

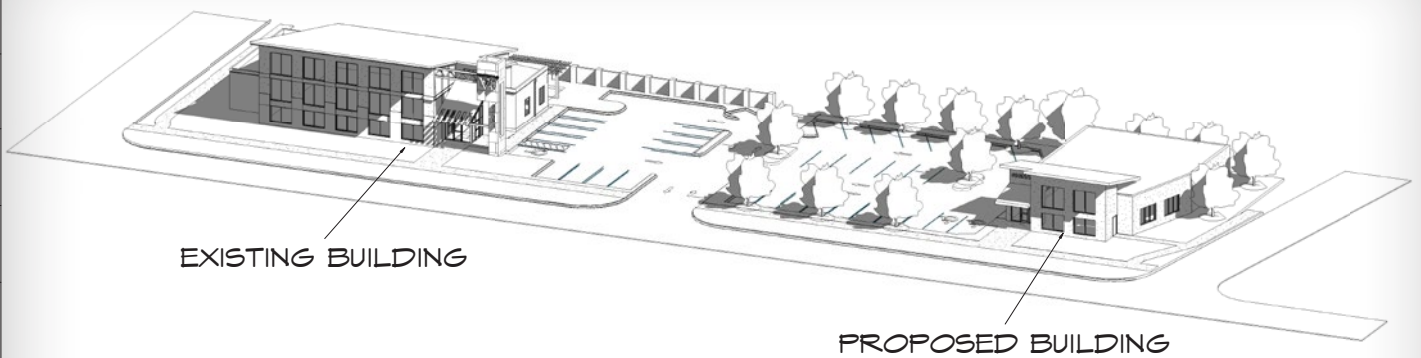


**REATA**  
REAL ESTATE

# FOR SALE OR LEASE 3,450 SF OFFICE BUILDING

MIDTOWN AREA  
SAN ANTONIO, TX 78212

LOUIS "LEX" LUTTO III / DAVID BALLARD / PARKER LABARGE



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# EXECUTIVE SUMMARY



## PROPERTY HIGHLIGHTS

Proposed freestanding 3,450 SF office building in the highly sought-after area of mid-town just off Hwy 281 and Mulberry. This property is located just to the north of the world renown redevelopment project, the Pearl. The site is in central San Antonio, offering great access to all areas of the city. The building will have prominent architectural features and offers great identity and visibility to 281 which carries 155,000 vehicles per day. This high profile property can be purchased or leased.

## LOCATION

Southwest corner of Mulberry and Highway 281

## BUILDING SIZE

3,450 SF office building

## RENTAL RATE/SALE PRICE

\$26/SF NNN or \$950,000

## TRIPLE NET CHARGES

CAM	\$2.62 PSF
Taxes	\$7.87 PSF
Insurance	\$0.95 PSF
Total	\$11.44 PSF

## TRAFFIC COUNTS

US 281	154,797 CPD
East Mulberry Avenue	8,272 CPD

## DEMOGRAPHIC SNAPSHOT

	1 Mile	3 Miles	5 Miles
2018 Estimated Population	14,920	139,167	379,474
2018 Estimated Households	5,820	47,594	128,810
Daytime Population	12,529	129,268	249,020
Average Household Income	\$88,707	\$83,876	\$68,411

