ESPADA LAND TRACT  1,311+/- ACRES

MASTER PLANNED DEVELOPMENT, Loop 410 SE & Hwy 281 S San Antonio TX

The information contained herein is believed to be accurate but is not warranted, as the information may change or be updated without notice. Seller or Landlord makes no representation as to the environmental condition of the property and recommends purchaser’s or tenant’s independent investigation.
### Espada Land Tract

<table>
<thead>
<tr>
<th>Features</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LOCATION</strong></td>
<td>Loop 410 SE &amp; Hwy 281 S San Antonio, TX 78214 (Mapsco # 683-D6)</td>
</tr>
<tr>
<td><strong>SIZE</strong></td>
<td>±1,311 Acres</td>
</tr>
<tr>
<td><strong>UTILITIES</strong></td>
<td>Available to site*</td>
</tr>
<tr>
<td></td>
<td>*Prospective buyers should retain an independent engineer to verify the</td>
</tr>
<tr>
<td></td>
<td>location, accessibility and capacity of all utilities.</td>
</tr>
<tr>
<td><strong>ZONING</strong></td>
<td>Approved Master Development Plan (MDP) with two (2) Zoning Uses:</td>
</tr>
<tr>
<td></td>
<td>UD - Urban Development</td>
</tr>
<tr>
<td></td>
<td>RD - Rural Development</td>
</tr>
<tr>
<td><strong>ASKING PRICE</strong></td>
<td>Call for pricing</td>
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Co-listed with CBRE Carter Breed
512.499.4923
www.cbre.com
Espada Land Tract

Acreage

<table>
<thead>
<tr>
<th>TRACT</th>
<th>ACREAGE</th>
</tr>
</thead>
<tbody>
<tr>
<td>North Tract 1</td>
<td>167.7</td>
</tr>
<tr>
<td>North Tract 2</td>
<td>2.0</td>
</tr>
<tr>
<td>North Tract 3</td>
<td>13.2</td>
</tr>
<tr>
<td>Central Tract 1</td>
<td>253.9</td>
</tr>
<tr>
<td>Central Tract 2</td>
<td>204.3</td>
</tr>
<tr>
<td>Central Tract 3</td>
<td>33.0</td>
</tr>
<tr>
<td>Central Tract 4</td>
<td>66.5</td>
</tr>
<tr>
<td>Central Tract 5</td>
<td>36.7</td>
</tr>
<tr>
<td>South Tract 1</td>
<td>56.0</td>
</tr>
<tr>
<td>South Tract 2</td>
<td>212.4</td>
</tr>
<tr>
<td>TCP II Tract 1</td>
<td>216.6</td>
</tr>
<tr>
<td>TCP II Tract 2</td>
<td>49.6</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>±1,311 Acres</strong></td>
</tr>
</tbody>
</table>

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### LOCATION & NATURAL / HISTORICAL SIGNIFICANCE

- Part of the City South Community Plan on the south side of San Antonio
- Access to the VIA Metropolitan Transit public transportation system
- Direct access to Loop 410, State Highway 281, and FM 1937
- 8 miles from downtown San Antonio
- Rich heritage with Mission Espada, the San Antonio Missions National Historical Park, and the Mission Trail located nearby and with the historical Espada Acequia located on the Espada property
- 2 existing lakes totaling 45+ acres and 2 miles of San Antonio River frontage
- 3 miles from the Toyota manufacturing plant
- Historic water rights running with the land which provide for the use of up to 125 M gallons of water per year from the San Antonio River
- 2.5 miles from the Texas A&M University campus

### PROPOSED LAND USES & SCOPE OF DEVELOPMENT

- 635 acres of single family residential housing – 2,954 single family lots
- 399 acres of parks and open space
- 60 acres of schools
- 57 acres of multi-family housing – 1,292 multi-family housing units
- 68 acres of collector roadways
- 20 acres of churches
- 4 acres of municipal and community uses
- Over $850 M in projected ad valorem tax value upon completion
- 94 acres of commercial / retail development

