



125.16+/- ACRE PRIME DEVELOPMENT TRACT

Berend Road | Pilot Point ETJ

JORDAN CORTEZ
Managing Principal
214-556-1951
Jordan.Cortez@VanguardREA.com

JUSTIN TIDWELL
Managing Director
214-556-1955
Justin.Tidwell@VanguardREA.com

MASON JOHN
Managing Director
214-556-1953
Mason.John@VanguardREA.com

HALEY BIRMINGHAM
Senior Associate
214-556-1956
Haley@VanguardREA.com

WILL DROESE
Senior Associate
214-556-1952
Will@VanguardREA.com

REID PIERCE
Senior Associate
214-556-1954
Reid@VanguardREA.com

JIM MCNULTY
Associate
214-556-1949
Jim@VanguardREA.com

ALEX JOHNSON
Associate
214-556-1948
Alex@VanguardREA.com

Vanguard Real Estate Advisors ("VREA") has been exclusively retained by Ownership to offer investors and developers the opportunity to purchase 125.16 +/- acres (the "Site") located along Berend Road in Pilot Point, TX. The Site is well located in the path of future growth as it is 2.5 miles west of the Dallas Parkway, 3 miles west of US-377, and only 1 mile north of FM 455. Located in the Pilot Point ETJ, the Site is positioned for a variety of uses as there are currently no known restrictions in place. The Site is within Denton County, one of the fastest growing counties in Texas, making this property a great opportunity for forward thinking investors and developers. At a price of only **\$79,898 per acre**, this is an excellent value for a well-situated Site directly in the path of growth in an expanding North Texas market.

A 1.5% Co-Broker fee is available to a Co-Broker that sources a Principal that VREA has not previously contacted in any format or sent information regarding this opportunity; a third party broker must register their client upon initial contact with VREA.

INVESTMENT OVERVIEW ⁽¹⁾

Property	125.16 +/- Acres
Location	Berend Road, Pilot Point, TX (33.40856, -96.88258)
Access	Via Berend Road
Utilities	Water CCN: Mustang SUD Sewer CCN: Mustang SUD
Zoning	Pilot Point ETJ
Appraisal District Property ID	40793 (Denton County)
School District	Pilot Point ISD

(1) Purchaser to confirm all information during due diligence

PRICING

Asking Price	\$10,000,000
Price Per Acre	\$79,898

TAX INFORMATION

Taxing Entity	Tax Rate
Denton County	0.224958
Pilot Point ISD	1.026260
Total Tax Rate	1.251218

* There is currently an Agricultural Exemption in place for the Site creating a taxable value of only \$14,720 per the Denton County Appraisal District 2024 values.

* Rollback taxes will be the responsibility of the purchaser.

DEMOGRAPHICS

ESTIMATED POPULATION (2024)



1-MILE | 211
3-MILE | 831
5-MILE | 7,073

ANNUAL GROWTH RATE (2020-2025)



1-MILE | 3.28%
3-MILE | 18.07%
5-MILE | 6.28%

MEDIAN HOUSEHOLD INCOME



1-MILE | \$79,495
3-MILE | \$103,628
5-MILE | \$84,515

MEDIAN HOME VALUE



1-MILE | \$344,737
3-MILE | \$387,500
5-MILE | \$389,276

125.16+/- ACRES
PILOT POINT ETJ



125.16 +/- ACRES
PILOT POINT ETJ





INVESTMENT HIGHLIGHTS



Strategic Location

- The Site is located near several prominent future master-planned communities such as Eland Farms, Pecan Creek, Burks Ranch, Mustang Ranch, Light Ranch, Bryson Ranch and more.
- Major roadways near the Site include the Dallas Parkway expansion located 2.5 miles east, Preston Road located 7 miles east, the Collin County Outer Loop 8.5 miles southeast, U.S. Highway 377 located 3 miles west, and FM-455 located a mile south.
- There are also currently plans to expand and widen FM-455 which is located only a mile south of the Site from a 2-lane rural highway to a 6-lane divided urban highway.



Zoning

- The Site is within the Pilot Point ETJ; which lends itself well to a variety of uses as there is no zoning in place.
- Due to proximity to other master planned communities and a steady population growth rate in the area, the Site is well suited for a variety of residential uses including but not limited to; single family, manufactured housing, RV Park, and more.
- *Purchaser to verify zoning and uses allowed on the Site.*



Population and Demographics

- Per the US Census Bureau, Pilot Point has a 2023 population of 5,884. Pilot Point's population has increased by 34% since the most recent census, which recorded a population of 4,381 in 2020.
- Denton County has a current population of approximately 1,037,646 as of 2024, an increase of 3.06 percent from 2023 according to the U.S. Census Bureau.
- Per Realtor.com, the median listing price for a home in Pilot Point in March of 2025 was \$416,930.
- The current unemployment rate in Denton County is 3.3 percent per FRED, showing continued employment stability in the County.

