

# COVE SAN ANTONIO MULTIFAMILY 29 TIC

236 Deerwood Dr | SanAntonio, TX 78209

- All-cash/debt-free offering with cash out refinance potential
- ✓ Income tax-free state
- ✓ Newly renovated 2018/19
- ✓ 94.7% occupied as of 12/23/2020
- ✓ San Antonio, Texas

#### **TARGETED BENEFITS**

Potential Monthly Cash Flow Appreciation Potential Tax Shelter and Advantages Cash Out Refinance Potential SAN ANTONIO, TX
MULTIFAMILY HOUSING TIC
INVESTMENT OPPORTUNITY

1031 EXCHANGE + CASH INVESTMENT OPPORTUNITY

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## RISKS AND DISCLOSURES

- This Offering is made only to Accredited Investors per Regulation D, Rule 506c.
- This material is intended for Accredited Investors generally defined as an individual having a net worth of over 1 million dollars exclusive of primary residence, and certain entities with gross assets of greater than 5 million dollars or made up entirely of accredited individuals. If you are unsure if you or your entity is considered accredited, please verify with your CPA and attorney prior to considering an investment.
- **There are significant limitations on the ability to sell or transfer interests.**
- Securities offered through Growth Capital Services, member FINRA, SIPC Office of Supervisory Jurisdiction located at 582 Market Street, Suite 300, San Francisco, CA 94104. Cove Capital Investments, LLC and Growth Capital Services are unaffiliated entities.
- The Internal Revenue Code Section 1031 contains complex tax concepts. You should consult your legal or tax professional regarding the specifics of your particular situation prior to considering an investment. This material is not to be interpreted as tax or legal advice.
- Past performance is not indicative of future results.
- This material is obtained from sources believed to be reliable however Cove Capital and its principals/affiliates cannot guarantee that it is accurate or complete.
- Potential cash flows/ distributions/ appreciation are not guaranteed and could be lower than anticipated.
- There are material risks associated with investing in real estate, Tenant In Common (TIC) properties and real estate securities. These include illiquidity, tenant vacancies, general market conditions and competition, lack of operating history, the risk of new supply coming to market and softening rental rates, general risks of owning/operating commercial properties, potential adverse tax consequences, loss of entire investment principal, declining market values, and general economic risks.

- Investors should read the entire PPM carefully, including the "Risk Factors" section of the PPM before investing.
- The Sponsor and their Affiliates will all receive substantial fees and compensation relating to the syndication and sale of interests, as well as relating to the ongoing management and disposition of the Property owned by the TIC.
- Principals and associates of Cove Capital Investments, LLC ("Cove Capital"), which are registered representatives of Growth Capital Services, may represent investors considering an investment in the beneficial interests and may make offers and sales of beneficial interests, thereby receiving an economic benefit from the sale of beneficial interests.
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## COVECAPITAL



## **INVESTMENT SUMMARY**

- All-Cash/Debt-Free with Cash Out Refinance Potential
- 94.7% Occupied as of 12/23/2020
- Newly Renovated Turnkey Asset in Highly Desirable Location
- Strong Demographics and Solid Population Growth
- Convenient Access to a Plethora of Retail Options
- Counter Cyclical Employment Base
- Income Tax-Free State of Texas

Source: Aberdeen Acres Offering Memorandum

#### **COVE CAPITAL INVESTMENTS SEEKS TO PROVIDE**

- > Risk-Adjusted Durable Income Streams
- High Quality Offerings
- > Risk Mitigation via Debt-Free Offerings
- Multiple Exit Strategies

There is no guarantee such objectives will be met.

## **COVE SAN ANTONIO MULTIFAMILY 29 TIC**

#### **PROPERTY OVERVIEW**

Property Address 236 Deerwood Drive; San Antonio, TX 78209
Rentable Building Area 27,098
Occupancy 94.7% as of 12/23/2020
Nearby Amenities and Retailers Target, WalMart, Chase Bank, Starbucks,

**Nearby Amenities and Retailers** Target, WalMart, Chase Bank, Starbucks, Lowes, Public Storage and More

#### **OFFERING DETAIL**

Loan-To-Value 0.00%

All-Cash/Debt-Free TIC Offering - With Cash Out Refinance Potential







# BUSINESS PLAN & HYPOTHETICAL INVESTMENT EXAMPLE

- The manager plans to potentially elect a refinance of the asset which is estimated to return a portion of members' capital tax-free (50%-60%) and potentially deliver risk-adjusted robust cash flows throughout the entire hold period to the remaining equity in the property.
- Over time the management's goals will be to potentially conduct multiple refinances over a long term hold period, potentially providing investors a return of capital of 80% to 100% of their original invested equity while maintaining current ownership position and potential for ongoing cash flow.

