

Marcus & Millichap  
TAG INDUSTRIAL GROUP

3285 SPRINGER LANE

ROCKWALL, TX 75032

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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.

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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

# 3285 SPRINGER LANE

## ROCKWALL, TX 75032

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Market Analysis • Demographic Analysis

Marcus & Millichap



The background of the slide is a dark, blue-toned 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

- 10,000 +/- Square-Foot Industrial Asset on 1.09 Acres
- 5,000-Square-Foot Building Available for Owner-User, While Offsetting Expenses with Other Tenant
  - Current Zoning Allows Warehousing and All Other Commercial Uses
  - Only Industrial/Flex Building for Sale in Rockwall Between 5,000-50,000 Square Feet
- Rockwall County is the Second Fastest Growing County in the US (Per The Texas Tribune)
  - Quick and Easy Access to Highway 276 and I-30

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 3285 Springer Lane in Rockwall, Texas. The subject property consists of approximately 10,000 square feet and is situated on 1.09 acres of land. Zoned for warehousing and other commercial uses, the multi-tenant asset features a clear height between 14' and 18', two grade-level doors, three-phase power, and 13 parking spaces. Located adjacent to State Highway 276, the property has easy access to Interstate 30 via Corporate Crossing. Half of the property is leased to Urban Fire Protection through April 2027 at \$15.60 per square foot. With 5,000 square feet of available space for immediate occupancy, this sale offers a rare partial owner-user opportunity in the Rockwall submarket with an income-generating property to offset business costs.

The overall Rockwall submarket is relatively small, containing 6.6 million square feet of industrial space. Rockwall typically enjoys low vacancy rates ranging between 1 and 3 percent over the last decade. However, vacancies recently jumped to 7.4 percent in Q1 2024 following an 11 percent growth in inventory that started in 2023 (CoStar). The increase in industrial supply has reflected the recent surge in population growth in the area. From mid-2022 to mid-2023, Rockwall experienced the second-highest percentage growth in population among all counties in the U.S. at 6.5 percent (U.S. Census Bureau). Like most submarkets, asking rents in the Rockwall submarket have experienced a slowdown since their peak in 2022 but at 7.7 percent, the annual growth rate in Q1 was well above the increase in Consumer Price Index. At the start of the second quarter, only 173,000 square feet of industrial space was under construction in the Rockwall submarket, indicating that new supply will be less impactful on vacancies and rents 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 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

3285 SPRINGER LANE,  
ROCKWALL, TX 75032

Number of Suites	2
Number of Buildings	2
Total Square Feet	10,000
Warehouse Square Feet	8,500
Office Square Feet	1,500
Office Ratio	15%
Year Built	2016-2017
Lot Size	1.09 Acres
Type of Ownership	Fee Simple
Clear Height	14'-18'
Parking Spaces	13
Parking Surface	Concrete
Building Class	B
Tenancy	Single
Grade Level Doors	2
Construction	Masonry
Power	3 Phase (200 Amps & 12/240 Volts)
Type of Lighting	LED
Zoning	PD-46
Roof Type	Metal
HVAC Units	2
Market	Dallas/Ft Worth
Submarket	Rockwall

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3285 SPRINGER LANE

ROCKWALL, TX 75032

OFFERING PRICE  
**\$1,995,000**

Offering Price	\$1,995,000
Price/SF	\$199.50
Total Square Feet	10,000
Rental Rate	\$15.60
Lease Type	Modified Gross
Lease Term	3 Years
Tenancy	Single
Occupancy	50.00%

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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	Lease Type	Renewal Options and Option Year Rental Information
Urban Fire Protection	3285	5,000	50.0%	5/1/22	4/30/27	\$15.60	\$6,500	\$78,000	\$78,000	Modified Gross	\$6,500 Security Deposit. One (5-Year) Renewal Option
Vacant	3275	5,000	50.0%	N/A	N/A	\$0.00	\$0.00	\$0.00	\$69,996	NNN	Vacant Suite
Total		10,000				\$15.60	\$6,500	\$78,000	\$147,996		
Occupied Tenants: 1				Unoccupied Tenants: 1		Occupied GLA: 50.00%		Unoccupied GLA: 50.00%			
Total Current Rents: \$6,500						Occupied Current Rents: \$6,500		Unoccupied Current Rents: \$0			

