OFFERING MEMORANDUM

Stone Oak Retail Center

San Antonio, TX

View Property Video

This property is listed in conjunction with Texas-licensed real estate broker Delta Commercial.

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Fisher James Corp. ("Broker") has been retained on an exclusive basis to market the property described herein ("Property"). Broker has been authorized by the Seller of the Property ("Seller") to prepare and distribute the enclosed information ("Material") for the purpose of soliciting offers to purchase from interested parties. More detailed financial, title and tenant lease information may be made available upon request following the mutual execution of a letter of intent or contract to purchase between the Seller and a prospective purchaser. You are invited to review this opportunity and make an offer to purchase based upon your analysis. If your offer results in the Seller choosing to open negotiations with you, you will be asked to provide financial references. The eventual purchaser will be chosen based upon an assessment of price, terms, ability to close the transaction and such other matters as the Seller deems appropriate.

The Material is intended solely for the purpose of soliciting expressions of interest from qualified investors for the acquisition of the Property. The Material is not to be copied and/or used for any other purpose or made available to any other person without the express written consent of Broker or Seller. The Material does not purport to be all-inclusive or to contain all of the information that a prospective buyer may require. The information contained in the Material has been obtained from the Seller and other sources and has not been verified by the Seller or its affiliates. The pro forma is delivered only as an accommodation and neither the Seller, Broker, nor any of their respective affiliates, agents, representatives, employees, parents, subsidiaries, members, managers, partners, shareholders, directors, or officers, makes any representation or warranty regarding such pro forma. Purchaser must make its own investigation of the Property and any existing or available financing, and must independently confirm the accuracy of the projections contained in the pro forma.

Seller reserves the right, for any reason, to withdraw the Property from the market. Seller has no obligation, express or implied, to accept any offer. Further, Seller has no obligation to sell the Property unless and until the Seller executes and delivers a signed agreement of purchase and sale on terms acceptable to the Seller, in its sole discretion. By submitting an offer, a purchaser will be deemed to have acknowledged the foregoing and agreed to release Seller and Broker from any liability with respect thereto. Property walk-throughs are to be conducted by appointment only. Contact Broker for additional information.

- 100% Leased Retail Strip Center Anchored by Chipotle and Wok Inn Asian Café with Drive-Thru on End Cap
- All Tenants Signed Long Term Leases Showing Their Commitment to this Location
- High Quality Construction with Robust Internet-Resisitant Mix of Food and Service Tenants
- Prominent, Tall Pylon Signage Visible from US-281
- Located within Dense, Growing Retail Corridor adjacent to the Village at Stone Oak Anchored by Super Target
  - → Additional Tenants include Hobby Lobby, HomeGoods, Ross, Petco, DSW, Alamo Drafthouse Cinema, and More
- Superb Access from Newly Expanded U.S. Highway 281 & TPC Parkway
- Synergistic Tenant Mix within Stone Oak Retail Development
  - → Neighbored by In-N-Out Burger, Panera, MOD Pizza, Tru by Hilton Hotel, New 2-Story Retail & Office Building, and More
- Excellent Visibility in Highly Trafficked Corridor
  - → Combined 88,126 ADT at Intersection
- Adjacent to Affluent Stone Oak Community
  - → $154,465 Average Household Income within 3-Mile Radius
- Qualifies for Tax Savings via Accelerated Depreciation via Cost Segregation
- 40% Bonus Depreciation Related to Improvements in 2025

High Quality Construction with Drive-Thru on End Cap

Prominent, Freeway-Visible Pylon Signage
70,360 ADT on US-281

$154,465 Average Household Income
within a 3-Mile Radius

No State Income Tax in Texas

LOCATION	22106 & 22118 US-281, San Antonio, TX 78259
LOT SIZE	Lot 16: Wok Inn Asian Café, Massage Heights, Ideal Dental, Urban Bird Hot Chicken, and Chipotle ±1.388 acres or ±60,461 square feet Lot 17: Mattress Firm and Select Comfort ±0.799 acres or ±34,804 square feet
PARKING	±145 parking spaces, additional parking available throughout the center
YEAR BUILT	2016
IMPROVEMENTS	Two retail buildings totaling 18,482 SF. A ±10,982 square foot retail pad demised into five suites. **Wok Inn Asian Café** | 2,854 SF with drive-thru component **Chipotle** | 2,200 SF **Ideal Dental** | 2,200 SF **Urban Bird Hot Chicken** | 2,000 SF **Massage Heights** | 1,728 SF A ±7,500 square foot retail pad demised into two suites. **Mattress Firm** | 4,500 SF **Sleep Number** | 3,000 SF

