



# WALTER BUSBY

ACQUISITIONS & DEVELOPMENT



## BACKGROUND

Walter Busby sources and assists in executing Urban Terra's real estate development deals throughout Texas. Walt has over 40 years of commercial real estate experience with broad experience in land development, investment & financing, asset management and commercial brokerage. More specifically, his professional accomplishments span an expansive list of commercial and residential developments and transactions including multi-family, office, industrial, mixed-use, greenfield, single-family, master-planned and senior living developments amounting in more than \$1 billion nationally.

## PROFESSIONAL EXPERIENCE

### 2021–Present

*Acquisitions & Development*

Urban Terra | San Antonio, TX

### 2008–Present

*President, Manager and Texas Real Estate Broker*

Central Texas Realty & Development, LLC | San Antonio, TX

### 2004–2008

*President and COO*

Galo Properties | San Antonio, TX

### 2001–2003

*CFO*

Casey Development | San Antonio, TX

### 1991–2003

*CFO/Partner*

Orion Partners, Inc. | San Antonio, TX

## PROFESSIONAL PROFILE

- Management: Leadership in positions of COO, CFO, Consultant and Partner.
- Financial Analysis: Former CPA (Texas, currently inactive) and CFO for several companies. Strong in all aspects of financial statements, cash flow analysis, property level operating reports and debt and equity acquisitions and servicing.
- Licensed real estate broker in Texas.
- Negotiations and Communication: Experienced in all aspects of contract, acquisition, disposition negotiations including GC contracts, leases, triple nets and all professionals including legal.

## REPRESENTATIVE PROJECTS

- Fee developer for Stratford Land for large land fund to develop and entitle 450 ac of land in 3 separate developments. Acquisition through installation of infrastructure and sale of land.
- Development and construction of 90,000 sf grocery-anchored retail in McAllen, Tx.
- Development of 7,000 acres of residential and commercial as President of Galo Properties on 8 different projects.
- Alamo Ranch (3,000 acres) was award-winning development that is still active. Involved in all acquisition, development and sales activities.
- Led development team for local San Antonio developer on 4 office buildings and a 300+ unit apartment project.