

BROKERAGE PORTFOLIO

The Sayers brokerage team specializes in facilitating transactions for commercial and mixed-use development in urban Austin. The following overview is a representative sample of our successfully closed transactions.

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BLOCK 150

Address: 416 West 12th Street, Austin, TX 78701

Lot Size: 0.46 acres or 20,000 square feet

Project Summary: 300-unit, 34-story, residential tower totaling 420,000 SF; zoned DMU

Story: Sayers was retained by The DKG Society as their exclusive broker to represent the organization in the marketing, negotiations and sale of the international headquarters. This assignment required an extensive exploration phase to best position the property before the commencement of the marketing effort. This property was successfully sold to Stratus Properties, Inc.





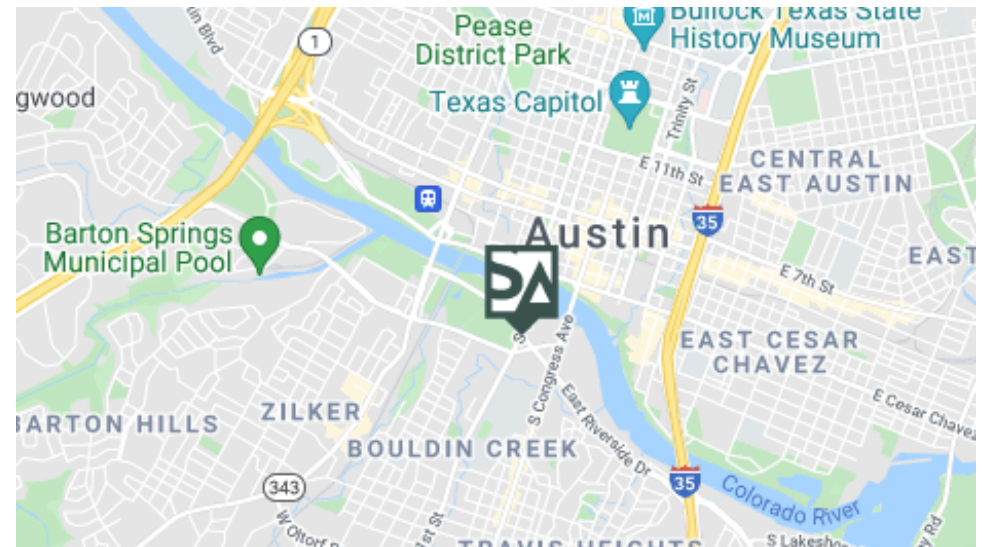
RIVER SOUTH

Address: 401 South 1st Street, Austin, TX 78704

Lot Size: 1.35 acres or 58,806 square feet

Project Summary: 15-story office tower totaling 358,000 sf; zoned PUD

Story: Sayers was the sole broker to this transaction between the Seller, the estate of Charles Schulz, a family estate from Santa Rosa, CA, and the Buyer, Stream Realty, a national real estate services firm. Additionally, we facilitated the introduction and coordination between Stream and the City of Austin's nascent South Central Waterfront Initiative which allowed for a smoother entitlement process.





PARKSIDE AT MUELLER

Address: 1808 Aldrich Street, Austin, TX 78702

Lot Size: 1.82 acres or 79,279 square feet

Project Summary: 200-unit, 9-story residential condo building totaling 225,000+ sf; Zoned PUD

Story: Sayers was retained by Catellus Development Corporation, a national developer, as their broker to represent the firm in the sale of the only for-sale residential development site in the Mueller town center. This property was successfully sold to Pearlstone Partners, a full-service real estate development firm, who has since retained Sayers as their exclusive listing broker to market and sell the to-be-built ground-floor commercial condos.





RIVER STREET RESIDENCES

Address: 60 East Avenue, Austin, TX 78701

Lot Size: 0.25 acres or 10,890 square feet

Project Summary: 409-unit, 48-story residential tower totaling 406,815 sf; zoned CBD

Story: Sayers was the sole broker to this transaction between the Seller, a private partnership based in Austin, and the Buyer, River Street Partners, who has partnered with High Street Residential (a subsidiary of Trammell Crow Company) for the vertical construction.