YEAR 1:
INITIAL
INVESTMENT
(EXAMPLE)

\$500,000

YEAR 2:
POTENTIAL
REFINANCE
PROCEEDS
(TAX-FREE)

\$250,000

REMAINING EQUITY IN THE PROJECT

(POTENTIAL FOR ONGOING CASH FLOW)

\$250,000

There is no guarantee such objectives will be met.













### **INVESTMENT HIGHLIGHTS**

#### THRIVING SAN ANTONIO ECONOMY

The economy of San Antonio is fueled by a balance of public and private economic engines that include military, healthcare, biotech, oil and financial sector making this MSA less vulnerable to economic downturn and lends to consistent, organic growth. Aberdeen Acres sits adjacent to major Austin Highway thorough fare with abundant employment/economic drivers: AISD, Target, Lowe's,Walmart, Gold's Gym, etc. and is less than a mile to Alamo Heights, the most affluent submarket of San Antonio boasting McNay Art Museum, San Antonio Country Club and upscale restaurants and retail.



#### INVESTMENT UPSIDE POTENTIAL

Since purchasing 236 Deerwood in 2017, the current owners have fully renovated the property, taking units down to the studs where They have achieved rent growth ranging from \$220-\$325 on current leases in place and there remains additional upside in winding to-lease and continuing rent increases to meet the demand in the area for upscale housing. The seller has cured all deferred mainter implemented a RUBS bill back program across all occupied units for electric, water/sewer, gas, trash and cable for continued other in going forward. Potential to charge for covered parking and increase the propeties Net Operating Income.



#### STRONG RENTER DEMAND

San Antonio ranked 9th nationally among major markets for population growth in 2019. The rate of millennial population growth outranked peer cities such as Austin and Houston driving the continued strong renter demand for renovated apartments. Aberdeen Acres has reached 95% occupancy since completing the renovation and offers investors continued rent growth and value appreciation in a highly desirable location within San Antonio.

Sources: Aberdeen Acres Offering Memorandum Final-compressed brochure
Location information is provided for educational purposes and is general in nature. It may not predict the performance of the property.



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### **PROPERTY DETAILS**

- San Antonio metro: population 2,320,000 ranked 9th nationally in population growth 2019
- New luxury condos under construction adjacent lot at corner of Rainbow Drive and Cloudhaven Drive
- Affluent submarket Alamo Heights adjacent
- New Cubesmart Self Storage, Lowe's, Walmart, Target, Gold's Gym
- Abundant retail and restaurants along Austin Hwy thoroughfare
- Average \$250 rent bumps after completed renovation

Source: Aberdeen Acres Offering Memorandum

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## 3 REASONS TO INVEST IN MULTI-FAMILY REAL ESTATE

#### Oct 2, 2019 — KEY TAKEAWAYS

- Owning rental real estate can be a smart way to diversify your investment portfolio and generate a steady income.
- A multi-family property can multiply your income with only incremental added cost.
- Multi-family rentals are typically easier to finance compound returns more quickly and tend to benefit from economies of scale.

Read full article: https://www.investopedia.com/articles/ personal-finance/041216/3-reasons-invest-multifamily-realestate.asp

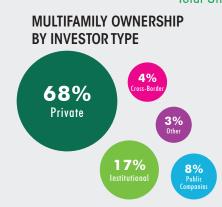
## **U.S. MULTIFAMILY SECTOR OVERVIEW**

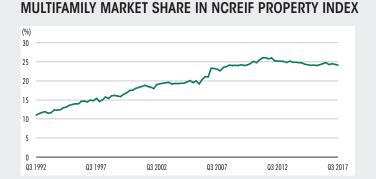
>14.6M

4.6M OR 325K ANNUALLY

Total Units

Units Needed by 2030\*\*





\*Multifamily (also referred to as apartments) refers to rental housing properties with at least five units. \*\*According to recent study by NMHC and MBA Source: https://www.cbre.us/~/media/cbre/countryunitedstates/media/files/services/multifamily/cbre-us-multifamily-primer-for-offshore-investors.pdf

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## COVECAPITAL







- New Energy Efficient Appliances
- Elegant Granite Counters
- Designer Tile Bath/Shower
- Window Covers & Ceiling Fans

## THE ASSET



to the affluonio, Texas. Intly a Top and GDP the United opulation n Antonio has Il market for

full exterior

renovation over the past 2 years including everything aesthetic and structural. Apartment interiors have been completely gutted and lavishly updated fetching average \$250 rent bumps from previous, and tenants enjoy a gated community with pastoral courtyard and covered parking. This offering has fully stabilized operation and offers investors continued rent growth potential.