$10,900,000

6.00% CAP RATE

View on Map ↗

Projected Gross Revenue	Year 1	Year 10
Scheduled Base Rental Revenue	$667,331	$737,950
Expense Reimbursement Revenue	$346,928	$414,268
Effective Gross Revenue	$1,014,259	$1,152,218
Annual Expenses	**Year 1**	**Year 10**
Common Area Maintenance	$99,988	$130,461
Taxes	$207,553	$248,045
Insurance	$26,060	$34,002
Management	$26,693	$29,518
Total Operating Expenses	$360,293	$442,026
Net Operating Income	**$653,965**	**$710,192**
Return	**6.00%**	**6.52%**

NOTE:

The net income is an estimate and does not provide for all potential costs and expenses (i.e. maintenance, repair, etc.) that may be required of the owner. Any reserves set forth herein are merely estimates and not based on any experience, physical inspection, or prior knowledge. All prospective purchasers are strongly advised to make an independent investigation to determine their estimate of costs and expenses prior to entering into an agreement to purchase.

For the Years Ending	Year 1 Nov-2027	Year 2 Nov-2028	Year 3 Nov-2029	Year 4 Nov-2030	Year 5 Nov-2031	Year 6 Nov-2032	Year 7 Nov-2033	Year 8 Nov-2034	Year 9 Nov-2035	Year 10 Nov-2036
Rental Revenue										
Potential Base Rent	$667,331	$669,418	$674,844	$677,855	$686,115	$704,428	$711,296	$738,014	$753,475	$770,218
Absorption & Turnover Vacancy	$0	$0	-$13,733	$0	$0	-$11,447	$0	$0	$0	-$32,267
Total Rental Revenue	$667,331	$669,418	$661,111	$677,855	$686,115	$692,981	$711,296	$738,014	$753,475	$737,950
Other Tenant Revenue										
Total Expense Recoveries	$346,928	$355,097	$356,227	$373,366	$382,197	$385,751	$401,623	$411,429	$421,270	$414,268
Effective Gross Revenue	$1,014,259	$1,024,515	$1,017,337	$1,051,221	$1,068,311	$1,078,732	$1,112,919	$1,149,443	$1,174,745	$1,152,218
Operating Expenses										
CAM	$99,988	$102,987	$106,077	$109,259	$112,537	$115,913	$119,390	$122,972	$126,661	$130,461
Taxes	$207,553	$211,704	$215,938	$220,257	$224,662	$229,155	$233,738	$238,413	$243,181	$248,045
Insurance	$26,060	$26,841	$27,647	$28,476	$29,330	$30,210	$31,117	$32,050	$33,012	$34,002
Management	$26,693	$26,777	$26,444	$27,114	$27,445	$27,719	$28,452	$29,521	$30,139	$29,518
Total Operating Expenses	$360,293	$368,309	$376,106	$385,106	$393,974	$402,998	$412,697	$422,956	$432,993	$442,026
Net Operating Income	**$653,965**	**$656,206**	**$641,232**	**$666,115**	**$674,337**	**$675,735**	**$700,222**	**$726,487**	**$741,752**	**$710,192**

