

Marcus & Millichap  
TAG INDUSTRIAL GROUP

4023 SINGLETON BOULEVARD

DALLAS, TX 75212

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**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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[www.marcusmillichap.com](http://www.marcusmillichap.com)

# 4023 SINGLETON BOULEVARD DALLAS, TX 75212

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Marcus & Millichap









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## MARKET OVERVIEW

### SECTION 2

Market Analysis • Demographic Analysis

Marcus & Millichap

The background of the slide is a dark, blue-tinted photograph of an industrial interior. It features a complex network of steel beams, girders, and hanging industrial lights, creating a sense of depth and structure.

## SECTION 1

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### INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- Fully Leased, Income-Producing Property in Dallas/Fort Worth with Strong Tenant
- Brand New Five-Year Lease with Drive Casa, 3% Annual Increases, Two 5-Year Options
  - Drive Casa is a Dallas-Based Used Car Business with Five Locations Across DFW
- Drive Casa has Shown Long-Term Commitment to Location with Recent Renovations for Business
- 44,765-Square-Foot Warehouse Features Six Grade-Level Doors and 4.55 Acres Allowing for Outdoor Storage
  - Located Off Singleton Boulevard and Proximate to I-30 and South Walton Walker Boulevard

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 4023 Singleton Boulevard in Dallas, Texas, fully leased to Drive Casa. The subject property consists of approximately 44,765 square feet of space and is situated on 4.55 acres of land. The asset features six grade-level doors and ample space for outdoor storage. With five locations across the Dallas/Fort Worth metroplex, Drive Casa is a strong Dallas-based tenant that operates a used car business. Drive Casa recently signed a new five-year lease, including 3 percent annual increases and two five-year renewal options. Located just off Singleton Boulevard, the property has proximate access to Interstate 30 and South Walton Walker Boulevard.

The subject property is situated within Eastern Lonestar/Turnpike, a relatively large submarket with 30 million square feet of inventory. At a record low of 1.8 percent, the submarket's vacancies during Q4 2021 boast a substantially lower rate than the overall Dallas/Fort Worth metroplex that sits at 5.3 percent. The 1.6 million square feet of industrial space under construction represents a 5.3 percent expansion to local inventory. Yet with net absorption running at an annual pace of 1.17 million square feet, the vacancy rate is forecast to remain below the market average for the foreseeable future. Historical tight supply has also resulted in a record 9.1 percent annual increase in market rents. At \$5.79 per square foot, average market rents are priced nearly 23 percent below the market average, allowing for additional rent growth. Strong fundamentals have resulted in an 8.9 percent annual increase in the average market sale price-per-square-foot. With close proximity to the major population center of Dallas, Eastern Lonestar/Turnpike is a desirable submarket for small tenants and last-mile distribution operations (CoStar).

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

4023 SINGLETON BOULEVARD,  
DALLAS, TX 75212

Number of Suites	1
Number of Buildings	1
Total Square Feet	44,765
Warehouse Square Feet	44,765
Year Built	1976
Lot Size	4.55 Acres
Type of Ownership	Fee Simple
Clear Height	22'
Parking Surface	Concrete
Building Class	C
Tenancy	Single
Grade Level Doors	6
Construction	Metal
Zoning	IM
Roof Type	Pitched Metal
Market	Dallas Fort Worth
Submarket	Eastern Lonestar/Tpke
Market Vacancy	5.80%







OFFERING HIGHLIGHTS

4023 SINGLETON BOULEVARD

DALLAS, TX 75212

OFFERING PRICE  
**\$6,850,000**

CAP RATE  
**6.09%**

Offering Price	\$6,850,000
Cap Rate	6.09%
Price/SF	\$153.02
Total Square Feet	44,765
Rental Rate	\$9.31
NOI	\$416,940
Rental Increases	3% Year
Tenancy	Single
Occupancy	100.00%

