

Marcus & Millichap  
TAG INDUSTRIAL GROUP

501 SOUTH VIRGINIA STREET

TERRELL, TX 75160

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All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.  
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

501 SOUTH VIRGINIA STREET  
TERRELL, TX 75160

PRESENTED BY

---

**RICARDO CAMARENA**

Associate  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5278  
Ricardo.Camarena@MarcusMillichap.com  
License: TX 762996

**TYLER SHARP**

Senior Associate  
Office & Industrial Division  
Chicago Office  
Office (312) 327-5446  
Tyler.Sharp@MarcusMillichap.com  
License: IL 475.177869

**ADAM ABUSHAGUR**

Senior Managing Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5223  
Adam.Abushagur@MarcusMillichap.com  
License TX 661916

DEBT CONTACT

---

**DUKE DENNIS**

Associate Director  
300 Throckmorton Street, Suite 1500  
Fort Worth, TX 76102  
Tel: 979.777.9910  
Duke.Dennis@MarcusMillichap.com

**Marcus & Millichap**









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# SECTION 1

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## INVESTMENT OVERVIEW

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## OFFERING SUMMARY

- Owner-User or Investment Sale
- Direct Access to I-20 & Highway 80
  - Renovated in 2012
  - Tight Barrier-to-Entry Market
- Major Employers in Terrell: VEKA, Inc, Walmart Distribution, Amazon, and Goodyear Tire Distribution
  - Rezoned to Downtown District
- Average Lease-Up Time in the Area Takes Anywhere Between Three to Six Months

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 501 South Virginia Street in Terrell, Texas. The subject property consists of approximately 7,296 square feet of space and is situated on .55 acres of land. Renovated in 2012, the asset features direct access to Interstate 20 and U.S. Highway 80. For sale as vacant, the property can be acquired for owner-use or as an investment. The property was recently rezoned to Downtown District, which excludes industrial repair uses, but allows for warehousing and retail.

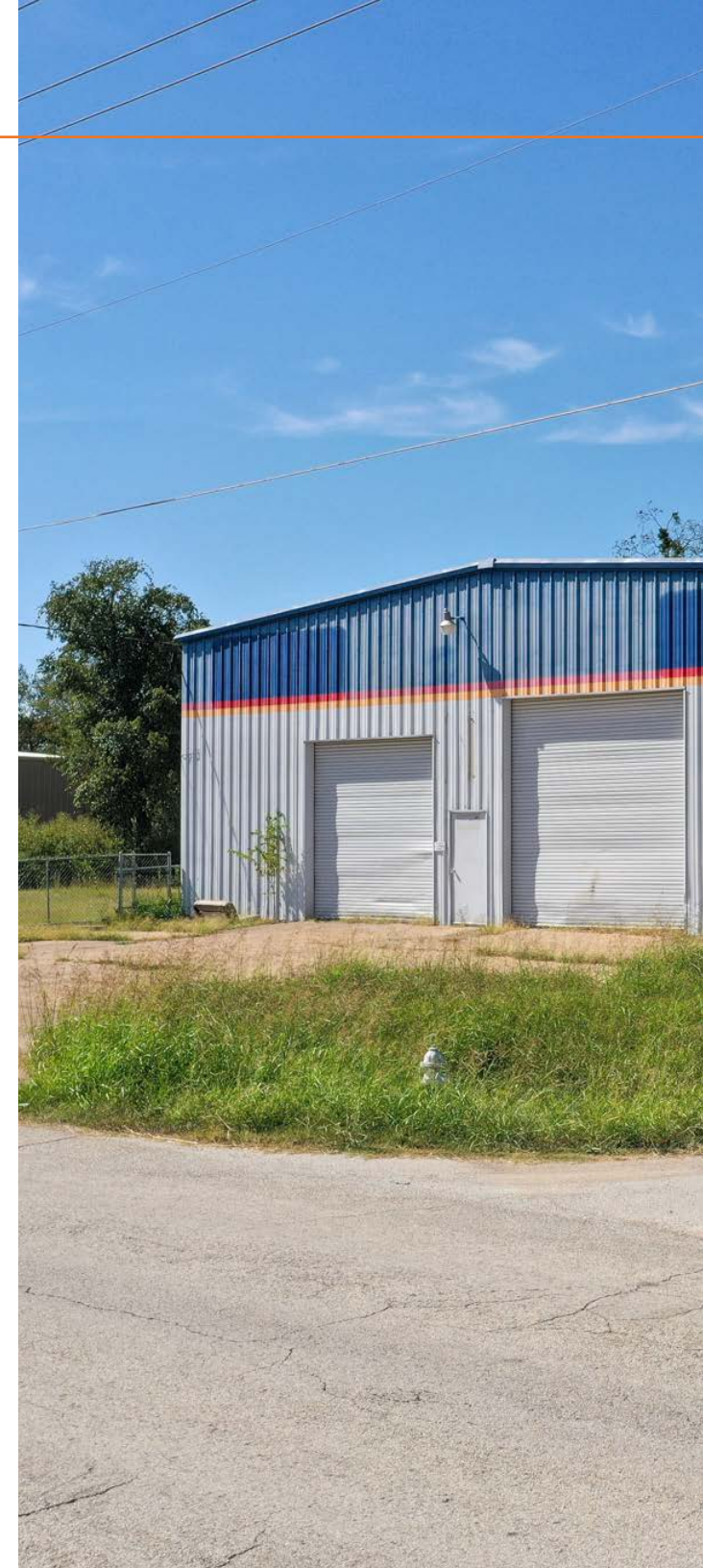
The subject property is located within the Forney/Terrell submarket. Rising housing and land costs in the adjacent Dallas suburbs has increased economic growth in the exurb area of Forney/Terrell. A boom in recent commercial development includes Goodyear's 1.2-million-square-foot distribution center and Amazon's 1.1 million-square-foot distribution facility. Walmart's distribution warehouse and the VEKA Inc. manufacturing facility are also notable tenants of the Forney/Terrell submarket. Over the last 12 months, net absorption has exploded to over 1.3 million square feet, nearly a three-fold increase over its five-year average. The submarket's status as a tight barrier to entry market is demonstrated by its 1.6 percent vacancy rate in Q4 2021. The low vacancy rate has helped power industrial rent growth to 8.7 percent, the highest level on record. Yet at \$5.70 per-square-foot, market rents in Forney/Terrell still trade at a 23 percent discount to the metro average (CoStar). With the typical industrial space being leased within three to six months, landlords have significant pricing power.