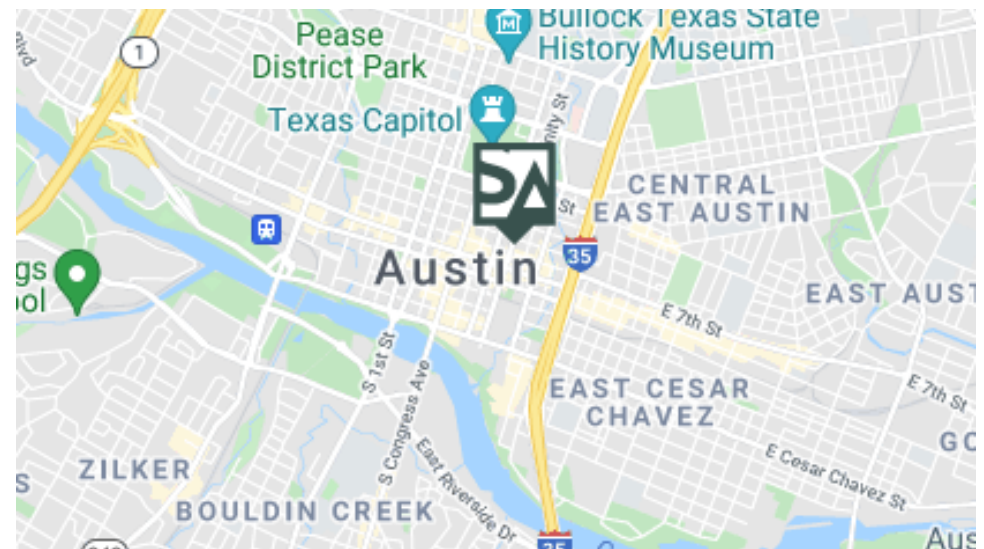
BLOCK 87

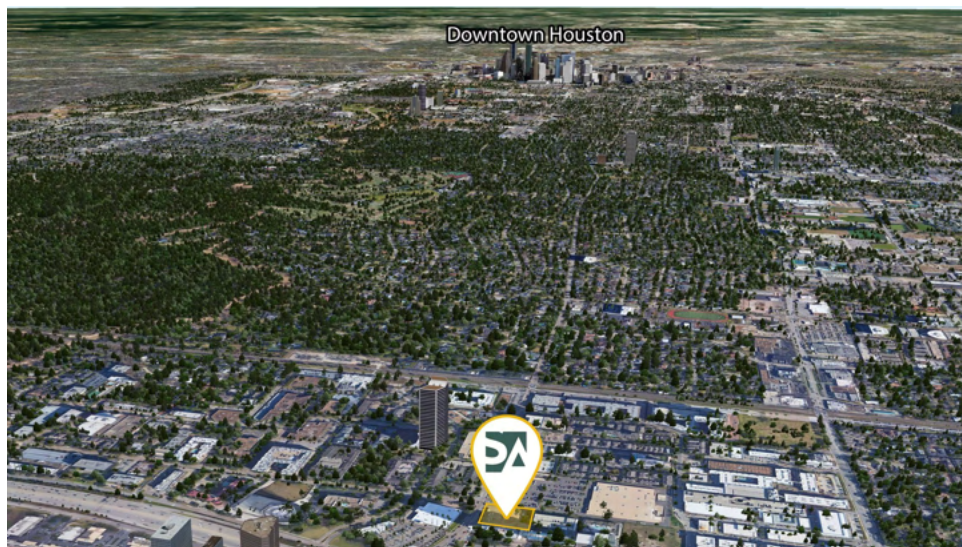
Address: 701 Trinity Street, Austin, TX 78701

Lot Size: 1.75 acres or 76,230 of land for development

Project Summary: 600,000+ sf commercial, mixed-use project; zoned CBD.

Story: The Domestic and Foreign Missionary Society of the Protestant Episcopal Church of the USA (The world headquarters of the Episcopal Church of the USA) retained Sayers Real Estate Advisors, Inc. as their exclusive listing broker to facilitate a Request For Proposals to acquire and develop the last undeveloped full city block in downtown Austin. This property was successfully sold to Cielo Property Group.





ARABELLA

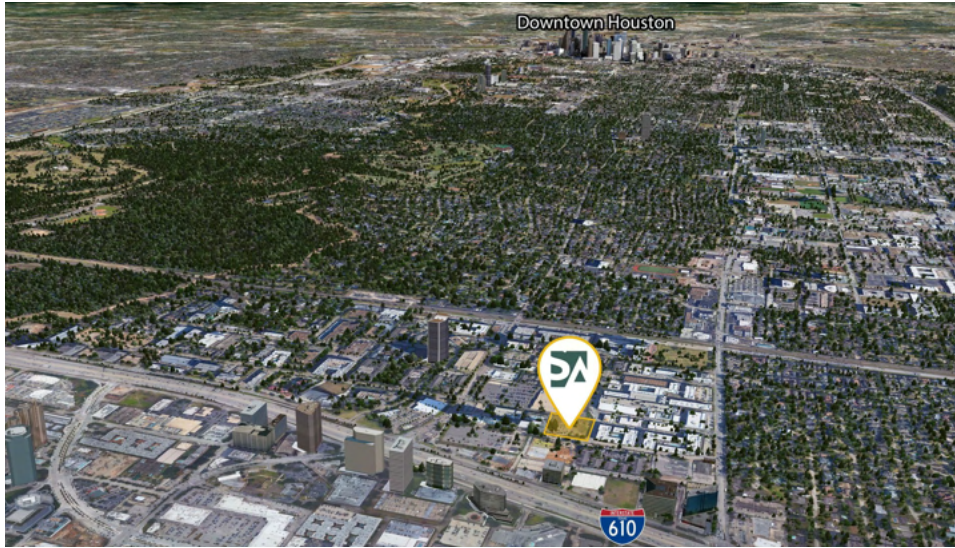
Address: 4521 San Felipe Street, Houston, TX 77027