Source: Aberdeen Acres Offering Memorandum

## **EXTERIOR RENOVATION**

- > New color scheme, all new exterior paint
- > Fence around entire perimeter
- > Keypad gated entry with sliding gate and monument sign
- ➤ Building 1 (2 Story): Stripped to studs, new plumbing and electrical separately metered electric, landlord owned washer/ dryer in each unit (8 total)
- > All new windows, all new doors
- > Updated landscaping, Stone beds, picnic tables
- > New Roofs Bldg 1 and all the duplexes
- > New HVAC units through entire property
- > Removed boiler, added new water heaters
- Spectrum bulk high speed internet added throughout
- New community laundry with 4 units (CSC contract)
- Painted and repaired covered parking and lot repair

### INTERIOR RENOVATION

- Demolition: Demolished kitchen cabinets, entire flooring, light fixtures, drywall, toilets, sinks, plumbing fixtures
- > Doors and windows: All replaced and new
- > Kitchen Cabinetry: New modern cabinetry and pulls and/or selectively refurbished
- Granite counter tops: New granite islands and kitchen counters
- > Bathrooms: New vanities, sinks, toilets, bathtubs, mirrors, and tile
- > Flooring: Installed new modern plank flooring and/or carpet throughout
- Fixtures/lighting: All new plumbing and light fixtures
- Appliances: All new appliances added washer/dryer to all units in building 1 and two duplex units
- Paint/drywall: New paint color scheme and drywall replacement











## THE MARKET: SAN ANTONIO, TEXAS

Behind cities like New York and Los Angeles, San Antonio comes in 7th as the most populated city in the nation. It's the 2nd most populated in Texas behind Houston, with about 1.4 million people. It's actually the 17th most visited city in the nation. San Pedro Park is the oldest park in Texas and the second-oldest in the nation. It officially became a public park in 1852. The San Pedro Park is home to so much history. During the Civil War, the park was used as a prisoner of war camp. Now, the park has over 60 hiking trails, a swimming pool, a skate plaza, the San Pedro Library, and much more.

Everyone remembers the Alamo in Texas. More than 2.5 million people visit the Alamo a year, making it the most visited attraction in Texas. San Fernando Cathedral dates back to 1738 and remains the heart of Catholic religion in San Antonio. Over 5,000 people attend services in just one weekend. Fiesta San Antonio is the city's biggest and most attended festival. It happens every April and has done so since 1891. The festival began to honor the memory of the battles of the Alamo and San Jacinto. Now, more than three million people attend every year and more than 100 events are hosted within the festival. The Tower of Americas is a 750-foot tall tower that can be seen from anywhere in the city. It's located in HemisFair Park and was opened in 1968. The tower is the tallest building in San Antonio and the 27th tallest building in all of Texas, plus, it has 952 steps.

El Mercado's shopping district is the largest Mexican market in the US. It's a three-block outdoor plaza filled with a combination of 100 restaurants, shops, handicrafts and fresh produce stands. The shopping district also hosts many Hispanic festivals.

With attractions like Six Flags Fiesta, The River walk, and the historic Alamo site, it's no surprise that San Antonio is the most visited city in Texas. Source: https://theculturetrip.com/north-america/usa/texas/articles/10-unique-facts-about-san-antonio-you-didnt-know/

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## SAN ANTONIO QUICK FACTS



#### **ECONOMY**

Military heritage, cybersecurity dominance, and thriving tech, manufacturing, and bioscience sectors.<sup>1</sup>



#### **TOURISM**

with \$15.2B+ impact in 2019.3



As Texas' most visited historic landmark. The Alamo sees upwards of \$375.1M in economic activity annually. <sup>5</sup>



