

Marcus & Millichap  
TAG INDUSTRIAL GROUP

# FORT WORTH ALLIANCE - IOS

13053 GATEWAY ALLIANCE DRIVE

FORT WORTH, TX 76244

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

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PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

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TAG INDUSTRIAL GROUP

OFFICES THROUGHOUT THE U.S. AND CANADA  
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# SECTION 1

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## INVESTMENT OVERVIEW

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## OFFERING SUMMARY

- Totaling 27,910 Square Feet of Warehouse and Office Space with an Estimated Nine Acres of Dedicated IOS
  - 100% Occupied with Below-Market Leases Creates Substantial Upside for Investors
  - Emerging IOS Market Valued at \$200 Billion with 30% Rent Growth in Recent Years
- Northeast Tarrant/Alliance is One of Dallas-Fort Worth's Primary Industrial Nodes and Most Active Submarkets
  - Close Proximity to Major Highways and Airports

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 13053 Gateway Alliance Drive in Fort Worth, Texas. The subject property consists of approximately 27,910 square feet of flex space and is situated on 19.56 acres of land. The five-building asset features a combined 13,074 square feet of warehouse space, 14,836 square feet of office space, and 13 grade-level doors. With an estimated 9 acres of usable land for industrial outdoor storage (IOS), the property has a building coverage ratio of just 7.5 percent. IOS is an emerging market with an estimated value of \$200 billion across the nation. According to a report by Marcus & Millichap, IOS properties outperformed the overall industrial market thanks to its limited supply that is restricted by municipal policies. During the recent industrial boom, the vacancy rate for IOS properties declined below 3.0 percent in 2022 as market rents increased by 30 percent from the end of 2019 (Bisnow).

The subject property is primely situated in the Northeast Tarrant/Alliance submarket. As one of Dallas-Fort Worth's primary industrial nodes, the submarket contains a massive 84.2 million square feet of industrial space. The submarket is home to Perot Field Fort Worth Alliance Airport, the nation's first airport designated for industrial use that serves as a main hub for air cargo carriers such as FedEx and Amazon. Alliance Airport is part of the largest business park in North Texas, Alliance Texas, a 27,000-acre master-planned mix-use community developed by Hillwood, a subsidiary of the Perot Company.

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

### FORT WORTH ALLIANCE - IOS

Number of Buildings	5
Total Square Feet	27,910
Warehouse Square Feet	13,074
Office Square Feet	14,836
Office Ratio	53%
Year Built	1999-2018
Lot Size	19.56 Acres
Type of Ownership	Fee Simple
Parking Spaces	82
Parking Surface	Concrete/Crushed Gravel
Building Class	B - C
Tenancy	Multi-Tenant
Grade Level Doors	13
Construction	Metal - Wood Frame
Zoning	Light Industrial
Roof Type	Metal
Market	Dallas Fort Worth
Submarket	NE Tarrant/Alliance

### FRONT OFFICE

Number of Suites	1
Number of Buildings	1
Total Square Feet	4,800
Year Built	1999
Parking Spaces	26
Parking Surface	Concrete
Building Class	B
Construction	Wood Frame - Stucco
Power	400 AMPS, 120/240V, Single Phase
Type of Lighting	Fluorescent
Roof Type	Metal
Age/Condition of Roofs	2023
HVAC Units	4 Standard 2 Mini
Age/Condition of HVAC	2013-2022

### SHOP SPACE

Number of Buildings	3
Total Square Feet	5,010
Year Built	Est. 1999-2018
Clear Height	16'-24'
Parking Surface	Crushed Gravel
Building Class	C
Grade Level Doors	7
Construction	Metal
Power	400 AMPS, 240V
Type of Lighting	Fluorescent
Roof Type	Metal

### FLEX BUILDING

Number of Suites	2
Number of Buildings	1
Total Square Feet	18,100
Warehouse Square Feet	8,064
Office Square Feet	10,036
Office Ratio	55%
Year Built	1999
Clear Height	18'-24'
Parking Spaces	56
Parking Surface	Concrete
Building Class	C
Tenancy	Multi
Grade Level Doors	6
Construction	Metal
Power	120/208V, 3-Phase
Type of Lighting	Fluorescent
Roof Type	Metal
Age/Condition of Roofs	2022
HVAC Units	8
Age/Condition of HVAC	2013-2018