Lot Size: 1.85 acres or 80,596 square feet of land for development

Project Summary: 109-unit, 34-story residential condo tower

Story: Sayers was retained as the exclusive listing broker by the Seller, a Miami-based family office investment group for this high-rise development site. This property was successfully sold to a partnership between Randall Davis Co and DC Partners.





WESTCREEK PORTFOLIO

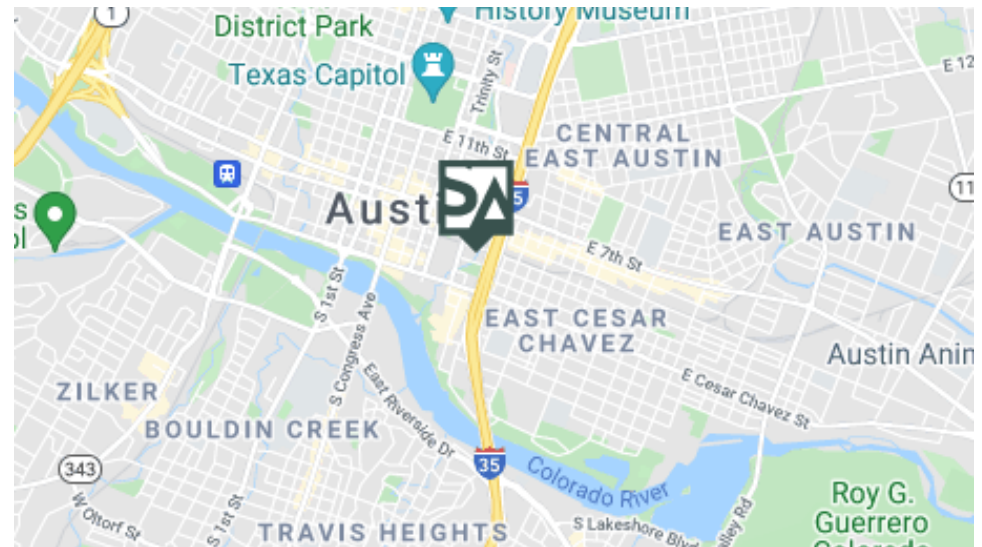
Address:	2221 Westcreek Lane, Houston, TX 77098
Lot Size:	5.95 acres or 259,182 square feet of land for development
Project Summary:	3 high rise development sites
Story:	Sayers was the broker to this transaction between the Seller, Cypress Real Estate Advisors, an Austin-based real estate investment firm, and the Buyer, a Miami-based family office investment group.





BLOCK 36

Address:	710 East Third Street, Austin, TX 78701
Lot Size:	1.62 acres or 70,567 square feet of land for development
Project Summary:	260-unit, 5-story residential building totaling 200,000 sf; zoned CBD
Story:	Sayers was the sole broker to this transaction between the Seller and the Buyer, Transwestern, a national full service real estate firm.





WEST CAMPUS STUDENT HOUSING

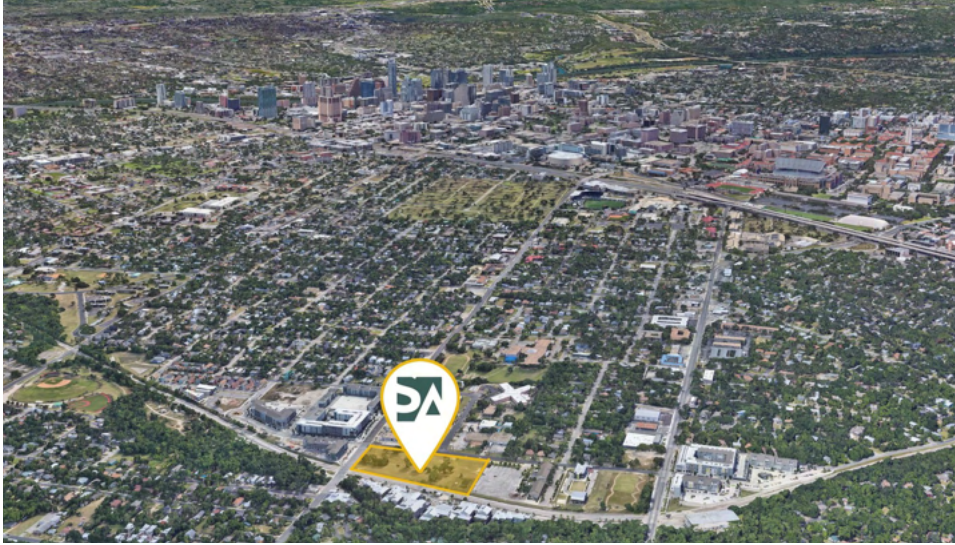
Address: 1103 W 24th St, Austin, TX 78705

Lot Size: 0.69 acres or 30,056 square feet of land for development

Project Summary: 60' student housing project near the University of Texas

Story: Sayers was retained as the exclusive listing broker by the seller, Texas International Education Consortium (TIEC), for this West Campus commercial development site. The property was successfully sold to OGH Investments to build a 60' student housing project.





THE BLOCKYARD

Address:	2900 East MLK Boulevard, Austin, TX 78702
Lot Size:	4.04 acres or 175,982 square feet of land for development
Project Summary:	302-unit + 68,000 sf mixed-use building totaling 280,000 sf; zoned TOD
Story:	Sayers was retained as the exclusive listing broker by the Seller for this mixed-use development site. This property was successfully sold to High Street Residential, a subsidiary of Trammell Crow Company.





LENOX EAST 7TH

Address:	4910 East 7th Street, Austin, TX 78702
Lot Size:	4.19 acres or 182,516 square feet of land for development
Project Summary:	279-unit multifamily building totaling ~300,000 sf; zoned CS-MU-V
Story:	Sayers was retained as the exclusive listing broker by the Seller, an Austin-based family, for this multifamily development site. This property was successfully sold to Oden Hughes, LLC (now "OHT"), a central Texas leader in multifamily development.





WILLA

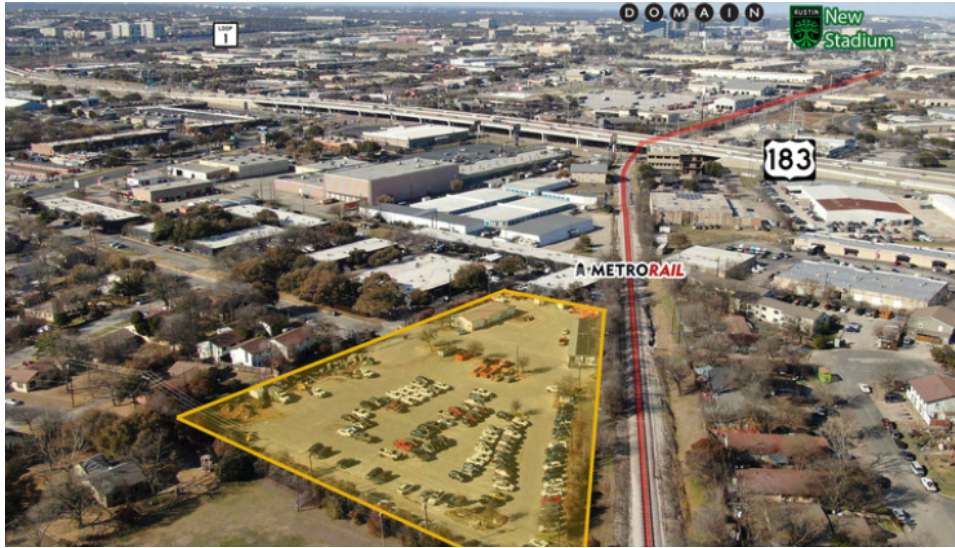
Address: 1600 South 1st Street, Austin, TX 78704

Lot Size: 1.44 acres or 62,726 square feet of land

Project Summary: 59-unit, for-sale residential condos above 24,000 sf of retail space, zoned CS-MU-V-CO-NP

Story Sayers was the broker to this transaction between the Seller, a multigenerational Austin family and business owner of the Angel Funeral Home, and the Buyer, StoryBuilt, an Austin-based, urban-infill home builder. After the sale, Sayers was retained by the Buyer as the exclusive listing broker for the to-be-built ground-floor retail space.