### MAJOR PLANNING AND ENGINEERING TASKS COMPLETED

- Master Development Plan (MDP)
- Phase I and Phase II Environmental Site Assessments (ESAs)
- Master Traffic Impact Analysis (TIA)
- Master Water, Sewer and Drainage Plans
- Phase I Landscaping and Entry Monument Plans
- Phase I Master Plan and Preliminary Design

### UTILITY SERVICES AGREEMENT (USA)

- Existing 96” sanitary sewer trunk line through property available
- Existing 24” water truck line on FM 1937 available and existing lift stations available for Espada’s use
- 24” SAWS water line currently under construction through the property

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**Bexar County**

- Creation of two (2) Public Improvement Districts (PIDs) for funding the public infrastructure, linked to a 30/35-year non-annexation agreement with COSA. The PID order provides for an Ad Valorem Tax of $0.56714 per $100 Valuation (equivalent to COSA tax rate), Sales and Use Tax of $0.02 per taxable sale, and Hotel Occupancy Tax of 9% of the room rate.

- In addition to the creation of two PIDs, the Commissioners Court has agreed to enter into an Economic Participation Agreement with each PID agreeing to contribute up to $34.2M of the County’s tax revenues derived from the development for additional funding of public infrastructure.

- The PID order provides for an Economic Development Agreement between the PIDs and the Developer which entitles the Developer to be reimbursed up to 100% of the public infrastructure costs, including streets, sidewalks, drainage facilities, water distribution lines, sanitary sewer collection lines, public parks, trails and landscaping. The combined reimbursements to the Developer are estimated to be between $75M and $90M over the life of the PIDs.

**City of San Antonio (COSA)**

- City Council resolution to enter into an Agreement for Services in Lieu of Annexation (Non-Annexation Agreement) with the following terms:
  - PID 1 – 30 year term commencing November 3, 2010
  - PID 2 – 30 year term commencing November 3, 2015

- Zoning of the project as Rural Development (RD) and Urban Development (UD)

- Conservation subdivision bonus density for the RD that allows 3,560 units or 4.49 development units per acre (DU/AC), with a maximum density of 6 DU/AC

- UD Residential (82 acres) with no restriction on density

- Master Development Plan (MDP) that provides for 2 PIDs, 5 Phases of Development of over 4,300 Single Family / Multi-family Residential Units

- Tree Preservation Plan that limits the total Tree Save Area to only 51 acres

**San Antonio Water System (SAWS)**

- Utility Service Agreement (USA) that provides for 7,360 Equivalent Development Units (EDU’s)
Espada Land Tract

Demographics

San Antonio - New Braunfels MSA
(Atascosa, Bandera, Bexar, Comal, Guadalupe, Kendall, Medina, Wilson)

**Employment by Industry**

<table>
<thead>
<tr>
<th>Industry Composition</th>
<th>November 2013</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mining and Logging</td>
<td></td>
</tr>
<tr>
<td>Construction</td>
<td></td>
</tr>
<tr>
<td>Manufacturing</td>
<td></td>
</tr>
<tr>
<td>Trade, Transportation, and Utilities</td>
<td></td>
</tr>
<tr>
<td>Information</td>
<td></td>
</tr>
<tr>
<td>Professional and Business Services</td>
<td></td>
</tr>
<tr>
<td>Education and Health Services</td>
<td></td>
</tr>
<tr>
<td>Leisure and Hospitality</td>
<td></td>
</tr>
<tr>
<td>Government</td>
<td></td>
</tr>
<tr>
<td>Other Services</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Wages by Industry (in millions)**

- **2nd Quarter 2013**
  - Education and Health Services: $1,278.8
  - Mining and Logging: $1,966.0
  - Manufacturing: $545.2
  - Trade, Transportation, and Utilities: $1,423.2
  - Financial Activities: $316.4
  - Professional and Business Services: $969.4

