

# GRAND PRAIRIE - 4226 E. MAIN ST.

14.8 MILES | 16 MINUTES

DFW INTERNATIONAL AIRPORT

6.6 MILES | 13 MINUTES

IRVING

2.8 MILES | 5 MINUTES

30 INTERSTATE 30

35 ACRE IMMEDIATELY  
AVAILABLE FOR LEASE

INDUSTRIAL OUTDOOR STORAGE OFFERING - 35 ACRES - FOR LEASE

DAVIDSON BOGEL  
INDUSTRIAL

# LISTING TEAM



## DAVID GUINN

### Director, Industrial

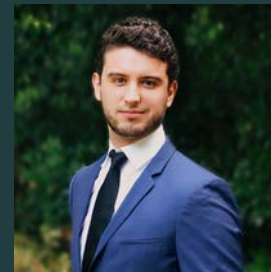
David Guinn serves as the Director of Industrial on the Urban Team at Davidson Bogel Real Estate, LLC. He is responsible for the management and organic growth of the industrial team specializing in urban industrial, property leasing, tenant representation, dispositions, acquisitions, covered land, industrial land, 1031 exchange relocation, and sale-leasebacks. David also runs the Industrial Outside Storage (IOS) team at Davidson Bogel which has helped several of the largest investors in the US such as Zenith, Industrial Outdoor Ventures (IOV), Stonemont, and Alterra source over 26 off market acquisitions since 2021. David is a Graham, Texas native with a background and family ties to farm and ranch sales as well as oil and gas investments. He was a three-year letterman on the Abilene Christian University football team and earned his Bachelor of Business Administration degree in Business Management and a minor in Business Marketing while enrolled there.

David began his career at Stream Realty Partners in 2015 as an analyst and later an Associate on the industrial team with an emphasis on tenant representation and building sales. Later, David took a position as Market Director at Mercer Company with a primary focus on how to master local submarkets and valuing/underwriting industrial investment transactions.

Since arriving at Davidson Bogel in June of 2020, through the disposition, acquisition, tenant representation, and leasing, David's clients have transacted over 2.5 million square feet of industrial buildings and over 400 acres of land with a total aggregate transaction value of over \$400,000,000.

David's passion, faith, hard work, honesty, and dedication to using his local market knowledge and creativity have helped his clients achieve a competitive edge and the best results in all of their real estate needs.

David married his wife Maria, a 5th-grade science teacher in Highland Park, in March of 2019 and welcomed their first baby boy George in January 2023.



## RICARDO QUINONES

### Industrial

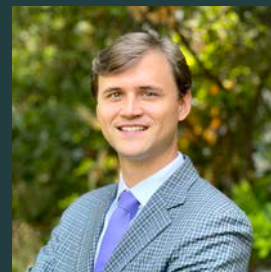
Ricardo Quinones focuses on acquisitions, dispositions, and ground-up development across the DFW metroplex. His involvement in the process of project execution stems from client consulting, relationships with the different entities within a city, and, lastly, working with other national and international capital sources.

Since 2021, which accounts for his last two years at Davidson Bogel Real Estate, Ricardo has closed over 20 large transactions in different commercial asset classes, primarily in the Industrial space.

Ricardo believes that the best real estate will center on assets with irreplaceable zoning. He also strives to create a relationship with neighboring communities because he understands the value of building a city and concentrating on developing organized clusters within it.

Ricardo saw a diverse community in DFW as an opportunity to immerse himself and operate in a unique globalized commercial real estate market.

Having lived most of his life in Guatemala City, Ricardo could see first-hand how new industries from international businesses outsourcing into the country and a fast-growing population led to the largest city in Central America. It was not only the physical and economic aspects of the growth that captured his attention but the art of bringing new ideas together to a society with a different culture open to embrace this newness.



## MARTIN GROSSMAN

### Industrial

Martin Grossman is an Associate on the Urban Team, focusing on leasing, dispositions, and acquisitions in industrial markets and emerging urban core neighborhoods. He is passionate about knowing the communities, markets, and neighborhoods he serves, providing him the ability to add value to his clients.

Before joining DB2RE, Martin worked at PS Business Parks, focusing on industrial, flex, and retail Project Leasing completing over 230 transactions in their Dallas and Austin markets. Martin started commercial real estate at Jim Lake Companies, primarily on Project Leasing, Project Management, and Property Management on urban mixed-use redevelopment projects in Dallas and tertiary markets.

