



TRANSWESTERN

REAL ESTATE
SERVICES



4751 Hamilton Wolfe Road

28,991 SF Office Building | Sale

4751 Hamilton Wolfe Road is a 28,991-square-foot, multi-tenant, office building in San Antonio's northwest submarket at the entry to the South Texas Medical Center.

Transwestern was hired to sell 4751 Hamilton Wolfe Road by a family ownership group. To make the sale transaction more challenging, the client, who was an owner-occupant, required the Transwestern team of Kelly Ralston and Russell Noll to guide them in structuring a favorable lease (occupying approximately 50% of the building) for their company whose ownership was being sold to their son and daughter-in-law. It was vital to structure a lease that balanced the need of the tenant with what Transwestern believed to be favorable to the market.

This transaction, combining the in-place lease with a 50% building vacancy, required focused and creative marketing by the Transwestern team. Ultimately, Transwestern negotiated a sale with a buyer who would occupy the balance of the building, benefiting from the rental income with future expansion growth ensured.

“The nuance of marketing an office building that contained a lease on both family-friendly and market-acceptable terms while achieving the client’s price objectives was quite daunting. Understanding both the seller’s and buyer’s objectives allowed our team to negotiate a transaction that worked extremely well for all parties.”

Russell T. Noll, CCIM, CPM®
Executive Managing Director