

Marcus & Millichap  
TAG INDUSTRIAL GROUP

10738 COLEWOOD LANE

DALLAS, TX 75243

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Texas Real Estate Commission  
P.O. Box 12188  
Austin, Texas 78711-2188  
(512) 936-3000

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**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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

# 10738 COLEWOOD LANE DALLAS, TX 75243

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### SECTION 2

Market Analysis • Demographic Analysis



# SECTION 1

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## INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- 34,438-Square-Foot Multi-Tenant Industrial Asset Situated on 1.64 Acres
- Masonry Construction Featuring Eight Suites, Four Dock-High Doors, and 10 Grade-Level Doors
  - Value-Add Opportunity for Investor to Raise Rents to Market and Convert to Triple-Net
  - Tight Barrier-to-Entry Submarket with 2.10% Vacancy Rate for Industrial Property (CoStar)
- Northeast Dallas/Garland Submarket Has Shown 14.1% Year-Over-Year Market Rent Growth (Q3 2022 CoStar)
  - Recent Building Improvements to Enhance Marketability
  - Located Near the Intersection of Forest Lane and Plano Road, with Easy Access to I-635

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 10738 Colewood Lane in Dallas, Texas. The subject property consists of approximately 34,438 square feet of warehouse space and is situated on 1.64 acres of land. The multi-tenant asset features eight suites, masonry construction, four dock-high doors, and 10 grade-level doors. To improve leasing marketability, the seller recently repainted the exterior of the building. With rents priced below market rates, this sale offers investors a value-add opportunity in which the leases on the fully occupied asset can be converted to a triple-net structure. Located within the Northeast Dallas/Garland submarket near the intersection of Forest Lane and Plano Road, the property has easy access to Interstate 635.

The Northeast Dallas/Garland submarket is one of Dallas' original and largest industrial hubs, containing 55.3 million square feet. While there is a significant stock of newer large warehouses, 43 percent of the inventory is concentrated among properties less than 100,000 square feet delivered prior to 2000. After a record setting year in 2021 for net absorption and vacancy rates, the submarket has continued to reach new heights in 2022. While the pace of net absorption has leveled off, the vacancy rate has dropped to a new record low of 2.10 percent during Q3. The tight barrier-to-entry submarket posted a new high in annual rent growth in Q3 at 14.0 percent. While the local inventory has experienced significant growth over the last decade, there were no industrial properties under construction early in the fourth quarter. As a result, vacancies and rent growth will be unaffected by new supply for the foreseeable future (CoStar).

The Dallas-Fort Worth metroplex is the fourth-most populous metro in the nation, with an aggregate of more than 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 919 thousand 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

10738 COLEWOOD LANE, DALLAS, TX 75243

Number of Suites	8
Number of Buildings	1
Total Square Feet	34,438
Warehouse Square Feet	25,349
Office Square Feet	9,089
Office Ratio	26%
Year Built	1979
Lot Size	1.64 Acres
Type of Ownership	Fee Simple
Clear Height	15'-18'
Parking Spaces	70 Total (24 Spaces Via Easement)
Parking Surface	Asphalt
Building Class	C
Tenancy	Multi
Dock High Doors	4
Grade Level Doors	10
Sprinklers	No
Construction	Masonry
Power	3 Phase
Type of Lighting	Fluorescent
Zoning	Industrial
Roof Type	Built-Up
Age/Condition of Roofs	Original (Partial Replacement 2020)
Roof Warranty	2040
HVAC Units	4
Age/Condition of HVAC	Good
Renovations	Exterior Paint & Photocell Floodlights (2022)
Market	Dallas/Ft. Worth
Submarket	NE Dallas/Garland

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# 10738 COLEWOOD LANE

DALLAS, TX 75243

## OFFERING PRICE Request for Offer

Offering Price	Request for Offer
Disposition	Full or Partial Interest
Total Square Feet	34,438
Average Rental Rate (Modified Gross)	\$6.25
Average Rental Rate (Triple-Net)	\$8.94
Tenancy	Multi
Occupancy	100.00%