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# THE OFFERING

DAVIDSON & BOGEL REAL ESTATE, as exclusive advisor, is pleased to present the opportunity to lease 4226 E Main Street (the "Property"); a rare fully improved industrial outdoor storage ("IOS") site totaling approximately 64.95 acres and 85,000 SF of improvements. Currently, the Property is 46% occupied by Insurance Auto Auction (IAA) until October 31st, 2029. The remaining 35 AC is ready for immediate lease-up, with its own separately gated entrance off Main St in Grand Prairie.

The Property is truly unique for end users due to its location, existing improvements, and in place Heavy Industrial (HI) zoning that has two Special Use Permits (SUPs) in place tied to the Property; SUP (618) – Auto Salvage & SUP (684) Inoperable Vehicle Holding Yard and Flea Market. These existing SUPs make the Property truly a once in a lifetime opportunity for companies which operate underneath these uses because of how difficult they are to obtain from local municipalities.

Strategically positioned within the Western Lonestar/Turnpike submarket in the heart of the DFW Metroplex. The Property offers unmatched access to over 7 million people, as well as DFW's primary commercial and residential hubs and is in immediate proximity to some of the largest new industrial developments in the DFW Metroplex. More importantly, the Property provides excellent connectivity to major transportation arteries: IH 161, IH 360, IH 30, and IH 112 which serves as a connection point to IH 20, IH 183, IH 114, and IH 635. This area allows its constituents to have immediate access to the entire DFW Metroplex.

The Property, totaling 64.95 acres having 35 acres available today, is fully paved, fenced, lit, gated, and secured, is move in ready for tenants. Current ownership is a long-term holder that is extremely well capitalized and is willing to provide a tenant improvement allowance (if necessary) to qualified tenants. Pricing is available upon request.



# DFW IOS MARKET OVERVIEW

Dallas/Fort Worth's strategic central location has driven one of the most impressive industrial real estate markets in the United States. As such, the metro is home to some of the strongest industrial activity in the country with consistently high occupancy, absorption and well-supported rent growth.

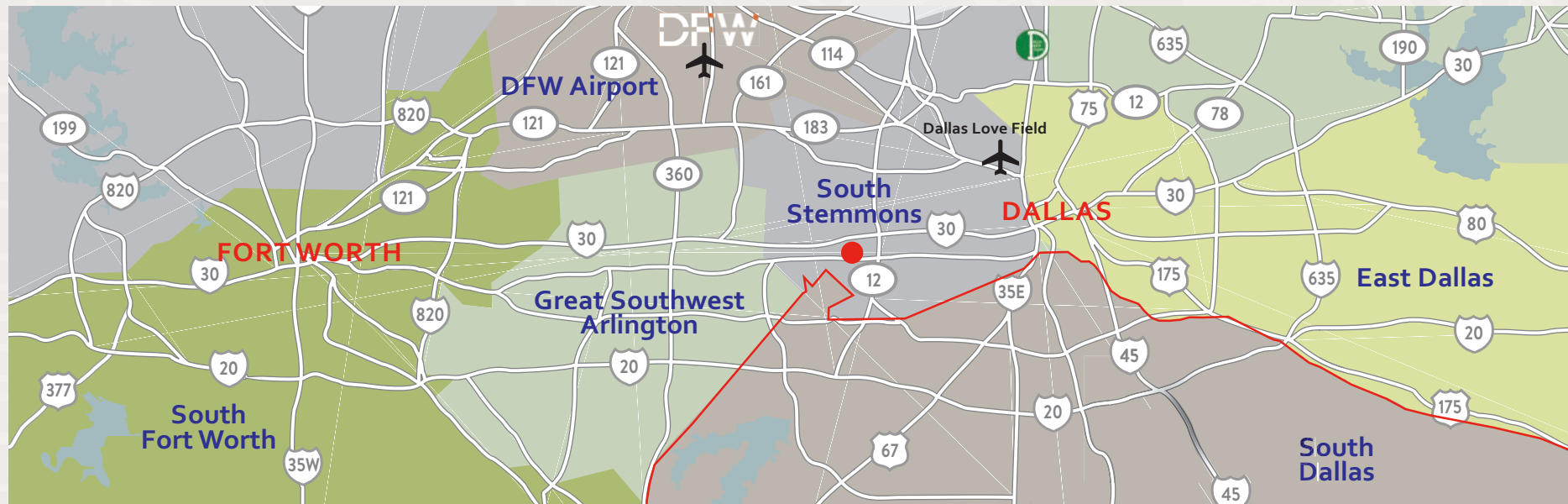
The metro's industrial strength is based upon its central location within the US, business friendly tax environment, access to highly skilled labor, and premier infrastructure—namely, the presence of four major intermodal terminals, DFW International Airport, Alliance Airport, and one of the most developed highway networks in the nation, rendering it a major inland port.