## CONTACTS

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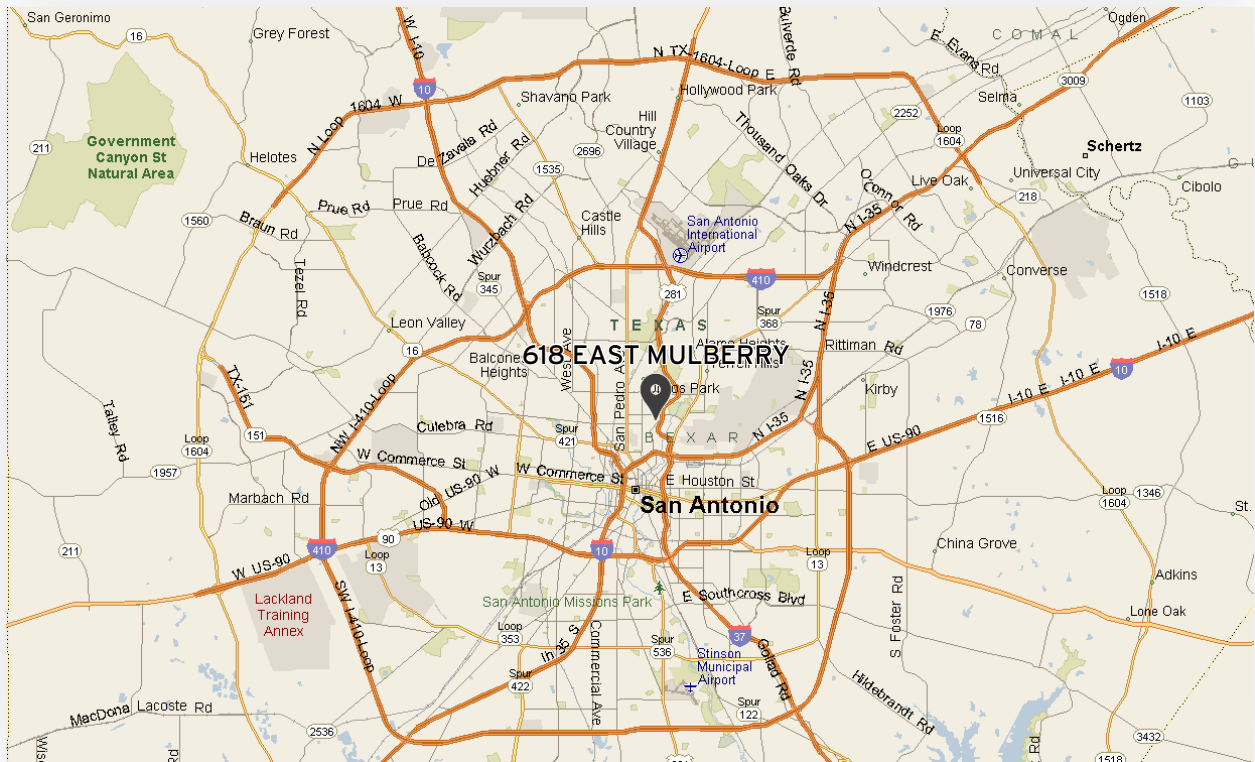
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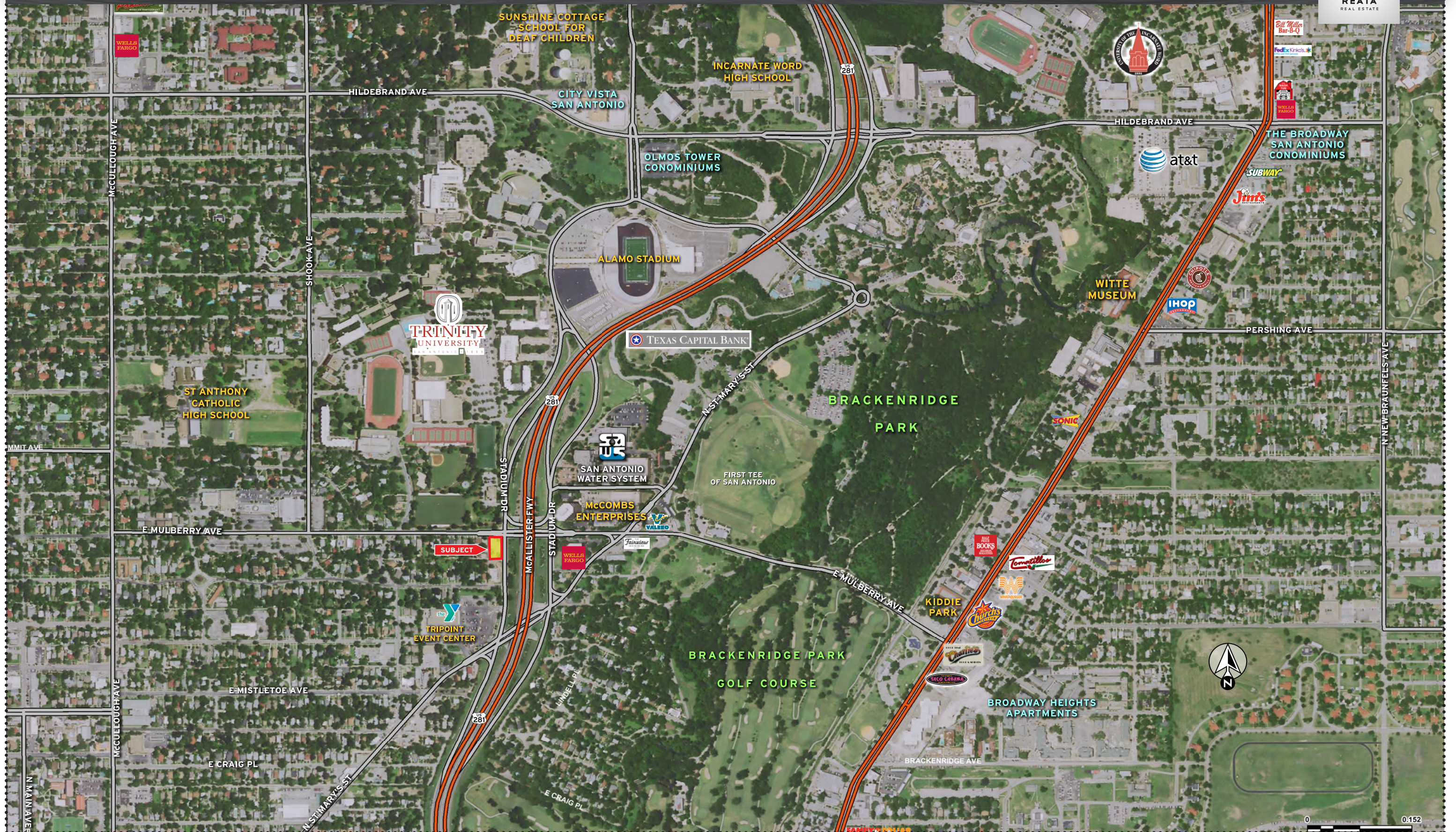
# MAPS

