



LEGACY
COMMERCIAL
GROUP

kw DALLAS
METRO NORTH
KELLERWILLIAMS, REALTY

kw KELLERWILLIAMS,
REALTY

FOR SALE

LAND

**W H-Way 287 & Rex
Odom Rd, Midlothian
TX, 76065**

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Director

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GUILLERMO SIGALA

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The Brochure

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OFFERING MEMORANDUM



US 287 & REX ODOM DRIVE

MIDLOTHIAN, TX



KW COMMERCIAL
2611 Cross Timbers, Ste. 100
Flower Mound, TX 75028

PRESENTED BY:

STEVE MADISON
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MIDLOTHIAN, TX

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All data and assumptions regarding financial performance, including that used for financial modeling purposes, may differ from actual data or performance. Any estimates of market rents and/or projected rents that may be provided to a party do not necessarily mean that rents can be established at or increased to that level. Parties must evaluate any applicable contractual and governmental limitations as well as market conditions, vacancy factors and other issues in order to determine rents from or for the property. Legal questions should be discussed by the party with an attorney. Tax questions should be discussed by the party with a certified public accountant or tax attorney. Title questions should be discussed by the party with a title officer or attorney. Questions regarding the condition of the property and whether the property complies with applicable governmental requirements should be discussed by the party with appropriate engineers, architects, contractors, other consultants and governmental agencies. All properties and services are marketed by Flower Mound, TX in compliance with all applicable fair housing and equal opportunity laws.

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US 287 & REX ODOM DRIVE

Why KW

WHY

Hire KW Commercial for Land and Development:

- **More than 2,000 brokers in over 800 offices**, including tier 2 and 3 cities in 49 states
- State-of-the-art transaction process
- No conflicts of interest
- Secure online service portal
- Largest network of residential brokers

I specialize in land brokerage and development services and possess an exceptional understanding of the complex factors that influence the land brokerage transaction and have the extensive experience and contacts to get the deal done right.

Working in coordination with my other specialties, land and development services include:

- Sales leasing and negotiation
- Site selection and demographics
- Entitlement and approval services
- Environmental resource constraints
- Feasibility analysis
- Valuation services
- Infrastructure analysis



ABOUT

KW Commercial:

KW Commercial, the commercial real estate arm of Keller Williams Realty, the largest real estate company in North America, is no stranger to success. Our commercial team consists of the most knowledgeable, results-driven brokers backed by the most innovative and scalable technology the commercial real estate industry has to offer. Our KW Commercial agents and brokers are held to the highest standard of business to exceed our clients' needs in virtually any market nationwide.

An agent-centric company, **our mission is "to build commercial careers worth having, businesses worth owning and lives worth living."** KW Commercial associates have the training, technology, marketing tools and resources to serve their clients at the highest level. Our agents work harder because their work directly influences their bottom line.

KW Commercial agents are located in over 800 offices nationwide, including secondary and tertiary markets. This means wherever you need a commercial agent, there is one there for you. With this many locations, we are never far from where our clients need to be.

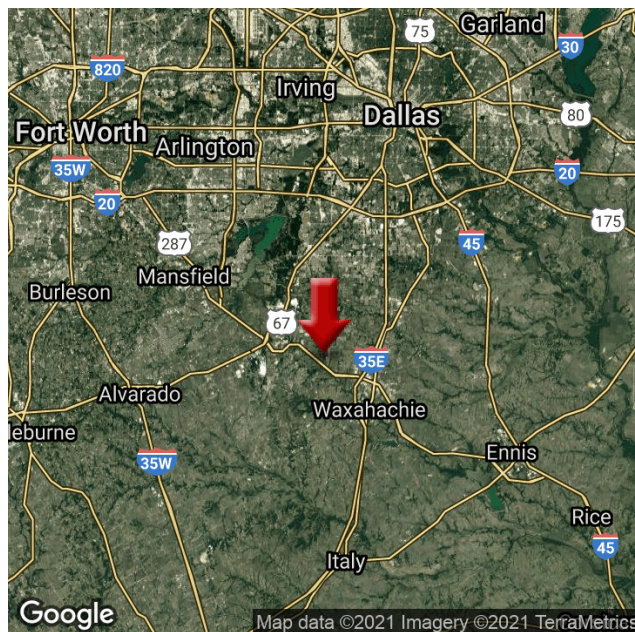


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US 287 & REX ODOM DRIVE

Executive Summary



OFFERING SUMMARY

| | |
|---------------------|--|
| SALE PRICE: | \$20,353,410.00 |
| LOT SIZE: | 89 Acres |
| ZONING: | Current: Agricultural. Future: Planned Development approval process per the City of Midlothian |
| MARKET: | Dallas/Fort Worth |
| SUBMARKET: | Midlothian/Waxahachie |
| PRICE / SF: | \$5.25 |
| PRICE / ACRE | \$228,690.00 |

