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BEST

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COMMERCIAL REAL ESTATE



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Best Residential Development

The Landings at Brooks City-Base

**Owner:**

Brooks Apartments I GP LLC

Developers:NRP Holdings LLC, Cleveland, Ohio
Brooks Development Authority,
San Antonio, TX**Architect:**

Alamo Architects, San Antonio, TX

Main Engineers:

Bury + Partners, Austin, TX

General Contractor:

NRP Contractors LLC, Cleveland, Ohio

“The Landings is the first public / private residential development on a BRAC-closed base in Texas.”

Leo Gomez

CEO

Brooks Development Authority

Left: The Landings has attracted a near-100 percent occupancy rate.

Address of property/project: 7803 S. New Braunfels, San Antonio, TX 78223 (SE Military Drive and Interstate Hwy 37) • **Size of deal:** 81,141 square feet total for all five buildings; More than 15 acres • **Acreage of land involved:** About 15 acres • **Lease rates:** 12-month leases; Rents range from \$715 – \$1,190 per month • **Financing:** By Frost Bank and Brooks Development Authority

BY RICK KLAW

With 300 new, modern residential spaces on the city's South Side, The Landings at Brooks City-Base brings affordable, upscale housing to the historic district. Located at the corner of South New Braunfels and Sidney Brooks and built on the site of the Brooks City-Base's golf course, the complex spans 15 acres.

Long neglected, the area began its modern period of revitalization in 2002. Then — as part of a unique project between local, state, and federal governments and the private sector — Brooks Air Force Base was renamed Brooks City-Base and managed by the civilian Brooks Development Authority. After the Air Force closed its base operations in 2011, the Authority — along with longtime partners The NRP Group — re-imagined the area as business, residential and a mixed-use technology park.

Brooks proved very successful with luring companies to the new venture, but this presented other challenges.

"Nobody was living there," says Daniel Markson, senior vice president of The NRP Group.

"Look at GBT Laboratories. It has 200 employees, and nobody was living on the South Side," Markson says. "It was time to put up some quality housing or lose all these people. They're not gonna to stay. And that was the genesis of The Landings."

A long time booster of the South Side, Markson sees housing as the area's savior.

"[People living there demand] greater retail," Markson says. "And with greater retail comes additional employees. With additional employees come the need for more housing. With the need for more housing comes the need for more retail, et cetera."

Markson experienced a similar metric when he spearheaded the Villas at

Costa Dorada in 2002.

"It was really challenging to get anyone to accept that people would pay rent on the South Side. They'd say 'It's a low-income market.' I said 'That's ridiculous.' Of course people will rent nice units especially if they're affordable. We proved them wrong. It was a very successful development," he says.

Using design elements of the old Air Force base combined with modern sensibilities, The Landings proved both aesthetically and financially successful. The multifamily currently boasts a 99.33 percent occupancy rate.

Leo Gomez, the new CEO of Brooks Development Authority, is happy.

"We are very excited about The Landings and its great success. The high-end apartments currently house people who work at Mission Tail Baptist Hospital, the Brooks Academy of Science and Engineering charter school, and in neighboring developments such as Eagle Ford Shale," Gomez says.

With such a high occupancy rate, "We are looking at opportunities to further this type of development on campus and to build upon the residential component of the dynamic Brooks City-Base community," Gomez says.

As the City-Base and the Authority bring more high-paying jobs to the area, the public/private endeavor would like to have quality residential living spaces for the up-and-coming generation of young professionals.

"The Landings is the first public/private residential development on a BRAC-closed base in Texas. We are pleased, especially because it represents the direction in which we're moving in terms of a creating a compact city development, while commemorating Brooks City-Base's rich history," Gomez says.

RICK KLAW is an Austin freelance writer.



COURTESY OF BROOKS APARTMENTS

Left: Rents range from \$715 to \$1,190 at The Landings

Right: The community center is spacious and features TVs, a pool table and a gaming area.

Below Left: Aerial of the apartment complex.

Below Right: The Landings' club-like pool features a beach entry and fountains with LED lighting.



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