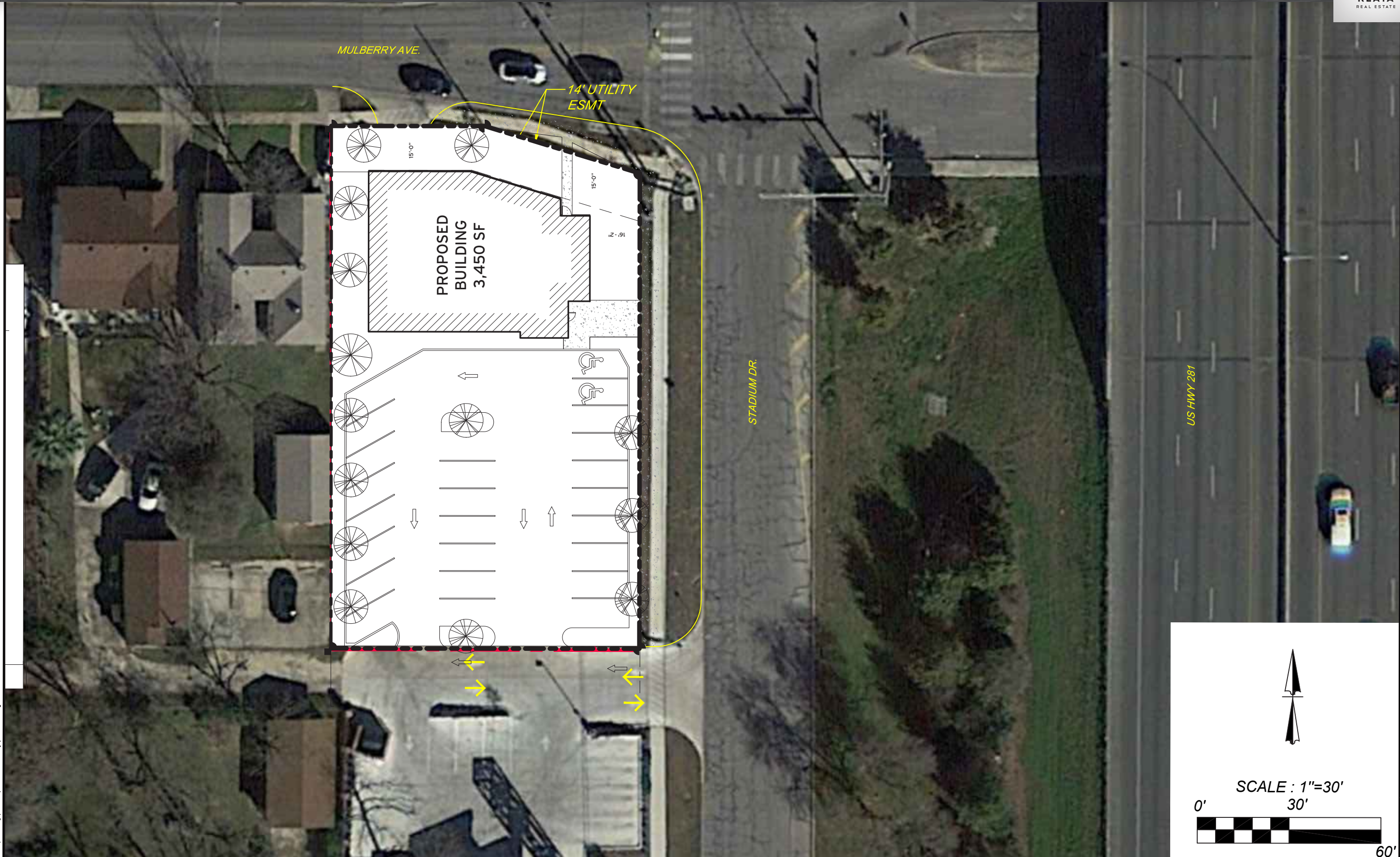


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AERIALS





PROPOSED BUILDING  
3,450 SF

MULBERRY AVE.

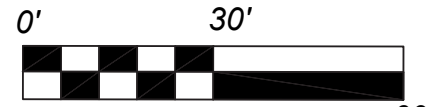
14" UTILITY  
ESMT

STADIUM DR.

US HWY 281



SCALE : 1"=30'



PRELIMINARY SITE PLAN  
MULBERRY & 281 SAN ANTONIO, TX  
OPTION 1

REVISIONS

JOB NO.  
DATE:  
DRAWN: - CHECKED: -  
SHEET NUMBER.  
TEXT

W: Mar 02, 2016, 3:42pm, User: P:\user\mfr  
C: P:\Marketing\REATA\618 East Mulberry\SP160302.dwg

# DEMOGRAPHICS



REATA  
REAL ESTATE

618 E Mulberry Ave

San Antonio, TX 78212

1 mi radius    3 mi radius    5 mi radius

	1 mi radius	3 mi radius	5 mi radius	
<b>POPULATION</b>	2018 Estimated Population	14,920	139,167	379,474
	2023 Projected Population	16,492	154,149	418,276
	2010 Census Population	12,050	119,644	336,427
	2000 Census Population	13,130	125,516	343,391
	Projected Annual Growth 2018 to 2023	2.1%	2.2%	2.0%
	Historical Annual Growth 2000 to 2018	0.8%	0.6%	0.6%
<b>HOUSEHOLDS</b>	2018 Estimated Households	5,820	47,594	128,810
	2023 Projected Households	6,309	51,509	138,264
	2010 Census Households	4,830	42,294	119,862
	2000 Census Households	5,321	43,884	120,893
	Projected Annual Growth 2018 to 2023	1.7%	1.6%	1.5%
	Historical Annual Growth 2000 to 2018	0.5%	0.5%	0.4%
<b>AGE</b>	2018 Est. Population Under 10 Years	8.6%	12.0%	13.4%
	2018 Est. Population 10 to 19 Years	12.5%	13.4%	13.8%
