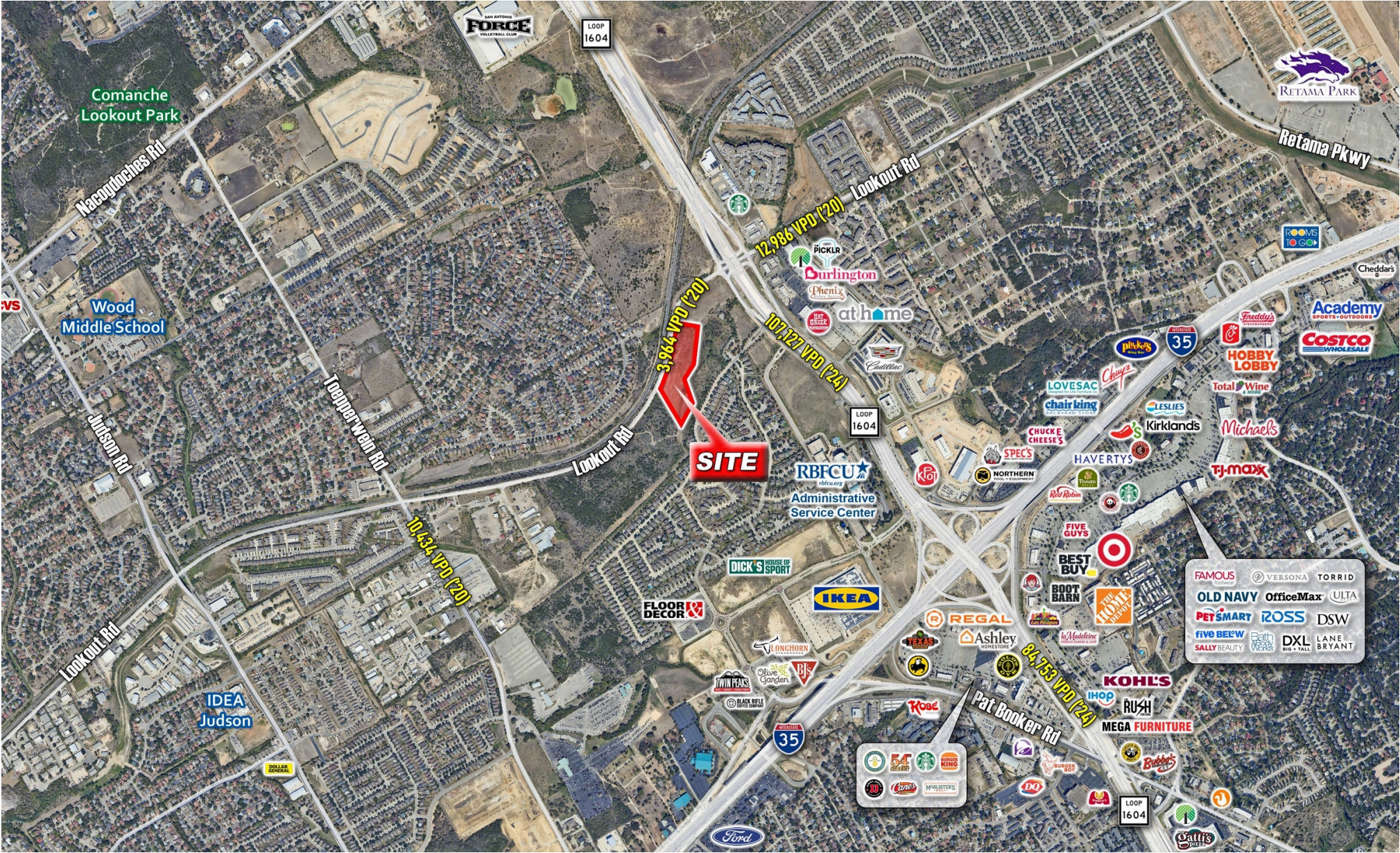
Source: Esri forecasts for 2025 and 2030. U.S. Census Bureau data. KW Commercial City View.



SITE AERIAL

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REGIONAL AERIAL

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PROFESSIONAL BACKGROUND

Mr. Singh is a hotel and investment specialist focused on midscale and select-service hotels on the chain scale. He holds the prestigious CCIM (Certified Commercial Investment Member) designation from the CCIM Institute and represents buyers and sellers in the hospitality and commercial land investments throughout the greater metro markets of Texas and beyond. Analyzing property strengths and market conditions and connecting buyers and sellers to ultimately achieve their goals is a relentless pursuit of Mr. Singh. He has received CoStar Group's PowerBroker award as the top sales broker in the market. He serves as a Commercial Director in the Keller Williams City View office and resides in San Antonio, Texas.

Having started his commercial real estate career in Texas, Singh works on assignments in Southwest states and occasionally lists hotels in the Midwest states but because of his involvement with KW Commercial, he has partnered with other brokers throughout the United States.

AFFILIATIONS

CCIM: Certified Commercial Investment Member

NAR: National Association of Realtors

CIPS: Certified International Property Specialist

EDUCATION

Iowa State University



DONNIE WALKER
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PROFESSIONAL BACKGROUND

Donnie Walker and his team have closed 125M in volume since November 2017 and have been recognized as a consistent top producer within Keller Williams City View ranking #1 multiple times in the monthly categories across various categories.

Mr. Walker has been ranked by the San Antonio Business Journal as a top agent multiple times. He enjoys selling unique properties and puts in the work ethic and grit to get the job done well with integrity. He is also a finalist in the San Antonio Platinum 50 group in 2022, 2023, and Platinum 50 winner for 2024.

Donnie Walker achieved a BBA in Finance from the Mays Business School. He also walked on the Varsity swim team and was voted co-captain of the swim team by his team members and coaches. In addition, he is a member of the highly renowned Titans of Investing network.

Mr. Walker is heavily involved in his faith community and has a passion for helping people and teaching them the faith. He receives the greatest joy when serving the client well and with integrity.

AFFILIATIONS

RLI: Realtors Land Institute

NAR: National Association of Realtors

TAR: Texas Association of Realtors

EDUCATION

Texas A&M Mays Business School

BBA in Finance



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.

2-10-2025



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.

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. **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:
 - o 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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Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov