

Marcus & Millichap  
TAG INDUSTRIAL GROUP

WYLIE MULTI-TENANT INDUSTRIAL  
22 STEEL ROAD

WYLIE, TX 75098



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Texas Real Estate Commission  
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Austin, Texas 78711-2188  
(512) 936-3000

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**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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WYLIE MULTI-TENANT INDUSTRIAL  
22 STEEL ROAD  
WYLIE, TX 75098

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The background of the page is a photograph of an industrial building. The left side shows the interior of a large, empty warehouse with a high ceiling supported by a grid of dark metal beams. The right side shows the exterior of the building, featuring light-colored corrugated metal siding and a concrete base. A thin orange horizontal line is positioned above the main title.

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Marcus & Millichap





# SECTION 1

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## INVESTMENT OVERVIEW

Marcus & Millichap



## OFFERING SUMMARY

- Two Buildings Totaling 17,501 Square Feet, Situated on 1.15 Acres
- Multi-Tenant Industrial Featuring 16' Clear Height and Three-Phase Power
- Attractive Rental Increases to Combat Inflation, and Triple-Net Structure to Minimize Landlord Obligations
  - Recent Renovations in 2021 Including: Roof, Office Finish out, and Exterior Paint
  - Buildings Sit in Tight Barrier-to-Entry Submarket with Vacancy of 4.9%
  - Submarket Rents Have Increased Over 11% in the Last Year Alone (Per CoStar)
- Subject Property Has Quick Access to Farm to Market 544 and State Highway 78

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 22 Steel Road in Wylie, Texas. The subject property consists of two buildings containing approximately 17,501 square feet of warehouse space and is situated on 1.15 acres of land. The multi-tenant asset features eight drive-in doors, three-phase power, and a clear height of 16'. Renovations in 2021, as reported by seller, include a freshly painted exterior, new roof coating with a 20-year warranty, and remodeling of each office pod. Strategically located 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 30 million square feet of industrial space. Home to many affluent suburbs, the Plano submarket maintains some of the highest rents in the Metroplex, averaging nearly \$14 per square foot in the first quarter of 2023. Compared to the average rental rate in DFW, tenants in Plano pay a 54 percent premium to landlords. Despite the pricey rental rates, vacancy rates in the Plano submarket sat around 150 basis points lower than the overall market, at 4.9 percent in Q1 2023. Although market rent growth has declined since its peak of 12.2 percent in Q3 2022, growth remains strong at a rate of 10.5 percent in Q1 2023. With nearly 553 thousand square feet of industrial space currently under construction in the Plano area, the submarket looks to expand by about 1.8 percent in the coming years. However, approximately 87 percent of the new space being built 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 metro's 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

### WYLIE MULTI-TENANT INDUSTRIAL 22 STEEL ROAD, WYLIE, TX 75098

Number of Suites	5
Number of Buildings	2
Total Square Feet	17,501
Warehouse Square Feet	15,751
Office Square Feet	1,750
Office Ratio	10%
Year Built	1985/2021
Lot Size	1.15 Acres
Type of Ownership	Fee Simple
Clear Height	16'
Parking Spaces	24
Parking Surface	Concrete
Building Class	B
Tenancy	Multi
Grade Level Doors	8
Construction	Metal
Power	3 Phase
Type of Lighting	Fluorescent
Zoning	Commercial
Roof Type	TPO
Age/Condition of Roofs	2021, 20 Year Warranty
HVAC Units	4
Age/Condition of HVAC	Good
Market	Dallas/Ft Worth
Submarket	Plano
Market Vacancy	4.90%

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## WYLIE MULTI-TENANT INDUSTRIAL

22 STEEL ROAD, WYLIE, TX 75098

OFFERING PRICE  
**\$2,395,000**

CAP RATE  
**7.00%**

PRO FORMA CAP RATE  
**7.28%**

Offering Price	\$2,395,000
Cap Rate	7.00%
Pro Forma Cap Rate	7.28%
Price/SF	\$136.85
Total Square Feet	17,501
Rental Rate	\$9.57
Lease Type	Triple Net (NNN)
Rental Increases	3.80% - 5.00%
Tenancy	Multi
Occupancy	100.00%

