



## **87 TOWNHOME LOTS (PAPER OR FINISHED)** 7.869+/- Acres | 962 South Mitchell Road | Mansfield, Texas 76063

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**ALEX JOHNSON** Associate 214-556-1948 Alex@VanguardREA.com Vanguard Real Estate Advisors ("VREA") has been exclusively retained by Ownership to offer home builders and developers the opportunity to acquire 87 townhome lots (the "Site") located at 962 South Mitchell Road in Mansfield, TX; Ownership's preference is to sell paper lots but they would also be open to selling finished lots. Ideally situated equidistant to Highway 287 and State Highway 360, the Site benefits from Planned Development Zoning, which allows for attached townhomes that would be conducive to "For Sale" or "For Rent" product. Ownership has a conditional preliminary plat that is pending city approval showing 87 townhome lots, with lot size of primarily 22' x 80'. The Planned Development Zoning requires a minimum living area of 1,500 SF and rear entry garages. The Site is served by Mansfield ISD which has an "A" rating per Niche.com. This Site represents an exceptional chance to deliver a new residential offering in a thriving suburb of the DFW metroplex at a price of only \$32,000 per paper lot or \$82,000 per finished lot.

A 2% 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. If seeking a Co-Broker Fee, the third-party broker must be identified upon initial conversation with listing broker.

INVESTMENT OVERVIEW (1)	
Property	87 Paper Lots (7.869+/- Acres)
Location	962 South Mitchell Road Mansfield, TX 76063 (32.5477, -97.09961)
Access	Available via South Mitchell Road and River Birch Drive
Utilities	Water and Sewer to the Site
Zoning	Zoned within a PD
Appraisal District Property ID	R000014886 (Johnson County)
School District	Mansfield ISD

TAX INFORMATION			
Taxing Entity	Тах Rate		
City of Mansfield	0.645000		
Johnson County	0.329276		
Mansfield ISD	1.146900		
Lateral Road	0.050000		
Total Tax Rate	2.171176		

(1) Purchaser or their consultant to confirm all information during due diligence.

LOT PRICING			
Paper Lot Pricing		Finished Lot Pricing	
Asking Price	\$2,784,000	Asking Price <sup>(2)</sup>	\$7,134,000
Asking Price Per Paper Lot	\$32,000	Asking Price Per Finished Lot	\$82,000

(2) Ownership's preference is to sell paper lots but they would also be open to selling finished lots.

## **DEMOGRAPHICS**

**ESTIMATED POPULATION (2024)** 



1-MILE | 4,313 3-MILE | 65,799

5-MILE | 152,809

#### **ANNUAL GROWTH RATE (2020-2025)**



1-MILE | 10.35% 3-MILE | 3.48%

5-MILE | 2.71%

#### MEDIAN HOUSEHOLD INCOME



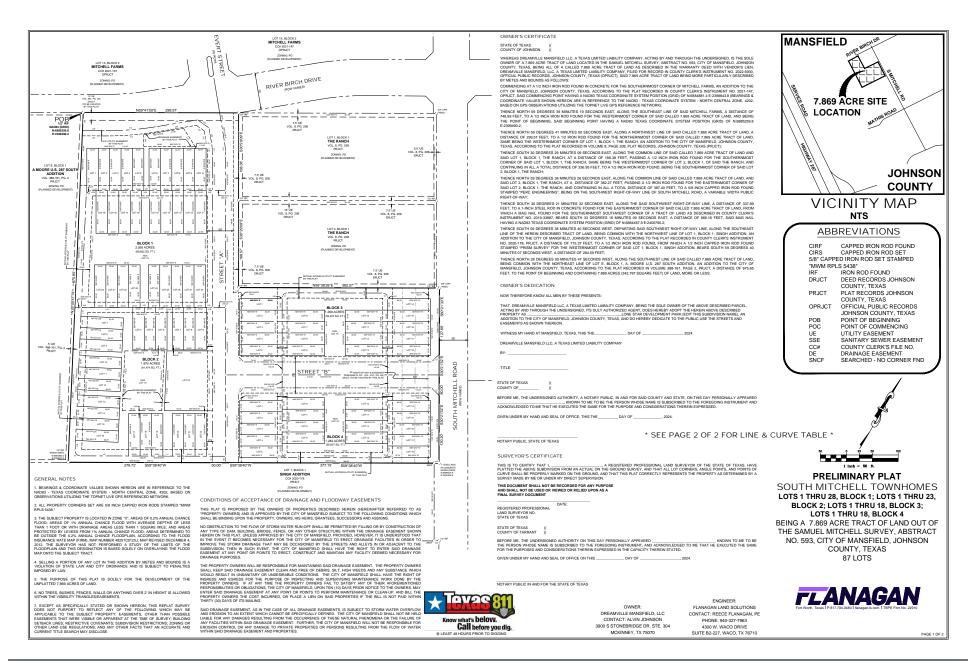
1-MILE | \$116,927 3-MILE | \$111,858 5-MILE | \$113.622