2100 POLARIS AVE

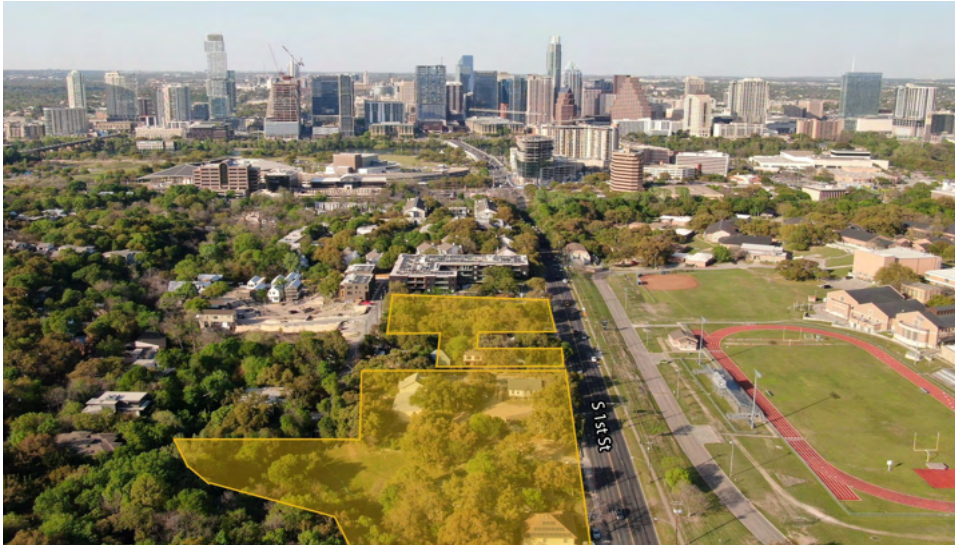
Address: 2100 Polaris Ave, Austin, TX 78757

Lot Size: 3.37 acres or 146,797 square feet of land for development

Project Summary: 125-unit, for-sale residential condo project; zoned CS-MU-NP

Story: Sayers was retained as the exclusive listing broker by the Seller, a local investment partnership, for the sale of this commercial development site. This property was successfully sold to StoryBuilt, an Austin-based urban-infill home builder and developer.





COPELAND MIXED USE

Address: 1108 South 1st Street, Austin, TX 78704

Lot Size: 3.35 acres or 145,926 square feet of land for development

Project Summary: 250,000+ sf commercial, mixed-use project; zoned GR-MU-V-CO-NP & GR-MU-CO-NP

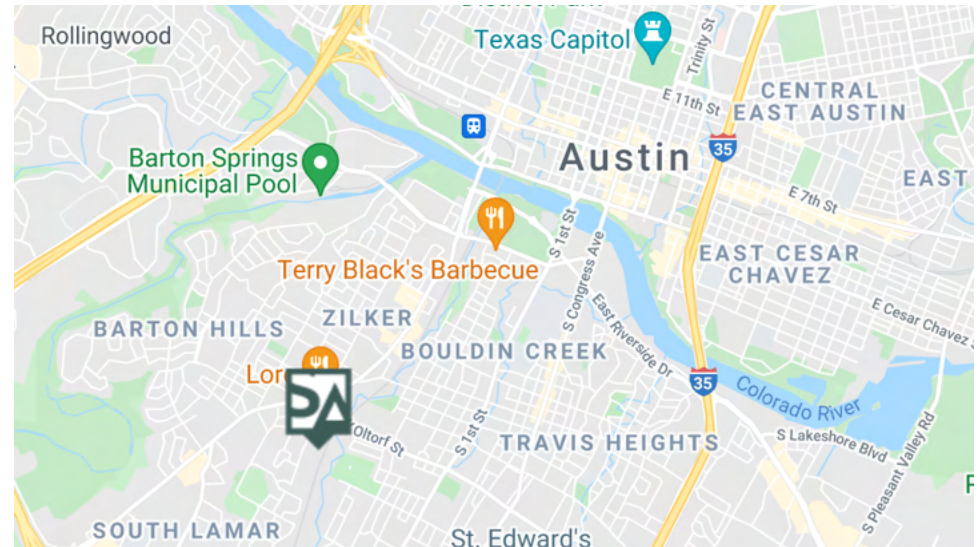
Story: Sayers was the broker to this multi-property transaction between the Seller, a long-time Austin business owner, and the Buyer, StoryBuilt, an Austin-based, urban-infill home builder.