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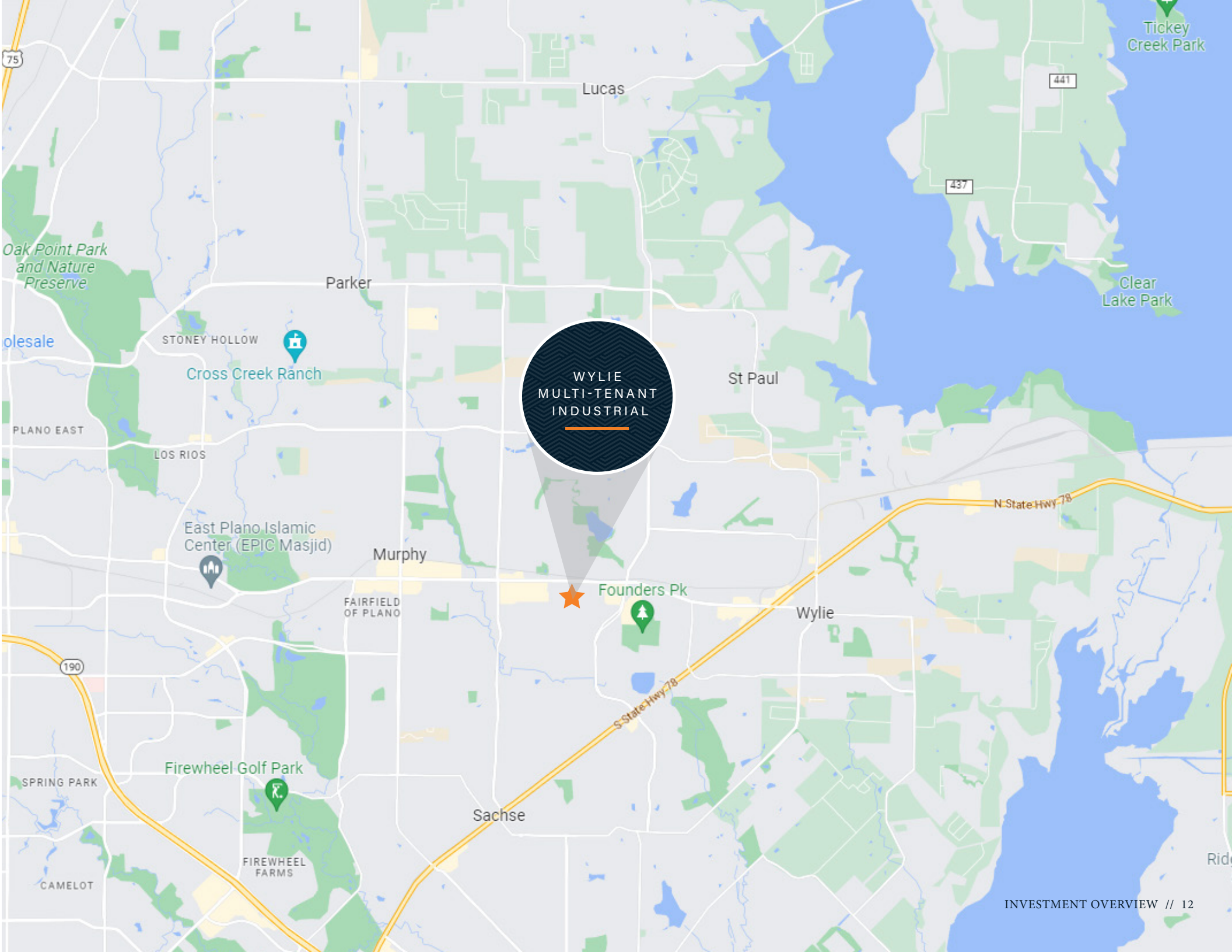
# RENT ROLL

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
				Comm.	Exp.							
Lifetime Grinding Fitness & Performance Training	22-4	1,800	10.3%	9/1/22	8/31/25	\$11.50	\$1,725	\$20,700	\$21,528	Sep-2023	4.00%	NNN
Randster Off Road Suspension Center LLC	22-100	2,400	13.7%	7/1/22	7/31/25	\$11.00	\$2,200	\$26,400	\$27,720	Aug-2023	5.00%	NNN
Lance Auto Work LLC	22-200	1,800	10.3%	5/1/22	5/31/25	\$11.50	\$1,725	\$20,700	\$21,528	May-2023	4.00%	NNN
Apex Welding Services LLC	22-300	1,800	10.3%	8/1/22	8/31/25	\$11.50	\$1,725	\$20,700	\$21,528	Aug-2023	4.00%	NNN
Allen's Carpentry LP	24-100	9,701	55.4%	5/1/22	6/30/25	\$8.15	\$6,589	\$79,063	\$82,071	May-2023	3.80%	NNN
<b>Total</b>		<b>17,501</b>				<b>\$9.57</b>	<b>\$13,964</b>	<b>\$167,563</b>	<b>\$174,375</b>			
Occupied Tenants: 5				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%				
Total Current Rents: \$13,964						Occupied Current Rents: \$13,964		Unoccupied Current Rents: \$0				