PROPERTY OVERVIEW

SPECTACULAR DEVELOPMENT OPPORTUNITY: 89 pristine acres overlooking the US 287 growth corridor which connects the rapidly growing cities of Midlothian and Waxahachie, Texas. Of note should be the adjacent 966 acre/2700 home Diamond J Ranch development and nearby Mid-Way Regional Airport. Other recent residential approvals will bring the estimated total NEW single family homes within a 10 minute drive of the property to over 15,000 when phased buildout completes beginning in 2026. A brand new customer base for the coming Ellis County Brick and Mortar Retail Renaissance.

PROPERTY HIGHLIGHTS

- New Housing: Diamond J Ranch; 966 acres/2700 homes & Emory Lakes; 3000 acres/9,000 homes - total approximately 15,000 new homes in phased delivery through 2026.
- New jobs: Google Data Center & Regional Headquarters
- New Hospitals: Methodist Medical Center, Midlothian and Baylor Scott & White, Waxahachie
- New Local Connector Roads: New Roads Planned by City of Midlothian, Connect Diamond J to Property & US 287
- Frontage: US 287, Rex Odom and Prong Creek
- Best Value and Largest Retail Site between Midlothian and Waxahachie per CoStar Commercial Land Listings August 2021

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US 287 & REX ODOM DRIVE

Property Details

SALE PRICE

\$20,353,410.00

LOCATION INFORMATION

| | |
|------------------|-------------------------|
| Street Address | US 287 & REX ODOM DRIVE |
| City, State, Zip | Midlothian, TX 75167 |
| County/Township | Ellis |
| Market | Dallas/Fort Worth |
| Submarket | Midlothian/Waxahachie |

LAND

| | |
|----------------|--|
| Number Of Lots | 1 |
| Best Use | Destination Retail, Multi-Family Residential |
| Current Use | Agriculture Lease |

PROPERTY DETAILS

| | |
|------------------|--|
| Property Type | Land |
| Property Subtype | Other |
| Zoning | Current: Agricultural. Future: Planned Development approval process per the City of Midlothian |
| Lot Size | 89 Acres |