These key factors have driven current construction activity soaring to new heights with 64.5 MSF of industrial space currently underway as of Q1 2023. Speculative sites account for the majority of product under construction at 57.9 MSF (87.9%) which directly affects the IOS market in DFW. Speculative developments of big box industrial typically maximize the amount of building square footage on their sites, resulting in many projects that have not delivered an appropriate amount of trailer storage to satisfy eventual tenant needs. With the majority of the leasing demand for these spaces being led by ecommerce and logistics occupiers, there is a very real unmet need for additional space to store trucks, trailers, and equipment.

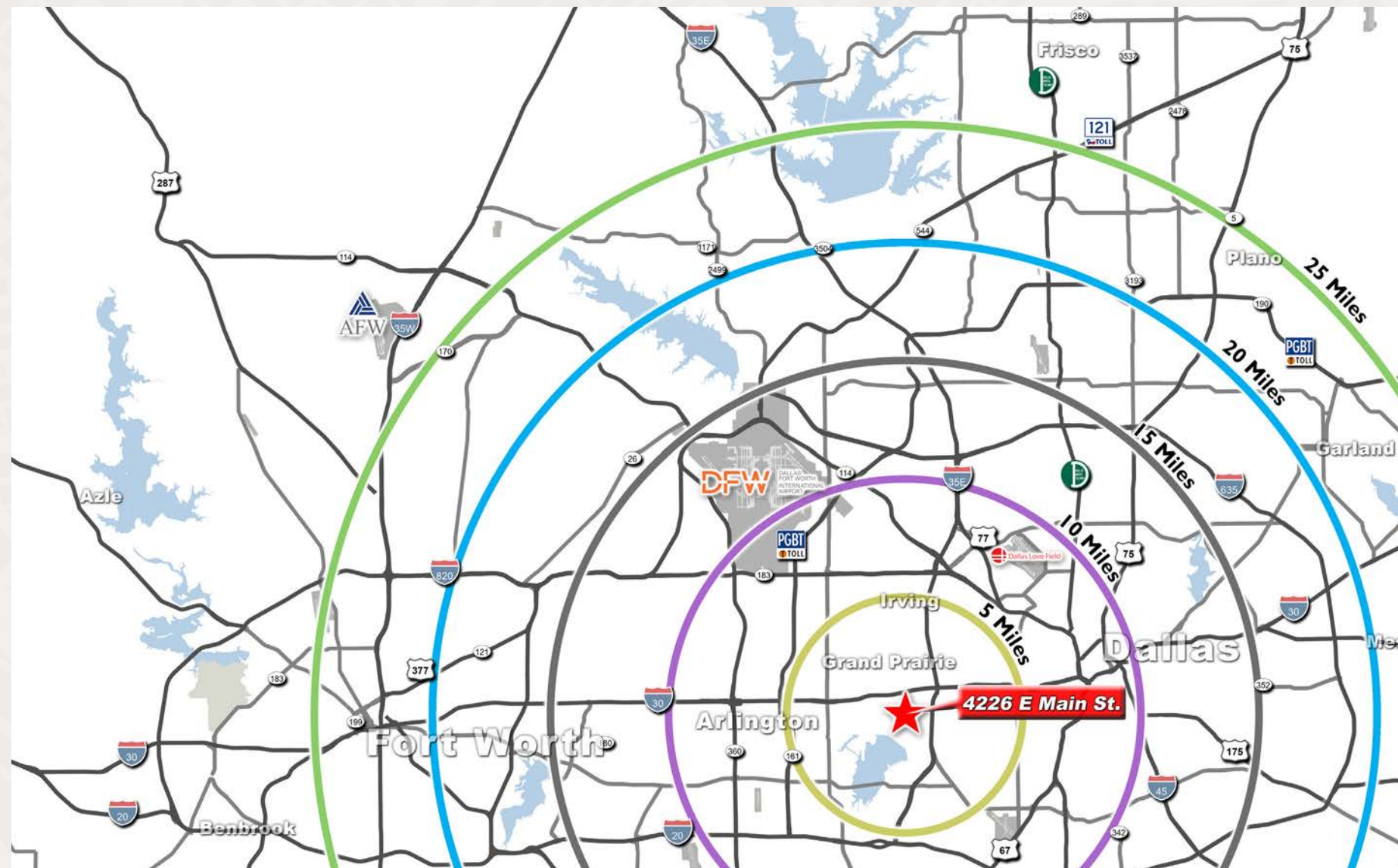
Another key factor that is driving the demand for IOS sites in DFW is that material suppliers, equipment suppliers, and concrete batch plant operators are running at full capacity to produce enough material to match the demand for all the new construction. All of these businesses require trucks to be constantly on the road and, coupled with rising fuel costs, having a secure place to store vehicle or equipment at night is more mission critical than ever. Per Jim Ward, President of the Truckload Carriers Association, "With only one truck parking space for every 11 drivers on the road, and over 85% of drivers citing parking as the #1 cause of stress at work, alleviating the truck parking shortage will help retain drivers and prevent the driver shortage from getting worse." Commonly truck stops are viewed as a premises liability for companies with the most common obstacles being difficult parking locations resulting in high-risk accident areas, extremely limited personal vehicle parking for drivers and restricted ability to enter and exit the truck stop, a key obstacle for distribution.