Downtown Pilot Point



Pilot Point Town Square



DFW HIGHLIGHTS

- The Dallas-Fort Worth area features a well-diversified economy, ranking fifth nationwide for growth with a remarkable Gross Metropolitan Product (GMP) of \$682 billion in 2022. According to recent CBRE surveys, it has also earned recognition as the leading real estate investment market for 2023.
- According to The Dallas Federal Reserve Economic Indicators, The DFW region has continued to show strong employment trends, with year-over-year job growth of 3.6% as of mid-2023, surpassing the national average. Employment growth remains a leader among U.S. metropolitan areas
- The DFW metro's estimated population of 8.1 million ranks it fourth among metro areas nationwide. Projections foresee substantial growth, with an anticipated rise to nearly 10 million by 2030, poised to surpass Chicago as the third-largest metro in the U.S.
- Recent rankings and awards received by DFW include #2 in the country for Most Commercial Projects Underway, #5 Fastest-Growing Economy (2022), and #6 Most Innovative City in the World.



GROSS METROPOLITAN PRODUCT

\$682 Billion



PILOT POINT POPULATION GROWTH

20.1% (2022-2023)



PILOT POINT ESTIMATED POPULATION

5,884 Million



Fort Worth



Downtown Dallas

ECONOMIC OVERVIEW

Denton County has a strong and growing economy, due to strong education, manufacturing, healthcare, logistics, and retail sectors. One of the county's biggest drivers is education, with the University of North Texas (UNT) and Texas Woman's University (TWU) bringing in over 55,000 students combined, which keeps local businesses, housing, and job growth booming. UNT alone has nearly 47,000 students, while TWU is the largest state-supported university for women in the U.S. Outside of education, major employers like Peterbilt Motors Company, the Denton Independent School District, and healthcare giants like Texas Health Presbyterian and Medical City Denton help keep the economy strong. The retail and service industries are also thriving, with big names like Sally Beauty Holdings headquartered in Denton. On top of that, Denton County benefits from major highways such as I-35, which supports logistics, distribution, and trade. With job growth, a skilled workforce, and ongoing investment in infrastructure and development, Denton County's economy is only getting stronger.



University of North Texas

DENTON COUNTY MAJOR EMPLOYERS

COMPANY NAME	EMPLOYEES
University of North Texas	8,891
Lewisville ISD	6,500
Peterbilt Motors Company	2,000
Texas Health Presbyterian Hospital Denton	1,100
Texas Women's University	1,077
Sally Beauty Holdings	1,000
Medical City Denton	799
Safran Electrical & Power	571
Tetra Pak	500
ESAB Welding & Cutting	405

Source: Denton Economic Development Partnership



AREA OVERVIEW

Pilot Point, located in Denton County, is experiencing strong growth due to its prime location along Hwy 377 and the upcoming Dallas North Tollway extension. The city offers a small-town atmosphere with easy access to major job hubs in Frisco, Denton, and North Dallas. Key economic drivers include major employers like Pilot Point ISD, Peterbilt Motors in Denton, and Tetra Pak, along with a thriving equestrian and agribusiness sector. Retail and tourism are also expanding, with a revitalized downtown and attractions like Ray Roberts Lake drawing visitors and boosting the local economy. Residential and commercial development continues to rise, bringing new infrastructure and investment. Pilot Point is experiencing positive developments in its housing market. According to Realtor.com, as of March 2025, the median listing home price is approximately \$416,900.



TRANSPORTATION



Air: The Site is located 35 miles north of Dallas/Fort Worth International Airport, offering both domestic and international flights. The Site also 39 miles north of Dallas Love Field, which primarily serves domestic routes within the U.S.. Denton Enterprise Airport is private commercial airport serving Denton County approximately 22 miles southwest from the Site.



Highway: This Site is located between 3 major north-to-south thoroughfares in Denton County, located just 3 miles east of Highway 377, the Site will also be 2.5 miles west from the Future Dallas North Tollway Expansion, and 6 miles west of Preston Road. The Site is located along Berend Road which is an east to west throughfare in the Pilot Point area. The Site is also less than half a mile north of FM 455 which stretches across greater Denton and Collin County with plans to expand to a 4-lane divided highway.



