

Marcus & Millichap
TAG INDUSTRIAL GROUP

CJB CONSTRUCTION, INC.

31 STEEL ROAD

WYLIE, TX 75098

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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

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Marcus & Millichap



SECTION 1

INVESTMENT OVERVIEW

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OFFERING SUMMARY

- Single-Tenant Triple-Net Investment Opportunity
- Value-Add Opportunity for an Investor to Renew a Long-Term Lease at Market with Attractive Annual Increases
 - Market Rent Growth Up Over 13% Year-Over-Year
- Subject Property Sits on Two Acres of Land. Property Features Rare Amount of Outdoor Storage Space Among Plano Comps
 - Four Dock-High Doors, One Drive-In Door, and 17' Clear Height
 - Recent Renovations to Office Space and Office Roof
- Subject Property Has Quick Access to Farm to Market 544 and South State Highway 78

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 31 Steel Road in Wylie, Texas, fully leased to CJB Construction, Inc. The subject property consists of approximately 9,903 square feet of warehouse space and is situated on 2.0 acres of land. The single-tenant asset features four dock-high doors, one drive-in door, and a clear height of 17'. In early 2022, the property's office space and associated rooftop were remodeled and replaced. The asset contains a significant amount of outdoor storage space with a low coverage ratio of 11 percent. Such a feature is in limited supply among industrial properties in the Plano area. This sale offers investors a value-add opportunity by renewing a long-term lease at market rates with attractive rental escalations. Situated within the Plano submarket, the property has quick access to East Farm to Market Road 544 and South State Highway 78.

While Plano is often overlooked as an industrial hub in the Dallas-Fort Worth market, the submarket contains a sizeable 26.2 million square feet of industrial space. Home to many affluent suburbs, the Plano submarket maintains some of the highest rents in the Metroplex, averaging just over \$13.00 per square foot by the third quarter of 2022. Compared to the average rental rate in DFW, tenants in Plano pay a 51 percent premium to landlords. Despite the pricey rental rates, vacancy rates in the Plano submarket sat 60 basis points lower than the overall market, at 4.9 percent in Q3. During which time, market rent growth soared to a record high of 13.2 percent year-over-year. Nearly 1.3 million square feet of industrial space is currently under construction in the Plano area. While this represents a 5.0 percent expansion to inventory, about 95 percent of the new space is concentrated in properties over 50,000 square feet (CoStar). As a result, properties comparable to the subject asset will largely be unaffected by new supply for the foreseeable future.

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

CJB CONSTRUCTION, INC.
31 STEEL ROAD, WYLIE, TX 75098

Number of Suites	1
Number of Buildings	1
Total Square Feet	9,903
Warehouse Square Feet	8,100
Office Square Feet	1,803
Office Ratio	18%
Year Built	1984
Lot Size	2 Acres
Type of Ownership	Fee Simple
Clear Height	17'
Parking Spaces	8
Parking Surface	Crushed Gravel
Tenancy	Single
Dock High Doors	4
Grade Level Doors	1
Construction	Metal
Power	3 Phase
Type of Lighting	Fluorescent
Zoning	Commercial
Roof Type	Metal
Age/Condition of Roofs	Good
HVAC Units	1
Age/Condition of HVAC	Good
Market	Dallas/Ft Worth
Submarket	Plano
Market Vacancy	5.50%



CJB CONSTRUCTION, INC.

31 STEEL ROAD, WYLIE, TX 75098

OFFERING PRICE	CAP RATE	PRO FORMA CAP RATE
\$1,650,000	7.01%	7.36%

Offering Price	\$1,650,000
Cap Rate	7.01%
Pro Forma Cap Rate	7.36%
Price/SF	\$166.62
Total Square Feet	9,903
Rental Rate	\$11.68
Lease Type	Triple Net (NNN)
Lease Term	3-Year Lease
Rental Increases	5.00%
Tenancy	Single
Occupancy	100.00%

FINANCING

Loan Amount	\$686,895
Loan Type	Assumed
Interest Rate	5.00%
Amortization	25 Years
Year Due	2027

