



# FOR SALE - 21232 GATHERING OAK

OFFICE BUILDING | 15,000 SF | SAN ANTONIO, TX

Transwestern, as exclusive advisor, is pleased to present the opportunity to acquire a strong cash-flow asset with a compelling mark-to-market, value-add story.

The in-place average rental rate is \$20.69 plus electric per square foot, compared to the competitive set of \$25.05 plus electric per square foot.

Expense reimbursement revenue is currently  $\pm 70\%$  lower than the competitive set.

<b>ADDRESS:</b>	21232 Gathering Oak, San Antonio, TX 78260
<b>SIZE:</b>	$\pm 15,000$ SF
<b>LAND SIZE:</b>	$\pm 1.41$ AC
<b>YEAR BUILT:</b>	2002
<b>PERCENT LEASED:</b>	100%
<b>PARKING RATIO:</b>	$\pm 4.25/1000$ SF
<b>AVERAGE RENT (IN-PLACE):</b>	\$20.69 + E
<b>MARKET RENT:</b>	\$25.05 + E
<b>IN-PLACE NOI (MARCH 2020):</b>	\$194,928



# INVESTMENT HIGHLIGHTS

**SUPERIOR LOCATION:** 21232 Gathering Oak is located 2.5 miles north of Loop 1604 along Blanco Road in the Far North Central office market sector. The surrounding neighborhood is up-scale with a number of high-quality residential neighborhoods in close proximity. Surrounded by the Stone Oak master-planned community to the east and Camp Bullis Military Reservation to the west, the property has benefited from unprecedented population growth along the Blanco Road corridor and strong barriers to entry due to limited land availability.

**VALUE-ADD OPPORTUNITY:** The competitive set utilizes triple-net lease structures. Existing modified gross lease structures are not capturing the growth in expense reimbursement revenue. Expense reimbursement revenue is currently  $\pm 70\%$  lower than the competitive set.

**BELOW MARKET RENTS:** The competitive property set boasts base rental rates some 15% higher than the Property. The in-place average rental rate is \$20.69 plus electric per square foot, compared to the competitive set of \$25.05 plus electric per square foot.

**INFRASTRUCTURE:** TXDOT's completed transportation improvements to Blanco Road and Huebner Road corridors enhance access to Loop 1604 as well as east/west to U.S. Highway 281. This spurred immediate growth with three new multi-family developments within a 1-mile radius from the Property and four retail strip centers recently developed.

**POPULATION:** Residential growth is expected to continue its upward trend due to the recent corridor expansion, leading to improved quality of life as the generational workforce elects to work closer to home and avoid the most congested areas of the city.

**BARRIER TO ENTRY:** Limited available commercial land sites will hinder future development in the area. Land prices in North San Antonio have increased substantially since the Property was developed.

**OFFICE ENVIRONMENT:** 21232 Gathering Oak is a well-maintained asset that differentiates itself with adaptable floorplans and high-quality interior finishes. Each suite has roll-up doors at the rear that can be utilized for tenants in need of flex space or a small warehouse component.

**LOCAL ECONOMY STATS:** San Antonio's economic indicators turned a strong performance in Q4 2019:

- Business Cycle Index: Grew an annualized 5.5%, well above the long-term average of 3.5%
- Unemployment: San Antonio's tight labor market continue unchanged at 2.9% unemployment, compared to a national rate of 3.5%
- Job Growth: 4.7% job growth in Q4 2019





**FOR MORE INFORMATION CONTACT:**

**ALAN GRILLIETTE**  
 Executive Managing Director  
 210.253.2943  
 alan.grilliette@transwestern.com

**MASON POLLARD**  
 Associate  
 210.253.2935  
 mason.pollard@transwestern.com

**TRANSWESTERN** 8200 IH-10 WEST, SUITE 800, SAN ANTONIO, TX 78230

The information provided herein was obtained from sources believed reliable; however, Transwestern makes no guarantees, warranties or representations as to the completeness or accuracy thereof. The presentation of this property is submitted subject to errors, omissions, change of price or conditions, prior sale or lease, or withdrawal without notice. Copyright © 2020 Transwestern.



# 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.

Transwestern Property Company SW GP LLC	<b>466196</b>		<b>210-341-1344</b>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Steve Ash</b>	<b>392519</b>	<b>steve.ash@transwestern.com</b>	<b>713-270-7700</b>
Designated Broker of Firm	License No.	Email	Phone
<b>Leah Gallagher</b>	<b>526657</b>	<b>leah.gallagher@transwestern.com</b>	<b>210-341-1344</b>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<b>Alan Grilliette</b>	<b>342974</b>	<b>alan.grilliette@transwestern.com</b>	<b>210-341-1344</b>
Sales Agent/Associate’s Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date



## 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.

Transwestern Property Company SW GP LLC	<b>466196</b>		<b>210-341-1344</b>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<b>Steve Ash</b>	<b>392519</b>	<b>steve.ash@transwestern.com</b>	<b>713-270-7700</b>
Designated Broker of Firm	License No.	Email	Phone
<b>Leah Gallagher</b>	<b>526657</b>	<b>leah.gallagher@transwestern.com</b>	<b>210-341-1344</b>
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
<b>Mason Pollard</b>	<b>672364</b>	<b>mason.pollard@transwestern.com</b>	<b>210-341-1344</b>
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date