#### **POPULATION**

In 2020 the New Orleans MSA population was apprx. 1.6M<sup>2</sup>



#### **TRANSPORTATION**

San Antonio is served by a major international airport and public San Antonio is a major tourist destination transportation such as Greyhound Bus Lines, taxis, the Metro, trains, and shuttles. 4



#### THE RIVER WALK

A charming network of canals and pedestrian walkways, set just below the downtown streets the 15-mile River Walk is considered the heart of the San Antonio experience. 6

## **ECONOMIC IMPACT**

### **SAN ANTONIO TOURISM & TRAVEL**

\$15.2B \$15.2B 39M 140K+ \$3.23B YEARLY 6 VISITORS 3 JOBS YEARLY 6 PAYROLL 6 **IMPACT**<sup>3</sup>

THE ALAMO 7

\$375.1M **ECONOMIC ACTIVITY** 

4,380 **PERMANENT JOBS** 

\$6.2M **EST. ANNUAL TAX REV** 

## THE RIVER WALK 8

#1 **TEXAS TOURIST ATTRACTION** 

14M **VISITORS** 

\$3.5B **ECONOMIC IMPACT** 

### SAN ANTONIO AIRPORT 9

\$5B **ECONOMIC IMPACT**  97,500 **IOBS** 

\$1.6B **ANNUAL EARNINGS** 

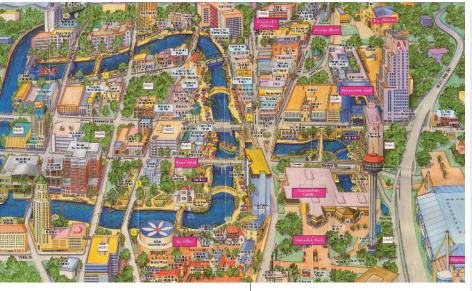
1\_ https://www.sanantonioedf.com; 2\_ https://worldpopulationreview.com/us-cities/san-antonio-tx-population; 3\_ https://woai.iheart.com/content/2019-09-19-san-antonios-tourism-numbers-up-sharply-in-past-two-years/; 4\_ https://www.sanantonio.com/transportation; 5 https://thealamo.org; 6 https://www.lonelyplanet.com/usa/texas/san-antonio/attractions/tiver-walk/a/poi-sig/1247237/362179; 6 https://partners.visitsanantonio.com/wp-content/ uploads/2020/10/Full2018EconomicImpactReport.pdf; 7 https://www.thealamo.org/alamo-plan/museum-visitor-center/economic-impact/index.html; 8 https://www.ksat.com/news/2019/09/20/throwback-thursday-river-walk-historyimpact-why-it-was-nearly-covered-with-cement/; 9 https://www.texas-airports.com/p/other/member-profiles/293

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# 8.1 MILES 20 MINUTE DRIVE FROM ABERDEEN ACRES

YEARLY ECONOMIC IMPACT: \$3.5B

Source: https://www.ksat.com/news/2019/09/20/throwback-thursday-river-walk-history-impact-why-it-was-nearly-covered-with-cement



## RIVER WALK HISTORY, IMPACT

**2019** — The origins of the San Antonio River Walk date back to the 1920s, when disaster struck South Texas. The San Antonio River flooded in 1921, taking numerous lives. Plans were developed for flood control along the river, but those plans included cementing and covering the River Walk site. A group of women and a visionary San Antonio architect came up with an idea to save the area.

"A group of female socialites marched on city hall and told them about a plan that a local architect Robert Hugman had to develop the River Walk

and have stores and restaurants and hotels," said Maggie Thompson, executive director of the San Antonio River Walk Association. Hugman's plan was initially not well-received. In 1939 President Franklin Roosevelt, after the Great Depression, approved crucial funding to construct a network of walkways and bridges. The first restaurant at the River Walk, Casa Rio, opened years later in 1946 next to Hugman's office.

Despite progress, the River Walk was not a heavily visited location and didn't truly make its mark until another iconic San Antonio event. "HemisFair was the defining moment of bringing people and really gave it world recognition," Thompson said. "They built the Hilton Palacio Del Rio, they built additional restaurants and businesses and the River Walk flourished after that."

Throughout the decades, the San Antonio River Walk Association, along with several key figures such as David Straus and Tom Frost, shaped the location. The association's goal is to promote, preserve and protect River Walk. "The arch bridges, some of them are named after David Straus. We have the Straus Bridge," said Thompson. "Bob Buchanan owned one of the first restaurants on the River Walk, so these are iconic figures that we are really grateful for."