	2018 Est. Population 20 to 29 Years	22.9%	16.9%	15.2%
	2018 Est. Population 30 to 44 Years	19.8%	19.8%	19.2%
	2018 Est. Population 45 to 59 Years	17.3%	18.2%	18.2%
	2018 Est. Population 60 to 74 Years	12.5%	13.0%	13.0%
	2018 Est. Population 75 Years or Over	6.5%	6.8%	7.2%
	2018 Est. Median Age	33.7	35.3	35.2
<b>MARITAL STATUS &amp; GENDER</b>	2018 Est. Male Population	52.6%	51.8%	49.9%
	2018 Est. Female Population	47.4%	48.2%	50.1%
	2018 Est. Never Married	57.5%	43.2%	41.1%
	2018 Est. Now Married	23.2%	30.0%	31.3%
	2018 Est. Separated or Divorced	15.2%	21.2%	21.5%
	2018 Est. Widowed	4.0%	5.6%	6.2%
<b>INCOME</b>	2018 Est. HH Income \$200,000 or More	11.9%	9.3%	5.5%
	2018 Est. HH Income \$150,000 to \$199,999	4.1%	4.3%	3.4%
	2018 Est. HH Income \$100,000 to \$149,999	11.0%	9.2%	8.9%
	2018 Est. HH Income \$75,000 to \$99,999	8.2%	8.8%	9.5%
	2018 Est. HH Income \$50,000 to \$74,999	18.4%	16.3%	17.3%
	2018 Est. HH Income \$35,000 to \$49,999	11.8%	12.7%	14.1%
	2018 Est. HH Income \$25,000 to \$34,999	9.0%	10.8%	11.6%
	2018 Est. HH Income \$15,000 to \$24,999	11.5%	11.8%	12.6%
	2018 Est. HH Income Under \$15,000	14.2%	16.8%	17.1%
	2018 Est. Average Household Income	\$88,707	\$83,876	\$68,411
	2018 Est. Median Household Income	\$64,142	\$60,139	\$50,935
	2018 Est. Per Capita Income	\$35,358	\$29,959	\$23,796
	2018 Est. Total Businesses	1,035	8,887	18,834
2018 Est. Total Employees	12,529	129,268	249,020	