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## RENT SCHEDULE

YEAR	MONTHLY RENT	CAP RATE
Year 1	\$34,745.00	6.09%
Year 2	\$35,787.35	6.27%
Year 3	\$36,860.97	6.46%
Year 4	\$37,966.80	6.65%
Year 5	\$39,105.80	6.85%
Year 6 (1st Renewal)	\$40,278.98	7.06%
Year 7	\$41,487.35	7.27%
Year 8	\$42,731.97	7.49%
Year 9	\$44,013.93	7.71%
Year 10	\$45,334.34	7.94%
Year 11 (2nd Renewal)	\$46,694.37	8.18%
Year 12	\$48,095.21	8.43%
Year 13	\$49,538.06	8.68%
Year 14	\$51,024.20	8.94%
Year 15	\$52,554.93	9.21%

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## MARCUS & MILLICHAP CAPITAL CORPORATION

### INVESTMENT REAL ESTATE FINANCING

Proceeds	60% - 70% Loan-to-Cost
Term	5-10-Year Terms
DSCR	1.25x - 1.35x
Current Rate	3.75% - 4.25% Fixed or Floating
Amortization	20-25-Year Amortization
Reserves	Potential for Up-Front Reserve to be Required for Immediate CapEx Items
Lender Fee	0.50% - 1.00%
Recourse	Full-Recourse
Prepayment	Step-Down Prepayment

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

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## RENT ROLL

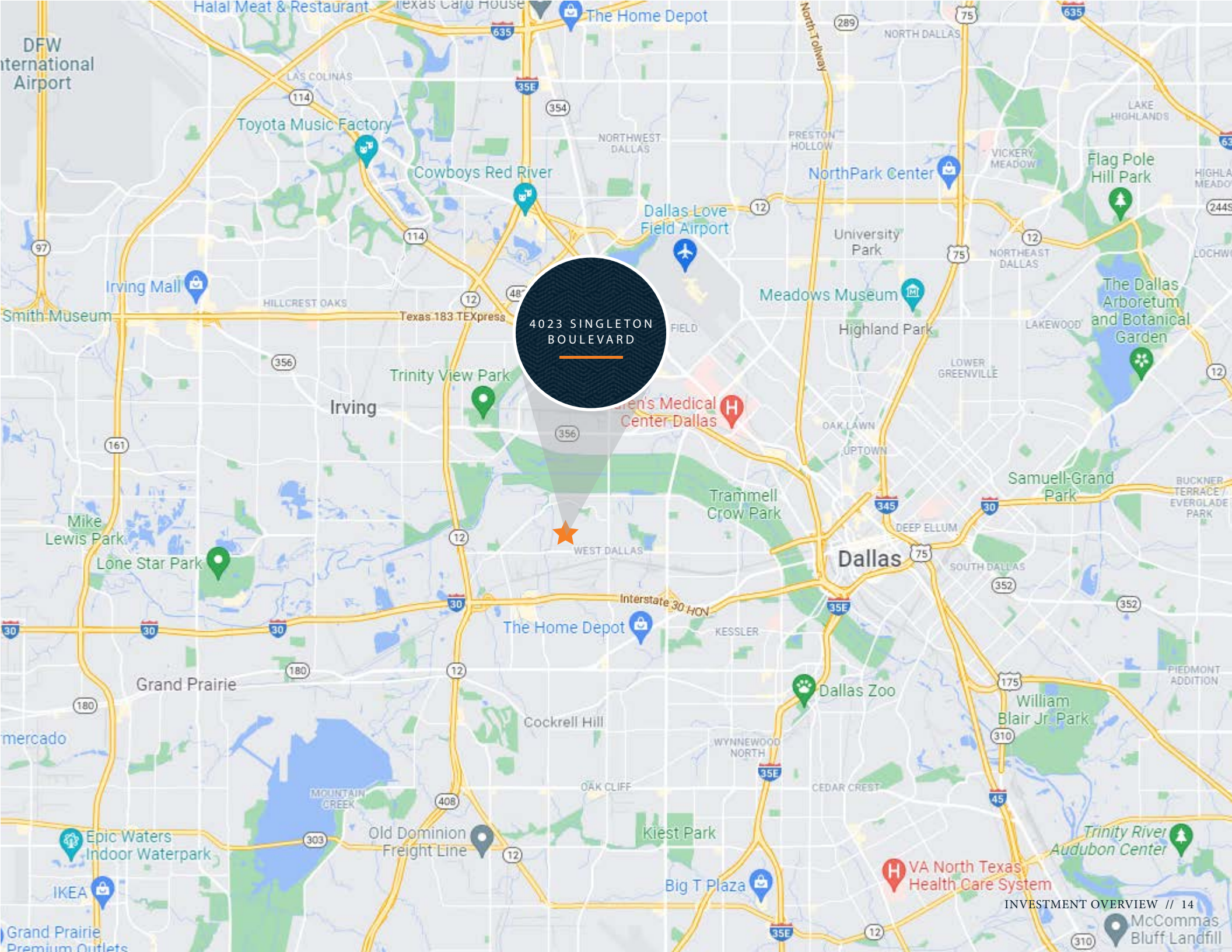
Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
Drive Casa, LLC	1	44,765	100.0%	1/1/21	12/31/26	\$9.31	\$34,745	\$416,940	\$416,940	Jan-2022	\$35,787	NNN	2 5 Year Renewal Options
Total		44,765				\$9.31	\$34,745	\$416,940	\$416,940				
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
Total Current Rents: \$34,745						Occupied Current Rents: \$34,745		Unoccupied Current Rents: \$0					

## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	416,940	9.31	416,940	9.31
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	11,191	0.25	11,191	0.25
Real estate Taxes	30,091	0.67	30,091	0.67
Total Reimbursement Income	\$41,282 100.0%	\$0.92	\$41,282 100.0%	\$0.92
Effective Gross Revenue	\$458,222	\$10.24	\$458,222	\$10.24

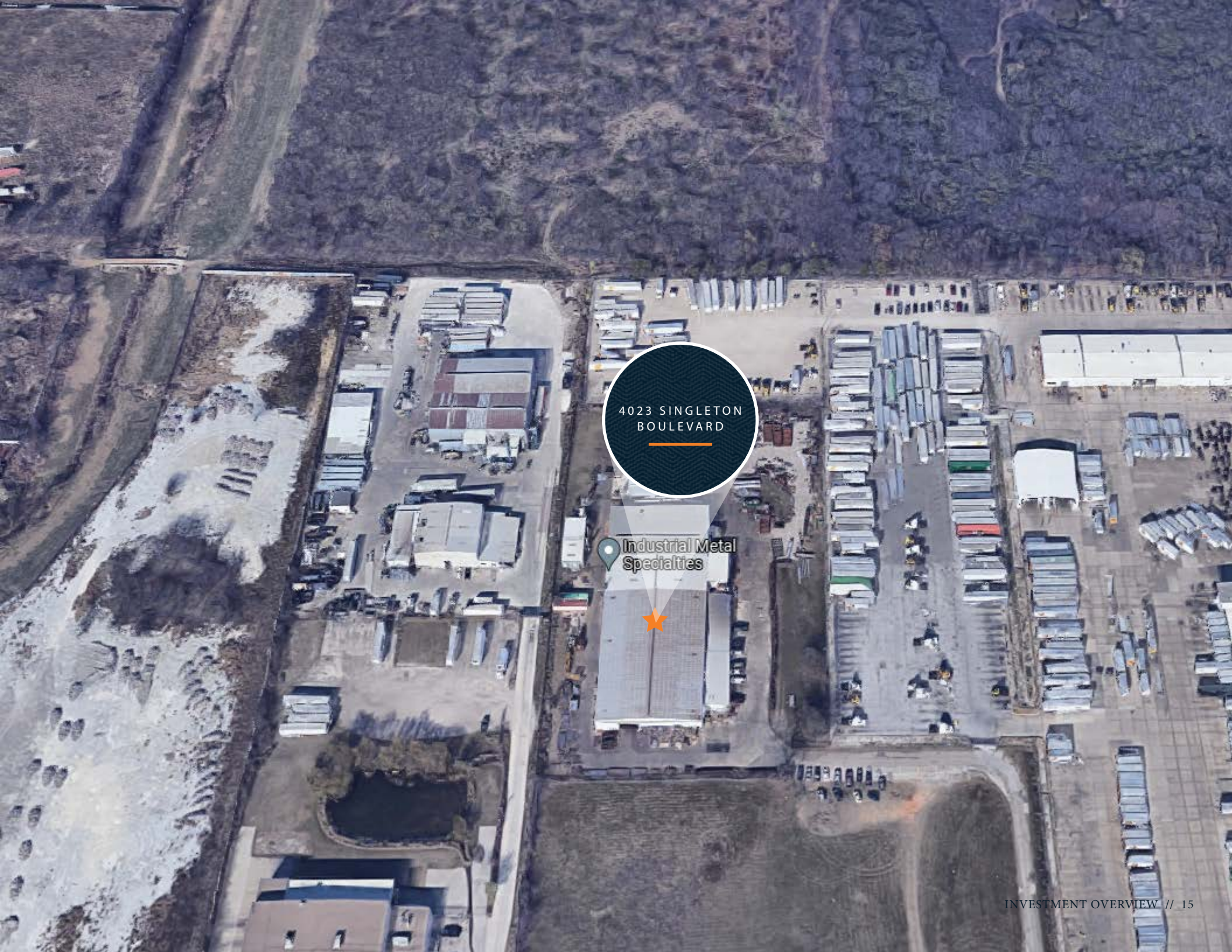
  

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	11,191	0.25	11,191	0.25