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# RENT ROLL

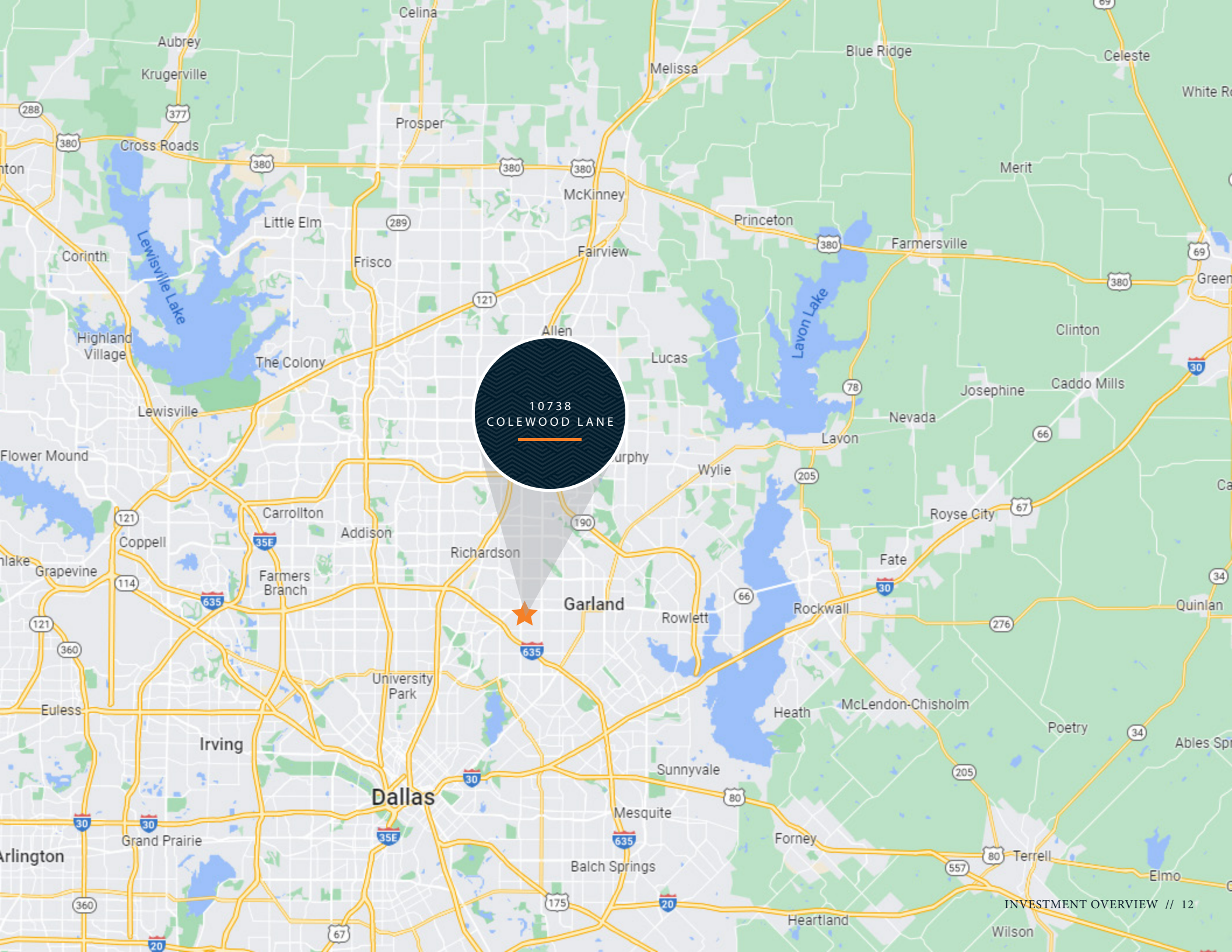
Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
				Comm.	Exp.								
DBA. IPADCC	305	2,340	6.8%	9/15/12	2/28/23	\$8.59	\$1,676	\$20,112	\$22,230	N/A	\$1,853	Modified Gross	Base Year 2012
Evolution Motors, LLC	10734 & 10738	6,560	19.0%	12/5/12	2/28/23	\$6.15	\$3,360	\$40,320	\$62,320	NA	\$5,193	Modified Gross	-
RCT, Inc.	10742	2,900	8.4%	8/1/22	7/31/27	\$8.69	\$2,100	\$25,200	\$26,400	Aug-2023	\$2,200	NNN	Tenant in Space since 2010   One 60-Month Extension Option at Fair Market Rent
James Bond Complete Foundation Repair	306a-307a	4,300	12.5%	1/1/16	12/31/23	\$5.03	\$1,804	\$21,642	\$40,850	N/A	\$3,404	Modified Gross	-
DBA. Phanta Hair Braiding	307	2,022	5.9%	4/15/13	MTM	\$10.04	\$1,692	\$20,304	\$19,209	N/A	\$1,601	Modified Gross	-
M Tea LLC	11550	4,616	13.4%	12/1/22	12/31/25	\$9.10	\$3,500	\$42,000	\$43,500	Jan-2024	\$3,625	NNN	One 36-Month Renewal Option at Fair Market Rent
DBA. Platinum Autoplex	10735	6,300	18.3%	7/1/20	6/30/23	\$5.46	\$2,864	\$34,368	\$59,850	NA	\$4,988	Modified Gross	-
DBA. In-n-Out Auctions	110739	5,400	15.7%	8/24/19	2/14/23	\$5.82	\$2,621	\$31,452	\$51,298	Sep-2023	\$4,275	Modified Gross	-
<b>Total</b>		<b>34,438</b>				<b>\$6.84</b>	<b>\$19,617</b>	<b>\$235,398</b>	<b>\$325,657</b>				
Occupied Tenants: 8				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
Total Current Rents: \$19,617						Occupied Current Rents: \$19,617			Unoccupied Current Rents: \$0				