GENERAL ASSUMPTIONS

Analysis Date
12/01/2026

Total Rentable Area
18,482

General Expense Growth per Annum
3.00%

General Inflation per Annum
2.00%

Real Estate Growth per Annum
2.00%

Management Fee
4% of Total Rental Revenue

MARKET LEASING ASSUMPTIONS

Lease Term: 10 years

Annual Rent: $3.00/SF

Rent Increases: 3% annual

Type: NNN

Leasing Comm: 6%/3%

TI: $20/$10

Tenant	Sq. Ft.	Monthly Rent PSF	Monthly Rent	Annual Rent PSF	Initial Annual Rent	Rent Commence. Date	Lease Expiration Date	Rental Increase Date(s)	Rental Increase Amount(s)	Options	End of Term Assumption	Expense Reimbursement Notes
Chipotle	2,200	$3.44	$7,563	$41.25	$90,750	11/8/2016	11/30/2028	N/A	N/A	3 @ 5 yrs. Opt. 1: $95,436 Opt. 2: $104,984 Opt. 3: $115,478	Option	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: 4% of base rent or full recapture.
Mattress Firm	4,500	$2.64	$11,880	$31.68	$142,560	8/8/2016	8/31/2031	N/A	N/A	1 @ 5 yrs. Opt. 2: $156,825	Option	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: 5% of CAM.
Urban Bird Hot Chick	2,000	$3.00	$6,000	$36.00	$72,000	10/14/2024	10/31/2034	11/1/2029	$79,200	2 @ 5 yrs. Opt. 1: $87,120 Opt. 2: $95,832	Option	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: Full recapture + 5% fee
Select Comfort	3,000	$2.83	$8,500	$34.00	$102,000	8/13/2016	12/31/2033	N/A	N/A	2 @ 5 yrs. Opt. 1: $112,200 Opt. 2: $123,420	Option	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: No recapture
Ideal Dental	2,200	$3.42	$7,530	$41.07	$90,354	12/13/2016	8/31/2029	N/A	N/A	1 @ 5 yrs. Opt. 1: FMRV	MLA	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: 15% of CAM or 5% of EGR
Massage Heights	1,728	$3.15	$5,443	$37.80	$65,318	10/25/2016	1/31/2027	N/A	N/A	1 @ 5 yrs. Opt. 2: FMRV; not less than $35/SF and no greater than $38.50/SF	Roll to option at $37.80/SF	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: 15% of CAM or 4% of EGR
Wok Inn	2,854	$3.01	$8,581	$36.08	$102,975	3/10/2021	3/31/2031	4/1/2027 4/1/2028 4/1/2029 4/1/2030	$105,034.92 $107,135.64 $109,278.24 $111,463.92	2 @ 5 yrs Opt. 1: $113,693.16 $115,967.04 $118,286.40 $120,652.08 $123,065.16 Opt. 2: $125,526.36 $128,037.00 $130,597.68 $133,209.60 $135,873.84	Option	Full recapture of CAM, Insurance & Taxes. Mgmt Fee: 15% of CAM; 5% CAM CAP
Leased	18,482	100%										
Vacant	0	0%										
TOTAL	**18,482**	**100%**										

Chipotle

LESSEE
Chipotle

STOCK SYMBOL
NYSE: CMG

NO. OF LOCATIONS
3,726+

WEBSITE
chipotle.com

Chipotle Mexican Grill, Inc. (NYSE: CMG), headquartered in Newport Beach, California, was founded in 1993. It operates a chain of fast-casual Mexican restaurants, serving responsibly sourced, classically cooked foods without artificial colors, flavors, or preservatives. The company prepares the majority of its ingredients on site and is set apart by its use of high-quality natural ingredients and fresh produce. Chipotle is ranked 399 on the Fortune 500.

For the year 2024, Chipotle reported revenue of $11.314 billion (14.6% YoY increase), net income of $1.534 billion, and total stockholder equity of $3.656 billion.

Ideal Dental

LESSEE
DECA Dental Management, LLC

NO. OF LOCATIONS
162

WEBSITE
myidealdental.com

Ideal Dental delivers quality, affordable care through 162 offices across 9 states. Services include emergency dentistry, routine exams and cleanings, x-rays, orthodontics, Invisalign, teeth whitening, and both standard and wisdom tooth extractions. Each office is designed for a stress-free experience with flexible scheduling, extended hours, and attentive staff. Ideal Dental is the consumer-facing brand of **DECA Dental Group**, a Dallas-based, clinician-founded and clinician-led organization. Since 2008, DECA has built a reputation for high-quality care and is rapidly expanding Ideal Dental's footprint nationwide.

Wok Inn Asian Café

LESSEE
Wok Inn, Inc.

NO. OF LOCATIONS
8

WEBSITE
wok-inn.com

Wok Inn Asian Café is a local chain established in San Antonio, Texas in 1986. The freshest, premium quality ingredients are used in creating amazing, traditional Asian dishes cooked to order. A variety of Pan-Asian dishes are available including vegetarian, in a casual, contemporary setting. Wok Inn offers online specials and coupons as well as phone-in delivery service to the San Antonio Area.

Mattress Firm

LESSEE
Mattress Firm, Inc.

NO. OF LOCATIONS
~2,400

WEBSITE
mattressfirm.com

Mattress Firm is the largest specialty mattress retailer in the United States, founded in 1986 and headquartered in Houston, Texas. The company operates approximately 2,400 stores across 49 states, offering a wide range of mattress brands and sleep products through a vertically integrated retail platform.

In 2025, Mattress Firm was acquired by Somnigroup International Inc. (formerly Tempur Sealy International) for approximately $5 billion, positioning the company within a leading global bedding manufacturer and strengthening its long-term growth and distribution capabilities.