THORNTON MIXED USE

Address:	2313 Thornton Rd, Austin, TX 78704
Lot Size:	4.31 acres or 187,744 square feet of land for development
Project Summary:	250,000+ sf commercial, mixed-use project; zoned CS
Story:	Sayers was the broker to this multi-property transaction between 3 separate Sellers and the Buyer, StoryBuilt, an Austin-based, urban-infill home builder.

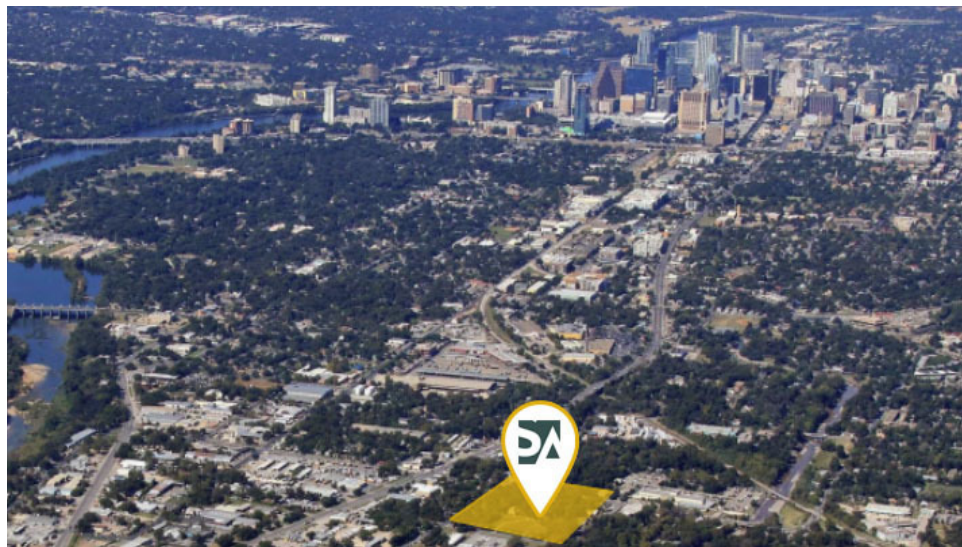




SHADY LN MULTIFAMILY

Address:	1001 Shady Ln, Austin, TX 78721
Lot Size:	2.56 acres or 111,514 square feet of land for development
Project Summary:	Multifamily development totaling ~225,000 sf; zoned CS-MU-CO-NP & GR-NP
Story:	Sayers was the broker to this multi-property transaction between 2 separate Sellers and the Buyer, Stonelake Capital Partners, an Austin-based, real estate private equity firm.





ELLIE MAY

Address:	735 Springdale Rd, Austin, TX 78702
Lot Size:	4.85 acres or 211,266 square feet of land for development
Project Summary:	84 for-sale residential condos and 77,600 sf of commercial; zoned CS-MU-CO-NP
Story:	Sayers was the broker to this transaction between the Seller, Springdale Farm, and the Buyer, StoryBuilt, an Austin-based, urban-infill home builder.





THORNTON FLATS

Address:	2502 Thornton Rd, Austin, TX 78704
Lot Size:	3.98 acres or 173,369 square feet of land for development
Project Summary:	104-unit multifamily community; zoned MF-2
Story:	Sayers was the sole broker to this transaction between the Seller, a multigenerational Austin family, and the Buyer, StoryBuilt, an Austin-based, urban-infill home builder.





HOME LUMBER COMPANY

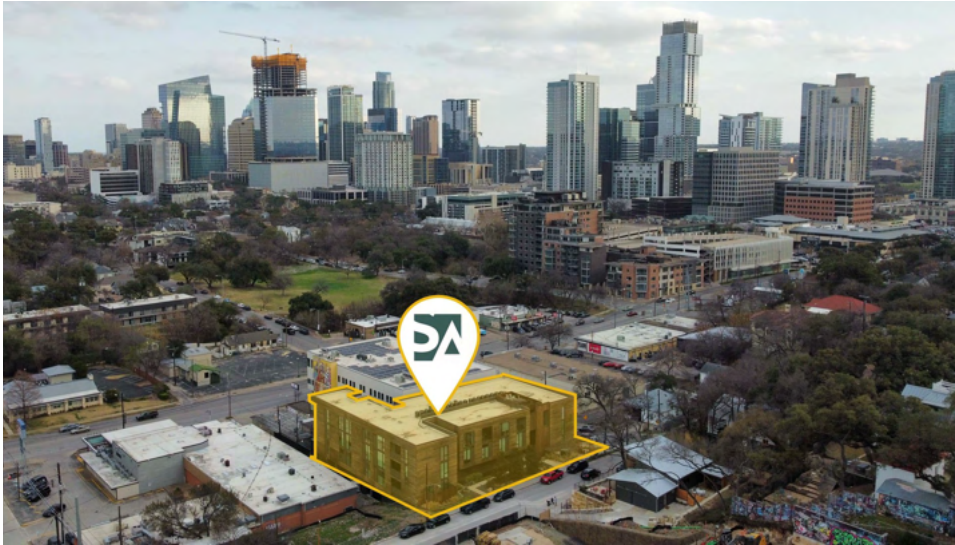
Address: 5705 Burnet Rd, Austin, TX 78756