Notes: Square-Footage for James Bond Complete Foundation Repair and Phanta Hair reflects information from landlord per tenant expansion/contraction, 2012 base year tax reimbursement for IPADCC not currently collected by Landlord.  
 \*\*All leases, excluding RCT, Inc. & M Tea, LLC., contain a 6% leasing broker commission with any renewal, extension, or sale to tenant.

## OPERATING STATEMENT

Income	Current		Per SF	Pro Forma		Per SF
Scheduled Base Rental Income	235,398		6.84	325,657		9.46
Expense Reimbursement Income						
Net Lease Reimbursement						
CAM	3,405		0.10	15,601		0.45
Insurance	3,549		0.10	16,263		0.47
Real estate Taxes	5,197		0.15	49,999		1.45
Total Reimbursement Income	\$14,120	21.8%	\$0.41	\$98,816	100.0%	\$2.87
Effective Gross Revenue	\$249,518		\$7.25	\$424,473		\$12.33

Operating Expenses	Current		Per SF	Pro Forma		Per SF
CAM	9,000		0.26	9,000		0.26
Utilities	6,600		0.19	6,600		0.19
Insurance	16,263		0.47	16,263		0.47
Real Estate Taxes	23,814		0.69	50,000		1.45
Management Fee	9,032	3.6%	0.26	16,953	4.0%	0.49
Total Expenses	\$64,709		\$1.88	\$98,816		\$2.87
Expenses as % of EGR	25.9%			23.3%		
Net Operating Income	\$184,809		\$5.37	\$325,657		\$9.46



10738  
COLEWOOD LANE

10738  
COLEWOOD LANE

PARKING  
EASEMENT



## 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 2,399 debt and equity financings in 2021



National platform operating within the firm's brokerage offices



\$10.4 billion total national volume in 2021



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

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 core cities of Dallas and Fort Worth house 1.3 million and 900,000 residents respectively. Strong corporate relocations and job gains continually draw new residents to the region, which has added more than 100,000 more people since the onset of the COVID-19 health crisis. In keeping with historical trends, 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