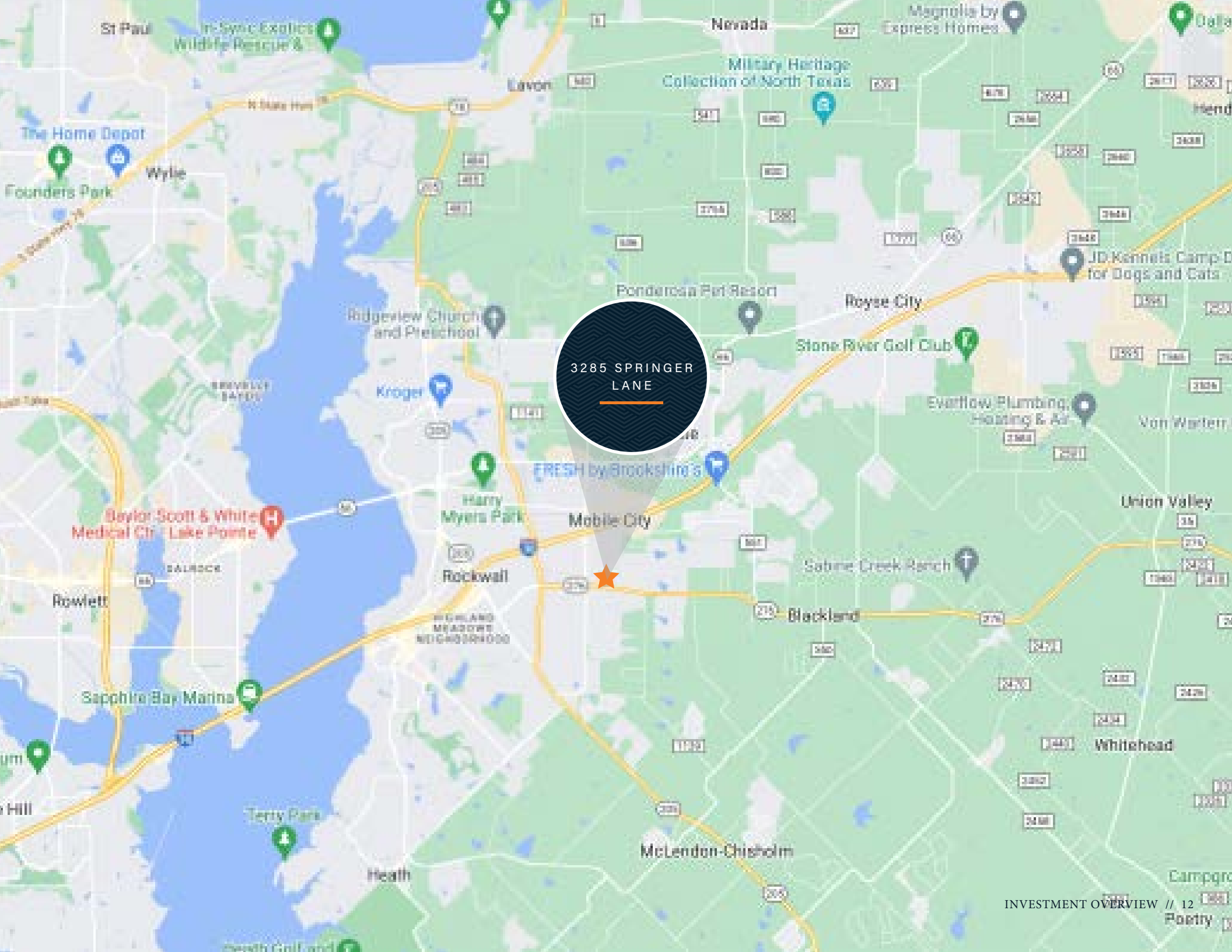
## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	78,000	7.80	147,996	14.80
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	0	0.00	3,051	0.31
Insurance	0	0.00	7,500	0.75
Real estate Taxes	0	0.00	9,250	0.93
Total Reimbursement Income	\$0	0.0%	\$19,801	50.0%
Effective Gross Revenue	\$78,000	\$7.80	\$167,797	\$16.78