The Dallas-Fort Worth metroplex is the fourth-most populous metro in the nation, with an aggregate of more than 7.5 million residents. It is composed of 13 counties stretching nearly 10,000 square miles. The city of Dallas houses 1.3 million people, followed by Fort Worth with 800,000 residents. Strong job growth continually draws new residents to the region. To accommodate the additional traffic, the region's transportation network is evolving. Traffic flow is improved as freeways are expanded and miles are being added to tollways and turnpikes. The growth of the transportation network is vital to supporting commuters to the metros numerous corporations and growing industries. Dallas/Fort Worth's population growth in recent years ranks among the highest in the U.S. for a major metro. The Metroplex is home to 24 Fortune 500 companies and many regional headquarters, drawing workers and residents. The area's extensive network of rail and highways, along with the International Inland Port of Dallas, ensure its status as a distribution hub.

## PROPERTY DETAILS

501 SOUTH VIRGINIA STREET,  
TERRELL, TX 75160

Number of Suites	1
Number of Buildings	1
Total Square Feet	7,296
Warehouse Square Feet	6,096
Office Square Feet	1,200
Office Ratio	16%
Year Built	1984
Lot Size	0.55 Acres
Type of Ownership	Fee Simple
Clear Height	20'
Parking Spaces	7
Parking Surface	Concrete
Building Class	C
Tenancy	Single
Grade Level Doors	4
Construction	Metal
Power	200a/3p
Type of Lighting	Fluorescent
Zoning	Downtown District Zoning
Roof Type	Standing Seam Metal Roof
Age/Condition of Roofs	Good
HVAC Units	2
Age/Condition of HVAC	Good
Market	Dallas/ Ft Worth
Submarket	Forney/ Terrell
Market Vacancy	5.90%