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CLIENT TRACTS V. ACTIVE LAND LISTINGS MIDLOTHIAN-WAXHAHCHIE

MARCH 2021 - UPDATED AUGUST 2021

| NUMBER | CITY | ADDRESS | UTILITIES | ACCESS | ACRES | PRICE | \$PAC | \$PSF | DAYS ON MARKET | YEARS ON MARKET |
|--------|------|-------------------------------|-----------|---------|-------|------------------|---------------|----------|----------------|-----------------|
| 22 | MID | US287 & Mt. Zion | Y | Y | 6.47 | \$ 4,277,500.00 | \$ 652,400.31 | \$ 14.98 | 1770 | 4.85 |
| 13 | MID | US 287 & 14TH ST | Y | Y | 18.65 | \$ 7,311,546.00 | \$ 392,040.00 | \$ 9.00 | 245 | 0.67 |
| 20 | WAX | N. Hedgewood & US 77 | Y | Y | 15.34 | \$ 6,000,000.00 | \$ 391,134.29 | \$ 8.98 | 619 | 1.70 |
| 24 | MID | US 287 & Primrose | Y | Y | 6.05 | \$ 2,240,000.00 | \$ 370,247.00 | \$ 8.50 | 2637 | 7.22 |
| 23 | WAX | 2301 N.US 77 North Grove Park | Y | Y | 12.22 | \$ 4,035,790.00 | \$ 330,261.00 | \$ 7.58 | 897 | 2.46 |
| 12 | MID | US 287 & WALNUT G | Y | Y | 42.90 | \$ 13,420,566.00 | \$ 312,760.00 | \$ 7.18 | 1935 | 5.30 |
| 19 | WAX | Hedgewood Drive - Arbors Park | Y | Y | 12.99 | \$ 3,676,900.00 | \$ 283,139.02 | \$ 6.50 | 1289 | 3.53 |
| 11 | WAX | ALLIANCE BLVD | Y | Y | 10.20 | \$ 2,665,000.00 | \$ 261,274.00 | \$ 6.00 | 275 | 0.75 |
| 25 | WAX | TBD Alliance Blvd | Y | Y | 10.20 | \$ 2,665,000.00 | \$ 261,274.51 | \$ 6.00 | 413 | 1.13 |
| 15 | MID | US 287 & Rex Odom | PARTIAL | PARTIAL | 89.00 | \$ 20,353,410.00 | \$ 228,690.00 | \$ 5.25 | 300 | 0.82 |
| 4 | WAX | 1326 BROWN ST | Y | Y | 30.38 | \$ 6,777,465.00 | \$ 223,089.00 | \$ 5.12 | 645 | 1.77 |
| 6 | MID | 2451 FM 663 | Y | Y | 21.59 | \$ 4,040,000.00 | \$ 187,123.00 | \$ 4.30 | 959 | 2.63 |
| 9 | MID | 771 E MAIN | Y | Y | 11.05 | \$ 1,900,000.00 | \$ 171,945.00 | \$ 3.95 | 1050 | 2.88 |
| 10 | MID | REX ODOM | N | Y | 11.00 | \$ 1,800,000.00 | \$ 163,636.00 | \$ 3.76 | 27 | 0.07 |
| 18 | MID | 6210 FM 1387 | Y | Y | 8.90 | \$ 1,400,000.00 | \$ 157,303.37 | \$ 3.61 | 1065 | 2.92 |
| 8 | WAX | US 287 & OVILLA RD | Y | Y | 50.00 | \$ 7,623,000.00 | \$ 152,000.00 | \$ 3.50 | 167 | 0.46 |
| 3 | MID | 721 BELMONT DR | Y | Y | 15.93 | \$ 2,375,000.00 | \$ 149,089.00 | \$ 3.42 | 566 | 1.55 |
| 2 | MID | 3051 FM 663 | Y | Y | 35.18 | \$ 5,170,000.00 | \$ 146,958.00 | \$ 3.37 | 78 | 0.21 |
| 26 | WAX | 1630 N US 77 | Y | Y | 17.64 | \$ 2,444,578.00 | \$ 138,581.52 | \$ 3.18 | 3310 | 9.07 |
| 21 | WAX | 1829 US287 Business | Y | Y | 14.58 | \$ 1,850,000.00 | \$ 126,886.15 | \$ 2.91 | 64 | 0.18 |
| 1 | WAX | I35 & BROOKSIDE | Y | Y | 46.10 | \$ 4,016,088.00 | \$ 87,129.00 | \$ 2.00 | 547 | 1.50 |
| 5 | MID | BUSINESS 67 | Y | Y | 19.16 | \$ 1,669,219.00 | \$ 87,119.00 | \$ 2.00 | 251 | 0.69 |
| 17 | WAX | Longbranch Road | Y | Y | 90.00 | \$ 7,840,800.00 | \$ 87,120.00 | \$ 2.00 | 300 | 0.82 |
| 7 | WAX | US 287 & FARLEY | Y | Y | 34.02 | \$ 2,000,000.00 | \$ 58,788.00 | \$ 1.35 | 51 | 0.14 |
| | | | | | | | | | | |
| | | MEDIAN LAND LISTING | Y | Y | 16.79 | \$ 3,846,494.00 | \$ 179,534.00 | \$ 4.13 | 556.50 | 1.52 |

LAND SALES COMPARABLES MIDLOTHIAN-WAXAHACHIE 2019

REPORTED 7/1/2019

| NUMBER | CITY | ADDRESS | UTILITIES | ACCESS | ACRES | PRICE | \$PAC | \$PSF | DAYS SINCE SALE | YEARS SINCE SALE |
|--------|------|------------------|-----------|--------|-------|-----------------|---------------|---------|-----------------|------------------|
| 3 | MID | N HIGHWAY 67 | Y | Y | 19.88 | \$ 8,392,052.00 | \$ 422,135.00 | \$ 9.69 | NA | NA |
| 4 | MID | MAIN & RIDGE RD | Y | Y | 10.3 | \$ 1,150,000.00 | \$ 111,650.00 | \$ 2.56 | NA | NA |
| 1 | WAX | 7295 JOHN ARDEN | Y | Y | 10.19 | \$ 750,000.00 | \$ 73,602.00 | \$ 1.69 | 618 | 1.7 |
| 2 | WAX | 401 OVILLA RD | Y | Y | 79.9 | \$ 1,200,000.00 | \$ 15,019.00 | \$ 0.35 | 657 | 1.8 |
| | | | | | | | | | | |
| | | MEDIAN LAND SALE | Y | Y | 15.09 | \$ 1,175,000.00 | \$ 92,626.00 | \$ 2.13 | 637.5 | 1.75 |