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Utilities	1,012	0.10	1,012	0.10
Heating/Air Conditioning	250	0.03	250	0.03
Repairs & Maintenance	4,535	0.45	0	0.00
Landscaping	4,840	0.48	4,840	0.48
Insurance	7,039	0.70	15,000	1.50
Real Estate Taxes	17,294	1.73	18,500	1.85
Total Expenses	\$34,970	\$3.50	\$39,602	\$3.96
Expenses as % of EGR	44.8%		23.6%	
Net Operating Income	\$43,030	\$4.30	\$128,195	\$12.82





3285 SPRINGER  
LANE





3285 SPRINGER  
LANE







## 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 2023



National platform operating  
within the firm's  
brokerage offices



\$86.3 billion total  
national volume  
in 2023



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 series of overhead industrial lights hanging from a metal framework. In the lower left, there is a large, closed industrial door with several small, rectangular windows. The overall atmosphere is industrial and modern.

## SECTION 2

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### MARKET OVERVIEW

Marcus & Millichap

# 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 was forecasted 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



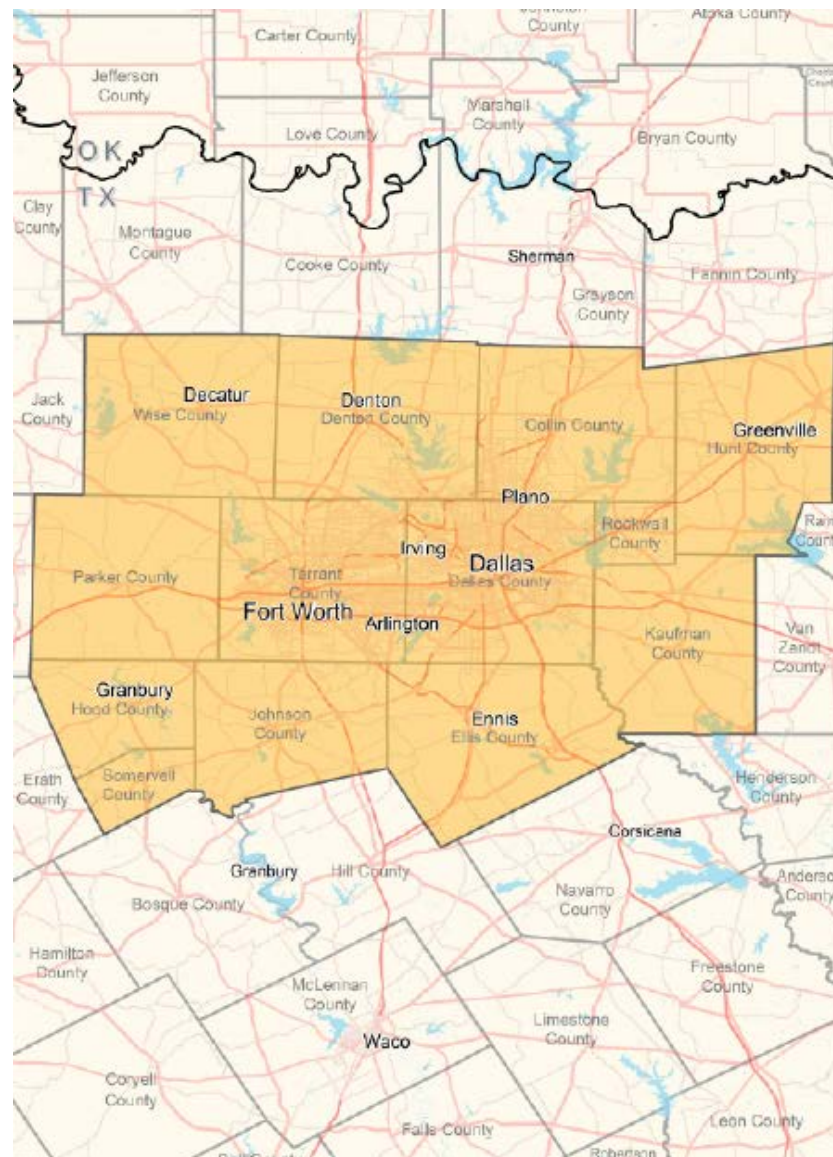
**12%**  
EDUCATION AND  
HEALTH SERVICES