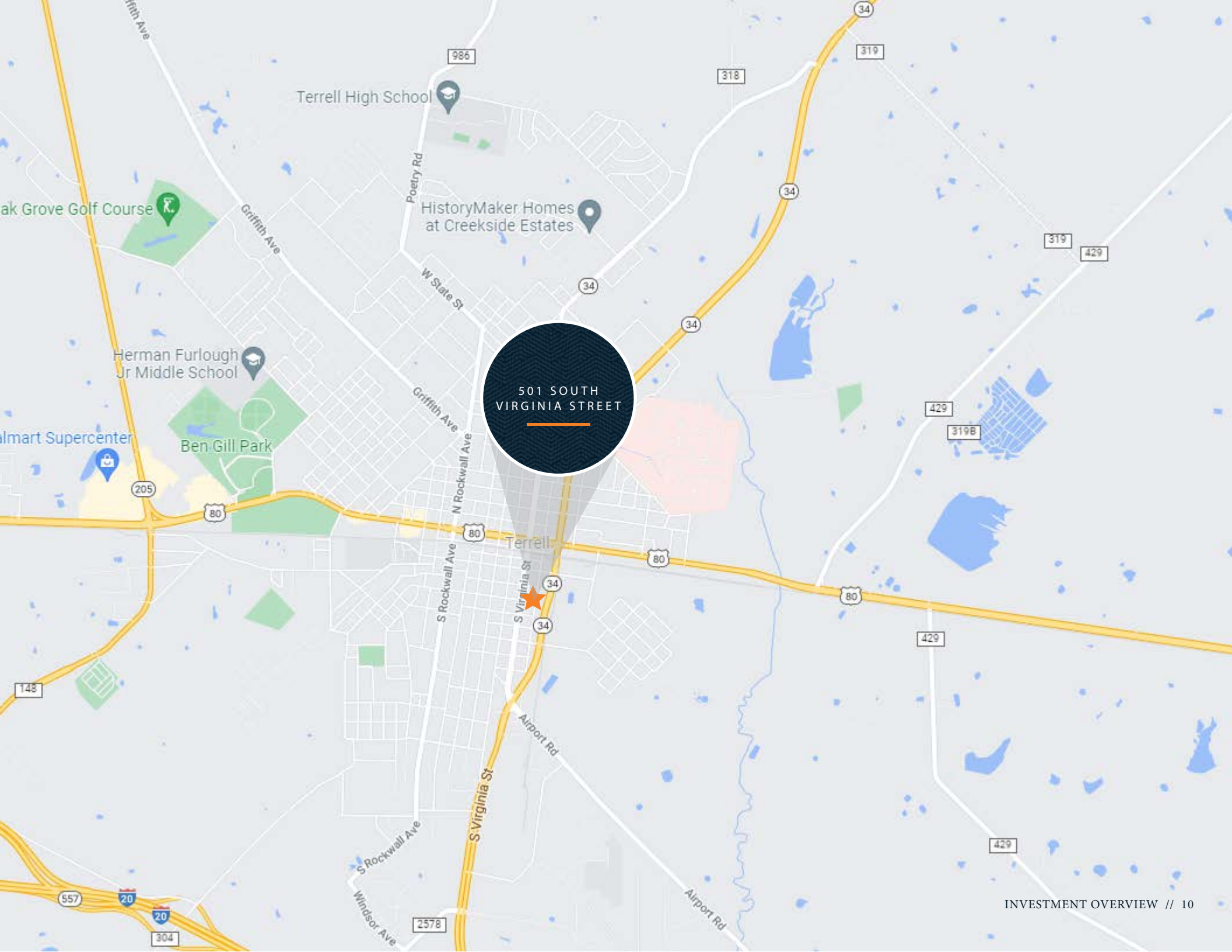
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OFFERING PRICE  
**\$680,000**

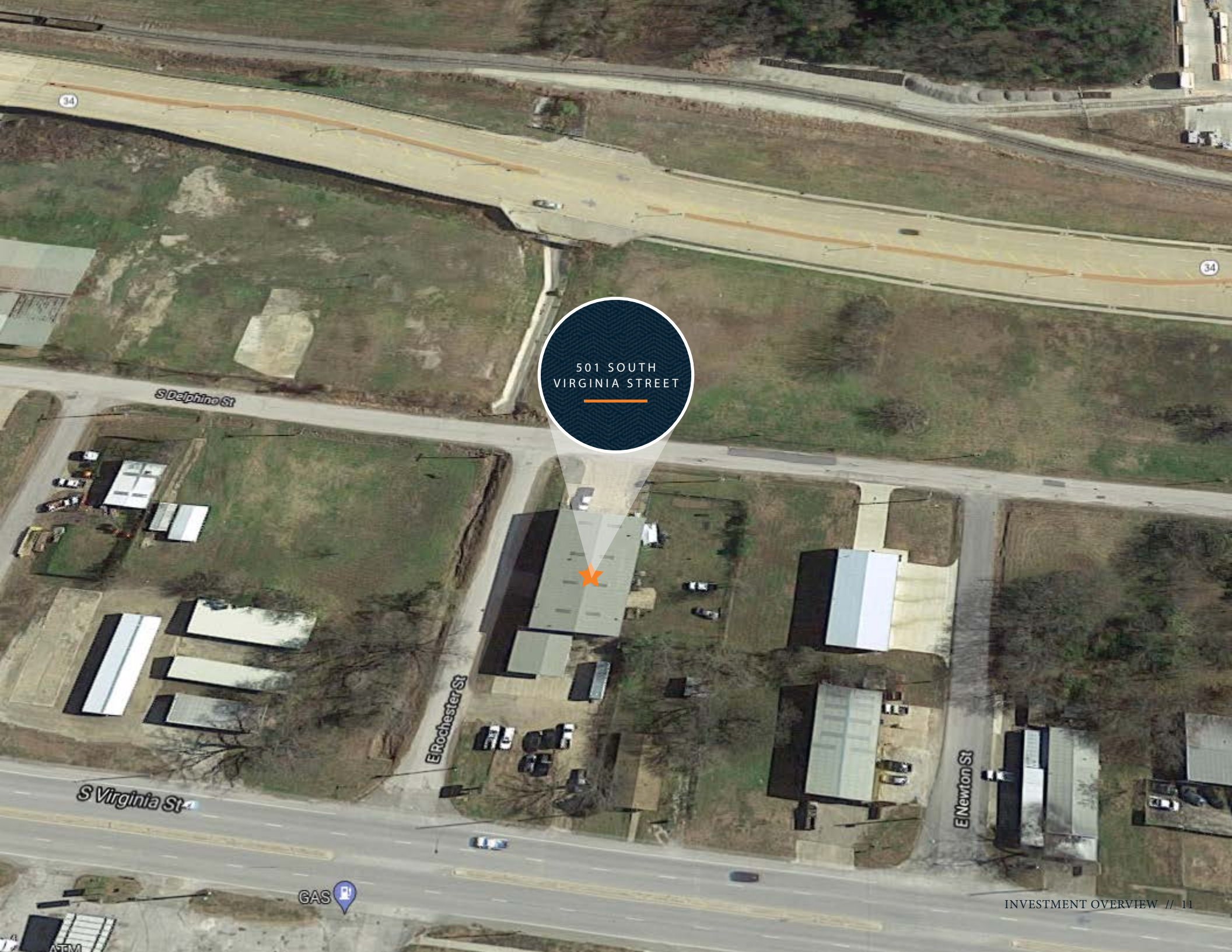
Offering Price	\$680,000
Price/SF	\$93.20
Total Square Feet	7,296
Tenancy	Single
Occupancy	0.00%