Legacy Commercial Group

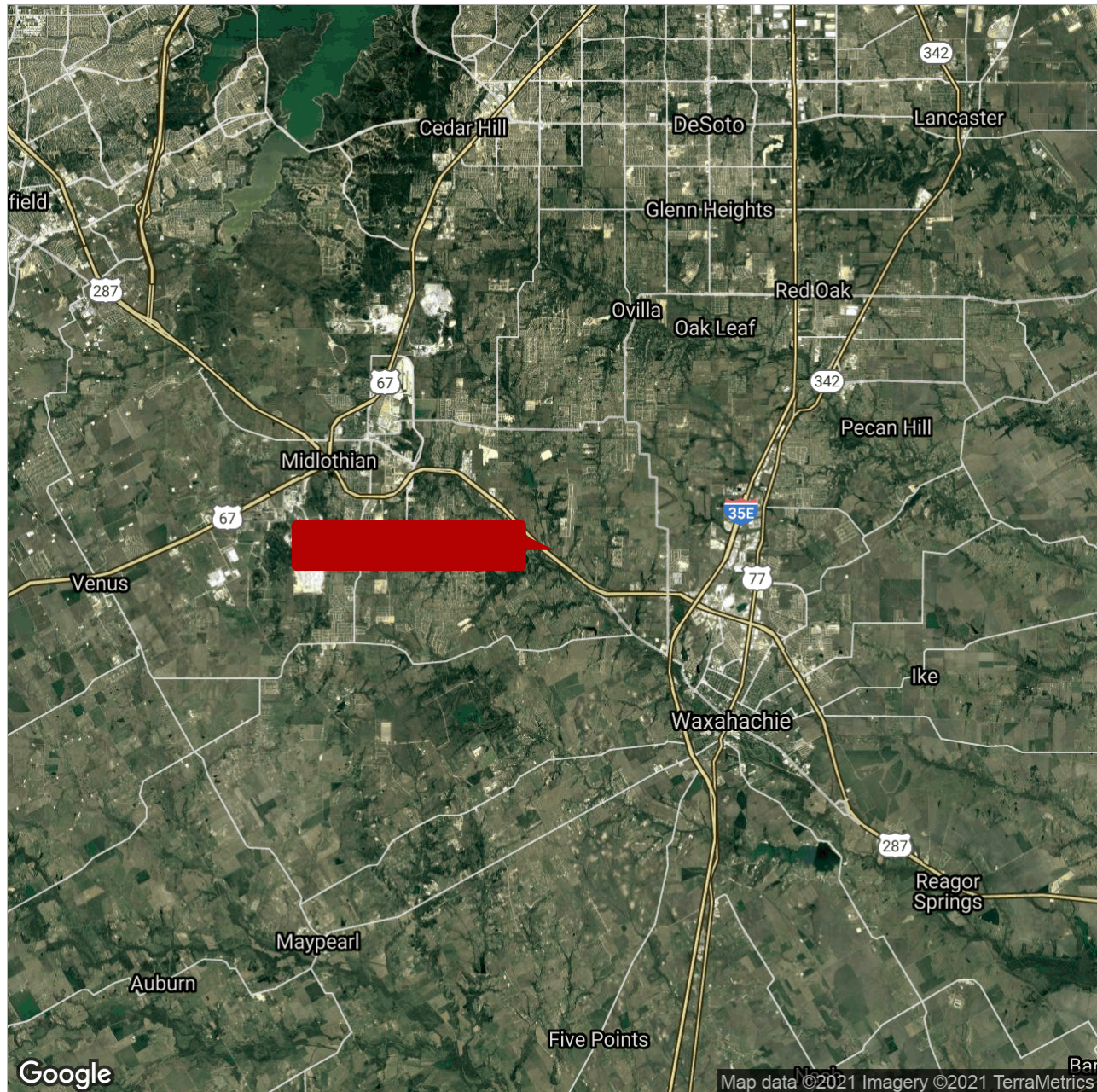
POWERED BY KELLER WILLIAMS COMMERCIAL

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US 287 & REX ODOM DRIVE

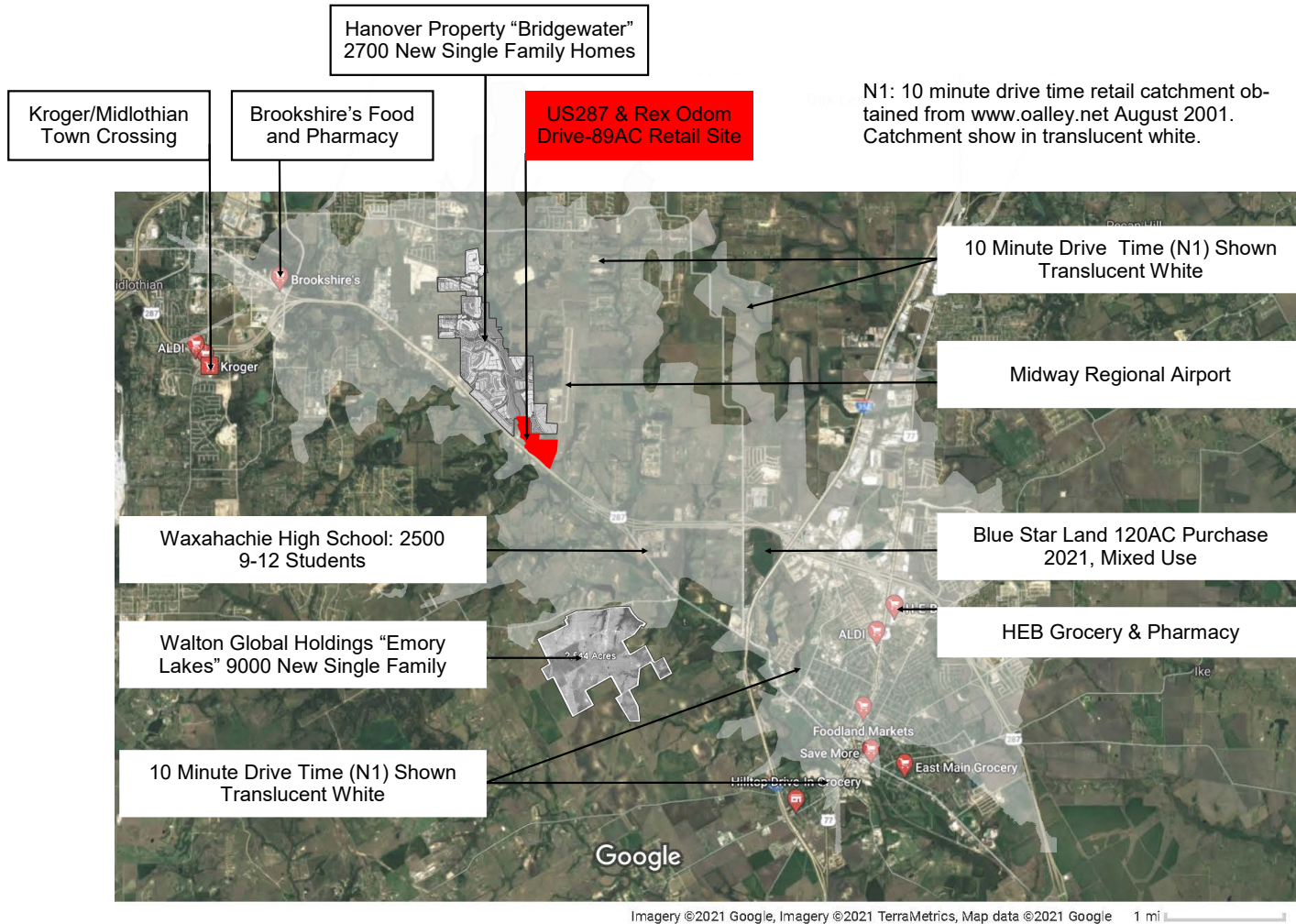
Ellis County Map

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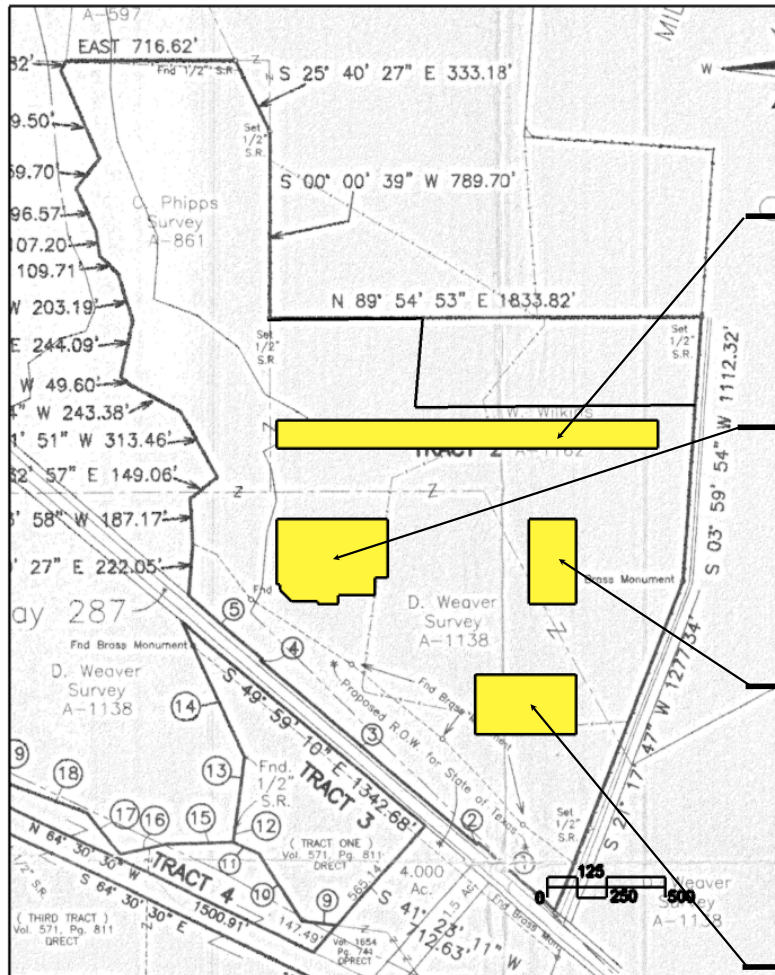


Ten (10) Minute Drive Time Retail Catchment for US287 & Rex Odom Drive

See Graphic Scale in Google Image

NOT FOR REGULATORY APPROVAL, PERMITTING OR CONSTRUCTION

Madison Partners Architecture, LLC



LIVE-WORK NEIGHBORHOOD RETAIL