# DEMOGRAPHICS



REATA  
REAL ESTATE

618 E Mulberry Ave

San Antonio, TX 78212

1 mi radius 3 mi radius 5 mi radius

		1 mi radius	3 mi radius	5 mi radius
<b>RACE</b>	2018 Est. White	77.3%	72.4%	70.6%
	2018 Est. Black	6.0%	7.9%	8.1%
	2018 Est. Asian or Pacific Islander	3.0%	1.7%	1.4%
	2018 Est. American Indian or Alaska Native	0.9%	1.0%	1.0%
	2018 Est. Other Races	12.9%	17.0%	19.0%
<b>HISPANIC</b>	2018 Est. Hispanic Population	6,988	87,347	268,296
	2018 Est. Hispanic Population	46.8%	62.8%	70.7%
	2023 Proj. Hispanic Population	48.5%	64.0%	71.6%
	2010 Hispanic Population	44.4%	63.8%	71.0%
<b>EDUCATION (Adults 25 or Older)</b>	2018 Est. Adult Population (25 Years or Over)	9,851	91,607	247,098
	2018 Est. Elementary (Grade Level 0 to 8)	4.4%	12.2%	12.7%
	2018 Est. Some High School (Grade Level 9 to 11)	6.0%	11.9%	13.4%
	2018 Est. High School Graduate	17.6%	23.2%	26.9%
	2018 Est. Some College	16.1%	18.4%	19.5%
	2018 Est. Associate Degree Only	7.0%	5.9%	5.6%
	2018 Est. Bachelor Degree Only	27.3%	16.3%	13.3%
	2018 Est. Graduate Degree	21.5%	12.2%	8.6%
<b>HOUSING</b>	2018 Est. Total Housing Units	6,289	50,982	136,909
	2018 Est. Owner-Occupied	31.1%	41.6%	46.5%
	2018 Est. Renter-Occupied	61.5%	51.8%	47.6%
	2018 Est. Vacant Housing	7.5%	6.6%	5.9%
<b>HOMES BUILT BY YEAR</b>	2010 Homes Built 2005 or later	3.9%	3.4%	2.8%
	2010 Homes Built 2000 to 2004	6.4%	8.8%	7.2%
	2010 Homes Built 1990 to 1999	8.4%	7.2%	6.8%
	2010 Homes Built 1980 to 1989	7.6%	8.4%	8.9%
	2010 Homes Built 1970 to 1979	12.4%	8.9%	10.7%
	2010 Homes Built 1960 to 1969	11.2%	9.8%	13.5%
	2010 Homes Built 1950 to 1959	13.7%	15.1%	21.1%
	2010 Homes Built Before 1949	51.4%	46.8%	32.9%
<b>HOME VALUES</b>	2010 Home Value \$1,000,000 or More	3.2%	2.2%	1.0%
	2010 Home Value \$500,000 to \$999,999	11.6%	9.9%	5.4%
	2010 Home Value \$400,000 to \$499,999	6.8%	4.4%	3.2%
	2010 Home Value \$300,000 to \$399,999	15.4%	8.2%	7.3%
	2010 Home Value \$200,000 to \$299,999	21.4%	14.0%	12.4%
	2010 Home Value \$150,000 to \$199,999	15.3%	12.1%	11.9%
	2010 Home Value \$100,000 to \$149,999	11.9%	12.3%	15.4%
	2010 Home Value \$50,000 to \$99,999	12.1%	30.4%	35.0%
	2010 Home Value \$25,000 to \$49,999	2.9%	8.4%	8.5%
	2010 Home Value Under \$25,000	2.3%	1.7%	2.2%
	2010 Median Home Value	\$244,763	\$191,600	\$143,898
	2010 Median Rent	\$812	\$746	\$715