Lot Size: 1.74 acres or 75,794 square feet of land for development

Project Summary: 107,250 square foot commercial building

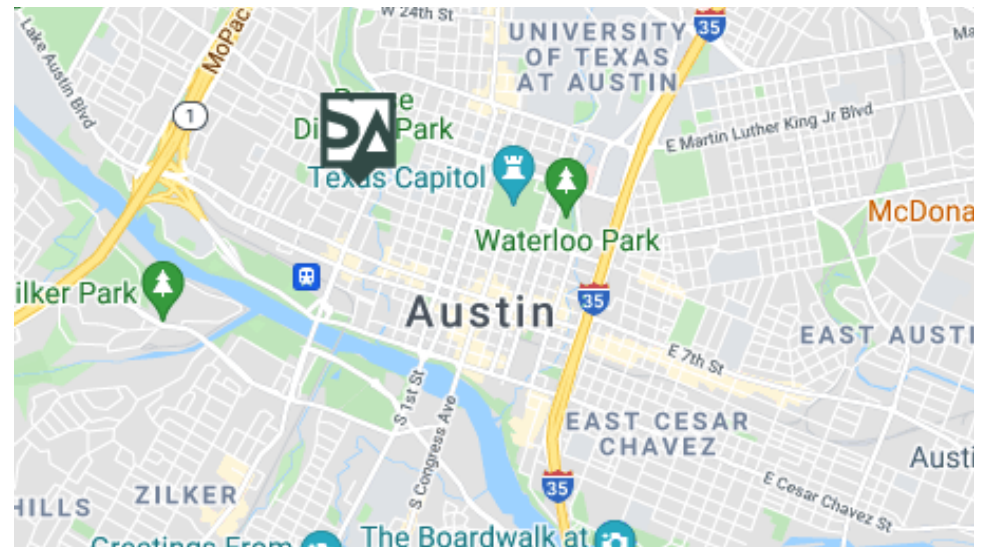
Story: Sayers was the broker to this transaction between the Seller, a multigenerational Austin business owner of Home Lumber Company, and the Buyer, Ojala Holdings, a Dallas-based real estate investment firm.





1010 W 10TH ST

Address:	1010 West 10th Street, Austin, TX 78703
Lot Size:	0.40 acres or 17,424 square feet of land for development
Project Summary:	15-unit, for-sale residential condo project; zoned CS-MU-CO-NP
Story:	Sayers was retained as the exclusive listing broker by the Seller, a Miami-based a full service real estate firm, for the sale of this site-plan-approved development site. This property was successfully sold to the Cumby Group, an Austin-based urban builder and developer.





THE GUILD

Address: 2804 South 1st Street, Austin, TX 78704

Lot Size: 1.0 acre or 43,560 square feet of land for development

Project Summary: 25-unit, for-sale residential condos; zoned GR-V & MF-3

Story: Sayers was retained as the exclusive listing broker by the Seller for the sale of this site-plan-approved development site. This property was successfully sold to Heiser Development, an Austin-based developer.





COVERT COLLISION

Address: 1407 West 5th Street, Austin, TX 78703

Lot Size: 1.27 acres or 55,321 square feet of land for development

Project Summary: 125,000+ sf commercial development; zoned LI-CO-NP

Story: Sayers was the sole broker to this transaction of the former Covert Collision Center between the Seller, a multigenerational Austin family, and the Buyer, Ojala Holdings, a Dallas-based real estate investment firm.





EASTLINE

Address:	1918 East 7th Street, Austin, TX 78702
Lot Size:	1.12 acres or 48,787 square feet of land for development
Project Summary:	48-unit for-sale residential condos above 5,000 sf of commercial; zoned CS-CO-MU-NP
Story:	Sayers was the sole broker to this multi-property transaction between 4 separate sellers and the Buyer, StoryBuilt, an Austin-based urban home builder.





AIRPORT MIXED USE

Address: 853 Airport Blvd, Austin, TX 78702

Lot Size: 1.76 acres or 74,923 square feet of land for development

Project Summary: Planned commercial development

Story: Sayers was retained as the exclusive listing broker by the Seller for the sale of this commercial development site. This property was successfully sold to Seamless Capital, an Austin-based investment and development company.