One factor in DFW specifically that limits the current and future supply of IOS facilities is the availability of zoning. In Dallas, the existing zoning that allows the use by right are: HI (Heavy Industrial), IM (Industrial Manufacturing), IR (Industrial Research), LI (Light industrial) and CS (Commercial Services). All of those are still subject to residential adjacency review (RAR), and the majority of the sites (especially 12 ac+) with those existing entitlements located in last-mile locations have already traded to developers the last 24-48 months. With supply decreasing, demand skyrocketing, and land basis still trading at less than 25% of costs in coastal markets across the US, the market for IOS in DFW remains strong.

IOS sites that have zoning in place to allow the use within close proximity to new speculative industrial development, intermodals, and material suppliers will continue to rapidly increase in value. The Property fits all those requirements and will continue to see rapid appreciation over the next cycle.



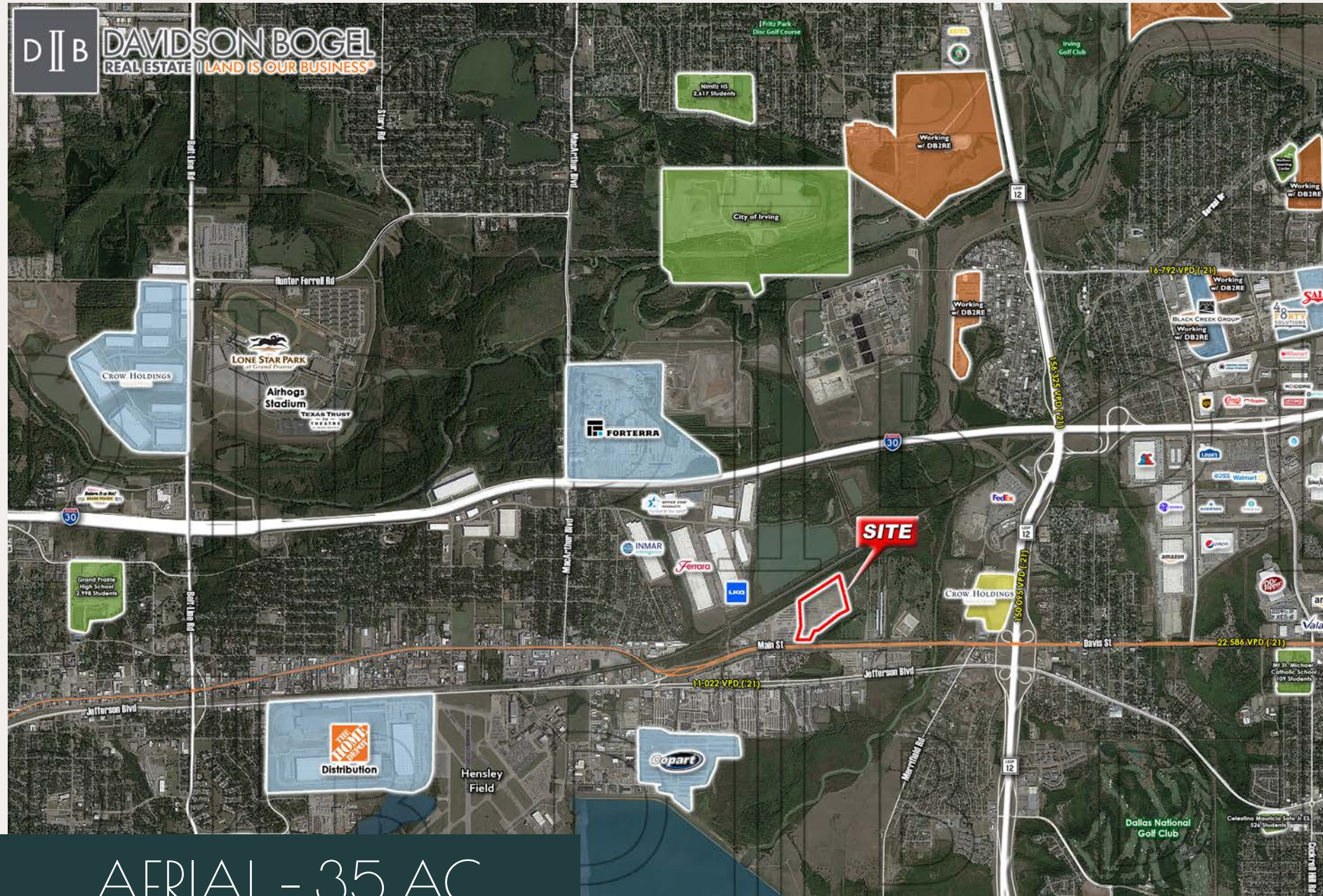
4226 E Main Street is located within the Western/Turnpike submarket on the Grand Prairie side of the Dallas / Grand Prairie border in the heart of the DFW Metroplex. The property is located within 4 miles of IH 161, and one mile of IH Loop 12, which serves as a connection point to IH 30, IH 20, IH 183, IH 114, and IH 635, allowing its constituents to have immediate access to the entire DFW metroplex. The submarket has an astounding vacancy rate of only 1.5% and Rent growth grew at a remarkable 13.6% over the past year, which brought the three-year average rent growth up to 7.0%. Much of this area, especially north of I-30, falls within the Trinity River floodplain, where development is untenable – making this submarket inherently supply-constrained with high barriers to entry. Zoning in Grand Prairie is extremely restrictive for IOS, requiring full concrete pavement, so once occupants establish occupancy on a site they almost never leave. With the existing improvements, heavy industrial (HI) zoning, and special use permits (SUPs) for inoperable motor vehicles and auto salvage already in place – 4226 E Main Street is move in ready solution for businesses in one of the hardest markets to enter in the entire DFW Metroplex.



