

LAND DISPOSITION SITE SELECTION - 1031 EXCHANGE

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| CLIENT | Wendell Langdon, Jr. and Family |
| REAL ESTATE TYPE | Land |
| LAND SIZE | 186± acres Bexar County development land disposition 246 +/- acres Kerr County ranch 1031 exchange acquisition |
| SERVICES PROVIDED | Land Disposition - Exclusive Seller Rep/1031 exchange Exclusive Buyer Representation |

PROJECT OVERVIEW

Prime residential development tract located on Evans Road in northern Bexar County totaling approximately 186 acres. The property had been in the same family for decades and ownership was vested between six heirs with varying undivided interest percentages in the property. While homebuilders/developers had been pursuing the property for 20+ years, the property was never formally marketed and the family received numerous 'lowball' offers during this time. Sullivan Commercial approached one of the family members in mid-2017 about assisting in the sale of the property. Permission to solicit offers was granted. Through Sullivan's efforts, the most practical buyer was identified and the property was contracted by late-2017/early-2018, with closing occurring in September 2018. When the closing of the sale was imminent, Sullivan assisted one of the owners, Wendell Langdon, Jr., in identifying a suitable ranch in Kerr County for a 1031 exchange. The closing of the 1031 property was completed in October 2018.

SERVICES

Through the assistance of engineers and land use attorneys that Sullivan works with, a better understanding of the challenges to the tract was achieved. The site featured challenges pertaining to impervious cover restrictions and sewer availability, among others. Sullivan was able to help the Langdon family understand the impact of these challenges and, through the utilization of numerous surrounding area sales, assisted the family in establishing a realistic top-of-the-market price that could be achieved. Sullivan then identified the most practical pool of buyers for the property and proceeded to solicit offers. An acceptable offer was received. Sullivan assisted the Langdon family in contract negotiations and helped in navigating several challenges during the period in which the property was under contract, eventually achieving a closing.

During the last few months prior to closing of the 186 +/- acres, Sullivan assisted Wendell Langdon, Jr. in a thorough search for suitable ranches for a 1031 exchange. Several properties in the Kerr County area were identified and toured. Through the use of area sales and Sullivan's expertise in rural land properties, offers submitted for 1031 properties were well-supported by market data, allowing the Langdon's to make prudent decisions with regard to their 1031, allowing them the knowledge and peace-of-mind that they were making a 'smart buy'.

RESULTS ACHIEVED

Broker procured a Purchaser for the 186 +/- acres and negotiated the land sale on Seller's behalf. The sale was structured in a manner that allowed an initial closing of the 170+ acre southern tract in September 2018. Closing on the northern 15.9+ acre tract, where Mr. Langdon's homestead was located, was deferred until January 2019 to allow Mr. Langdon adequate time after the closing of the 170-acre tract to close on his 1031 property and remove all of his belongings. It also deferred capital gains tax on the 15.9 acres until the next tax year. In aggregate, the sale price achieved for the property was well over \$1,000,000 above any previous written or verbal offer to the owners.

Additionally, negotiated the 1031 exchange / ranch purchase of 246+ acres in Kerrville, Texas on behalf of Wendell Langdon, Jr. Closed October 2018.