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved. (Activity ID: ZAC0061028)



501 SOUTH  
VIRGINIA STREET





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VIRGINIA STREET









## CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,944 debt and equity financings in 2019



National platform operating within the firm's brokerage offices



\$7.18 billion total national volume in 2019



Access to more capital sources than any other firm in the industry

# WHY MMCC?

Optimum financing solutions to enhance value

Enhanced control through MMCC's ability to qualify investor finance contingencies

Enhanced control through quickly identifying potential debt/equity sources, processing, and closing buyer's finance alternatives

Enhanced control through MMCC's ability to monitor investor/due diligence and underwriting to ensure timely, predictable closings



## SECTION 2

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### MARKET OVERVIEW

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# DALLAS TEXAS

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The Dallas/Fort Worth Metroplex is the fourth-most populous metro in the nation, with an aggregate of nearly 7.7 million residents. It is composed of 13 counties stretching nearly 10,000 square miles. The city of Dallas houses 1.3 million people, followed by Fort Worth with 864,000 residents. Strong job gains continually draw new residents to the region. Recently, Collin and Denton counties have received the majority of growth. To accommodate the additional traffic, the region's transportation network is evolving. The expansion of the transportation network is vital to supporting the substantial developments in housing, retail and industrial, allowing commuters to access the metro's numerous corporations and expanding array of industries.