Real Estate Taxes	30,091	0.67	30,091	0.67
Total Expenses	\$41,282	\$0.92	\$41,282	\$0.92
Expenses as % of EGR	9.0%		9.0%	
Net Operating Income	\$416,940	\$9.31	\$416,940	\$9.31



4023 SINGLETON  
BOULEVARD





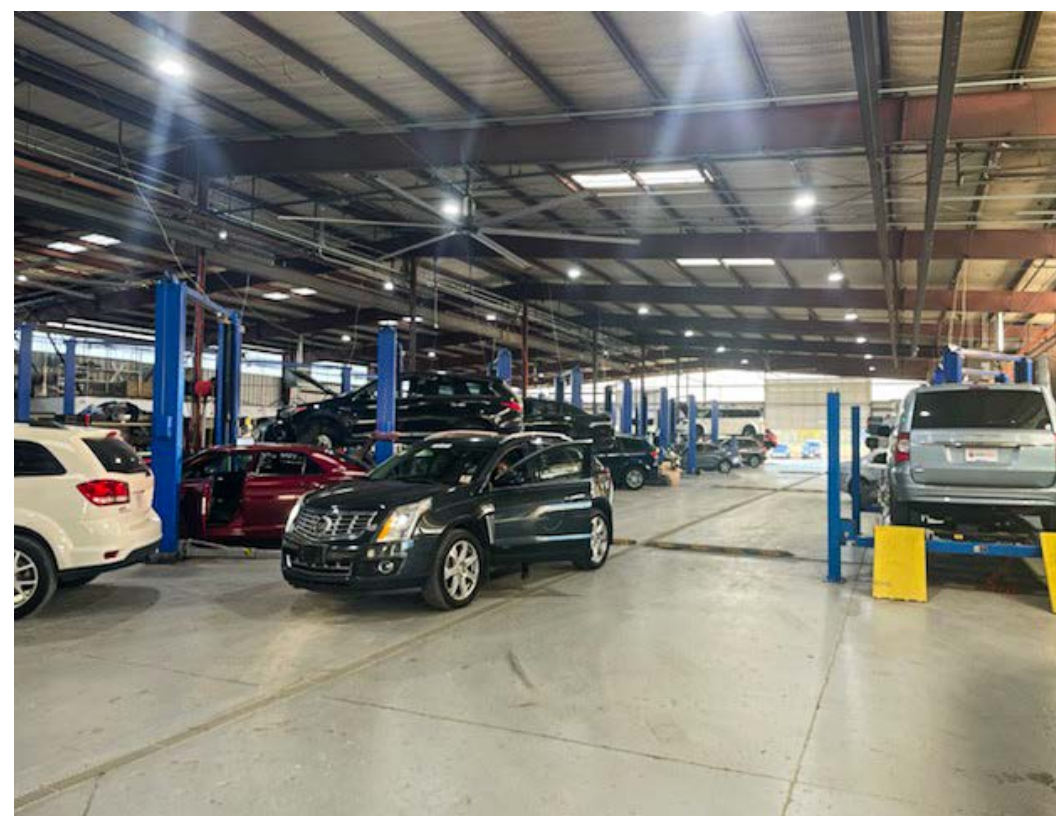
4023 SINGLETON  
BOULEVARD

Industrial Metal  
Specialties











## 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

.....