Sleep Number

LESSEE
Select Comfort Retail Corporation (now Sleep Number Corporation)

STOCK SYMBOL
NASDAQ: SNBR

NO. OF LOCATIONS
650

WEBSITE
sleepnumber.com

Sleep Number is a manufacturer and retailer of proprietary adjustable air-supported sleep systems, offering individualized solutions including its full line of beds, bases, and accessories. Unlike traditional mattresses, Sleep Number beds feature DualAir technology for adjustable comfort on each side, and SleepIQ— a touchless biometric sensor that tracks movement, heart rate, and breathing to deliver a personalized score each morning. **Sleep Number Corporation (NASDAQ: SNBR)** reported $1.68 billion in 2024 revenue. Founded in 1987 and headquartered in Minneapolis, the company was formerly known as Select Comfort Corporation until 2017.

Massage Heights

LESSEE
Massage Heights

NO. OF LOCATIONS
120+

WEBSITE
massageheights.com

Massage Heights is a family-owned massage and wellness franchise dedicated to elevating lives through professional, affordable, resort-quality massage, skincare, and wellness services. Founded in 2004, the company has grown from a single retreat in San Antonio, Texas, to more than 120 locations across the U.S. and Canada, including 14 in the Alamo City. Each retreat offers convenient, upscale services in a welcoming environment, using a membership-based model that supports predictable revenue for franchisees while delivering consistent value to guests.