## SUBMARKET OVERVIEW – SOUTH DALLAS

## SITE DRIVE TIMES

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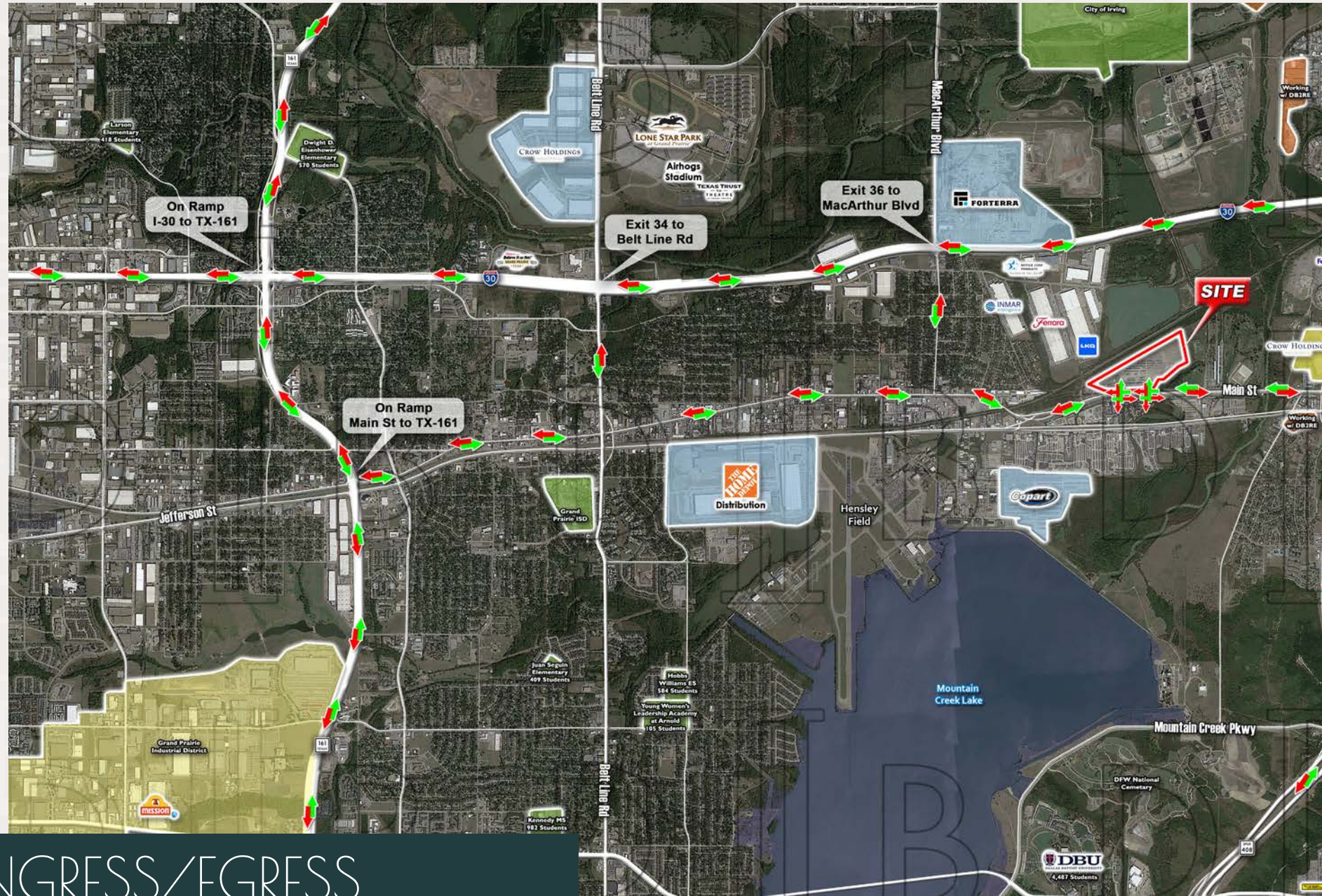


