



SAN ANTONIO, TX

Housing Authority of Bexar County

Tenant Representation, Consulting, Acquisition, and Agency Leasing Services

The Housing Authority of Bexar County initially hired Transwestern to understand options in renewing their existing lease or purchasing an income-producing property that had both the vacancy for their needs and potential cash flow to offset their acquisition costs.

After analyzing options on and off-market in downtown San Antonio, Transwestern presented the optimum site to acquire: 1954 E. Houston Street. Once the purchase was finalized, Transwestern was engaged to renew existing tenants and find new and complimentary tenants to fill the remaining vacancy. Transwestern presented solutions and coordinated architects and contractors to bring the space to marketable condition to lease, ultimately leasing the remaining vacancy to a credit tenant for a five-year term. Transwestern added value to the Housing Authority of Bexar County through the addition of a stable income stream and positive cash flow at their owned real estate.

Transwestern understood the intricacies of working with a bureaucracy, including navigating through a board-directed public entity owned by the county.

“This is a great example of assisting a client through the many decisions and transactions required to achieve a broader long-term goal of self-sustained ownership.”

Larry Mendez,
Executive Managing Director