Urban Bird Hot Chicken

LESSEE
Urban Bird Hot Chicken, LLC

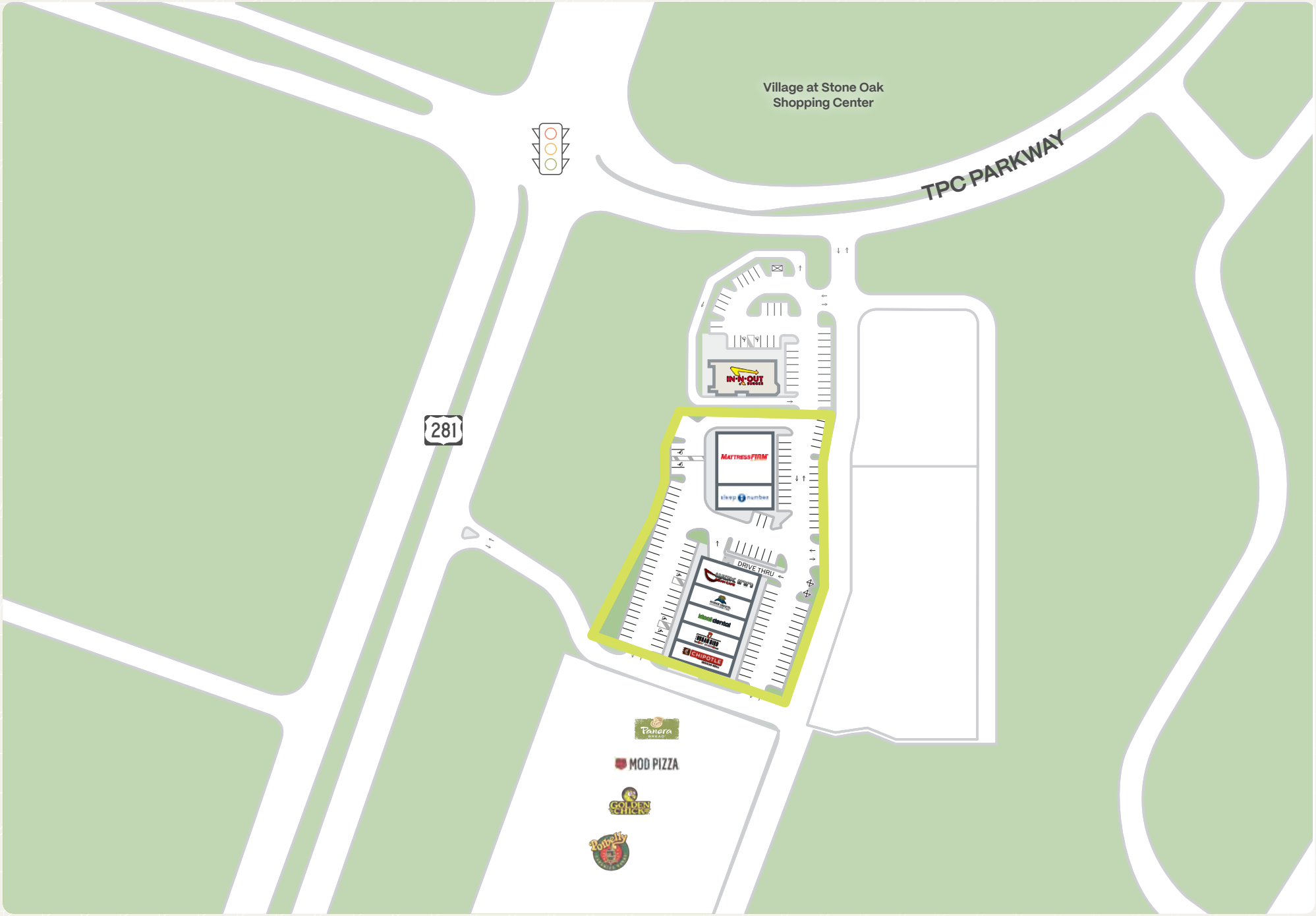
GUARANTOR
Brandon Gawthorp

NO. OF LOCATIONS
29

WEBSITE
urbanbirdhotchicken.com

Urban Bird Hot Chicken is a veteran-owned, Nashville-style hot chicken restaurant founded by Brandon Gawthorp in Katy, Texas, in September 2020. The brand specializes in all-natural, antibiotic- and hormone-free halal chicken, offering a menu that includes spicy chicken sandwiches, jumbo tenders, chicken and waffles, and loaded Urban Fries topped with mac and cheese and Bird Sauce. As of May 2025, Urban Bird operates 19 locations across Texas, with plans to open 10 more, including new stores in Sugar Land, Deer Park, and Memorial City. The company began franchising in April 2025 to accelerate its statewide expansion.

Site Plan


Village at Stone Oak
Shopping Center
TPC PARKWAY
281
IN-N-OUT
MATTRESSFIRM
sleep number
DRIVE THRU
CHIPOTLE
Panera
MOD PIZZA
GOLDEN CHICK

VILLAGE AT STONE OAK
3M Annual Visits
TARGET
HomeGoods
HOBBY LOBBY
ROSS DRESS FOR LESS
ALAMO DRAFTHOUSE CINEMA
SPEC'S
LOFT
ULTA
DOLLAR TREE
DSW
Bath & Body Works
petco
KIRKLAND'S
VICTORIA'S SECRET
SUBWAY
BJ's RESTAURANT BREWHOUSE
TALBOTS
francesca's
chili's
STONE OAK RETAIL CENTER
MATTRESS FIRM
Save Money. Sleep Happy.
CHIPOTLE MEXICAN GRILL
sleep number
WOK INN ASIAN CAFE since 1986
MASSAGE HEIGHTS
ideal dental EST. 2008
URBAN BIRD HOT CHICKEN
JW MARRIOTT SAN ANTONIO HILL COUNTRY
CVS pharmacy
Great Clips
CHASE
Johnson High School
Roan Forest Elementary School
MARKETPLACE AT ENCINO PARK
SUBWAY
TPC Pkwy
SPROUTS FARMERS MARKET
PET SUPPLIES PLUS
F45 TRAINING
Marco's Pizza
SALADO
BURGER KING
Two-Story Retail & Office Building Development
tru by Hilton
IN-N-OUT BURGER
604,400 Annual Visits
Panera BREAD
MOD PIZZA
AMERICA'S BEST CONTACTS & EYEGLASSES
281
281
(70,360 AADT)
281 Frontage

STONE OAK RETAIL CENTER
MATTRESS FIRM
Save Money. Sleep Happy.
CHIPOTLE
MEXICAN GRILL
sleep number
WOK INN
ASIAN CAFE since 1986
MASSAGE HEIGHTS
ideal dental
EST. 2008
URBAN BIRD
HOT CHICKEN
CHASE
CORPORATE CENTER
Altamira Homes
Tacara Stone
Oak Apartments
Tuscany Heights
Elementary School
Public Storage
ROUND TABLE
PIZZA ROYALTY
CHICKEN SALAD CHICK
VILLAGE AT STONE OAK
3M Annual Visits
TARGET
HomeGoods
HOBBY LOBBY
ROSS
DRESS FOR LESS
ALAMO
DRAFTHOUSE CINEMA
SPEC'S
LOFT
ULTA
DOLLAR TREE
DSW
DESIGNER SHOE WAREHOUSE
Bath & Body Works
petco
KIRKLAND'S
VICTORIA'S SECRET
BJ's
RESTAURANT BREWHOUSE
TALBOTS
SUBWAY
francesca's
chili's
Olive Garden
ITALIAN KITCHEN
DUTCH BROS
sam's club
LONGHORN
STEAKHOUSE
Dog Haus
Park & Ride
281
(70,360 ADT)
IN-N-OUT
BURGER
604,400
Annual Visits
TPC Pkwy (17,766 ADT)
281 Frontage
281
Two-Story Retail
& Office Building
Development
MOD PIZZA
AMERICA'S BEST
CONTACTS & EYEGLASSES
Panera
BREAD
tru
by Hilton