**Annual Growth Rate for Total Nonagricultural Employment**

<table>
<thead>
<tr>
<th>Year</th>
<th>Area Name</th>
<th>Area ID</th>
<th>Total Pop</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>Bexar</td>
<td>029</td>
<td>1,714,773</td>
</tr>
<tr>
<td>2015</td>
<td>Bexar</td>
<td>029</td>
<td>1,800,816</td>
</tr>
<tr>
<td>2020</td>
<td>Bexar</td>
<td>029</td>
<td>1,880,182</td>
</tr>
<tr>
<td>2025</td>
<td>Bexar</td>
<td>029</td>
<td>1,951,207</td>
</tr>
<tr>
<td>2030</td>
<td>Bexar</td>
<td>029</td>
<td>2,013,760</td>
</tr>
<tr>
<td>2035</td>
<td>Bexar</td>
<td>029</td>
<td>2,067,749</td>
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<tr>
<td>2040</td>
<td>Bexar</td>
<td>029</td>
<td>2,115,302</td>
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<tr>
<td>2045</td>
<td>Bexar</td>
<td>029</td>
<td>2,158,150</td>
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<tr>
<td>2050</td>
<td>Bexar</td>
<td>029</td>
<td>2,195,644</td>
</tr>
</tbody>
</table>

**Historical Unemployment Rates**

- **Unemployment Information (all estimates in thousands)**
  - Monthly Change
    - **November 2013**
      - Employment: 897,200
      - Total Nonfarm: 895,300
      - Total Nonagricultural: 886,400
      - Annual Change: 1,900
      - Annual Growth Rate: 0.2%
  - **November 2012**
    - Employment: 895,300
    - Total Nonfarm: 886,400
    - Total Nonagricultural: 877,500
    - Annual Change: -1,900
    - Annual Growth Rate: -0.2%

**Education and Health Services**

- **Total Nonfarm**
  - November 2013: 897,200
  - October 2013: 895,300
  - November 2012: 886,400
  - Annual Change: 1,900
  - Annual Growth Rate: 0.2%

**Professional and Business Services**

- **Total Nonfarm**
  - November 2013: 136,900
  - October 2013: 138,000
  - November 2012: 137,400
  - Annual Change: -1,100
  - Annual Growth Rate: -0.8%

**Financial Activities**

- **Total Nonfarm**
  - November 2013: 70,400
  - October 2013: 70,600
  - November 2012: 72,400
  - Annual Change: -200
  - Annual Growth Rate: -0.3%

**Leisure and Hospitality**

- **Total Nonfarm**
  - November 2013: 109,200
  - October 2013: 110,800
  - November 2012: 108,100
  - Annual Change: -1,600
  - Annual Growth Rate: -1.4%

**Trade, Transportation, and Utilities**

- **Total Nonfarm**
  - November 2013: 156,300
  - October 2013: 151,800
  - November 2012: 153,700
  - Annual Change: 4,500
  - Annual Growth Rate: 3.0%

**Manufacturing**

- **Total Nonfarm**
  - November 2013: 45,900
  - October 2013: 46,900
  - November 2012: 47,100
  - Annual Change: -1,000
  - Annual Growth Rate: -2.1%

**Construction**

- **Total Nonfarm**
  - November 2013: 41,300
  - October 2013: 42,500
  - November 2012: 40,600
  - Annual Change: -1,200
  - Annual Growth Rate: -2.8%

**Government**

- **Total Nonfarm**
  - November 2013: 166,100
  - October 2013: 164,600
  - November 2012: 161,300
  - Annual Change: 1,500
  - Annual Growth Rate: 0.9%

**Other Services**

- **Total Nonfarm**
  - November 2013: 33,800
  - October 2013: 33,700
  - November 2012: 33,200
  - Annual Change: 100
  - Annual Growth Rate: 0.3%