Thompson said the River Walk is now considered to be the No. 1 tourist attraction in the state. It brings in millions of visitors and is a major economic driver for the city.

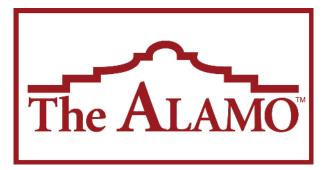
"It brings around 14 million visitors including locals, which brings in about \$3.5 billion of economic impact to the city," said Thompson. There are more than two dozen free events at the River Walk yearly, most of which are free to attend. The only ticketed event is the Ford Holiday River Parade, which lights up the area and is a beacon of a hidden San Antonio treasure, that almost did not exist. "Other cities contact us all the time, they want to have a River Walk in their city," Thompson said. "It's such an iconic place. When I go somewhere and I say I'm from San Antonio, people always know what the River Walk is, so just the word River Walk, it means San Antonio."

Source: https://www.ksat.com/news/2019/09/20/throwback-thursday-river-walk-history-impact-why-it-was-nearlycovered-with-cement/









7.3 MILES

17 MINUTE DRIVE FROM ABERDEEN ACRES

YEARLY ECONOMIC ACTIVITY: \$375.1M

Source: https://www.neworleans.com/listing/louis-armstrong-new-orleans-international-airport-(msy)/1160

For proud Texans, the much-fabled Alamo, entered freely off San Antonio's central plaza, is not so much a tourist attraction as a place of pilgrimage. Many visitors get downright dewy-eyed as they explore the site of the 1836 siege, in which a few hundred revolutionaries, including Davy Crockett, William Travis and James Bowie, died defending the fort against thousands of Mexican troops.

Built as a mission church from 1755 onwards, the main building is now known as the Shrine. Beyond that, various exhibition areas tell substantially the same story – not that historians entirely agree on the details – in different ways. Thus living-history enactors perform in the Cavalry Courtyard, while there's a more traditional museum in the Long Barrack, originally a residence for the Spanish priests and later a hospital for Mexican and Texan troops. A 17-minute film provides another perspective on the battle, and makes an excellent opportunity to escape the heat.

Anyone interested in walking the front perimeter of the old fort, and learning more about its history, can take a 33-stop self-guided audio tour (\$7 per person), or join a one-hour guided tour (\$15).

Strange but true: having amassed the world's largest private collection of Alamo memorabilia, British singer Phil Collins has donated it to create a brand-new on-site museum.

In 2011, the Texas Legislature tasked the Texas General Land Office with management and preservation of the Alamo and today, it remains under the custodianship of Commissioner George P. Bush.

The effort to preserve and restore the Alamo began in 2015 and has undergone intense debate and discussion. In January of 2019, Alamo Plaza was finally reunified with the Alamo Church and Long Barrack, and efforts began to reclaim the historic 1836 Battlefield.

The story of the Alamo is world renowned and represents the core of Texas' identity today. The ongoing effort to restore dignity and reverence to the Alamo is underway, with plans to increase economic activity by more than \$1B over 5 years, adding 2,250 new jobs at an average annual wage of over \$54K each.

Sources: https://www.lonelyplanet.com/usa/texas/san-antonio/attractions/the-alamo/a/poisig/1353488/362179; https://thealamo.org/alamo-plan/the-plan/overview/index.html





## SAN ANTONIO IN THE RANKS:







**BEST PLACES TO RETIRE** 



**BEST PLACES TO LIVE IN TEXAS** 



**FASTEST GROWING PLACES** 

Source: https://realestate.usnews.com/places/texas/san-antonio

TRAVEL +LEISURE 2020



Source: https://www.travelandleisure.com/worlds-best/cities-in-us

NICHE ® 2020

CITIES WITH THE LOWEST COST OF LIVING IN AMERICA

#43

BEST CITIES TO BUY A HOUSE IN AMERICA

Source: https://www.niche.com/places-to-live/san-antonio-bexar-tx/

## Forbes 2019

**BEST PLACES FOR BUSINESS AND CAREERS** 

IN JOB GROWTH

Source: https://www.forbes.com/places/tx/san-antonio/?sh=3c1e038a7873

Traveler 2020

#5

**BEST CITIES IN THE U.S.** 

Source: https://www.cntraveler.com/gallery/best-cities-us

**NORTH AMERICA AIRPORT** SATISFACTION STUDY

Source: https://www.sanantonio.gov/gpa/News/ArtMID/24373/ArticleID/19495/ JD-Power-Released-its-Annual-2020-Airport-Satisfaction-Study-and-San-Antonio-International-Airport-Makes-the-List-in-the-Medium-Airport-Category