Market Selector

Local Association
NTREIS

Property Type
Single Family

Market Type
City/Local Market Area

Market Name
Pilot Point

Frequency
Annual

Date
December 31, 2024

Construction Type
Existing

2024 Market Statistics - Pilot Point

Median Price
\$310,000
▼ -2.8% YoY

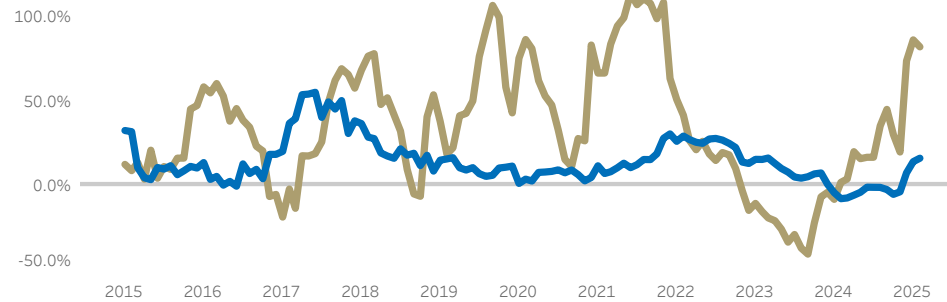
Closed Sales
68
▲ 21.4% YoY

Active Listings
23
▲ 27.8% YoY

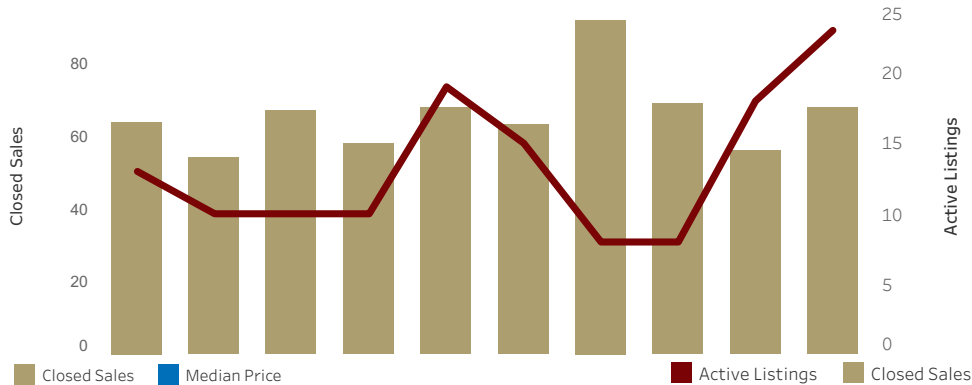
Months Inventory
3.4
▲ 0.8 YoY



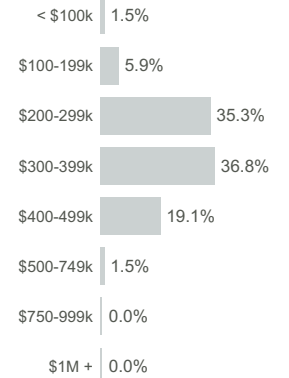
GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE



CLOSED SALES AND ACTIVE LISTINGS



PRICE DISTRIBUTION



VALUATION STATS

Median Price/Sq Ft
\$192.56
▼ -5.4% YoY

Median Home Size
1,725 sq ft

Median Year Built
1997

Close/Original List
91.9%

TRANSACTION TIME STATS

Days on Market
53
7 days more than 2023

Days to Close
31
3 days more than 2023

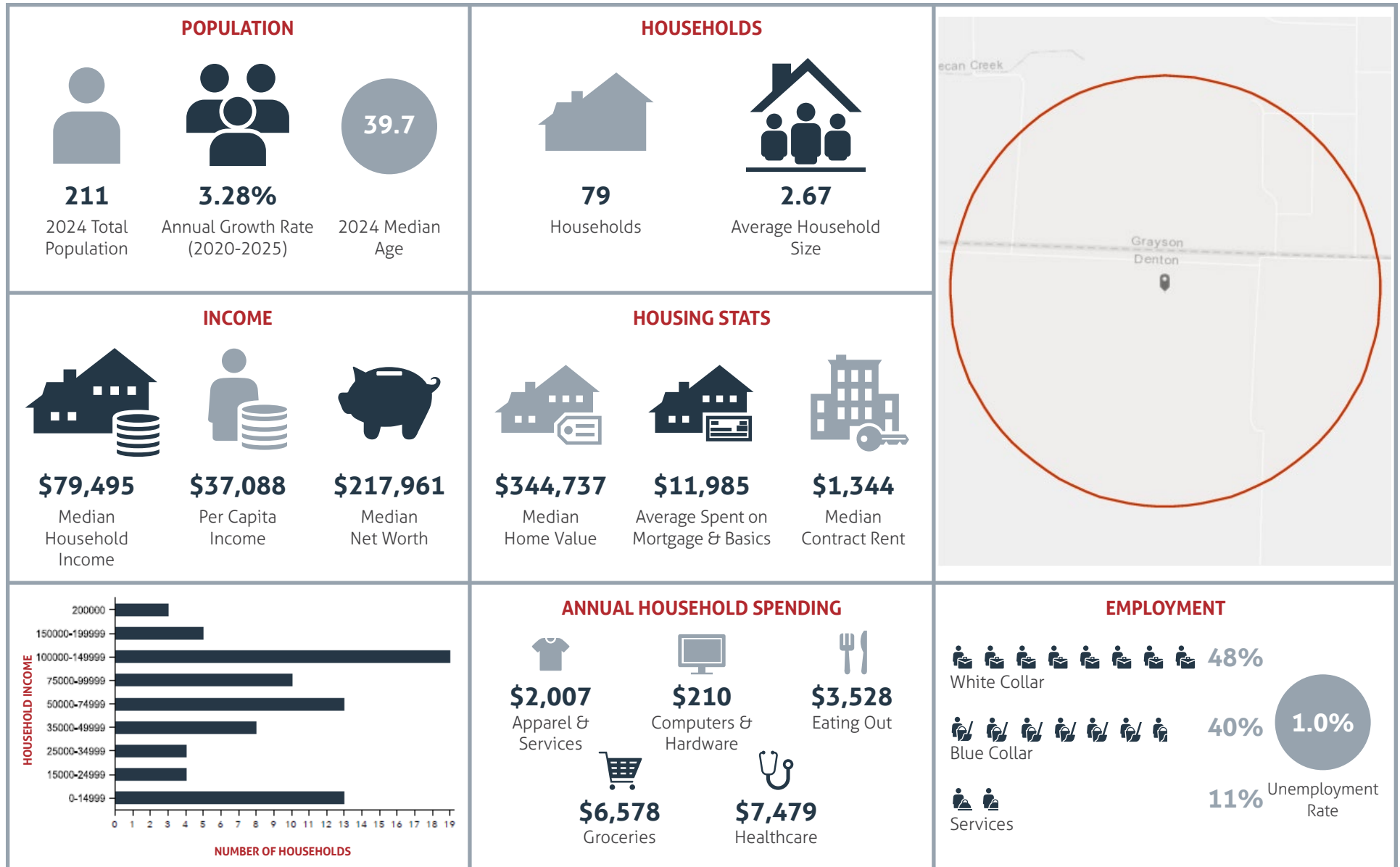
Total Days
84
10 days more than 2023

[Click for Infographic](#)