The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, multi-level structure with a complex network of steel beams and pipes. Several spherical pendant lights are visible, hanging from the ceiling. The overall atmosphere is industrial and modern.

## SECTION 2

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### MARKET OVERVIEW

Marcus & Millichap

# 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



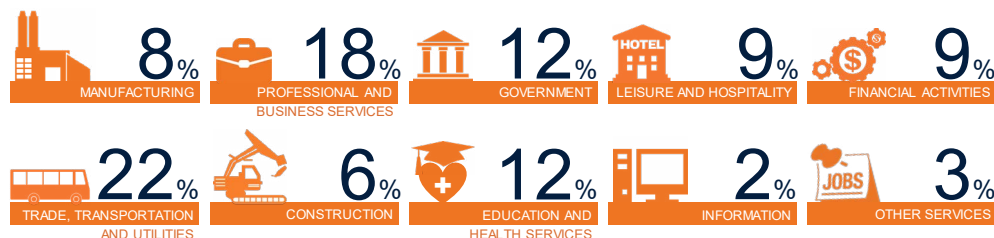
MAJOR DISTRIBUTION  
CENTER



## METROPLEX GROWTH

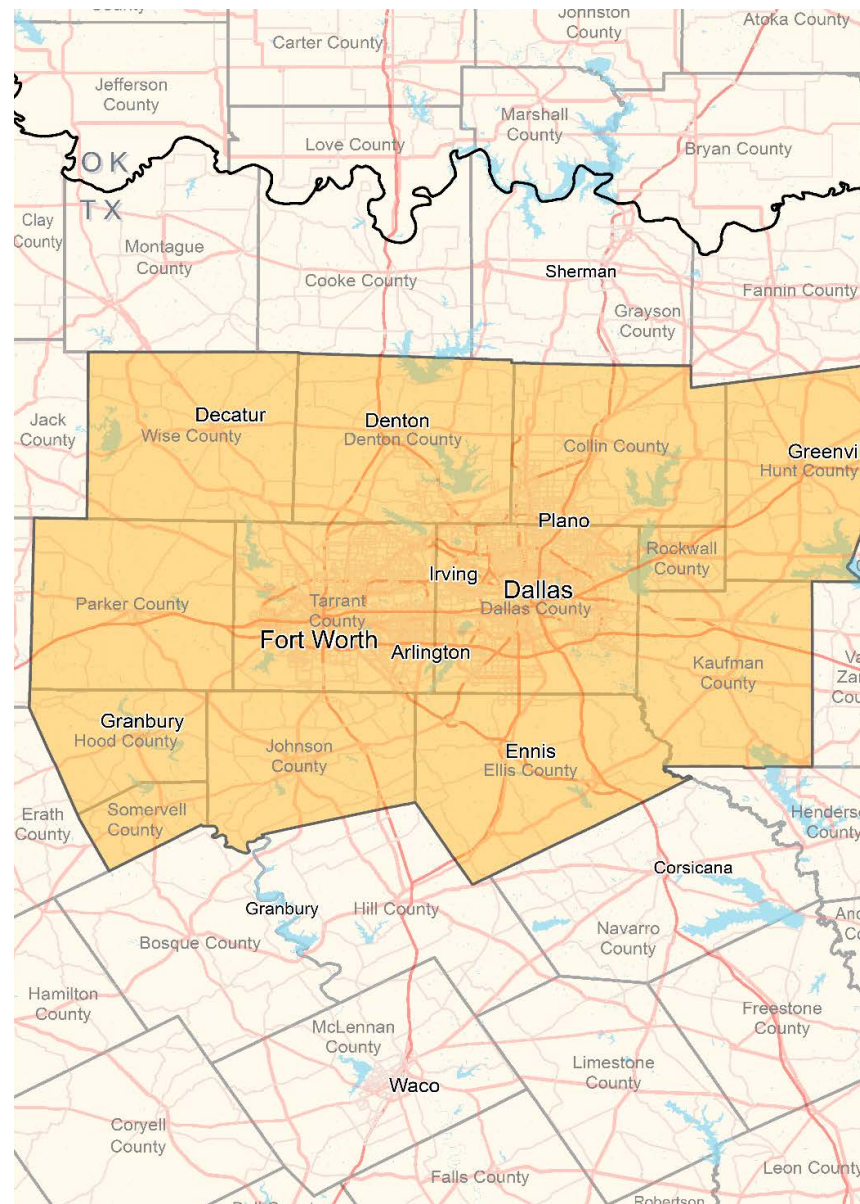
### ECONOMY

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.