CLIENT TESTIMONIALS

- "Stonelake has been pleased to work closely with Clinton Sayers and Paul Byars to source urban land tracts in the Austin market. They are consistently the most prepared, educated and creative brokers in town, and we look forward to many more years of shared success with them". - **Travis Eikenhorst, Stonelake Capital Partners**
- "It's easy and a pleasure to endorse the quality of efforts, due diligence, and market knowledge brought to the redevelopment plans for my apartment complex here in Austin. It's nice working with a group that puts together a deal specific team to deal with each assignment's needs. I look forward to working with you in the future." - **Doug Gurkin, Edgewater Group**
- "Clinton and Paul are extremely professional land brokers who helped me sell a land tract in East Austin that has been in my family for generations. It was a complicated transaction with a zoning change, multiple tenants, environmental studies, etc. In addition to knowing the in's and out's of a land transaction, they also helped me complete a 1031 exchange afterwards. Highly recommend!" - **Laura Hensley, Property Owner**
- "I hired Clinton and Paul to sell a site-plan approved project in urban Austin, which was a difficult assignment. It takes a broker with a deep understanding of development and a high-level of experience to navigate such a complicated transaction, and they are truly experts in their craft. I consider them among the best urban land brokers in Austin." - **Sunil Lavani, Pearl Hospitality**
- "Margaret and I interviewed multiple land brokers to decide who to hire to help us sell our commercial property, and we are so glad we decided to work with Clinton and Paul! They were professional, knowledgeable and helped us achieve a sales price above what we dared to hope. This transaction was very important to us and played a role in helping us achieve our retirement goals." - **Bob Anderson, Anderson Landscape Designs**

CLIENT TESTIMONIALS

- "Catellus was pleased to work with Clinton and Paul to represent our interests in successfully selling the only for-sale residential development site in the Mueller town center known as Aldrich Street. We selected the Sayers team because of their extensive work facilitating land transactions in East Austin and their thorough understanding of the market. They quickly became trusted advisors to Catellus thanks to their proactive nature, attention to detail, and enthusiasm throughout the sales process." - **Greg Weaver, Catellus Development Corporation**
- "We have worked with both Paul and Clinton on a number of occasions. Each time, they have demonstrated the ability to maneuver around obstacles and deliver. We owe a lot of our successes in Austin to the two of them." - **Matt Vruggink, Ojala Holdings**
- "For over a decade, StoryBuilt has trusted Paul and Clinton to play a big role in originating, negotiating and executing our land acquisitions, resulting in over 50 successful transactions. They understand our Austin team's acquisition goals and have the ability to maintain strong relationships with property owners, and their disciplined process has been instrumental in helping us build our development pipeline." - **Ross Wilson, Austin & San Antonio President of StoryBuilt**
- "A permanent home means — in a word — everything to Women & Their Work and we could not have done it without the dedication and savvy of our brokerage team - Clinton Sayers and Paul Byars. We can't recommend them highly enough; their extensive knowledge of the market in all parts of Austin makes them the perfect brokers for real estate transactions of every type for commercial property owners, investors and non-profits." - **Chris Cowden, Executive Director of Women & Their Work**
- "Sayers Real Estate Advisors is a professional organization. Their land brokers - Clinton and Paul - recently helped my company complete a very complicated land transaction in urban Austin. We had a few buyers back out on us, but Clinton and Paul's enthusiasm for the project never wavered, and we were very happy they were able to get the deal across the finish line. Highly recommend!" - **Jorge Marcet, MX3 Homes**
- "Sayers Real Estate Advisors is a top-notch, professional organization. I have completed multiple land transactions with Clinton and Paul, and they are consistently a step ahead and most importantly get deals done. Exceptional!!!!" - **Jeff Bridgewater, Bridgewater Custom Homes**
- "Paul is knowledgeable, responsive and represented us perfectly during our search for a commercial tenant. He made sure we were updated and informed throughout the process, provided insightful advice and ultimately landed us an ideal tenant. Overall it was a great experience working with Paul and Clinton and we recommend them highly." - **Scott Talkington, Anderson Landscape Designs**
- "Sayers Real Estate Advisors is truly a FULL SERVICE team! As the trustee of a family estate, I hired Clinton and Paul to represent the estate in the sale of a redevelopment site in central Austin. They led the marketing, negotiation and successful closing of the transaction, and kept me in the loop through the entire process. They have also been easy to get a hold of and extremely helpful after the transaction closed. It was a great experience from start to finish, and I highly recommend their brokerage service." - **John Loucks, Trustee of Family Estate**