



CORDILLERA RANCH

LIVING THE TEXAS HILL COUNTRY LIFESTYLE

With seven clubs on one property, the community offers something for everyone in the family.

BOERNE, TEXAS: Cordillera Ranch is Texas Big and Bold. Set on 8,700 acres, the community allows you to pick your passion. “A day in the life may include golf, tennis, river sports, sporting clays, equestrian, spa/fitness, social...or a combination of several,” explains David Hill, developer of Cordillera Ranch. “Even with all of these amenities and activities, it’s still easy to sum up Cordillera Ranch into one word...*lifestyle.*”

EARLY VISION

“Just 15 minutes from San Antonio, the property sits on a high ridge and peaks overlooking the Guadalupe River valley below with more ridges and hills in every direction. The word cordillera [pronounced core-d-yair-a] is Spanish for ‘system of ranges.’ Although there aren’t any mountains in the area, the large rolling hills and long-range views seemed to fit,” recalls Hill when asked about naming the property. “It melded with the Spanish heritage of the area and is memorable.”

The genesis of the community is unforgettable for Hill as well. The community’s original landowners and Cordillera Ranch partners, Carla (Hull) and Mac Northington, became close friends with David and

Barbara Hill while both couples were in school together at The University of Texas. “Carla’s family had a ranch outside of San Antonio. Mac and I were fraternity brothers who both married while in school, so the other fraternity brothers didn’t have much use for us,” quipped Hill. “Our lifestyle was way too tame. So, Mac, Carla, Barbara and I spent quite a bit of time on the ranch just relaxing, having a marvelous time on the river and, every so often, having a beer or two. We had fun and played hard.”

After college, Hill started developing real estate and successfully developed other communities. Fast forward through 20 more years of friendship. Carla and Mac were interested in developing their property and approached David. “Cordillera Ranch is the most extraordinary piece of land I have ever worked with. I didn’t want to over develop it.

“As our community expanded from the original 4,200 acres to its current 8,700 acres, we wanted to make sure every homesite had large areas of native vegetation to create privacy and protect the habitat of the abundant wildlife we have here,” says Hill. “When our developing is complete, approximately 80 percent of the 8,700 acres will remain in native vegetation.”



“WE ARE STRONG AND STABLE WITH A NET INCREASE OF 55 NEW MEMBERS IN THE LAST THREE YEARS. OUR PRIVATE COMMUNITY IS UNEQUALED ANYWHERE IN THE SOUTHWESTERN USA.”

— DAVID HILL, DEVELOPER, CORDILLERA RANCH

RECIPE FOR SUCCESS

The community's unusual history turned out to be a blessing for Hill. For example, developing a golf course, which had the potential to be part of the long-range master plan, wasn't used as a sales tool early on. “Our buyers were purchasing because they wanted larger acreage and lower density Hill Country property with the beautiful natural scenery of the Texas Hill Country and the Guadalupe River,” remembered Hill. “When we decided to move forward with a golf course, we had 650 property owners. We instantly had ‘critical mass’ to support all of the costs associated with a country club. We had a membership roster of over 400 at the grand opening of the golf course in 2007 and 700 in attendance at the grand opening of the Clubhouse Village in 2009. I don't know of another community in the country with that level of membership at an opening. From day one, Cordillera has had a heartbeat of activity.”

THE SEVEN CLUBS OF CORDILLERA RANCH

The Clubs take full advantage of all the wonderful outdoor activities the Texas Hill Country has to offer. Cordillera has always been more than golf. Often, members will describe Cordillera Ranch as seven clubs wrapped into one.

The Clubhouse and Social Club: A brand new, 40,000 square-foot hilltop facility is the “social hub” of activity.

Experience casual and formal dining with exceptional service you'd expect from a world-renowned resort. Enjoy sumptuous meals or simply raise a glass to a famous Texas sunset, complete with 25-mile views. Kids Camp is a convenient, safe environment designed to entertain your children while you entertain yourselves.

The Golf Club: This Jack Nicklaus Signature design meanders through natural valleys and natural water features. Since opening in 2007, it consistently ranks as a Top Ten course in Texas and is the top-rated golf course in the San Antonio/Austin/Hill Country region.

