

Real Estate Roundup

## UCR heavy hitter decides to go out on her own

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by [Tricia Lynn Silva](#)

A real estate broker with a knack for investments has hung up her own shingle.

Sarah B. Teel, previously of United Commercial Realty (UCR) of San Antonio, has started her own firm: MSL Investments.

The company is named for Teel's three daughters: Morgan, age 8; Samantha, 5; and Lauren, 4.

"I named the firm after them to reflect my life's passions," Teel says, "which include my family, my chosen charities and my career."

Teel was with UCR for a total of seven years -- having started with the firm when she moved to San Antonio from Milford, a suburb of Detroit.

During her tenure with UCR, Teel was a trailblazer for several divisions of the firm. In 2002, she launched United Commercial Realty Management (UCRM) -- the property-management arm of UCR. In just two years UCRM went from a portfolio of 120,000 square feet in 2002 to managing more than 1.7 million square feet in 2004.

In 2004, Teel -- by then a partner in UCR -- was named an investment broker and was tapped to head up UCR's investment sales division.

Last year, Teel handled the sale and purchase of eight investment-grade properties -- including Concourse Shopping Center I and II, which spans 130,827 square feet at U.S. Highway 281 and Loop 410 in North Central San Antonio. She was recently recognized by UCR as a top 10 producer for 2006.

It's that kind of drive that made Teel's new venture a bittersweet bit of news for UCR.

"It's not unlike a star college athlete leaving to be drafted by a pro team. You hate to see them go, but you wish them well and hope some of the guidance, knowledge and integrity you tried to instill rubbed off on them," says UCR President and Principal Tom Sineni. "(Teel) has tremendous drive and a tremendous desire to succeed. She does what it takes to get deals done."

Moving forward

In her new role at MSL, Teel will represent firms active on the investment side of San Antonio's real estate market.

"I'm focused on providing highly responsive, full-client services," Teel says, "including matching acquisition and disposition opportunities to client goals, performing due diligence and asset management to ensure a property's performance expectations."

One of her newest clients is Cary, N.C.-based Oaks Development Group. Teel has been hired as the exclusive broker for Oaks' projects in Texas.

Founded in 1983 by Max Oaks, the firm has carved a niche for itself in acquiring and developing Class A medical/professional office buildings.

The company is already laying the groundwork for some projects in San Antonio, according to Kerry Angus, partner and general counsel for Oaks Development.