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

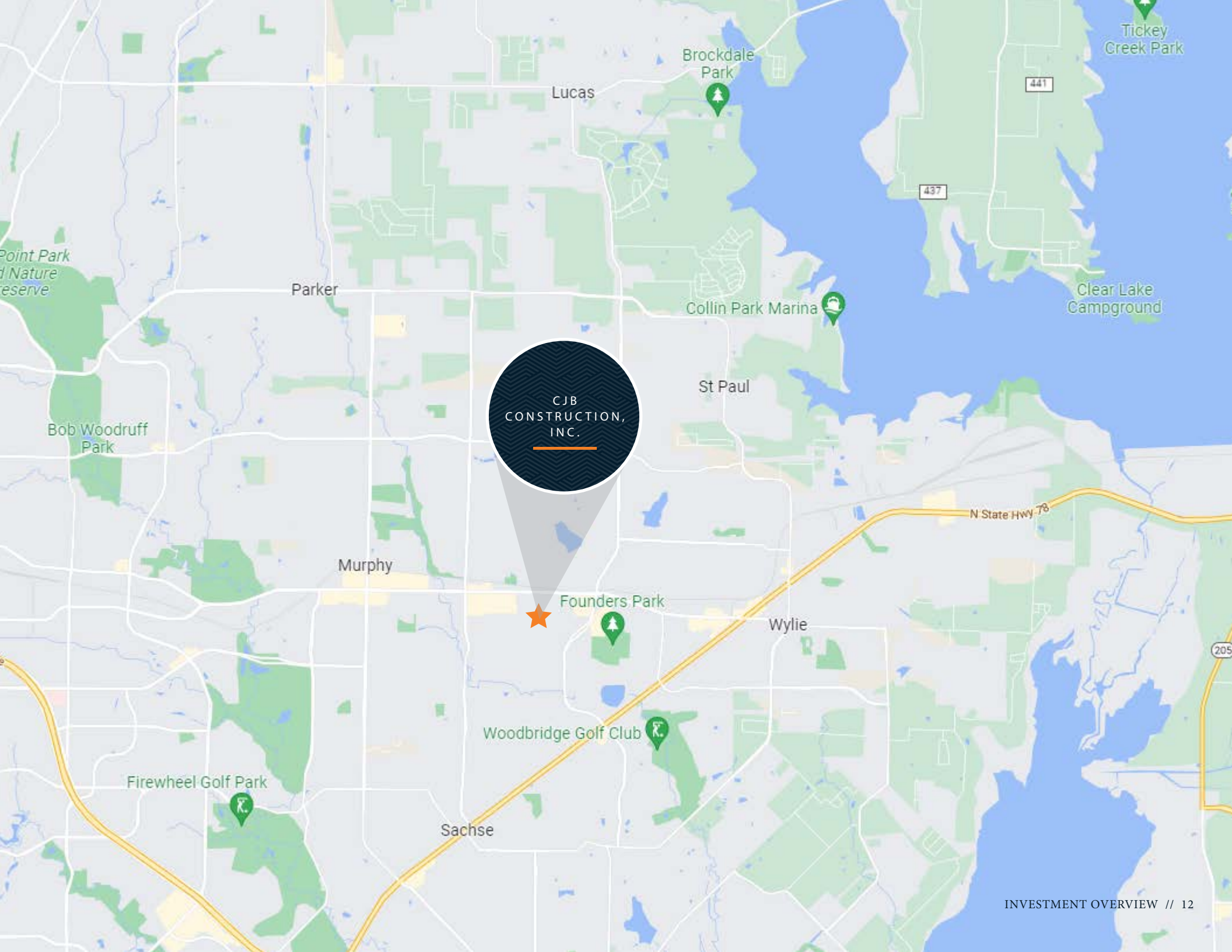
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RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates Comm.	Lease Dates Exp.	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
CJB Construction, Inc	1	9,903	100.0%	9/1/22	8/31/25	\$11.68	\$9,636	\$115,630	\$121,412	Sep-2023	5.00%	NNN	No Renewal Options
Total		9,903				\$11.68	\$9,636	\$115,630	\$121,412				
		Occupied Tenants: 1	Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%						
		Total Current Rents: \$9,636		Occupied Current Rents: \$9,636		Unoccupied Current Rents: \$0							

OPERATING STATEMENT

Income	Current		Per SF	Pro Forma		Per SF
Scheduled Base Rental Income	115,630		11.68	121,412		12.26
Expense Reimbursement Income						
Net Lease Reimbursement						
CAM	6,000		0.61	6,000		0.61
Insurance	6,752		0.68	6,752		0.68
Real estate Taxes	10,362		1.05	26,000		2.63
Total Reimbursement Income	\$23,114	100.0%	\$2.33	\$38,752	100.0%	\$3.91
Effective Gross Revenue	\$138,744		\$14.01	\$160,164		\$16.17
Operating Expenses	Current		Per SF	Pro Forma		Per SF
Management Fee	6,000		0.61	6,000		0.61
Insurance	6,752		0.68	6,752		0.68
Real Estate Taxes	10,362		1.05	26,000		2.63
Total Expenses	\$23,114		\$2.33	\$38,752		\$3.91
Expenses as % of EGR	16.7%			24.2%		
Net Operating Income	\$115,630		\$11.68	\$121,412		\$12.26



CJB
CONSTRUCTION,
INC.