MAJOR DISCOUNTER 150,000 SF +/-



MAJOR GROCERY 70,000 SF +/-



MAJOR BIG BOX DYI 107,000 SF +/-

Conceptual Retail Layout for 89 Acre Tract # 1 - For Scale Purposes Only

See Graphic Scale in Illustration

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US 287 & REX ODOM DRIVE

Property/Context Photos



Overview From Rex Odom Looking to US 287



Overview From Rex Odom Looking to Prong Creek



Rex Odom Welcome to Mid-Way Regional Airport



TxDOT Improvements at US287 and Walnut Grove



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US 287 & REX ODOM DRIVE

Demographics Map



| POPULATION | 1 MILE | 5 MILES | 10 MILES |
|---------------------|----------|-----------|-----------|
| Total population | 376 | 22,228 | 157,906 |
| Median age | 39.8 | 37.3 | 34.0 |
| Median age (male) | 38.6 | 37.4 | 32.2 |
| Median age (Female) | 42.1 | 37.2 | 35.0 |
| HOUSEHOLDS & INCOME | 1 MILE | 5 MILES | 10 MILES |
| Total households | 129 | 7,578 | 53,437 |
| # of persons per HH | 2.9 | 2.9 | 3.0 |
| Average HH income | \$93,425 | \$97,823 | \$77,031 |
| Average house value | | \$219,241 | \$175,393 |