## OFFERING HIGHLIGHTS

### FORT WORTH ALLIANCE - IOS

13053 GATEWAY ALLIANCE DRIVE, FORT WORTH, TX 76244

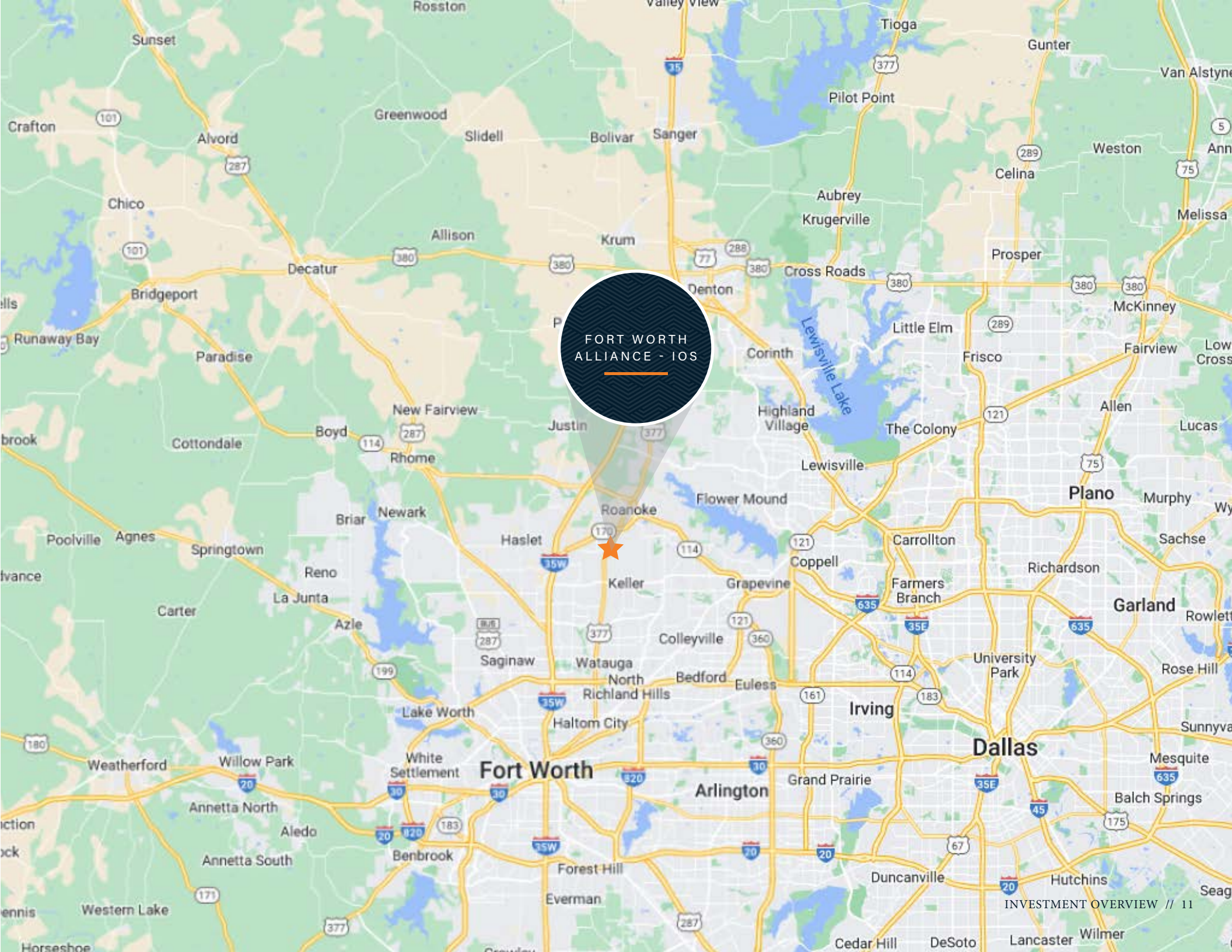
OFFERING PRICE	CAP RATE	PRO FORMA CAP RATE
<b>\$8,000,000</b>	<b>7.11%</b>	<b>8.11%</b>