STONE OAK RETAIL CENTER
MATTRESS FIRM
Save Money. Sleep Happy.
CHIPOTLE
MEXICAN GRILL
sleep number
WOK INN
ASIAN CAFE
MASSAGE HEIGHTS
ideal dental
EST. 2008
URBAN BIRD
HOT CHICKEN
NORTHWOODS SHOPPING CENTER PHASE II
H-E-B
Academy
SPORTS+OUTDOORS
HOME SENSE
KOHL'S
NORDSTROM
Marshalls
rack
J.CREW
FACTORY
REGAL
ULTA
BEAUTY
OLD NAVY
BARNES & NOBLE
ENCINO PARK CENTER
THE HOME DEPOT
planet fitness
CareNow
Urgent Care
TACO CABANA
STONE RIDGE MARKET
3.2M Annual Visits
H-E-B plus!
HALF PRICE BOOKS
Chick-fil-A
Burlington
SALLY BEAUTY
Great Clips
CAVA
PETSMART
Freebirds
WORLD BURRITO
Jersey Mike's
crumbl
Advance Auto Parts
LESLIE'S
Orangetheory FITNESS
Papa Murphy's
FIVE GUYS
CHASE
Frost
San Antonio
(~17 Miles)
San Antonio
International Airport
Walmart
Supercenter
COSTCO
WHOLESALE
extended STAY AMERICA
RidgeWood Park
TACO BELL
POPEYES
verizon
ExtraSpace Storage
Archer
Stone Canyon
tropical SMOOTHIE CAFE
Franklin Park
@ TPC Parkway
MOD PIZZA
AMERICA'S BEST
CONTACTS & EYEGLASSES
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GOLDEN CHICK
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& Office Building
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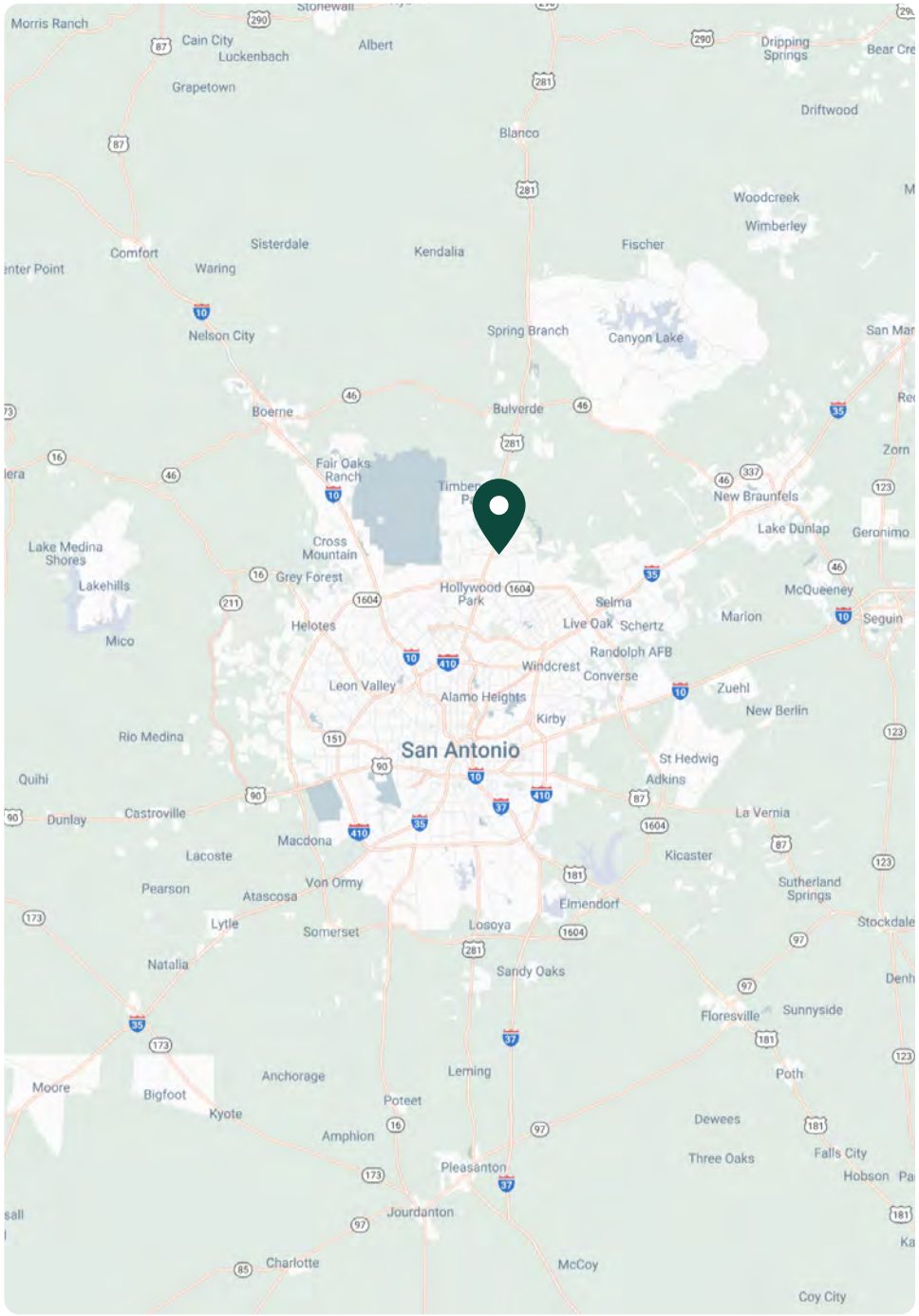
IN-N-OUT
BURGER
604,400 Annual Visits