AERIAL - 35 AC

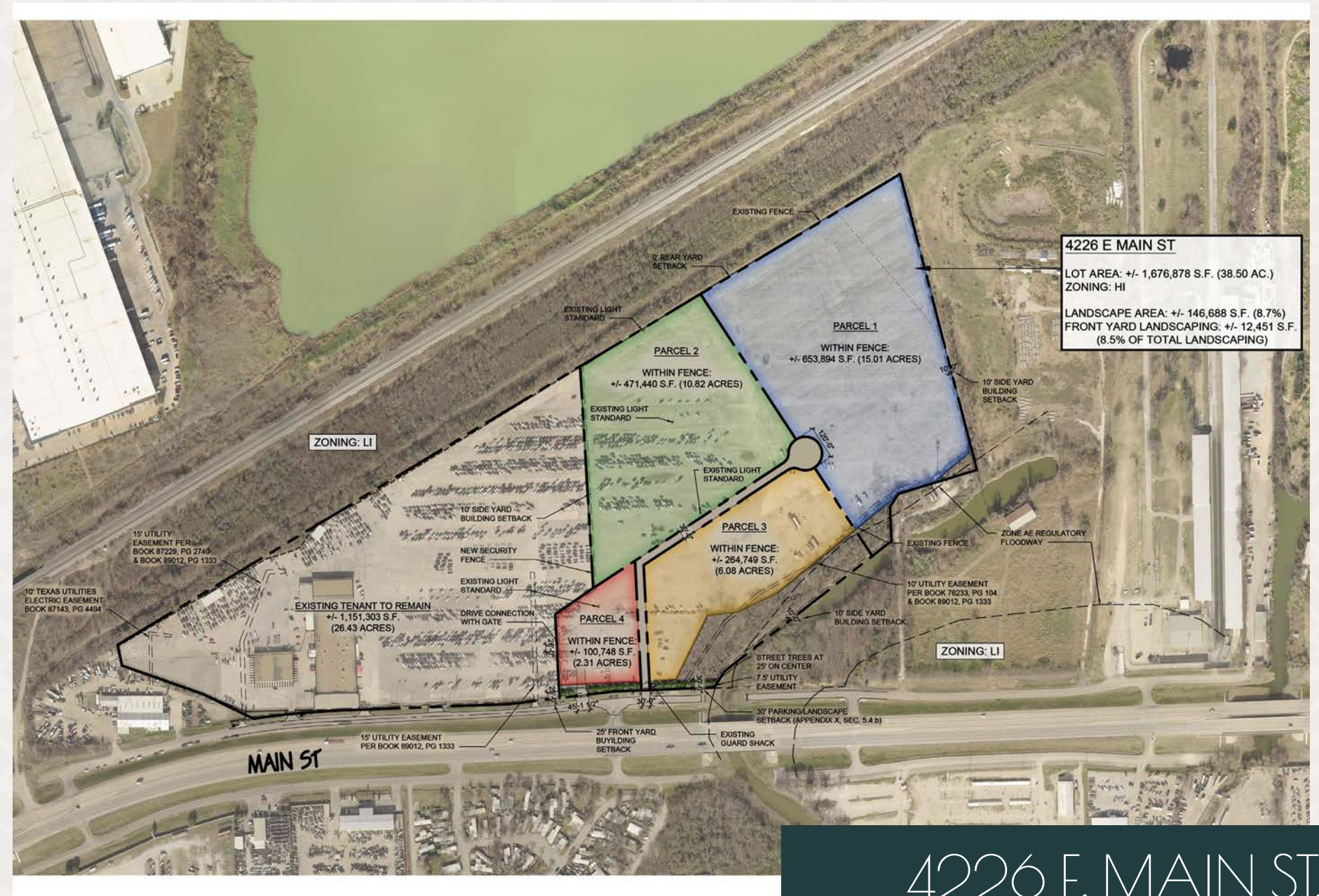


AERIAL - 64.295 AC

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INGRESS/EGRESS



4226 E. MAIN ST.

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# PROPERTY DETAILS

ADDRESS	4226 E Main St.
CITY, STATE ZIP	Grand Prairie, TX 75050
SUBMARKET	Grand Prairie Submarket
RENT PER AC / MO	Market
LAND SIZE (AC)	± 35.0 - 64.295 AC
PROPERTY TYPE	Outdoor Storage / Motor Vehicle Yard
SECURITY	Fencing / Electric Gates / Pole Lighting
SURFACE	Concrete & Asphalt
ZONING	HI

1.  1.19 Miles to Loop 12

2.  4.5 Miles from Hwy. 161

3.  2.4 Miles from I-30



# ZONING SUMMARY

## HI – Heavy Industrial

The Heavy Industrial District (HI) is intended to provide suitable areas for the development of intensive industrial and manufacturing activities, including outdoor storage.

### Allowed uses by right:

- Heavy Machine Sales (Outside)
- Lumber Sales
- Auto Dealer
- Auto Dealer Used
- Auto/Truck Rental
- Auto Parking Primary Use
- Structed Parking
- Heavy Truck/Heavy Equipment Repair – X5
- Truck Stop with Gas Sales – X5
- Outside Storage – X5
- Outside Storage w/ Heavy Equipment

There are two existing Special Use Permits (SUPs) tied to the property for the following uses:

### [SUP No. 618](#)

North side of 4226 East Main Street Lots 1 and 2, Block 1 received approval for specific use permits for an Inoperable Holding Yard and Auto Salvage.

### [SUP No. 684](#)

Northeast side of 4226 East Main Street's 29.4 acres received approval for a zoning change from Light Industrial to Heavy Industrial and specific use permit for Auto Salvage.





# WHY CHOOSE DFW?

**#4**  
REAL ESTATE  
MARKET IN  
2021

**#1**  
MSA FOR  
PROJECTED  
POPULATION  
GROWTH

(LEADING PRO-BUSINESS  
ENVIRONMENT)

**#1**  
MARKET FOR  
DOING BUSINESS  
17 YEARS IN A  
ROW

**749,726**  
PROJECTED  
NEW RESIDENTS  
BY 2026

**152,000**  
JOBS ADDED  
FROM AUG 2020  
TO AUG 2021

(ONE OF ONLY TWO MARKETS  
TO ADD 100,000/YR)

**350**  
PEOPLE MOVE  
TO DFW DAILY

(ONE NEW RESIDENT  
EVERY FOUR MINUTES)

## DALLAS-FORT WORTH MSA MARKET OUTLOOK

(~\$112B Industrial Market Size; ~\$5B IOS Market Size)