SUBSTANTIAL  
POPULATION GAINS



LARGE CORPORATE  
BASE

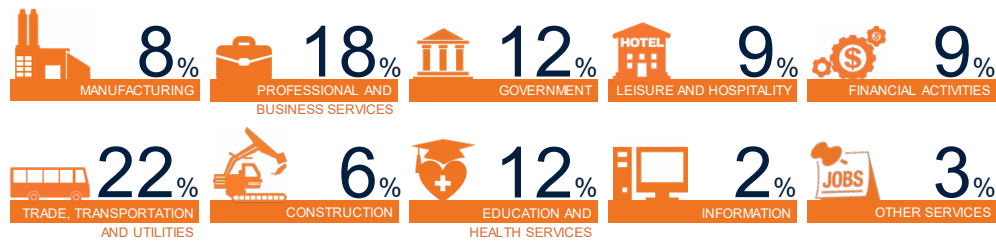


MAJOR DISTRIBUTION  
CENTER

# METROPLEX GROWTH

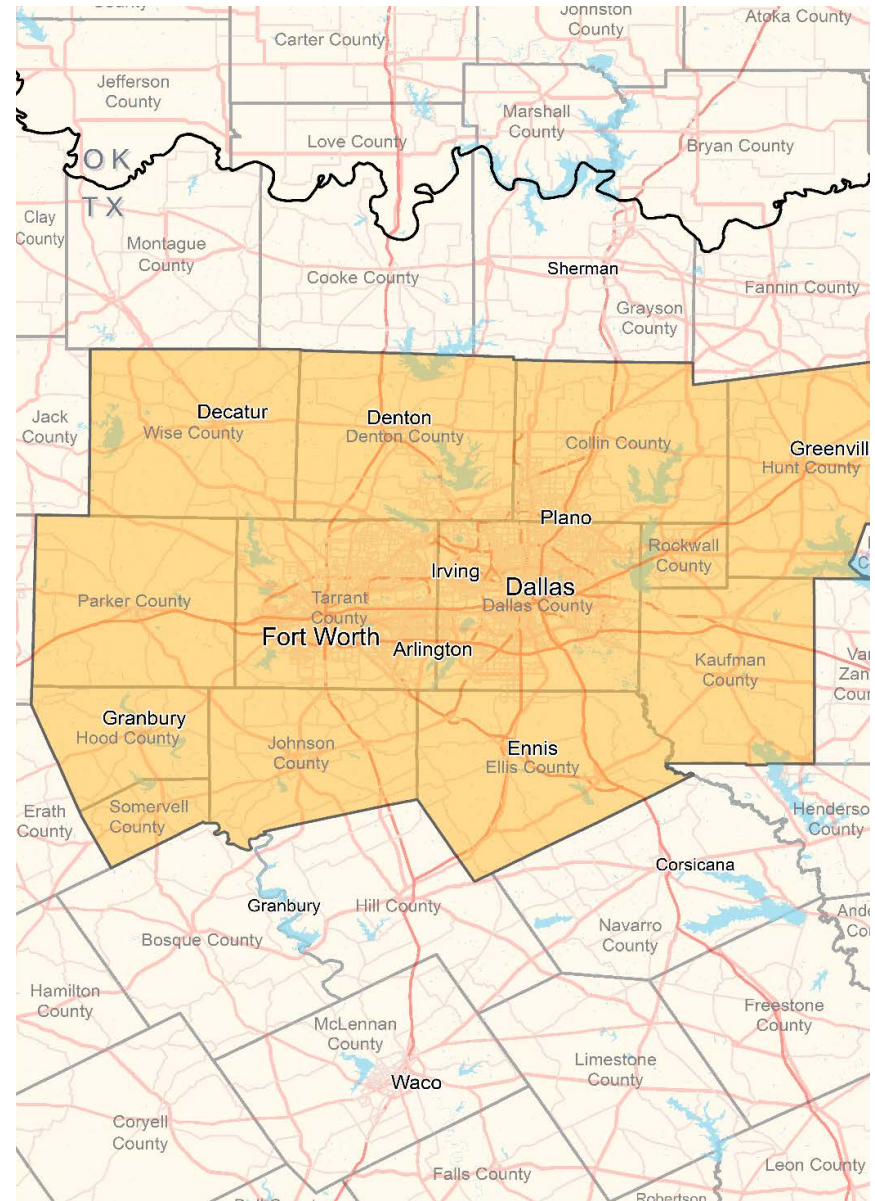
## ECONOMY

The Metroplex's temperate climate, no state income tax and a right-to-work labor policy attract employers. Dallas/Fort Worth is one of the nation's largest employment markets, with nearly 3.7 million jobs. The region is home to 25 Fortune 500 companies in a variety of sectors, including ExxonMobil, American Airlines Group, Southwest Airlines, Fluor, AT&T, Tenet Healthcare, Kimberly-Clark and D.R. Horton. The area is forecast to add jobs at an annual rate of 1.7 percent through 2025, more than triple the U.S. level. Economic expansion will be further fueled by a rise in financial services and high-tech companies.



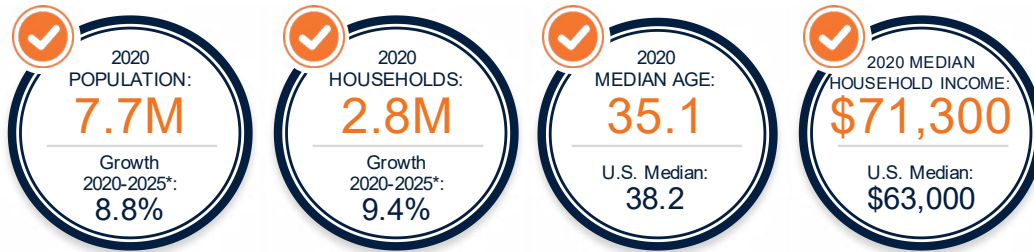
## TRANSPORTATION

The area is connected to the rest of the nation by way of Interstates 20, 30, 35, 45, 345, 635 and 820 and other major thoroughfares. DART, Dallas Area Rapid Transit, covers Dallas and 12 surrounding cities, and it consists of buses and a light-rail system. Freight-serving lines in the region include Union Pacific, BNSF and Kansas City Southern. BNSF is headquartered in Fort Worth. Trinity Railway Express and Amtrak provide passenger rail service. Via rail to Houston Port, and Highways 20 and 45, the International Inland Port of Dallas (IIPOD) connects the region to global markets and trade. Airports in the area are Dallas/Fort Worth International, Dallas Love Field, Fort Worth Alliance and 13 smaller airports. Alliance Global Logistics Hub is one of two intermodal facilities in Texas that connects road, rail and air.