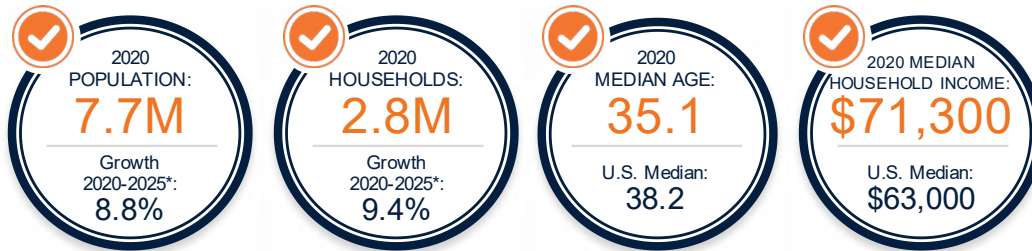


### TRANSPORTATION

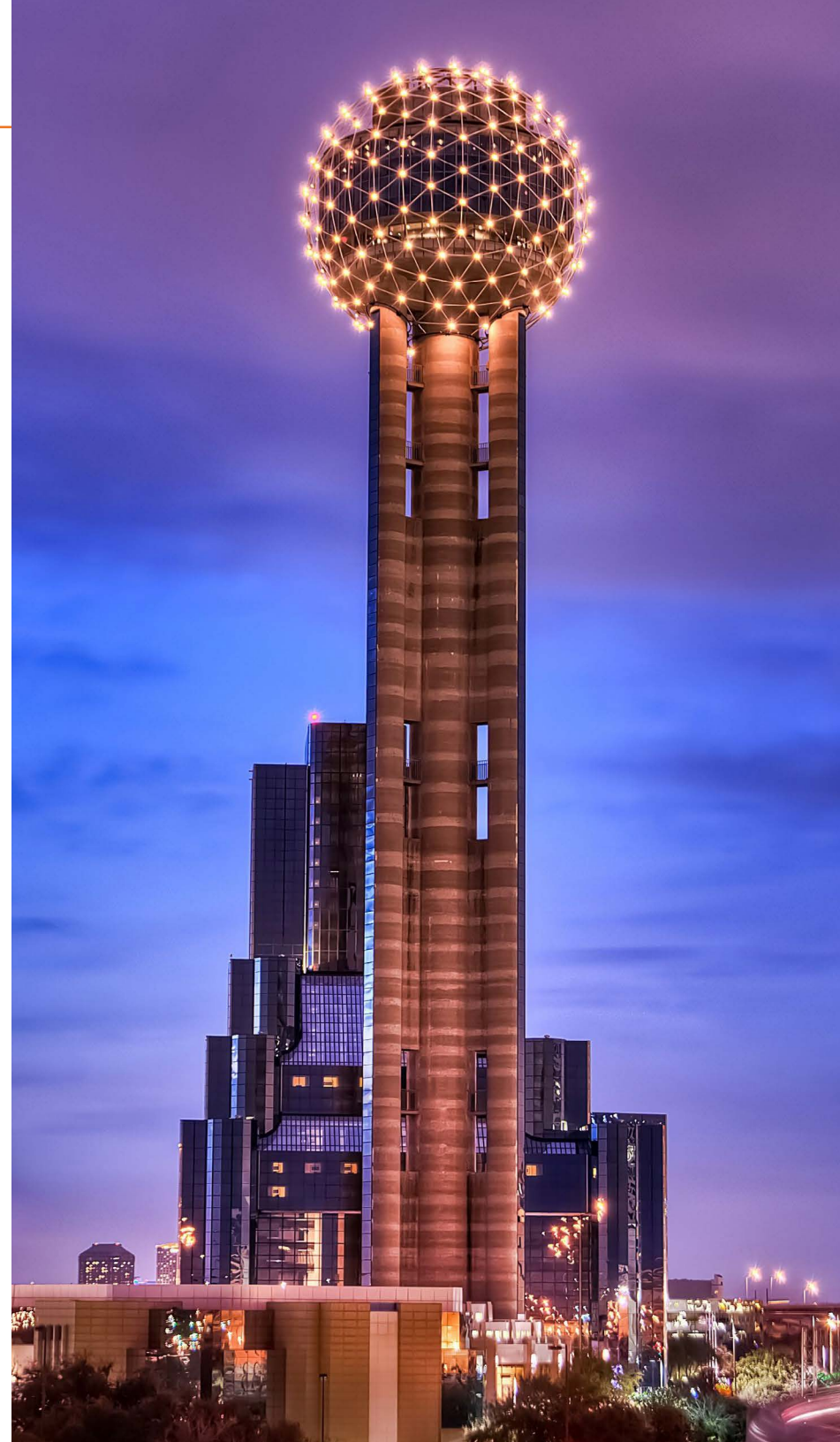
The area is connected to the rest of the nation by way of Interstates 20, 30, 35, 45, 345, 635 and 820 and other major thoroughfares. DART, Dallas Area Rapid Transit, covers Dallas and 12 surrounding cities, and it consists of buses and a light-rail system. Freight-serving lines in the region include 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