JETSETTER 2019

MOST UNDERRATED CITIES IN AMERICA

Source: https://www.jetsetter.com/magazine/most-underrated-cities-america/?source=115966&u=FZPUWOKAD2&nltv=&nl cs=51555245%3A%3A%3A%3A%3A%3A&mcid=57485&mi\_u=FZPUWOKAD2





## SAN ANTONIO'S TOURISM NUMBERS UP SHARPLY IN PAST TWO YEARS

**Sep 19, 2019** — Some eye-popping new figures on the number of visitors coming to San Antonio. Richard Oliver with Visit San Antonio says the city's tourism industry continues to skyrocket.

Our numbers went up from 2017 to 2018 by two million," Oliver said. "So we are up to 39 million visitors a year."

A number of factors are credited with the strong growth in tourism. They include the 2015 designation of the Spanish Colonial Missions as UNESCO World Heritage Sites, which has spurred global tourism, especially a major increase in tourism from China, where people are just now becoming wealthy enough to be able to travel internationally. San Antonio has received a number of plaudits lately as a desitination which is affordable, exciting, and family friendly. The city's culinary tourism industry is also growing as San Antonio builds its reputation as a center for southwestern and Latin American cuisine. Also, the strong national economy is boosting tourism generally, with many travel records set over holidays in 2019.

"When you are thinking about 39 million visitors a year, they come here because they are treated well," Oliver said. "They are treated like family."

Source: https://woai.iheart.com/content/2019-09-19-san-antonios-tourism-numbers-up-sharply-in-past-two-years/

## AMAZON PLANS TO OPEN A 'LAST-MILE' FACILITY IN NORTH SAN ANTONIO

**Nov. 18, 2020** — Amazon is planning to open a "last-mile" facility in north San Antonio, according to a recent presentation to the Zoning Commission.

Amazon plans to open a North Side facility to make "last-mile" deliveries to customers in the area. The company's proposed warehouse would total 141,360 square feet, according to a recent presentation to the city Zoning Commission. It would be built west of U.S. 281 on a nearly 55-acre site bounded roughly by West Avenue, Interpark Boulevard and Wurzbach Parkway. Interpark Associates Ltd. owns the property, which is near San Antonio International Airport.

"The proposed use for warehousing, the distribution center, is for an Amazon last-mile facility," attorney Ashley Farrimond told commissioners Tuesday. "Packages go to last-mile facilities before they're delivered to all of your homes," she added. "The intent ... is to construct a new last-mile facility that can get packages in and out to customers faster in the area."

The facility would create "at least several hundred new jobs," she said.

Read the full article: https://www.expressnews.com/real-estate/article/Amazon-plans-to-open-a-last-mile-facility-15737052.php

## J.D POWER RELEASED ITS ANNUAL 2020 AIRPORT SATISFACTION STUDY AND SAN ANTONIO INTERNATIONAL AIRPORT MAKES THE LIST IN THE MEDIUM AIRPORT CATEGORY

**SEPTEMBER 24, 2020** — San Antonio International Airport (SAT) was ranked in the top 15 in the J.D Power 2020 North America Airport Satisfaction Study. SAT was the only Texas airport to be measured in the Medium Airport Overall Customer Satisfaction Index Ranking. This category ranks airports with 4.5 to 9.9 million passengers a year.

"Among all airports, SAT ranks among the top 15 airports in our survey as a result of its continued emphasis on customer service and great operational performance across all the factors that J. D. Power measures. SAT partners especially well with TSA, and passengers highly rate their experience passing through security. SAT's commitment to creating a smooth experience, even during this COVID 19 crisis, is apparent in its consistently high scores." said Michael Taylor, J.D. Power.

Source: https://www.sanantonio.gov/apa/News/ArtMID/24373/ArticleID/19495/JD-Power-Released-its-Annual-2020-Airport-Satisfaction-Study-and-San-Antonio-International-Airport-Makes-the-List-in-the-Medium-Airport-Category

Location information is provided for educational purposes and is general in nature. It may not predict the performance of the property.



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