#### **MEDIAN HOME VALUE**



1-MILE | \$391,255 3-MILE | \$379,508 5-MILE | \$366,394







# 87 TOWNHOME LOTS MANSFIELD, TEXAS



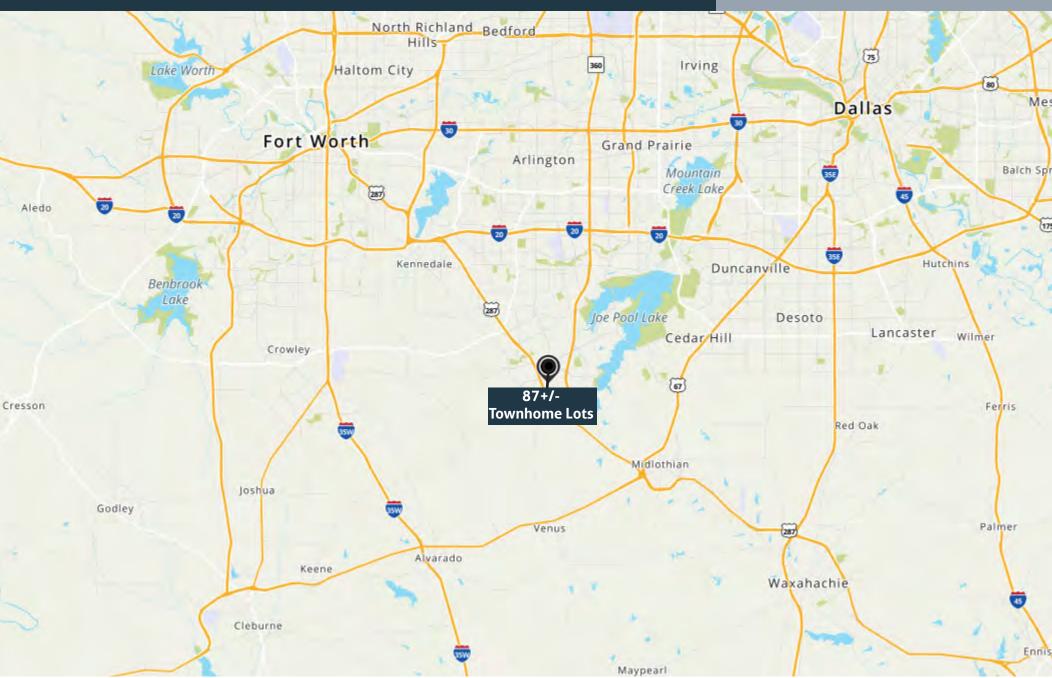


# 87 TOWNHOME LOTS MANSFIELD, TEXAS





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### **INVESTMENT HIGHLIGHTS**