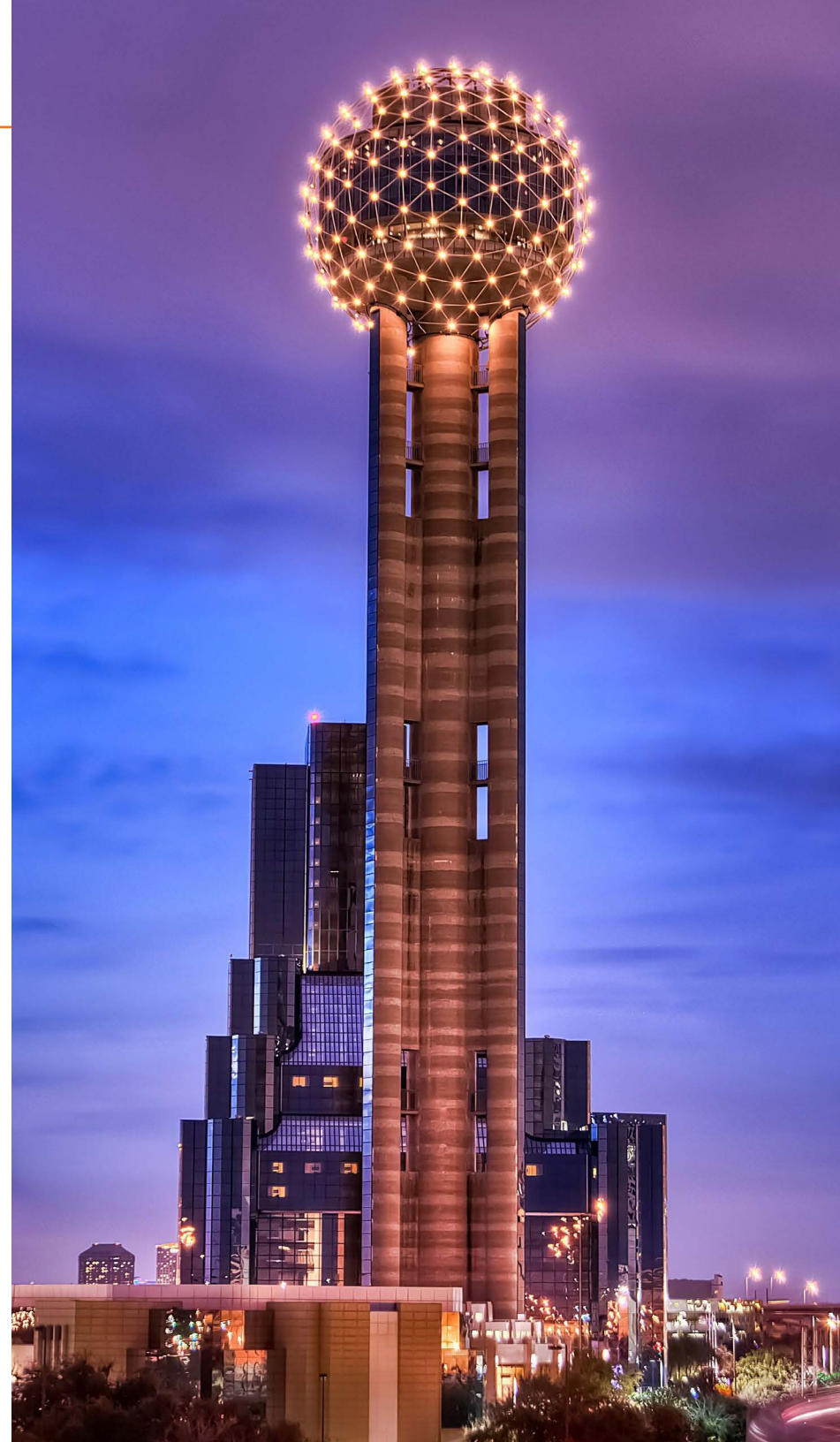




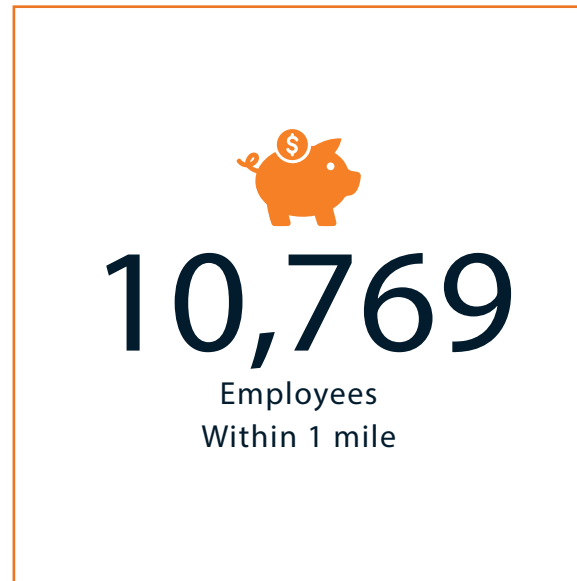
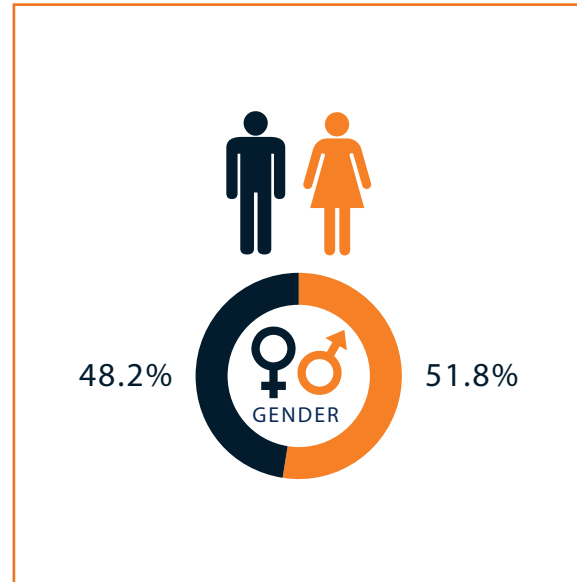
## METROPLEX GROWTH



Roughly 671,400 new people are expected through 2025, fueled by robust job growth, natural increases and north-to-south migration. The Metroplex is projected to add 262,400 households during the same period, generating the need for additional housing options. A younger population resides in the Metroplex as indicated by a median age that is well below that of the U.S. An educated population provides a skilled labor pool and higher incomes. Almost 34 percent of residents age 25 and older have at least a bachelor's degree, compared with 31 percent for the nation. The median income is more than \$8,200 above the national level. During 2020, approximately 60 percent of residents owned their homes - slightly below the U.S. rate - providing a vibrant rental market.



## DEMOGRAPHICS





# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Population	5,468	17,143	21,241
<b>2021 Estimate</b>			
Total Population	5,576	17,356	21,411
<b>2010 Census</b>			
Total Population	5,146	15,999	19,574
<b>2000 Census</b>			
Total Population	5,537	13,680	16,598
<b>Daytime Population</b>			
2021 Estimate	6,735	23,469	26,570
<b>HOUSEHOLDS</b>			
<b>2026 Projection</b>			
Total Households	1,897	6,055	7,507
<b>2021 Estimate</b>			
Total Households	1,924	6,092	7,517
Average (Mean) Household Size	2.8	2.7	2.7
<b>2010 Census</b>			