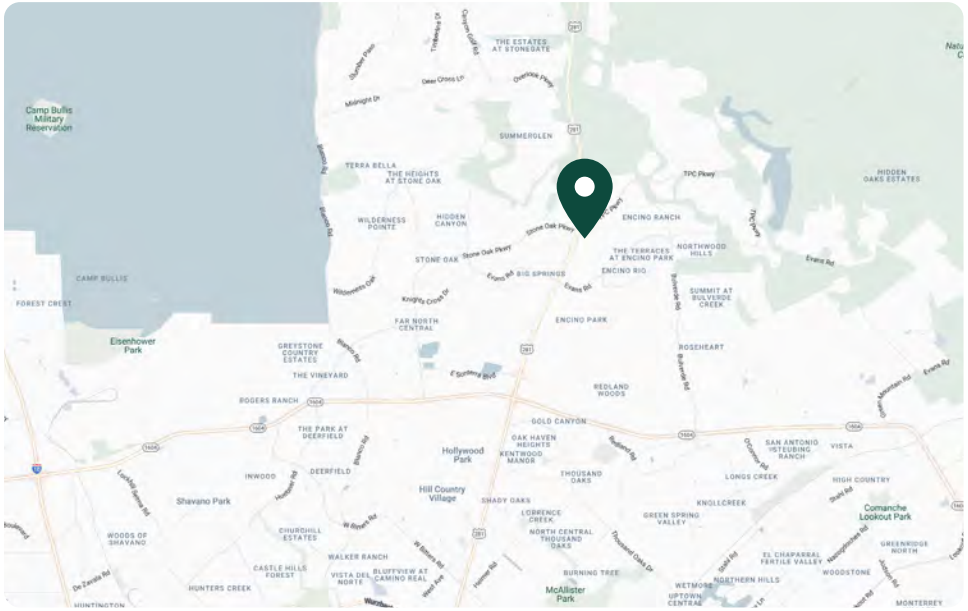


San Antonio (population 1.53 million) is the seventh most populous city in the United States and the second-largest in Texas. It serves as the seat of Bexar County and is a principal city of the San Antonio–New Braunfels Metropolitan Statistical Area, the third-largest MSA in Texas. Known as Greater San Antonio, the MSA now has a population exceeding 2.76 million, up from 1.4 million in 2000. The City holds a "AAA" general obligation bond rating from all three major agencies and was ranked No. 1 on the Milken Institute's Best-Performing Cities list. Despite its size, San Antonio maintains a relatively low cost of living and ranks 13th on the List of Best Places to Live in the World, 5th Best City to Live in the U.S., and 3rd Most Livable City in Texas.

San Antonio has a diverse economy, with a metro GDP of approximately $182.1 billion. Historically strong in oil and gas, military, healthcare, financial services, and tourism, the economy now includes growing biotech, IT, cybersecurity, and manufacturing sectors. The city is home to five Fortune 500 companies: Valero Energy, USAA, iHeartMedia, NuStar Energy, and Cullen/Frost Bankers. Other major employers include H-E-B, Rackspace Technology, CPS Energy, Toyota Motor Manufacturing Texas, and Southwest Research Institute. Numerous national firms operate significant regional offices, including Chase, Wells Fargo, Boeing, Medtronic, and Lockheed Martin.

The 900-acre South Texas Medical Center — comprising 45 medical institutions, five higher education institutions, 12 hospitals, and five specialty facilities — is the region's only major medical research and care provider. With over 36,000 employees and more than six million annual patient visits, the center contributes an estimated $37 billion to the local economy.