Fay Imitation Jewelry
Costume jewelry shop

Dyna-Mist

Amtec Welding Products
Welding supply store

Helm Dental Laboratory

Sawtech Corporation

NTX Elite Baseball

Firewheel Classics
Auto parts store

CJB
CONSTRUCTION,
INC.

CityLine Automotive

Wallace Collision Center

Texas Highend
Auto Center, Inc
Used auto parts store

Richmond Hydromulch
and Seeding

Steel Rd

Steel Rd

Steel Rd

Arborilogical Services

INVESTMENT OVERVIEW // 13
Maaco Fleet
Solutions Center



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

MARKET OVERVIEW

Marcus & Millichap

DALLAS TEXAS

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

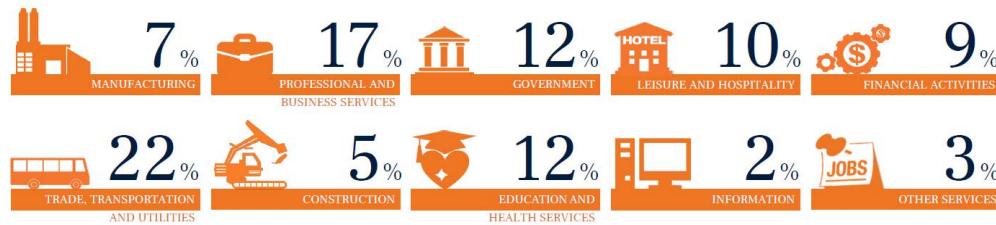


MAJOR DISTRIBUTION
CENTER

METROPLEX GROWTH

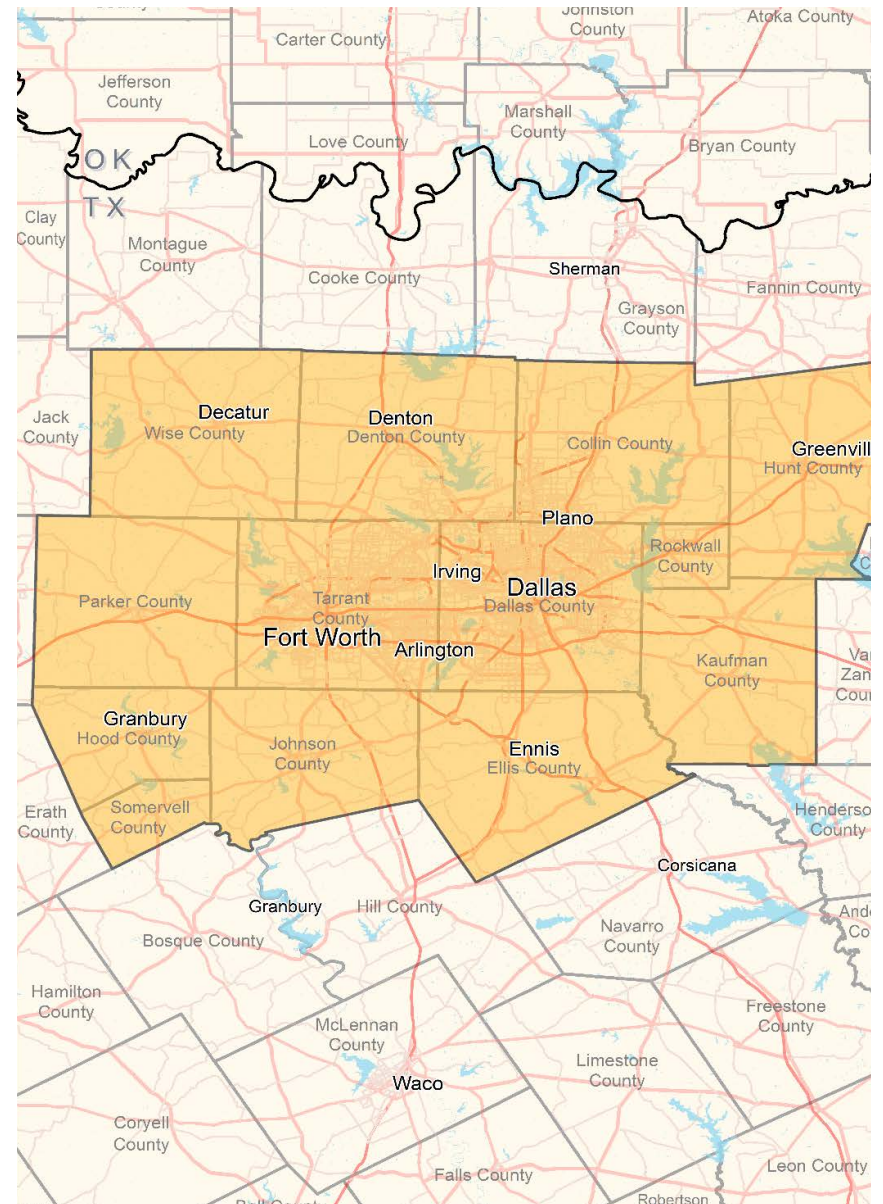
ECONOMY

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.

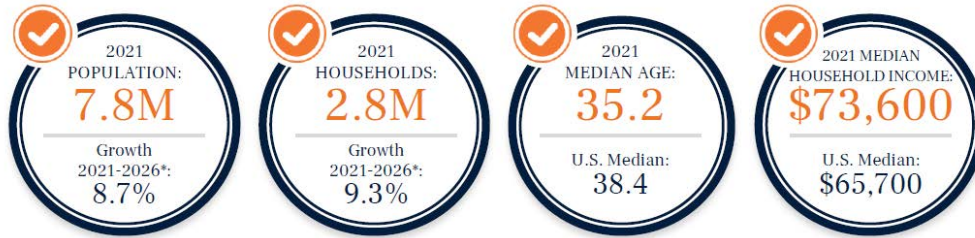


TRANSPORTATION

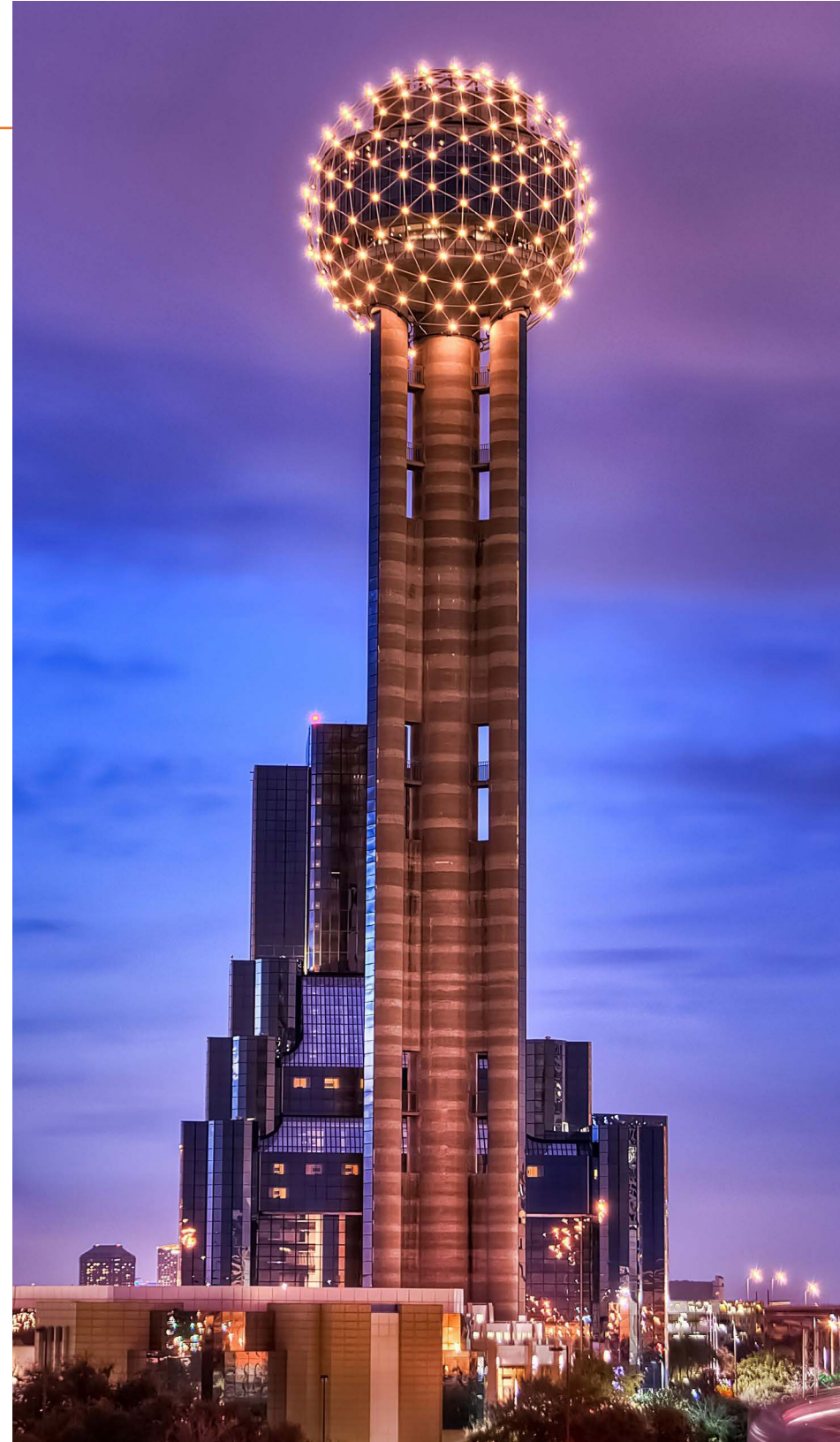
The area is connected to the rest of the nation by way of Interstates 20, 30, 35, 45, 345, 635 and 820, along with other major thoroughfares. Dallas Area Rapid Transit covers Dallas and 12 surrounding cities, and it consists of buses and a light-rail system. Freight-serving lines in the region include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