The Spa & Athletic Club: Within the Clubhouse Village, you'll discover a world-class fitness facility with state-of-the-art equipment, group instruction, nutrition seminars and fitness classes. At the Spa, enjoy the sauna or steam room, a therapeutic massage, manicure or pedicure.

The Equestrian Club: Stables of the original ranch serve as the center of the complex, which also includes a lighted and covered arena. Boarding is available and both English- and Western-style riding instruction are offered. Take advantage of 12 miles of riding trails that ribbon through the ranch.

The River Club: Explore the majestic beauty of the rock-bottom, cypress-tree lined Guadalupe River without the hassle of assembling equipment for the expedition. Everything is provided for the adventure including a cookout alongside the river. They'll pack it, load it, clean

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it all up, and take you home.

The Tennis & Swim Club: Tennis activities for the whole family include a junior tennis program with professional instruction and club leagues and tournaments for all skill levels. Also located in the Clubhouse Village are amenities which include four multi-level resort pools perched on a hilltop terrace. Enjoy the privacy of the negative-edge adult pool overlooking the golf course and river valley; take a ride down the water slide into one of the two kids pools. A popular family activity is the flick and float—grab a raft and float in the pool while watching a movie on a large outdoor screen.



The Rod & Gun Club: The Outfitter Center, headquarters for the ‘Ranch Clubs,’ overlooks Swede Creek Lake. Sign up here for skeet shooting and private ten station sporting clay outings to ready you for your next hunting trip, or the guides will gear you up for some fishing on the lake below or on the Guadalupe River, all without traveling outside the gates of the community.

TEACHABLE MOMENTS

“We’re committed to encouraging our members to try new things, learn new activities,” revealed Monty Becton, general manager of the Clubs. “We have a full-time outfitter, Shane Reynolds, who is constantly working to create wonderful outdoor experiences. For example, many of our members thought of kayaking as dangerous. Shane takes the members and their children out on the lake and river to teach them how to kayak in a safe, family friendly manor. There’s a certain satisfaction when you defeat that

fear barrier and push the envelope a little.

“A group of our members have created the Cordillera Triathlon,” continued Becton. “They shoot sporting clays in the early morning, followed by golf, lunch and kayak down the Guadalupe in the afternoon.”

“We encourage our members to get involved,” adds Hill, “and we make every attempt possible to introduce new members to others who are involved in similar activities whether it is golf, tennis, equestrian or bridge. We want everyone to have that sense of community.”

NOT OVERHYPED OR OVER SPECULATED

The Texas real estate market has fared better than just about any other state. San Antonio, Austin, Houston, and Dallas are in the top 20 strongest housing markets in the country. Job growth and elevated oil prices are a piece of the puzzle. In 2010, 60 percent of the net new jobs in America were created in Texas.

Vision is another piece of the puzzle that has allowed this Hill Country gem to thrive, not just survive recent times. “When the rest of the country was in the middle of the real estate boom with prices rising 20 percent plus per year,” said Hill, “Texas lagged with appreciation rates of five to seven percent. We never had the extreme run-up in pricing, so now we’re not encountering huge, precipitous drops in values.”

In 2010, the average price, based on 41 residential lot sales at Cordillera Ranch, appreciated 10 percent. “We started to see a pick-up in activity in mid-2010,” reported Hill. “In the past four months, we’ve sold nine of our newest products offered—The Di Lusso Villas and Summit Pass,” added Hill. “The Villas have created yet another opportunity for folks to get involved. They’re smaller properties located adjacent to the clubhouse area and are great for second homes or a ‘lock and leave’ scenario. We can’t build them fast enough!”

Hill goes on to say, “I credit our success to conservative fiscal management, abundant amenities for the membership, and the club’s robust social calendar. We’re strong and stable. In the last three years, we’ve had a net increase of 55 new members. Our community offers a lifestyle that is unmatched in the Southwestern USA.” ■

For more information on Cordillera Ranch, please call (830) 336-3570 or visit CordilleraRanch.com.