Total Households	1,737	5,545	6,797
<b>2000 Census</b>			
Total Households	1,775	4,632	5,622

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2021 Estimate</b>			
\$200,000 or More	1.1%	2.1%	2.3%
\$150,000-\$199,999	2.5%	3.7%	4.1%
\$100,000-\$149,999	7.5%	9.3%	11.2%
\$75,000-\$99,999	8.2%	10.2%	11.5%
\$50,000-\$74,999	16.7%	15.7%	15.7%
\$35,000-\$49,999	14.9%	16.6%	15.8%
\$25,000-\$34,999	12.2%	12.6%	11.6%
\$15,000-\$24,999	16.3%	13.9%	12.9%
Under \$15,000	20.6%	15.9%	14.9%
Average Household Income	\$49,938	\$59,194	\$62,632
Median Household Income	\$35,634	\$40,751	\$44,697
Per Capita Income	\$18,300	\$21,301	\$22,417
<b>POPULATION PROFILE</b>			
<b>Population By Age</b>			
2021 Estimate Total Population	5,576	17,356	21,411
Under 20	29.5%	30.0%	28.8%
20 to 34 Years	23.2%	23.0%	22.2%
35 to 39 Years	6.5%	6.7%	6.6%
40 to 49 Years	12.2%	11.4%	11.6%
50 to 64 Years	15.6%	15.2%	16.7%
Age 65+	13.0%	13.7%	14.2%
Median Age	33.1	33.0	34.3
<b>Population 25+ by Education Level</b>			
2021 Estimate Population Age 25+	3,489	10,970	13,821
Elementary (0-8)	12.6%	11.4%	10.5%
Some High School (9-11)	12.6%	11.3%	11.2%
High School Graduate (12)	38.0%	35.9%	35.7%
Some College (13-15)	21.8%	22.2%	22.5%
Associate Degree Only	4.4%	5.7%	6.7%
Bachelor's Degree Only	6.0%	7.6%	7.8%
Graduate Degree	4.7%	5.8%	5.6%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	27.0	29.0	31.0



# INFORMATION ABOUT BROKERAGE SERVICES

Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.