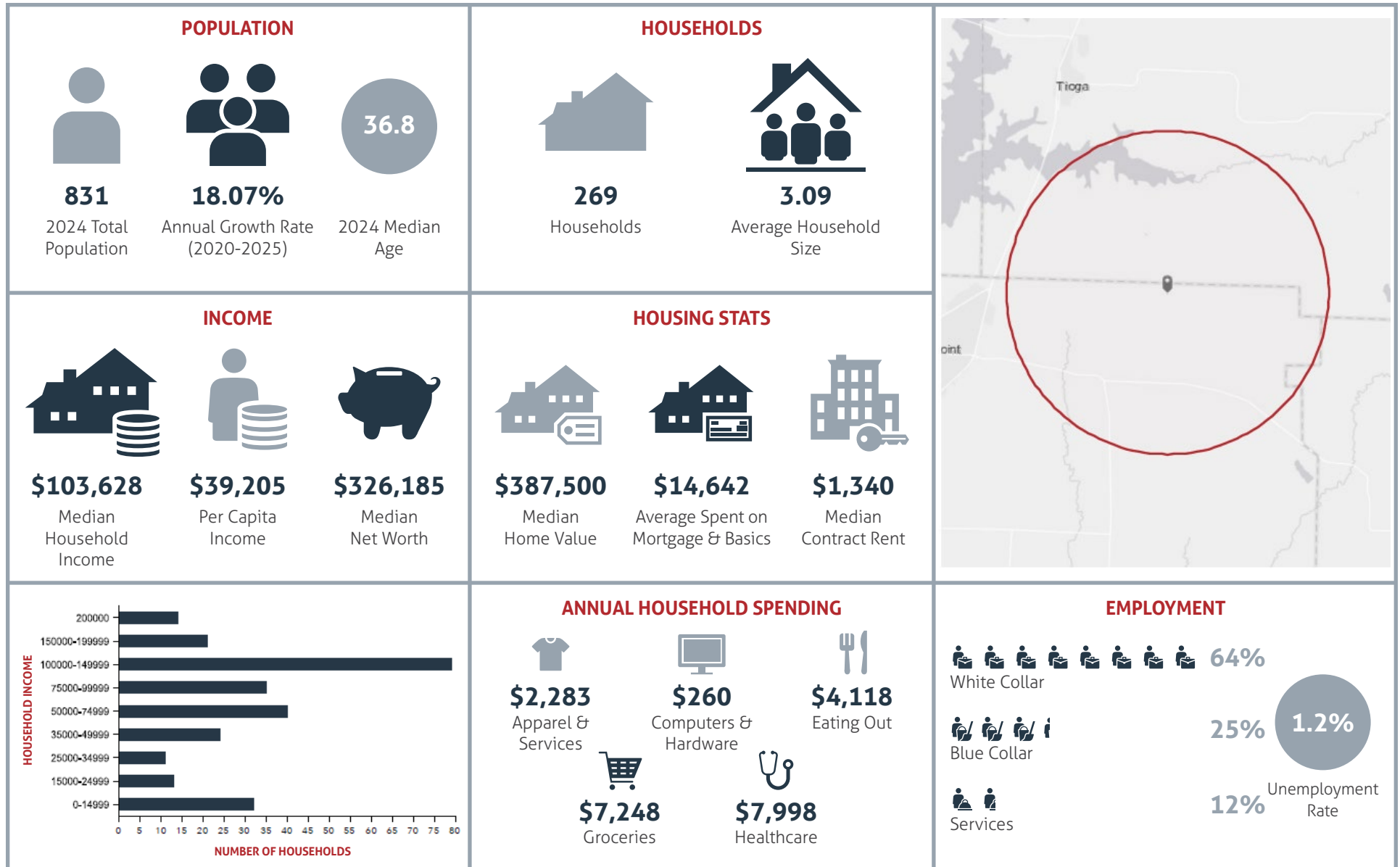


© 2025 Texas REALTORS® - Data used in this report come from the Texas REALTOR® Data Relevance Project, a partnership among Texas REALTORS® and local REALTOR® associations throughout the state. Analysis provided through a research agreement with the Real Estate Center at Texas A&M University.

