



TRANSWESTERN

REAL ESTATE
SERVICES



SAN ANTONIO, TX

6929 Camp Bullis Road

12,692 SF Office Building | Sale

6929 Camp Bullis Road is a 12,692-square-foot, single-tenant, office building in San Antonio's northwest submarket. Our client, a local non-profit and faith-based organization, Oak Hills Church, engaged Transwestern to sell the asset.

Russell Noll assisted Oak Hills Church in acquiring the property about a decade ago and during that time, they utilized the property for their administrative offices. Oak Hills Church decided to consolidate operations onto their church campus and engaged Transwestern to sell the property. The objective was for Transwestern to obtain a buyer at a favorable price while providing flexibility for Oak Hills to remain in the building after the sale while their new offices were being constructed.

Understanding the client's timing, along with finding the ideal buyer was crucial. Amid COVID-19, Transwestern aggressively marketed the asset and was able to negotiate a favorable transaction with a non-typical buyer (a Montessori school). The Transwestern team of Russell Noll and Kelly Ralston, in addition to leading the normal transaction process, assisted both buyer and seller in navigating code compliance, neighborhood association approval, and coordinated a favorable sale/leaseback to facilitate Oak Hills Church's timing.

"Marketing an office building in the early stages of COVID-19 was a challenge to say the least. Through focused, targeted, and aggressive marketing, Transwestern was able to negotiate a sales price that exceeded the client's expectations in a favorable timeframe with flexible terms. All client objectives were met and surpassed."

Kelly Ralston
Senior Vice President