



C. AARON PEÑALOZA
JEWELERS

*Perfect
because it's forever.*



AMERICAN GEM
SOCIETY

SUNSET RIDGE IN ALAMO HEIGHTS
6430 N. NEW BRAUNFELS AVE.
210.822.4044 • MON-SAT 10-6
WWW.PENALOZA.COM

FIRST
AMERICAN

COMMERCIAL PROPERTY GROUP

San Antonio-Austin Corridor:

One-stop shopping
in both directions

Newly Opened
Austin Office
(512) 225-0997

REACH THE TOP
with Commercial Real Estate
Education

CI-102 Course

\$500 Scholarship Application
due by April 28th.

Submit application to:
Tracy Ballard / tracy@sabor.com
CCIM - 9110 IH-10 West
San Antonio, TX 78230

May 14-18, 2008

Norris Conference Center
4522 Fredericksburg Rd

CCIM

Seating is Limited RSVP (210) 593-1200 ext. 123

Real estate veteran takes the helm at local investment firm



REAL ESTATE ROUNDUP

TRICIA LYNN SILVA

Steven A. Raub has been appointed the new president of locally based Investment Realty Co. (IRC). Raub, who has been with IRC since the mid-1980s, succeeds Barbara S. Condos, who had served as president since 1995.

Although Condos is retiring from a full-time gig in the local real estate business, she will continue to serve as a consultant for IRC — as well as staying active in organizations, including the San Antonio, Texas and National Boards of Realtors.

Raub, who previously served 10 years in the Marine Corps, joined the local real estate industry in 1984.

His first employer? IRC.

"I was interested in investment sales — which has always been their primary focus," Raub says. "And I was impressed by the people."

One of Raub's first orders of business as IRC's new leader: Expanding its platform of professionals.

"I want us to be the best in the business in investment real estate brokerage," Raub says. "We are re-positioning ourselves for the next 10 to 20 years. We are going to continue on a growth pattern."



Raub

and the 2005 Base Realignment and Closure Commission (BRAC) action.

The latter, which will create a center of excellence for trauma care at Fort Sam Houston, will bring thousands of jobs to the Army post.

"This is the dawn of the golden age in San Antonio," Raub says. "So many good things are happening."

Coming soon

Next month, U.K.-based International Hotels Group plc (IHG) will open the doors to its new Staybridge Suites property here. The 120-suite hotel will be located just off the Loop 1604/Interstate Highway 10 corridor.

And next week, locally based Galo Properties will celebrate the ground-breaking of its latest mixed-use development: Promenade Place. Plans for the project include about 125,000 square feet of office space, 40,000 square feet of retail development, and a 130-room Four Points by Sheraton hotel.

Promenade's hotel is slated to open next February. Four Points is one of the brands under the umbrella of White Plains, N.Y.-based Starwood Hotels and Resorts Worldwide Inc.

While the Four Points brand has been around since the early '90s, the Promenade property will mark the first Four Points for San Antonio.

The local development will also be the first in the country to feature Starwood's new design for the concept, according to officials with Galo Properties.

Like the new Staybridge, the new Four Points is located off the Loop 1604/IH-10 intersection. Both hotels are in proximity to several noted attractions, including retail center The Rim and La Cantera — a mixed-use development that includes regional mall The Shops at La Cantera and the Six Flags Fiesta Texas theme park.

Stillwater Ranch

Locally based firms Shannon Livingston Cos. and Imagine Homes have teamed up on a new residential community.

The project, Stillwater Ranch, will span more than 1,100 acres of land just past FM 1560 on Culebra Road — on the city's far West Side. Shannon Livingston is the developer.

"As San Antonio's 'green' volume home builder, we see a wonderful opportunity to be a part of a master-planned community the caliber of Stillwater Ranch," notes John Friesenhahn, president of Imagine Homes. "... We look forward to introducing more energy-saving, environmentally responsible homes to the community."

Imagine Homes' product in Stillwater will be priced from the \$160,000s.

TRICIA LYNN SILVA's Real Estate Roundup column appears weekly. Silva can be reached via e-mail at tsilva@bizjournals.com.

A DEAL THIS BIG CAN ONLY COME FROM...



www.grandetruck.com

GRANDE
TRUCK CENTER

San Antonio's
exclusive
Sterling Bullet
dealer

BUSINESS-TO-BUSINESS

The Old-Fashioned Way

210-661-4121

1-800-292-7672

fax 210-666-7220

IH-10 East at W.W. White Road San Antonio, Texas
Less Than 5 Minutes From The AT&T Center