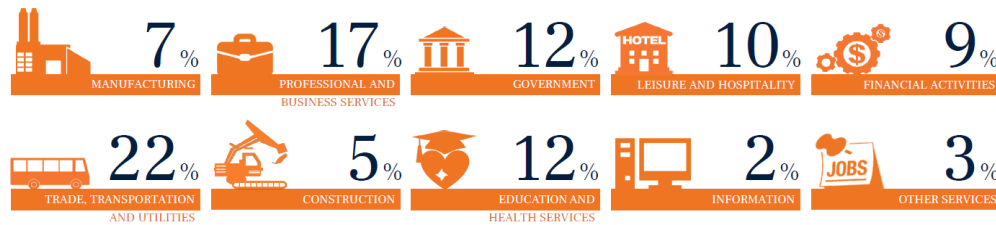


MAJOR DISTRIBUTION  
CENTER

# METROPLEX GROWTH

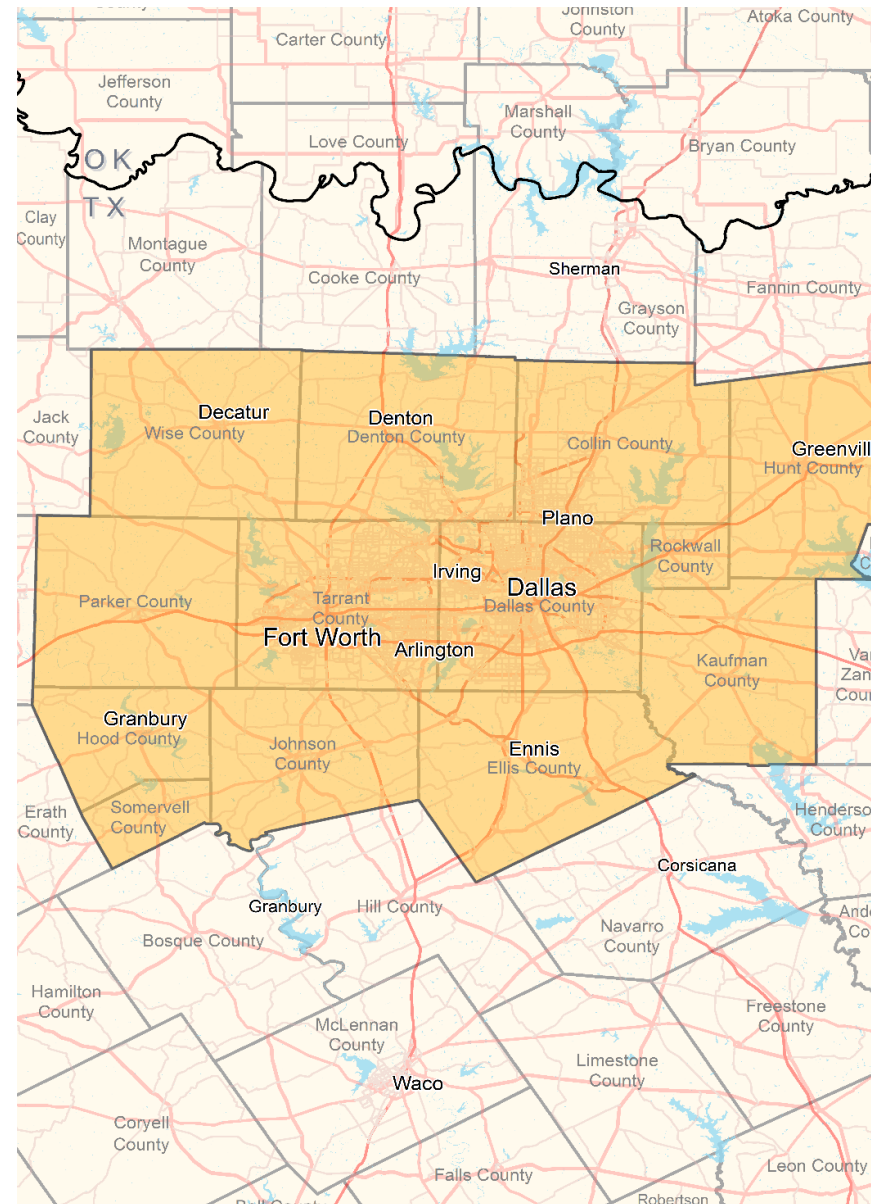
## ECONOMY

The Metroplex's central location, 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 4.0 million jobs. The labor force has doubled since 1990. The region is home to 22 Fortune 500 companies in a variety of sectors, including 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 average 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.