North Texas remains a destination for corporate occupiers and job seekers alike. With 4.0 million people employed, the region has fully recovered the jobs lost at the onset of the pandemic. DFW's population increased by 112,787 people, year-over-year, maintaining the long trend of population growth. With its continued increase in population, the Dallas-Fort Worth Metropolitan Statistical Area (MSA) is the 4th largest in the country with a population of 7.6 million.

The MSA has also transitioned to become the second-largest industrial hub in the country (just behind Chicago) with an inventory of ~1 billion square feet of industrial product. Local and regional growth will continue to be a long-term market driver for ecommerce and logistics occupiers. The region includes two major cargo moving airports (DFW and Alliance), three Class 1 railroads (Union Pacific, BNSF, and Kansas City Southern), and is the point of convergence for four interstates. Interstate 35, the "NAFTA Highway", provides direct access to manufacturing centers in Mexico and is the backbone of a major auto manufacturing corridor, the Texas-Mexico Automotive Supercluster, that stretches from the Bajío in Mexico to Dallas/Fort Worth.

DFW International Airport, the region's gateway to the world and economic engine that drives \$37 billion in economic activity, reported a 14.8% year-over-year growth in cargo movement for the past twelve months through January 2022. DFW Airport is the 4th busiest in the world in terms of total operations and provides connections to 28 major cargo markets, including key hubs in Asia and Europe. Cargo was impacted much less than passenger traffic over the past two years by the pandemic as ecommerce demand increased and shipments of PPE circulated throughout the world. The development pipeline in Dallas remains extremely robust, with an additional ~58.14 million square feet of industrial property scheduled to deliver across 100 properties. An estimated 26.4% of this product is already preleased. A majority of the Industrial product coming online is large format, Class A distribution facilities.