San Antonio is home to 15 colleges and universities serving over 150,000 students. Leading institutions include Texas State University, the University of Texas at San Antonio, San Antonio College, Northwest Vista College, St. Philip's College, and the University of the Incarnate Word. The city also hosts one of the largest active and retired military populations in the nation, with four major military bases comprising Joint Base San Antonio and employing 86,000 personnel.



Nearby Shopping Centers & Retailers	Visit Data (per Placer.ai)
Village at Stone Oak	3M Annual Visits
Target	1.8M Annual Visits, Top 19% Nationally
Hobby Lobby	516,300 Annual Visits, Top 17% Nationally
HomeGoods	398,400 Annual Visits, #4 in TX
Spec's	239,000 Annual Visits, Top 15% Nationally
Alamo Drafthouse Cinema	106,900 Annual Visits
Stone Ridge Market	4.3M Annual Visits
H-E-B	3M Annual Visits, Top 8% Nationally
Jamba Juice	145,200 Annual Visits, #1 in TX
Five Guys	121,700 Annual Visits, #8 in TX
Chick-fil-A	830,200 Annual Visits
In-N-Out Burger	609,300 Annual Visits, +21.7% YoY
LA Fitness	482,500 Annual Visits, #2 in TX
Panera Bread	195,900 annual visits
Olive Garden	245,600 annual visits
Chicken Salad Chick	106,900 annual visits, top 15% in TX

The subject property is a retail strip center located at the southeast corner of TPC Parkway (17,766 ADT) and U.S. Highway 281 (70,360 ADT), where two new flyover lanes were recently added, with offramps, opening the intersection to commuter traffic. The area is a rapidly-growing commercial node that is supported by a robust trade area with a total population of 183,717 within 5 miles and average household income of $154,465 within 3 miles.

The property is in a strong position to capitalize from consumer draw to the immediate area, as it is located within a larger development, Stone Oak Retail Center, that features a synergistic tenant mix including In-N-Out Burger, Panera, MOD Pizza, RBFCU Credit Union, Tru by Hilton hotel, and new CoPlay Cove shared workspace and childcare facility. The property is directly across from the Village at Stone Oak, a 622,326 square foot shopping center known for its premier shopping, dining and entertainment options. It's anchored by Target with notable tenants include Hobby Lobby, HomeGoods, Ross, Kirkland's, Petco, Spec's, and Alamo Drafthouse Cinema. Overall, there are over 50 stores and services operating in the center.

In addition to the strong presence of retail in the area, there are several office buildings nearby such as JP Morgan Chase Corporate Center and the iHeartMedia Entertainment, Inc. offices, further generating business for this location.

The market area also benefits from adjacent gated communities including Cavalo Creek Estates, Encino Ranch, and The Terraces at Encino Park. Several local schools include Lady Bird Johnson High School, Johnson High School, Frank Tejeda Middle School, Encino Park Elementary, and Roan Forest Elementary.

508,865
2025 Total Population

$471,646
Average Home Value

$154,465
Average Household Income

22106 & 22118 US-281, San Antonio, TX 78259

Population Summary	3 Miles	5 Miles	10 Miles
2020 Total Population	78,324	171,700	484,080
2025 Total Population	84,329	183,717	508,865
2030 Total Population	89,710	192,512	526,273
2025-2030 Annual Growth Rate	1.24%	0.94%	0.68%
Average Household Income			
2025	$154,465	$144,502	$123,021
2030	$169,612	$157,802	$134,278
Average Home Value			
2025	$471,646	$447,012	$420,943
2030	$532,531	$506,284	$484,020

Major Employers in San Antonio	# of Employees
Joint Base San Antonio (JBSA)	86,097
H.E.B. Food Stores	20,000
United Services Automobile Association	17,000
City of San Antonio	15,501
Northside Independent School District	13,191
Methodist Healthcare System	12,000
University of Texas Health Science	8,500
North East Independent School District	8,069
San Antonio Independent School District	7,136
Baptist Health Systems	7,024
JP Morgan Chase Bank NA	5,000

11-03-2025

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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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 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:
  - 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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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.

Name of Sponsoring Broker (Licensed Individual or Business Entity)	License No.	Email	Phone
Name of Designated Broker of Licensed Business Entity, if applicable	License No.	Email	Phone
Name of Licensed Supervisor of Sales Agent/Associate, if applicable	License No.	Email	Phone
Name of Sales Agent/Associate	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials _____ _____ Date _____

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This property is listed in conjunction with Texas-licensed real estate broker Delta Commercial.