**Manufacturing**

- **Total Nonfarm**
  - November 2013: 45,900
  - October 2013: 46,900
  - November 2012: 47,100
  - Annual Change: -1,000
  - Annual Growth Rate: -2.1%

**Trade, Transportation, and Utilities**

- **Total Nonfarm**
  - November 2013: 156,300
  - October 2013: 151,800
  - November 2012: 153,700
  - Annual Change: 4,500
  - Annual Growth Rate: 3.0%

**Finance and Insurance**

- **Total Nonfarm**
  - November 2013: 70,400
  - October 2013: 70,600
  - November 2012: 72,400
  - Annual Change: -200
  - Annual Growth Rate: -0.3%

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Before working with a real estate broker, you should know that the duties of a broker depend on whom the broker represents. If you are a prospective seller or landlord (owner) or a prospective buyer or tenant (buyer), you should know that the broker who lists the property for sale or lease is the owner’s agent. A broker who acts as a subagent represents the owner in cooperation with the listing broker. A broker who acts as a buyer’s agent represents the buyer. A broker may act as an intermediary between the parties if the parties consent in writing. A broker can assist you in locating a property, preparing a contract or lease, or obtaining financing without representing you. A broker is obligated by law to treat you honestly.

IF THE BROKER REPRESENTS THE OWNER: The broker becomes the owner’s agent by entering into an agreement with the owner, usually through a written-listing agreement, or by agreeing to act as a subagent by accepting an offer of subagency from the listing broker. A subagent may work in a different real estate office. A listing broker or subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first. The buyer should not tell the owner’s agent anything the buyer would not want the owner to know because an owner’s agent must disclose to the owner any material information known to the agent.

IF THE BROKER REPRESENTS THE BUYER: The broker becomes the buyer’s agent by entering into an agreement to represent the buyer, usually through a written buyer representation agreement. A buyer’s agent can assist the owner but does not represent the owner and must place the interests of the buyer first. The owner should not tell a buyer’s agent anything the owner would not want the buyer to know because a buyer’s agent must disclose to the buyer any material information known to the agent.

IF THE BROKER ACTS AS AN INTERMEDIARY: A broker may act as an intermediary between the parties if the broker complies with The Texas Real Estate License Act. The broker must obtain the written consent of each party to the transaction to act as an intermediary. The written consent must state who will pay the broker and, inconspicuous bold or underlined print, set forth the broker’s obligations as an intermediary. The broker is required to treat each party honestly and fairly and to comply with The Texas Real Estate License Act. A broker who acts as an intermediary in a transaction:

1. shall treat all parties honestly;
2. may not disclose that the owner will accept a price less than the asking price unless authorized in writing to do so by the owner;
3. may not disclose that the buyer will pay a price greater than the price submitted in a written offer unless authorized in writing to do so by the buyer; and
4. may not disclose any confidential information or any information that a party specifically instructs the broker in writing not to disclose unless authorized in writing to disclose the information or required to do so by The Texas Real Estate License Act or a court order or if the information materially relates to the condition of the property.

With the parties’ consent, a broker acting as an intermediary between the parties may appoint a person who is licensed under The Texas Real Estate License Act and associated with the broker to communicate with and carry out instructions of one party and another person who is licensed under that Act and associated with the broker to communicate with and carry out instructions of the other party.

If you choose to have a broker represent you, you should enter into a written agreement with the broker that clearly establishes the broker’s obligations and your obligations. The agreement should state how and by whom the broker will be paid. You have the right to choose the type of representation, if any, you wish to receive. Your payment of a fee to a broker does not necessarily establish that the broker represents you. If you have any questions regarding the duties and responsibilities of the broker, you should resolve those questions before proceeding.

Real estate licensee asks that you acknowledge receipt of this information about brokerage services for the licensee’s records.

____________________________________________________________________

Buyer, Seller, Landlord or Tenant					Date

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