



## The History of Texas Land Sales

The beginning of National Land Partners in Texas is intertwined with key figures in the United States government and connected to monumental historic moments that forever changed the course of this country. On November 22nd, 1963, the 39th Governor of Texas, John Connally proudly waved to parade spectators, as he rode in the middle jump seat of President John F. Kennedy's limousine at Dealey Plaza in Dallas, Texas. In the blink of an eye, three shots were fired, assassinating the nation's beloved President JFK and seriously wounding Governor Connally. Fortunately, the governor would go on to recover after a lengthy four-hour surgery, serving as Governor of Texas from 1963 to 1969. Connally would continue to be a constant figure in the U.S. Government, serving as the 61st United States Secretary of the Treasury from 1971 – 1972 (appointed by President Richard Nixon) and prior to that office, serving as the Secretary of the Navy in 1961 (appointed by President John F. Kennedy).

Just as Governor John Connally played an important role in our nation's history, he was also an integral part to National Land Partners start in the Texas land business. Due to some unfortunate circumstances pertaining to a string of business losses in Houston, Governor Connally was forced to file bankruptcy in 1986. Luckily for Governor Connally, he was able to obtain help from the team at Patten Corporation with one asset that he wanted to be handled with special care, Eagle Creek Ranch - his family's beautiful Post Oak tree covered Texas property, noted for being the prettiest ranch in the area. Heading up the team was Charlie Patterson, Regional Manager for the San Antonio Division of Patten Corporation – an organization whose owner and founder, Harry S. Patten, would later establish the highly successful land development company, National Land Partners. Mr. Patterson was given the task of negotiating the final terms of the deal on Eagle Creek Ranch with the bankruptcy courts and submitted a bid that was well below market value. After several rounds of negotiations, Mr. Patterson stood firm on the terms of his offer, which even received some initial discord from Governor John Connally himself when the bid was accepted by the bankruptcy judge.

But, after Mr. Patterson invited Governor Connally and his wife, Nellie, to join him for dinner, the two became fast friends. Mr. Patterson was even able to strike a deal with the governor to appear in television commercials on horseback to promote the Connally Family's beloved Eagle Creek Ranch, which was a big hit with fellow Texans, as Governor John Connally was still a popular figure in the mid-1980's. Patten Corporation went on to become one of the most successful real estate companies in the nation and on the New York Stock Exchange. Governor John Connally served as a Board Member after the company's initial public offering. Patten Corporation transitioned in 1995 to National Land Partners with the founding of this new land development company by Harry S. Patten – a highly respected leader in the real estate industry, featured in **Fortune Magazine** (1987) as one of the year's *50 Most Fascinating Business People*, on the front page of **The Wall Street Journal** (1988), and included in the registry of the **Who's Who of American Business Leaders** (1992).

Today, National Land Partners has completed hundreds of successful communities in the State of Texas, including Governor John Connally's Eagle Creek Ranch - their very first Texas land development, purchased back in 1986. National Land Partners is proud to be the leader in larger residential and recreational acreage communities, not only in Texas, but across this great nation. NLP always strives for 100% customer satisfaction in everything they do, with their primary vision being to help each family realize and achieve their dream of land ownership. Each of their properties are geared towards the consumer, offering the most breathtaking views, the best recreational activities, and the perfect balance of peaceful, natural surroundings without lacking the conveniences and entertainment of a nearby city. Whether you're looking for that perfect weekend getaway spot or your new forever home, the friendly sales team at National Land Partners looks forward to helping you find your ideal place in the country to relax and feel miles away from it all!