185,990

Total Population
Within 5 miles



\$134,387

Average Household Income
Within 5 miles



121,901

Employees
Within 1 mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Population	7,003	116,686	212,721
2022 Estimate			
Total Population	6,130	101,805	185,990
2010 Census			
Total Population	4,641	73,822	135,000
2000 Census			
Total Population	594	27,265	65,470
Daytime Population			
2022 Estimate	3,934	70,170	143,195
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Households	2,194	36,404	69,842
2022 Estimate			
Total Households	1,954	31,800	60,958
Average (Mean) Household Size	3.2	3.2	3.1
2010 Census			
Total Households	1,489	22,833	43,733
2000 Census			
Total Households	243	9,019	22,031

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2022 Estimate			
\$200,000 or More	11.7%	11.0%	12.5%
\$150,000-\$199,999	8.5%	12.7%	13.2%
\$100,000-\$149,999	25.6%	27.8%	26.5%
\$75,000-\$99,999	16.1%	15.1%	14.4%
\$50,000-\$74,999	16.9%	14.8%	15.0%
\$35,000-\$49,999	10.0%	8.4%	8.0%
\$25,000-\$34,999	5.2%	4.5%	4.2%
\$15,000-\$24,999	3.4%	3.0%	3.5%
Under \$15,000	2.7%	2.6%	2.6%
Average Household Income	\$130,004	\$130,711	\$134,387
Median Household Income	\$93,011	\$102,586	\$103,668
Per Capita Income	\$41,448	\$40,861	\$44,065
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2022 Estimate Total Population	6,130	101,805	185,990
Under 20	34.5%	31.6%	29.9%
20 to 34 Years	16.1%	16.3%	16.9%
35 to 39 Years	10.4%	8.2%	7.5%
40 to 49 Years	19.3%	17.2%	16.3%
50 to 64 Years	14.4%	17.2%	18.8%
Age 65+	5.2%	9.4%	10.6%
Median Age	34.6	36.4	37.2
Population 25+ by Education Level			
2022 Estimate Population Age 25+	3,724	63,988	119,582
Elementary (0-8)	2.1%	3.0%	3.4%
Some High School (9-11)	3.8%	3.5%	3.6%
High School Graduate (12)	24.4%	21.3%	19.3%
Some College (13-15)	20.3%	20.9%	21.1%
Associate Degree Only	8.2%	8.6%	8.2%
Bachelor's Degree Only	29.8%	28.3%	29.3%
Graduate Degree	11.6%	14.4%	15.1%
Travel Time to Work			
Average Travel Time to Work in Minutes	35.0	35.0	34.0



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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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Buyer/Tenant/Seller/Landlord Initials

Date

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