284,334

Total Population  
Within 5 miles



52.7%



47.3%



\$79,102

Average Household Income  
Within 5 miles



125,125

Employees  
Within 1 mile

## DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Population	6,692	73,263	299,468
<b>2021 Estimate</b>			
Total Population	6,399	69,445	284,334
<b>2010 Census</b>			
Total Population	5,920	62,056	252,293
<b>2000 Census</b>			
Total Population	4,858	60,480	252,139
<b>Daytime Population</b>			
2021 Estimate	11,948	93,839	436,746
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2026 Projection</b>			
Total Households	1,814	22,241	101,655
<b>2021 Estimate</b>			
Total Households	1,731	20,920	93,826
Average (Mean) Household Size	3.7	3.3	2.9
<b>2010 Census</b>			
Total Households	1,576	18,362	78,991
<b>2000 Census</b>			
Total Households	1,298	17,661	74,386

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2021 Estimate</b>			
\$200,000 or More	1.1%	2.9%	5.3%
\$150,000-\$199,999	1.4%	3.4%	4.4%
\$100,000-\$149,999	8.7%	8.4%	11.6%
\$75,000-\$99,999	12.2%	11.0%	12.2%
\$50,000-\$74,999	18.2%	18.8%	20.5%
\$35,000-\$49,999	16.2%	14.3%	14.3%
\$25,000-\$34,999	11.3%	13.3%	10.7%
\$15,000-\$24,999	12.8%	12.7%	10.2%
Under \$15,000	18.1%	15.2%	11.0%
Average Household Income	\$52,885	\$62,993	\$79,102
Median Household Income	\$42,295	\$44,204	\$54,288
Per Capita Income	\$14,311	\$19,079	\$26,594
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2021 Estimate Total Population	6,399	69,445	284,334
Under 20	37.6%	35.2%	29.4%
20 to 34 Years	21.8%	23.4%	27.6%
35 to 39 Years	6.3%	6.7%	7.7%
40 to 49 Years	11.5%	11.7%	12.8%
50 to 64 Years	13.7%	14.3%	14.5%
Age 65+	8.9%	8.7%	7.9%
Median Age	28.1	29.4	31.1
<b>Population 25+ by Education Level</b>			
2021 Estimate Population Age 25+	3,511	39,917	177,819
Elementary (0-8)	26.9%	23.9%	20.6%
Some High School (9-11)	16.8%	17.1%	14.4%
High School Graduate (12)	33.9%	29.1%	24.1%
Some College (13-15)	14.6%	13.0%	14.1%
Associate Degree Only	2.7%	3.8%	3.9%
Bachelor's Degree Only	3.5%	9.0%	14.6%
Graduate Degree	1.6%	4.1%	8.3%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	31.0	29.0	28.0





## 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.

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Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

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