Offering Price	\$8,000,000
Cap Rate	7.11%
Pro Forma Cap Rate	8.11%
Total Square Feet	27,910
Estimated Gross Acreage	19.56
Estimated Net Acreage	14.04
Price/SF (Gross Acreage)	\$9.39
Price/SF (Net Acreage)	\$13.12
Tenancy	Multi-Tenant
Occupancy	100.00%

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# RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	IOS Acreage	% IOS Acreage Share	% Total Site Share	Lease Dates		Rent	Total Rent Per Month	Total Rent Per Year	Pro Forma Total Rent Per Year	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
							Comm.	Exp.							
City Electric	A	5,858	21.0%	0.00	0.0%	1.4%	8/1/24	7/31/27	\$9.53/ft Per Sq. Ft.	\$4,650	\$55,800	\$55,800	-	Gross	Tenant Has Renewal Option for 8/1/24-7/31/27 - Must Notify by April 30, 2024
North Texas Contracting	B	22,052	79.0%	9.00	100%	98.6%	COE	3/31/25	\$5,222 Per Acre Per Mo.	\$47,000	\$564,000	\$594,000	5.32%	Modified Gross	
Total		27,910								\$51,650	\$619,800	\$649,800			



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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 2,143 debt and equity financings in 2022



National platform operating within the firm's brokerage offices



\$12.8 billion total national volume in 2022



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-FORT WORTH TEXAS

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The Dallas-Fort Worth Metroplex is the fourth-most populous metro in the nation, with an aggregate of 7.9 million residents. It is composed of 13 counties, stretching nearly 10,000 square miles. The core cities of Dallas and Fort Worth house approximately 1.4 million and 990,000 residents, respectively. Strong corporate relocations and the resulting job gains continue to draw new residents to the region, which has added more than 315,000 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 roadway traffic, the region's transportation network is continually 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.



LARGE CORPORATE  
BASE



SUBSTANTIAL  
POPULATION GAINS



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 4.2 million jobs at the onset of 2023. The local labor force has doubled since 1990. The region is home to numerous 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 the second-highest number of new positions in 2023, behind only New York. Economic expansion will be further fueled by a rise in financial services and high-tech companies.



**7%**  
MANUFACTURING



**18%**  
PROFESSIONAL AND  
BUSINESS SERVICES



**11%**  
GOVERNMENT



**10%**  
LEISURE AND HOSPITALITY



**9%**  
FINANCIAL  
ACTIVITIES



**22%**  
TRADE, TRANSPORTATION,  
AND UTILITIES



**5%**  
CONSTRUCTION



**12%**  
EDUCATION AND  
HEALTH SERVICES



**2%**  
INFORMATION



**3%**  
OTHER SERVICES



## METROPLEX GROWTH

### 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, consisting of buses and a light rail system. Trinity Railway Express and Amtrak provide passenger rail service. Freight-serving lines in the region include Union Pacific, BNSF and Kansas City Southern. BNSF is headquartered in Fort Worth. 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.