11-2-2015

### TYPES OF REAL ESTATE LICENSE HOLDERS:

- A BROKER is responsible for all brokerage activities, including acts performed by sales agents sponsored by the broker.
- A SALES AGENT must be sponsored by a broker and works with clients on behalf of the broker.

### A BROKER'S MINIMUM DUTIES REQUIRED BY LAW (A client is the person or party that the broker represents):

- Put the interests of the client above all others, including the broker's own interests;
- Inform the client of any material information about the property or transaction received by the broker;
- Answer the client's questions and present any offer to or counter-offer from the client; and
- Treat all parties to a real estate transaction honestly and fairly.

### A LICENSE HOLDER CAN REPRESENT A PARTY IN A REAL ESTATE TRANSACTION:

**AS AGENT FOR OWNER (SELLER/LANDLORD):** The broker becomes the property owner's agent through an agreement with the owner, usually in a written listing to sell or property management agreement. An owner's agent must perform the broker's minimum duties above and must inform the owner of any material information about the property or transaction known by the agent, including information disclosed to the agent or subagent by the buyer or buyer's agent.

**AS AGENT FOR BUYER/TENANT:** The broker becomes the buyer/tenant's agent by agreeing to represent the buyer, usually through a written representation agreement. A buyer's agent must perform the broker's minimum duties above and must inform the buyer of any material information about the property or transaction known by the agent, including information disclosed to the agent by the seller or seller's agent.

**AS AGENT FOR BOTH - INTERMEDIARY:** To act as an intermediary between the parties the broker must first obtain the written agreement of each party to the transaction. The written agreement must state who will pay the broker and, in conspicuous bold or underlined print, set forth the broker's obligations as an intermediary. A broker who acts as an intermediary:

- Must treat all parties to the transaction impartially and fairly;
- May, with the parties' written consent, appoint a different license holder associated with the broker to each party (owner and buyer) to communicate with, provide opinions and advice to, and carry out the instructions of each party to the transaction.
- Must not, unless specifically authorized in writing to do so by the party, disclose:
  - that the owner will accept a price less than the written asking price;
  - that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - any confidential information or any other information that a party specifically instructs the broker in writing not to disclose, unless required to do so by law.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

### TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**LICENSE HOLDER CONTACT INFORMATION:** This notice is being provided for information purposes. It does not create an obligation for you to use the broker's services. Please acknowledge receipt of this notice below and retain a copy for your records.

<u>MARCUS &amp; MILLICHAP</u>	<u>9002994</u>	<u><a href="mailto:TIM.SPECK@MARCUSMILLICHAP.COM">TIM.SPECK@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5200</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>TIM A. SPECK</u>	<u>432723</u>	<u><a href="mailto:TIM.SPECK@MARCUSMILLICHAP.COM">TIM.SPECK@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5200</u>
Designated Broker of Firm	License No.	Email	Phone
<u>TIM A. SPECK</u>	<u>432723</u>	<u><a href="mailto:TIM.SPECK@MARCUSMILLICHAP.COM">TIM.SPECK@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5200</u>
Licensed Supervisor or of Sales Agent/Associate	License No.	Email	Phone
<u>ADAM ABUSHAGUR</u>	<u>661916</u>	<u><a href="mailto:ADAM.ABUSHAGUR@MARCUSMILLICHAP.COM">ADAM.ABUSHAGUR@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5223</u>
Sales Agent/Associate's Name	License No.	Email	Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

# 501 SOUTH VIRGINIA STREET TERRELL, TX 75160

## PRESENTED BY

---

### RICARDO CAMARENA

Associate  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5278  
Ricardo.Camarena@MarcusMillichap.com  
License: TX 762996

### TYLER SHARP

Senior Associate  
Office & Industrial Division  
Chicago Office  
Office (312) 327-5446  
Tyler.Sharp@MarcusMillichap.com  
License: IL 475.177869

### ADAM ABUSHAGUR

Senior Managing Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5223  
Adam.Abushagur@MarcusMillichap.com  
License TX 661916

## DEBT CONTACT

---

### DUKE DENNIS

Associate Director  
300 Throckmorton Street, Suite 1500  
Fort Worth, TX 76102  
Tel: 979.777.9910  
Duke.Dennis@MarcusMillichap.com

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