* Demographic data derived from 2010 US Census

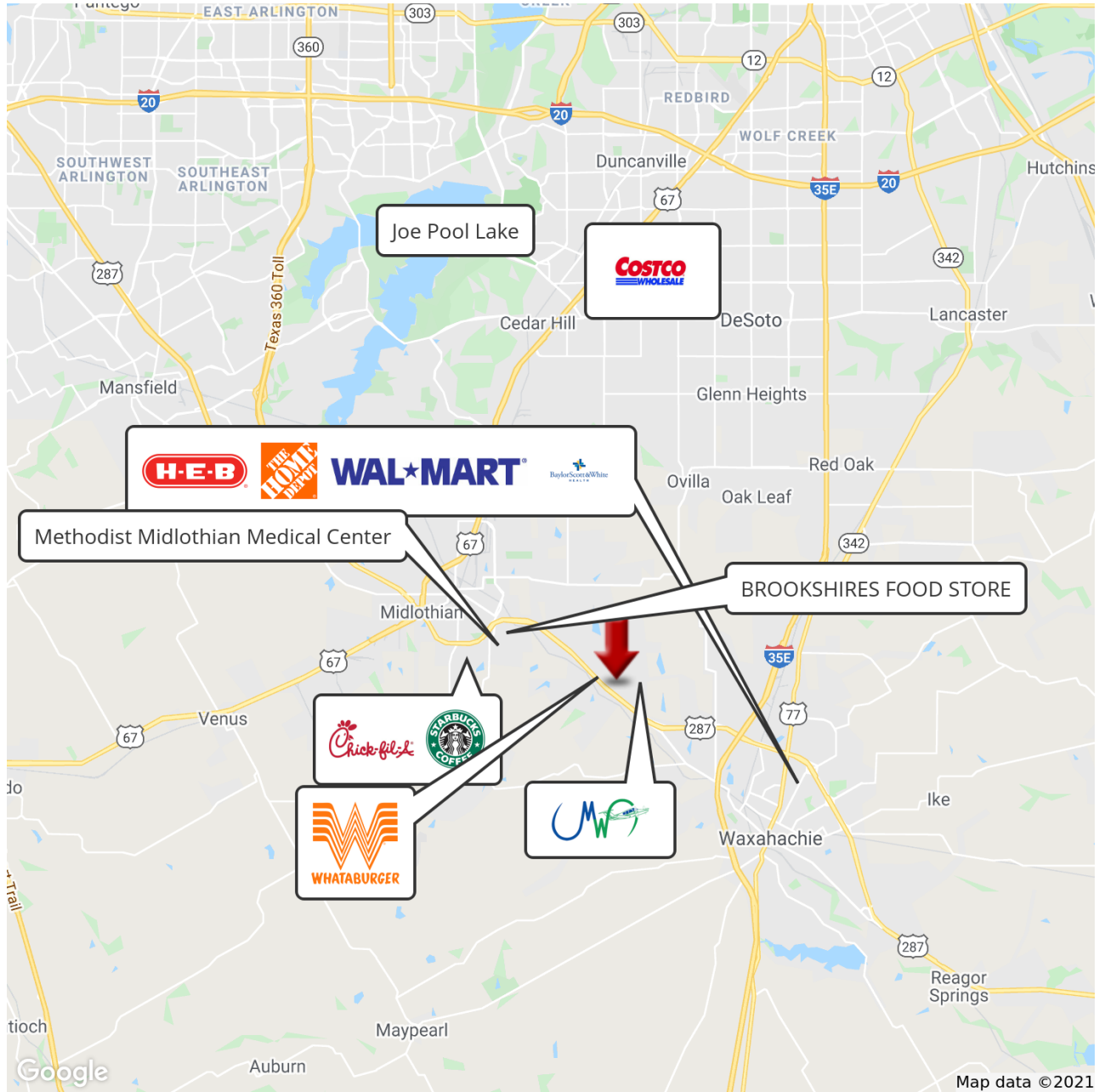


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US 287 & REX ODOM DRIVE

Retailer Map



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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.

| | | | |
|--|-------------|---------------------------|--------------|
| Sackborn, LLC | 9005113 | klrw92@kw.com | 972-874-1905 |
| Licensed Broker/Broker Firm Name or Primary Assumed Business Name | License No. | Email | Phone |
| Anne Lakusta | 0452271 | annel@kw.com | 972-874-1905 |
| Designated Broker of Firm | License No. | Email | Phone |
| Berek McEwen | 0532775 | berek@kw.com | 972-874-1905 |
| Licensed Supervisor of Sales Agent/ Associate | License No. | Email | Phone |
| Steve Madison | 733606 | smadison@kwcommercial.com | 972.207.4310 |
| Sales Agent/Associate's Name | License No. | Email | Phone |

Buyer/Tenant/Seller/Landlord Initials Date

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

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