### QUALITY OF LIFE

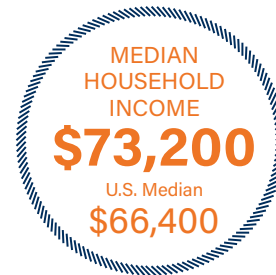
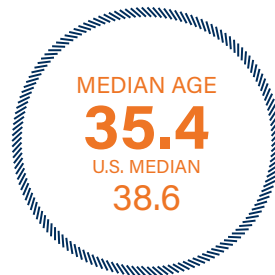
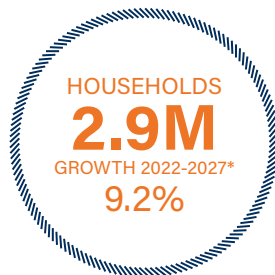
The Metroplex provides residents with an unparalleled lifestyle at a reasonable cost. The region continually ranks high for its affordability, when compared with other large metros. A temperate climate provides ample opportunities for outdoor enthusiasts to enjoy. The region has many golf courses and activities at the metro's several reservoirs. Dallas-Fort Worth hosts professional teams in baseball, football, hockey and basketball. Numerous educational institutions contribute to a continued supply of educated workers. The University of Texas at Dallas, University of North Texas, Texas Woman's University, Den-ton, Southern Methodist University, Texas Christian University, and the University of Texas at Arlington are among the numerous higher education institutions in the region. Metroplex residents are proximate to nationally-recognized health centers, including Parkland Memorial Hospital, Baylor University Medical Center and Texas Health Harris Methodist Hospital Fort Worth. Four medical schools also contribute to Dallas-Fort Worth's excellent health care network.



# METROPLEX GROWTH

## DEMOGRAPHICS

Roughly 679,400 new people are expected through 2027, fueled by robust job growth, natural increases and north-to-south migration. The Metroplex is projected to add 266,800 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 populace translates to a skilled labor pool and higher incomes. Almost 34 percent of residents ages 25 and older have at least a bachelor's degree, exceeding the U.S. average. The median income is \$6,800 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



164,929

Total Population  
Within 5 miles



48.9%



51.1%



\$157,497

Average Household Income  
Within 5 miles



94,054

Employees  
Within 1 mile

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	9,983	68,319	188,525
<b>2022 Estimate</b>			
Total Population	8,310	60,038	164,929
<b>2010 Census</b>			
Total Population	5,182	43,279	120,091
<b>2000 Census</b>			
Total Population	1,019	12,265	44,537
<b>Daytime Population</b>			
2022 Estimate	9,551	62,146	159,628
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	3,143	24,185	65,726
<b>2022 Estimate</b>			
Total Households	2,607	21,013	57,121
Average (Mean) Household Size	3.1	2.9	2.9
<b>2010 Census</b>			
Total Households	1,584	14,768	40,369
<b>2000 Census</b>			
Total Households	354	4,266	14,752

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	22.2%	14.7%	17.8%
\$150,000-\$199,999	12.9%	12.0%	15.2%
\$100,000-\$149,999	23.9%	24.7%	24.9%
\$75,000-\$99,999	17.1%	17.4%	14.8%
\$50,000-\$74,999	12.3%	14.0%	12.4%
\$35,000-\$49,999	5.8%	7.2%	6.5%
\$25,000-\$34,999	3.1%	4.8%	4.1%
\$15,000-\$24,999	1.4%	2.5%	2.2%
Under \$15,000	1.3%	2.6%	2.2%
Average Household Income	\$174,909	\$144,263	\$157,497
Median Household Income	\$116,200	\$102,181	\$114,111
Per Capita Income	\$54,889	\$50,527	\$54,570
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	8,310	60,038	164,929
Under 20	37.0%	34.3%	32.9%
20 to 34 Years	17.4%	17.4%	16.4%
35 to 39 Years	8.4%	8.6%	7.8%
40 to 49 Years	15.1%	15.6%	15.7%
50 to 64 Years	14.8%	15.3%	17.5%
Age 65+	7.1%	8.8%	9.8%
Median Age	32.1	33.9	35.5
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	4,785	36,354	102,093
Elementary (0-8)	2.3%	1.9%	1.5%
Some High School (9-11)	1.9%	2.7%	2.3%
High School Graduate (12)	14.7%	17.6%	16.2%
Some College (13-15)	23.6%	22.8%	21.4%
Associate Degree Only	8.8%	7.9%	7.4%
Bachelor's Degree Only	34.2%	33.2%	35.1%
Graduate Degree	14.6%	14.0%	16.1%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	33.0	32.0	32.0



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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

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- 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
- 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.

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

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Buyer/Tenant/Seller/Landlord Initials

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Date

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