



400 Probandt

Industrial Land Sale

Transwestern was engaged for the disposition of a prime 4.2-acre site located in Southtown, within the Blue Star District, the epicenter of contemporary art in San Antonio, Texas. The area is experiencing rapid revitalization and renovation as several Texas art galleries, retail and amazing restaurants move into the neighborhood. The property was owned and occupied by a recycling and waste solutions company.

Transwestern utilized their market knowledge, specifically of the multi-family development trend in Southtown to identify the highest and best use of the client's property. A marketing campaign targeted multifamily developers in San Antonio, Central Texas and Nationally. Transwestern was able to exceed the client's expectations on sales price and unlocked value for the buyer with a negotiated lease-back allowing time to plan the development of a multifamily project.

The deal took diligent negotiation, patience and extraordinary customer service to satisfy both the buyer and seller.

“We utilized our market knowledge to identify the highest and best use of the client's property.”

Charlie Weil, SIOR®
Vice President