

**BROKERAGE SERVICES
LAND DISPOSITION**



CLIENT Oak Hills Country Club
REAL ESTATE TYPE Land . Multi-family
SQUARE FOOTAGE 10 acres
LOCATION Louis Pasteur Drive and Medical, South Texas Medical Center
SERVICES PROVIDED Land Disposition . Exclusive Seller Representative

PROJECT OVERVIEW

The Oak Hills Country Club was founded in 1922 as the Alamo Country Club and brands itself as “one of the oldest and most respected private member-owned country clubs” in the nation. The 200 acre course, designed by noted golf architect A.W. Tillinghast, has hosted dozens of professional championships. Oak Hills desired to sell approx 10 acres of property to fund part of renovation program.

SERVICES

As Seller representative, Sullivan Commercial identified best prospective buyers, provided market research and analysis of comparables in medical center area to consult OHCC Board in pending sale to be decided by stock-holding members. Assisted in re-zoning process to MF-33.

RESULTS ACHIEVED

Sullivan negotiated on behalf of Oak Hills Country Club in the sale of 10 acres at top of the market price to national high-end multifamily residential developer, Alliance Residential. The sale for development of planned 300+ unit luxury condos/apartments will fund multi-million-dollar renovations including improvements to the golf course, clubhouse and other facilities.

Transaction date: 3Q 2016

Sullivan is currently marketing remaining 3 acres for sale.