# DEMOGRAPHICS



618 E Mulberry Ave		1 mi radius	3 mi radius	5 mi radius
San Antonio, TX 78212				
LABOR FORCE	2018 Est. Labor Population Age 16 Years or Over	13,034	113,095	299,545
	2018 Est. Civilian Employed	60.6%	55.6%	56.7%
	2018 Est. Civilian Unemployed	1.4%	2.0%	2.2%
	2018 Est. in Armed Forces	0.5%	1.6%	0.9%
	2018 Est. not in Labor Force	37.6%	40.8%	40.2%
	2018 Labor Force Males	52.6%	51.9%	49.4%
	2018 Labor Force Females	47.4%	48.1%	50.6%
OCCUPATION	2010 Occupation: Population Age 16 Years or Over	7,904	62,856	170,002
	2010 Mgmt, Business, & Financial Operations	13.1%	13.1%	12.0%
	2010 Professional, Related	28.5%	21.5%	19.2%
	2010 Service	17.2%	21.7%	22.8%
	2010 Sales, Office	23.4%	23.1%	24.2%
	2010 Farming, Fishing, Forestry	-	-	-
	2010 Construction, Extraction, Maintenance	9.0%	10.8%	11.1%
	2010 Production, Transport, Material Moving	8.7%	9.8%	10.6%
	2010 White Collar Workers	65.0%	57.7%	55.4%
	2010 Blue Collar Workers	35.0%	42.3%	44.6%
TRANSPORTATION TO WORK	2010 Drive to Work Alone	71.6%	74.5%	76.5%
	2010 Drive to Work in Carpool	9.0%	11.4%	11.5%
	2010 Travel to Work by Public Transportation	4.3%	4.2%	4.1%
	2010 Drive to Work on Motorcycle	0.1%	0.2%	0.2%
	2010 Walk or Bicycle to Work	8.2%	3.8%	2.9%
	2010 Other Means	1.1%	1.3%	1.2%
	2010 Work at Home	5.7%	4.7%	3.8%
TRAVEL TIME	2010 Travel to Work in 14 Minutes or Less	40.7%	26.6%	24.7%
	2010 Travel to Work in 15 to 29 Minutes	42.4%	41.8%	42.6%
	2010 Travel to Work in 30 to 59 Minutes	19.6%	20.5%	21.2%
	2010 Travel to Work in 60 Minutes or More	3.5%	4.8%	4.9%
	2010 Average Travel Time to Work	17.0	19.7	20.2
CONSUMER EXPENDITURE	2018 Est. Total Household Expenditure	\$371 M	\$2.90 B	\$6.83 B
	2018 Est. Apparel	\$13.1 M	\$102 M	\$240 M
	2018 Est. Contributions, Gifts	\$27.7 M	\$213 M	\$466 M
	2018 Est. Education, Reading	\$15.9 M	\$123 M	\$270 M
	2018 Est. Entertainment	\$20.8 M	\$163 M	\$380 M
	2018 Est. Food, Beverages, Tobacco	\$55.6 M	\$438 M	\$1.05 B
	2018 Est. Furnishings, Equipment	\$12.8 M	\$99.6 M	\$230 M
	2018 Est. Health Care, Insurance	\$32.0 M	\$250 M	\$600 M
	2018 Est. Household Operations, Shelter, Utilities	\$115 M	\$902 M	\$2.12 B
	2018 Est. Miscellaneous Expenses	\$5.41 M	\$42.2 M	\$101 M
	2018 Est. Personal Care	\$4.80 M	\$37.5 M	\$88.6 M
	2018 Est. Transportation	\$67.7 M	\$532 M	\$1.28 B

# AGENCY DISCLOSURE



## INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate licensees 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.

Regulated by the Texas Real Estate Commission. Information available at [www.trec.texas.gov](http://www.trec.texas.gov)

IABS 1-0 02/16/16

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Buyer/Tenant/Seller/Landlord Initials

Date