



# San Antonio Independent School District

Valuation, Consulting, and Disposition Services

After an initial offering with limited response from the real estate community, San Antonio Independent School District (SAISD) sent a formal Request for Proposal for brokerage services and hired Transwestern after receipt and review of multiple RFP responses. SAISD's goal was to consolidate 300,000 square feet of administrative offices among 16 buildings with an average age of 40 years.

Transwestern helped SAISD navigate their options such as public/private partnerships, real estate exchanges, and fee-simple sale and build. After a thorough analysis of SAISD's real estate, Transwestern wrote and developed formal requests for sealed bids from the real estate community, investors, and developers in order to monetize four prominent downtown real estate sites.

SAISD's consolidation goal to eliminate redundancies, while on a cash-neutral basis was achieved by the completion of three sales that gave them the financial wherewithal to build a 150,000-square-foot administrative building in a timely manner.

“We translated a record number of letters of interest into transactions at or above pricing requirements to meet SAISD's goals.”

Larry Mendez,  
Executive Managing Director