## OPERATING STATEMENT

Income	Current		Per SF	Pro Forma		Per SF
Scheduled Base Rental Income	167,563		9.57	174,375		9.96
Expense Reimbursement Income						
Net Lease Reimbursement						
CAM	2,945		0.17	2,945		0.17
Insurance	8,799		0.50	8,799		0.50
Real estate Taxes	32,910		1.88	32,910		1.88
Management Fees	8,100		0.46	8,100		0.46
Total Reimbursement Income	\$52,754	100.0%	\$3.01	\$52,754	100.0%	\$3.01
Effective Gross Revenue	\$220,317		\$12.59	\$227,129		\$12.98
<b>Operating Expenses</b>	<b>Current</b>		<b>Per SF</b>	<b>Pro Forma</b>		<b>Per SF</b>
Water	1,745		0.10	1,745		0.10
Landscaping	1,200		0.07	1,200		0.07
Insurance	8,799		0.50	8,799		0.50
Real Estate Taxes	32,910		1.88	32,910		1.88
Management Fee	8,100	3.7%	0.46	8,100	3.6%	0.46
Total Expenses	\$52,754		\$3.01	\$52,754		\$3.01
Expenses as % of EGR	23.9%			23.2%		
Net Operating Income	\$167,563		\$9.57	\$174,375		\$9.96





WYLIE  
MULTI-TENANT  
INDUSTRIAL

Lucas

Parker

St Paul

STONE HOLLOW

Cross Creek Ranch

LOS RIOS

East Plano Islamic Center (EPIC Masjid)

Murphy

FAIRFIELD OF PLANO

Founders Pk

Wylie

N State Hwy 78

S State Hwy 78

Sachse

Firewheel Golf Park

FIREWHEEL FARMS

SPRING PARK

CAMELOT

Tickey Creek Park

Clear Lake Park





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## 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