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# DFW NATIONAL RECOGNITION

- Commercial property sales in North Texas were up 54% from the first six months of 2021, Dallas Morning News (2022)
- Rent hikes in Dallas-Fort Worth are outpacing the nation, Dallas Business Journal (2022)
- Dallas-Fort Worth forecast to lead state and much of nation in new jobs over next five years, Dallas Morning News (2022)
- Huge Leasing Numbers For Dallas Data Centers Mark 'Quantum Shift', Bisnow (2022)
- North Texas saw a third consecutive quarter of positive net absorption, Dallas Business Journal (2022)
- Dallas Commercial Real Estate Market Leads Nation in New Investors, Northspyre (2022)
- Dallas-Fort Worth ranks No. 1 in U.S. for most active real estate market in last decade, StorageCafe (2022)
  - #1 for new industrial space (more than 228 million square feet).
  - #1 for new self-storage space (more than 22.9 million square feet).
  - #2 for single-family home permits (323,250).
  - #2 for multi-family permits (233,246).
  - #2 for new retail space (more than 47.8 million square feet).
  - #2 for new office space (nearly 55 million square feet).
- Dallas tops LA and NY in first quarter real estate investments, TheRealDeal (2022)
- Dallas-Fort Worth leads nation in industrial property construction (67 million square feet), CoStar (2022)

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# DFW ECONOMIC HIGHLIGHTS

**20.4%**  
POPULATION  
GROWTH FROM  
2010 - 2020  
OUTPACING THE  
U.S. AVERAGE

**#2**  
IN THE NATION  
IN POST-COVID  
JOB RECOVERY

**72%**  
OF DFW HIGHER  
EDUCATED  
GRADUATES STAY  
& WORK IN THE  
REGION  
(6<sup>TH</sup> HIGHEST RETENTION  
IN THE U.S.)

**#3**  
IN THE COUNTRY  
FOR JOB  
GROWTH  
PERCENTAGE  
(14.9% GROWTH FROM  
DEC 2015 - DEC 2020)

LOW COST  
OF DOING  
BUSINESS  
WITH A SCORE  
OF **98.1**  
(U.S. AVERAGE 100)

**2**  
FORTUNE 10  
COMPANY  
HQ'S  
(EXXON #6, MCKESSON #9,  
AT&T #13)

Davidson & Bogel Real Estate, LLC: The information contained in this document pertaining to Grand Prairie - 4226 E. Main St. (the "Property") has been obtained from sources believed reliable. While DB2RE does not doubt its accuracy, DB2RE has not verified the information and makes no guarantee, warranty or representation about the information contained in this package. It is your (Purchaser) responsibility to independently confirm the accuracy and completeness of the information. Any projections, opinions, assumptions or estimates used herein are for example only and does not represent the current or future performance of the property. The value of this transaction to you depends on tax and other factors which should be evaluated by your tax, financial and legal advisors. You and your advisors should conduct a careful, independent investigation of the property to determine to your satisfaction the suitability of the property for your needs. Photos herein are the property of their respective owners and use of these images without the express written consent of the owner is prohibited. DB2RE and the DB2RE logo are service marks of Davidson & Bogel Real Estate, LLC and/ or its affiliated or related companies in the United States and other countries. All other marks displayed as well as any elements of this document are the property of their respective owners and DB2RE. No transmission of this document is permitted without written consent from DB2RE. As a condition of DB2RE's consent to communicate the information contained herein—as well as any information that may be communicated to you subsequently either verbally or in writing by DB2RE, owner or agents of either of these parties regarding the Property – it is required that you agree to treat all such information confidentially.

DISCLOSURE



### 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:
  - o that the owner will accept a price less than the written asking price;
  - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
  - o 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.

DB Urban, LLC	9009183	info@db2re.com	214-526-3626
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Martin Grossman	637148	mgrossman@db2re.com	214-526-3626
Sales Agent/Associate's Name	License No.	Email	Phone

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

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Ricardo Quinones	725372	rquinones@db2re.com	214-526-3626
Licensed Supervisor of Sales Agent/ Associate	License No.	Email	Phone
N/A	N/A	N/A	N/A
Sales Agent/Associate's Name	License No.	Email	Phone

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

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# INDUSTRIAL OUTDOOR STORAGE OFFERING – 4226 E. MAIN ST.

## LISTING TEAM

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