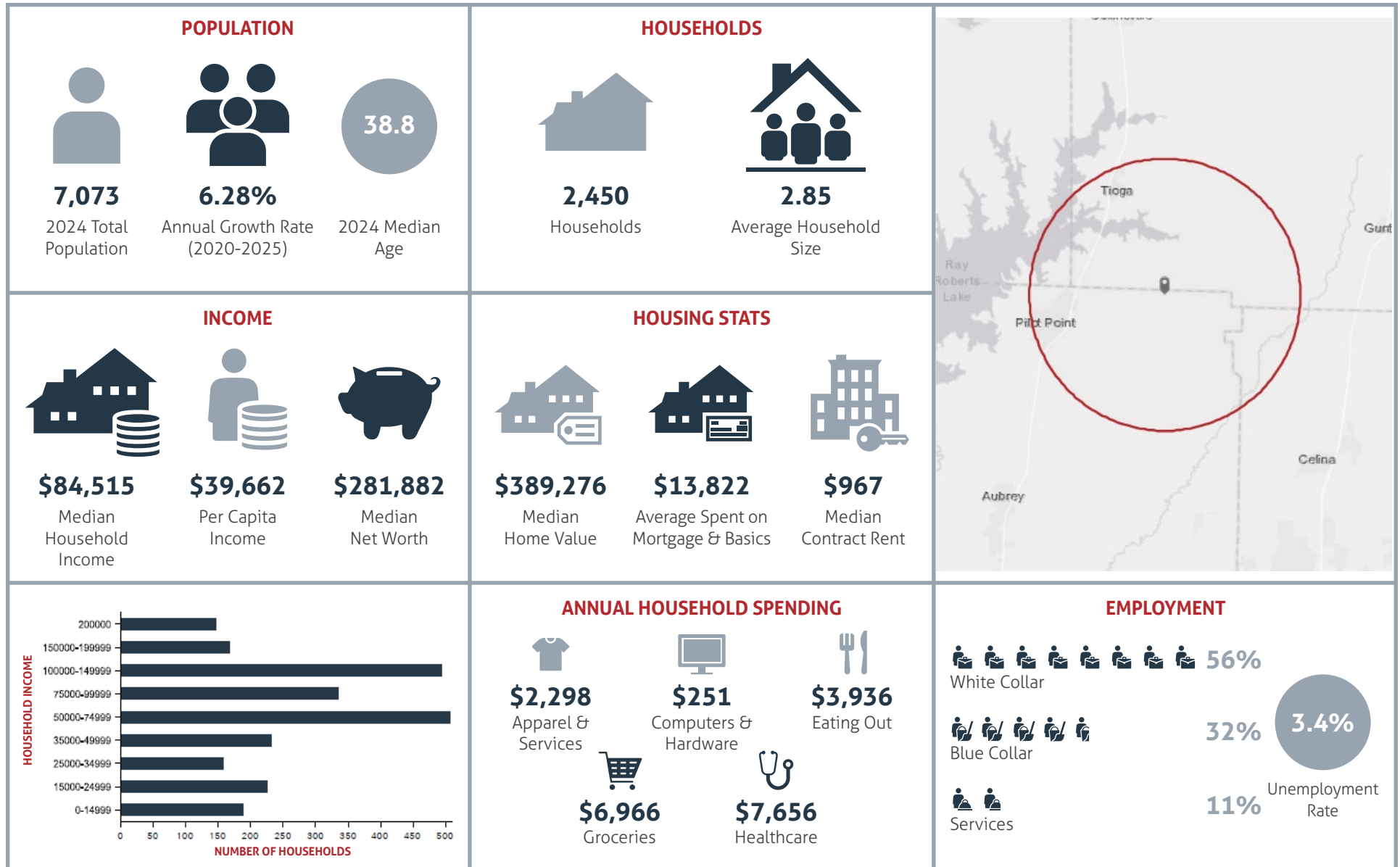
DEMOGRAPHIC OVERVIEW | 1-MILE RADIUS



DEMOGRAPHIC OVERVIEW | 3-MILE RADIUS



DEMOGRAPHIC OVERVIEW | 5-MILE RADIUS



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.

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.

Licensed Broker/Broker Firm Name or Primary Assumed Business Name: Vanguard Real Estate Advisors | License No. 9003054 | Jordan.Cortez@VanguardREA.com | 214-556-1951

Designated Broker of Firm: Jordan Cortez | License No. 494942 | Jordan.Cortez@VanguardREA.com | 214-556-1951

Licensed Supervisor of Sales Agent/Associate: Justin Tidwell | License No. 647170 | Justin.Tidwell@VanguardREA.com | 214-556-1955

Sales Agent/Associate: Mason John | License No. 682887 | Mason.John@VanguardREA.com | 214-556-1953

Sales Agent/Associate: Haley Birmingham | License No. 765057 | Haley@VanguardREA.com | 214-556-1956

Sales Agent/Associate: Will Droese | License No. 770325 | Will@VanguardREA.com | 214-556-1952

Sales Agent/Associate: Reid Pierce | License No. 791138 | Reid@VanguardREA.com | 214-556-1954

Sales Agent/Associate: Jim McNulty | License No. 813890 | Jim@VanguardREA.com | 214-556-1949

Sales Agent/Associate: Alex Johnson | License No. 815359 | Alex@VanguardREA.com | 214-556-1948



125.16+/- Acres | Berend Road | Pilot Point ETJ

JORDAN CORTEZ | *Managing Principal* | 214-556-1951 | Jordan.Cortez@VanguardREA.com

JUSTIN TIDWELL | *Managing Director* | 214-556-1955 | Justin.Tidwell@VanguardREA.com

MASON JOHN | *Managing Director* | 214-556-1953 | Mason.John@VanguardREA.com

HALEY BIRMINGHAM | *Senior Associate* | 214-556-1956 | Haley@VanguardREA.com

WILL DROESE | *Senior Associate* | 214-556-1952 | Will@VanguardREA.com

REID PIERCE | *Senior Associate* | 214-556-1954 | Reid@VanguardREA.com

JIM MCNULTY | *Associate* | 214-556-1949 | Jim@VanguardREA.com

ALEX JOHNSON | *Associate* | 214-556-1948 | Alex@VanguardREA.com