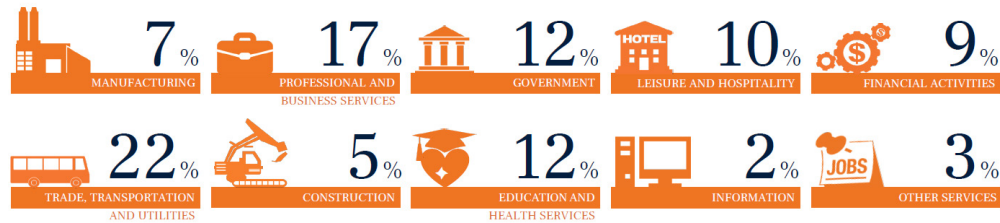
MAJOR DISTRIBUTION  
CENTER



# METROPLEX GROWTH

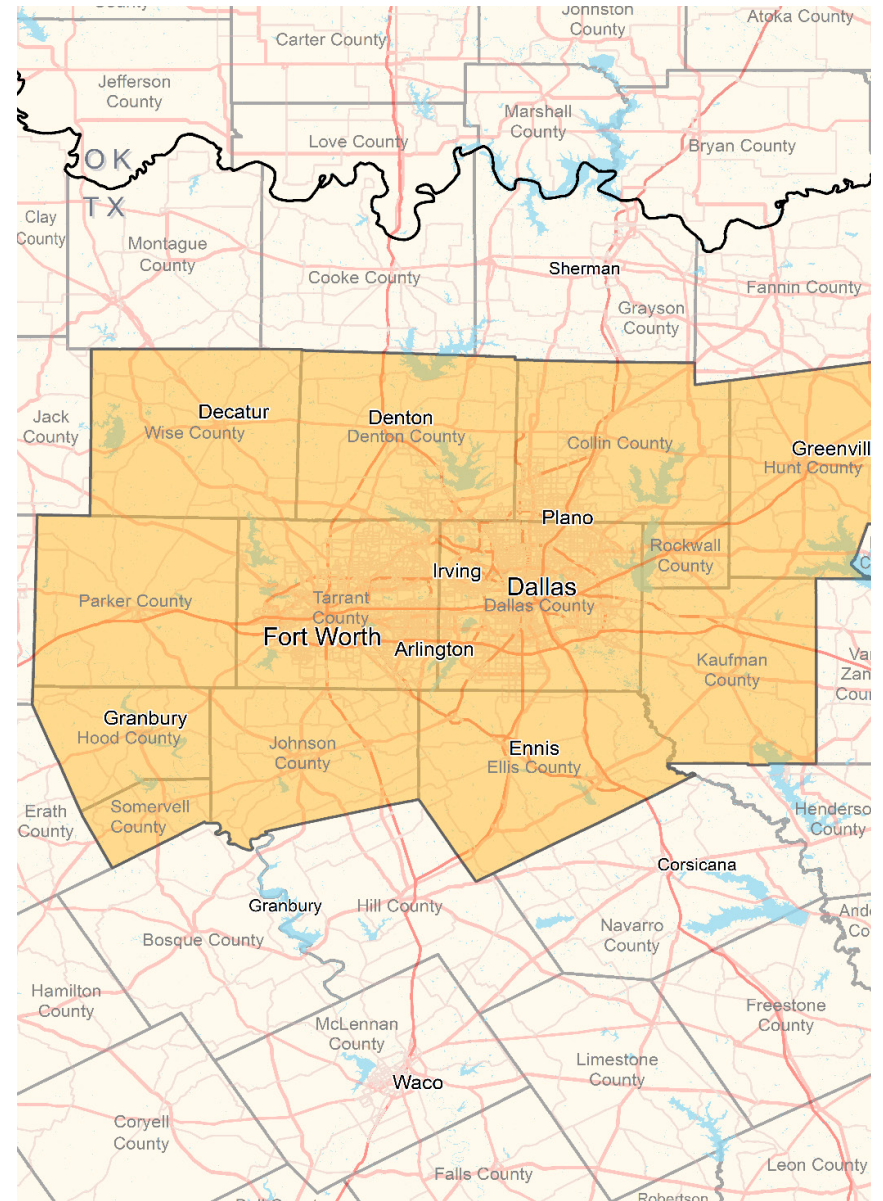
## ECONOMY

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.



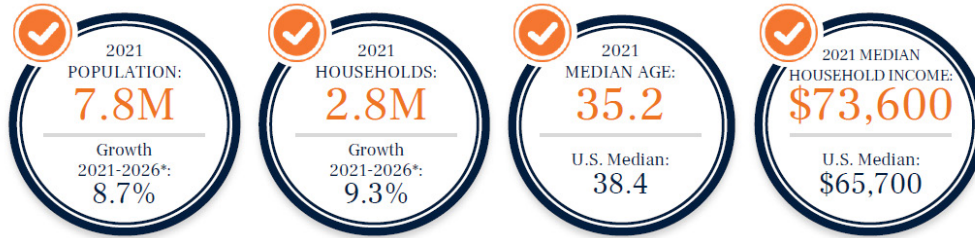
## TRANSPORTATION

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



**183,461**

Total Population  
Within 5 miles



49.3%



50.7%



**\$134,780**

Average Household Income  
Within 5 miles



**120,298**

Employees  
Within 1 Mile

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	5,966	116,613	209,911
<b>2022 Estimate</b>			
Total Population	5,328	101,781	183,461
<b>2010 Census</b>			
Total Population	4,285	73,842	133,136
<b>2000 Census</b>			
Total Population	559	27,567	63,803
<b>Daytime Population</b>			
2022 Estimate	3,406	70,857	141,230
<b>HOUSEHOLDS</b>			
<b>2027 Projection</b>			
Total Households	1,879	36,481	68,487
<b>2022 Estimate</b>			
Total Households	1,710	31,873	59,804
Average (Mean) Household Size	3.3	3.2	3.1
<b>2010 Census</b>			
Total Households	1,382	22,891	42,970
<b>2000 Census</b>			
Total Households	230	9,134	21,403

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	11.4%	10.8%	12.6%
\$150,000-\$199,999	8.1%	12.6%	13.2%
\$100,000-\$149,999	25.6%	27.8%	26.6%
\$75,000-\$99,999	15.5%	15.2%	14.5%
\$50,000-\$74,999	17.2%	14.9%	14.9%
\$35,000-\$49,999	10.2%	8.5%	7.9%
\$25,000-\$34,999	5.3%	4.5%	4.2%
\$15,000-\$24,999	3.7%	3.0%	3.4%
Under \$15,000	3.0%	2.6%	2.6%
Average Household Income	\$127,410	\$129,768	\$134,780
Median Household Income	\$91,356	\$101,971	\$103,987
Per Capita Income	\$40,898	\$40,670	\$43,953
<b>POPULATION PROFILE</b>			
<b>Population By Age</b>			
2022 Estimate Total Population	5,328	101,781	183,461
Under 20	34.8%	31.5%	30.0%
20 to 34 Years	16.4%	16.4%	16.9%
35 to 39 Years	10.5%	8.3%	7.5%
40 to 49 Years	19.4%	17.2%	16.3%
50 to 64 Years	13.9%	17.1%	18.8%
Age 65+	5.0%	9.4%	10.5%
Median Age	34.3	36.4	37.2
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	3,211	64,009	117,751
Elementary (0-8)	2.3%	3.1%	3.3%
Some High School (9-11)	3.7%	3.5%	3.5%
High School Graduate (12)	24.5%	21.5%	19.4%
Some College (13-15)	19.9%	21.0%	21.1%
Associate Degree Only	8.2%	8.7%	8.2%
Bachelor's Degree Only	30.1%	28.1%	29.4%
Graduate Degree	11.4%	14.2%	15.1%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	36.0	35.0	34.0





# 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.

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- 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
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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.

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- 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.

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

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

\_\_\_\_\_  
Date

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