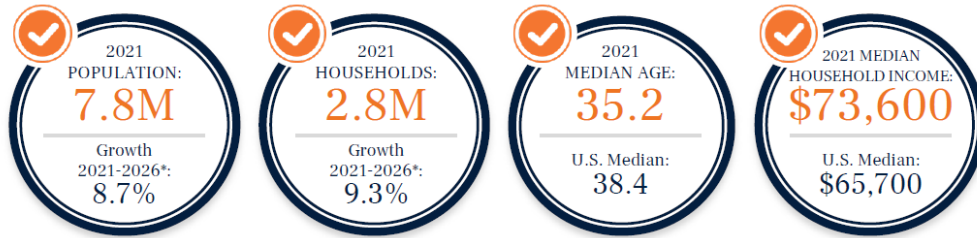


## TRANSPORTATION

The area is connected to the rest of the nation by way of Interstates 20, 30, 35, 45, 345, 635 and 820, along with other major thoroughfares. 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 connects the region to global markets and trade. Two airports that service passengers are Dallas/Fort Worth International and Dallas Love Field, while Fort Worth Alliance is the center of a major cargo alliance. There are also 13 smaller airports in the area. The 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, indicated by a median age that is below that of the U.S. measure. An educated population provides a skilled labor pool and higher incomes. Almost 34 percent of residents ages 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. Given the market's younger median age, approximately 60 percent of residents owned their homes in 2020 providing a vibrant rental market.



## DEMOGRAPHICS



417,062

Total Population  
Within 5 miles



\$80,577

Average Household Income  
Within 5 miles



223,238

Employees  
Within 1 mile

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	17,704	158,184	426,528
<b>2022 Estimate</b>			
Total Population	17,443	155,673	417,062
<b>2010 Census</b>			
Total Population	16,966	149,329	391,131
<b>2000 Census</b>			
Total Population	16,492	155,535	414,994
<b>Daytime Population</b>			
2022 Estimate	32,374	178,065	503,578
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	6,063	61,313	164,050
<b>2022 Estimate</b>			
Total Households	6,037	60,291	159,646
Average (Mean) Household Size	2.9	2.6	2.6
<b>2010 Census</b>			
Total Households	5,857	57,216	148,668
<b>2000 Census</b>			
Total Households	6,629	63,249	163,002

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	1.0%	6.3%	5.6%
\$150,000-\$199,999	0.8%	4.8%	4.7%
\$100,000-\$149,999	6.4%	10.9%	11.5%
\$75,000-\$99,999	9.7%	11.1%	11.5%
\$50,000-\$74,999	18.5%	18.9%	19.4%
\$35,000-\$49,999	16.9%	14.7%	15.0%
\$25,000-\$34,999	19.4%	13.8%	12.8%
\$15,000-\$24,999	15.0%	10.8%	10.3%
Under \$15,000	12.2%	8.8%	9.1%
Average Household Income	\$49,726	\$82,028	\$80,577
Median Household Income	\$37,098	\$52,157	\$53,117
Per Capita Income	\$17,218	\$31,803	\$30,913
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	17,443	155,673	417,062
Under 20	33.3%	28.7%	27.7%
20 to 34 Years	26.7%	23.1%	23.7%
35 to 39 Years	7.6%	7.4%	7.4%
40 to 49 Years	12.5%	12.4%	12.4%
50 to 64 Years	13.1%	16.4%	16.1%
Age 65+	6.8%	12.0%	12.7%
Median Age	29.4	33.9	34.1
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	10,259	101,264	274,204
Elementary (0-8)	17.4%	9.6%	11.7%
Some High School (9-11)	13.0%	8.3%	8.8%
High School Graduate (12)	28.0%	21.7%	21.8%
Some College (13-15)	20.7%	20.9%	19.9%
Associate Degree Only	5.9%	6.0%	5.8%
Bachelor's Degree Only	11.5%	21.2%	20.6%
Graduate Degree	3.6%	12.2%	11.3%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	30.0	29.0	29.0



# 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:

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- 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.

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**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

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Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

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