

## LAND ASSEMBLAGE . ACQUISITION . LAND DISPOSITION

<b>PROJECT</b>	West Pointe East
<b>LAND SIZE</b>	1,600± acres
<b>REAL ESTATE TYPE</b>	Multi-use land tract : corporate campus, data center, school, retail, single family / multi-family residential
<b>LOCATION</b>	Far West San Antonio, Loop 1604 W & Wiseman Blvd, adjacent to Westover Hills
<b>SERVICES PROVIDED</b>	

Owner representative land assemblage, assisted in civil engineering planning, entitlement process, utility planning and negotiations, incentive package consulting, construction of three mile county roadway. Currently marketing the property for sale.

### PROJECT OVERVIEW

Sullivan negotiated in the acquisition of the assemblage, beginning in 1998, of the major 3,200 acre tracts known as The Village at West Pointe, the most prime development property in San Antonio, if not South & Central Texas. Assisted owner in entitlement process including public/private partnership to fund and construct the three mile extension of Wiseman Road from Loop 1604 to Talley Road; negotiations with SAWS concerning major water and sewer extensions and their CIP status; negotiations with CPS concerning dual feed power sources; and negotiations with AT&T concerning fiber requirements.

### Sullivan is currently marketing the project for sale and continues to successfully negotiate land sales:

- In negotiation : commercial pad sites (WPE)
- 38± acres multi-family developer
- 16± acres land sale - apartment site
- 72± acre land sale - Baptist Health System multi-phased project to include medical office buildings, an ambulatory surgical center, and an acute care hospital, with potential for additional medical and retail entities in future development phases. Transaction date 4Q 2021
- 20± acre land sale - Harmony School of Science San Antonio. Transaction date 1Q 2021
- 110± acre land sale to public homebuilder, Pulte Homes. Transaction date 4Q 2020
- 195± acre land sale - residential land developer w/options, Meritage Homes & Perry Homes. Transaction date 3Q 2016 & 1Q 2019
- 325± acre land sale - partnership including three publicly traded builders and a developer : residential land within West Pointe East to a JV for future development. Transaction date 2Q 2013
- 85± acre land sale : Provided consulting services and represented Vise Oaks I, Ltd./SPH Culebra, Ltd., Seller, during negotiations with Northside ISD in the purchase of 85 acres and subsequent road construction and utility extensions per the development and escrow agreement. Site of the William J. Brennan High School located at 2400 Cottonwood Way - 400,000 sf, \$100M+, opened fall 2010-2011. Transaction date: 2008