**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, Denton, 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.

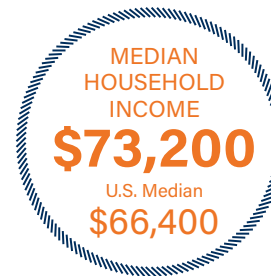
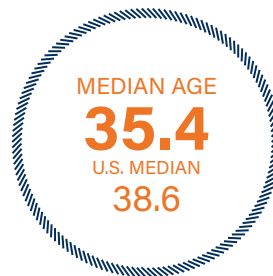




## METROPLEX GROWTH

### 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



78,551

Total Population  
Within 5 Miles



49.7%



50.3%



\$146,979

Average Household Income  
Within 5 Miles



53,880

Employees  
Within 1 Mile



## DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	3,641	36,193	92,434
<b>2022 Estimate</b>			
Total Population	3,145	30,950	78,551
<b>2010 Census</b>			
Total Population	2,207	20,771	51,669
<b>2000 Census</b>			
Total Population	295	8,485	25,908
<b>Daytime Population</b>			
2022 Estimate	1,951	32,987	73,694
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	1,211	12,021	32,020
<b>2022 Estimate</b>			
Total Households	1,043	10,189	27,084
Average (Mean) Household Size	3.2	3.0	2.9
<b>2010 Census</b>			
Total Households	725	6,702	17,673
<b>2000 Census</b>			
Total Households	98	2,815	8,983

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	22.5%	11.6%	15.4%
\$150,000-\$199,999	18.4%	14.4%	17.5%
\$100,000-\$149,999	25.4%	23.8%	25.5%
\$75,000-\$99,999	10.9%	11.8%	11.6%
\$50,000-\$74,999	11.5%	16.2%	13.6%
\$35,000-\$49,999	4.9%	9.6%	6.6%
\$25,000-\$34,999	2.4%	4.2%	3.4%
\$15,000-\$24,999	2.1%	4.8%	3.5%
Under \$15,000	1.7%	3.5%	2.8%
Average Household Income	\$173,041	\$126,821	\$146,979
Median Household Income	\$128,519	\$99,539	\$113,893
Per Capita Income	\$57,390	\$41,875	\$50,731
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	3,145	30,950	78,551
Under 20	32.7%	31.6%	29.2%
20 to 34 Years	16.3%	19.4%	16.7%
35 to 39 Years	8.6%	8.8%	7.5%
40 to 49 Years	16.5%	15.3%	14.8%
50 to 64 Years	17.3%	15.5%	18.5%
Age 65+	8.7%	9.4%	13.3%
Median Age	35.7	34.4	37.8
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	1,948	19,340	51,326
Elementary (0-8)	2.1%	5.1%	3.4%
Some High School (9-11)	3.3%	4.9%	3.6%
High School Graduate (12)	20.4%	21.9%	19.3%
Some College (13-15)	26.4%	24.2%	23.8%
Associate Degree Only	9.5%	9.6%	8.9%
Bachelor's Degree Only	24.6%	22.4%	25.9%
Graduate Degree	13.7%	11.9%	15.1%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	39.0	35.0	36.0



## 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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