## **Strategic Location**

- This Site is strategically positioned less than half a mile between Highway 287 and State Highway 360, providing convenient north-south access through Mansfield and direct connectivity to the rest of the DFW Metroplex.
- The Site is located in a rapidly developing pocket of Mansfield, adjacent to the South Pointe community where builders Coventry Homes, David Weekley Homes, Drees Homes, Grand Homes, K Hovnanian Homes, and Boyd Custom Homes are selling homes up to \$1.2 Million. Directly north of the Site is the Mitchell Farms community, featuring homes built by Brightland Homes selling up to \$689.990.
- The Site is approximately 2 miles south of the Broad Street Shopping Center which will offer future residents extensive retail options including Kroger Marketplace, Market Street, Chick-fil-A, and more.



## • The Site is served by Mansfield ISD which has an "A" rating per Niche.com **Zoning**

- The Site is currently zoned in a Planned Development allowing for attached townhomes with a minimum living area of 1,500 square feet.
- Per the Planned Development guidelines, the Site has a minimum lot size of 22' x 80' and requires rear-entry access for all lots.
- Ownership has a pending preliminary plat showing 87 attached townhome lots but has not yet resubmitted the plat for City's approval allowing for flexibility in lot size and layout.
- The zoning allows for "For Sale" or "For Rent" products to be developed on the Site.
- Purchaser to verify zoning and uses allowed on the Site



## **Population and Demographics**

- According to the U.S Census, the population of Mansfield is approximately 78,542, growing 2.35 percent within the last year.
- Per Texas Realtors, the Median Townhome Price in Mansfield as of November 2024 was \$422,500, a 100 percent increase year-over-year showing the growth and demand of the Mansfield townhome market.
- The Median Home Price per Square Foot in Mansfield is \$182.48 as of November 2024.







## **DFW HIGHLIGHTS**

- The Dallas-Fort Worth area features a robust and diverse 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
  slowed slightly in early 2024 but still 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.

In 2024, DFW continues to solidify its reputation as a leader in innovation and growth. Recent accolades include ranking #3 among the fastest-growing startup cities in the U.S. due to robust venture capital activity and innovation ecosystems. Fort Worth has also been recognized for large-scale developments, such as the \$2 billion investment in downtown Fort Worth projects, including the expansion of Texas A&M's research campus. Furthermore, DFW remains a key player in healthcare innovation, with the Medical Innovation District (MID) employing over 30,000 workers and housing cuttingedge facilities for medical training and biotechnology advancements

As of January 1, 2024, Tarrant County, where the Site is located, has added over 35,000 new residents during the previous year, consistent with its role as one of the fastest-growing counties in the Dallas-Fort Worth area.



GROSS METROPOLITAN PRODUCT

\$682 Billion



DFW POPULATION GROWTH

1.9% (2022-2023)



DFW ESTIMATED POPULATION

8.1 Million







## **ECONOMIC OVERVIEW**

Mansfield, TX, boasts a thriving and steadily expanding economy, driven by its strategic location within the Dallas-Fort Worth metroplex. Situated along major transportation corridors such as US Highway 287, Texas State Highway 360, and Interstate 20, Mansfield offers seamless connectivity to key urban centers, making it a soughtafter destination for businesses and residents alike. The city's robust commercial and industrial sectors attract a wide range of enterprises, from small startups to large corporations. Mansfield's economy is bolstered by its growing healthcare and education industries. Facilities such as Methodist Mansfield Medical Center serve as major employment hubs, supporting the city's reputation as a center for advanced healthcare services. Education is another cornerstone of the local economy, with Mansfield Independent School District (MISD) and nearby institutions like Tarrant County College playing pivotal roles in workforce development and community growth. The retail and entertainment landscape in Mansfield is equally vibrant, featuring destinations such as The Shops at Broad and the Historic Downtown Mansfield area. These hubs offer residents and visitors a variety of shopping, dining, and cultural experiences, contributing significantly to local tourism and economic activity. Additionally, recreational amenities like Oliver Nature Park and the Mansfield National Golf Club attract outdoor enthusiasts, further enhancing the city's appeal. Mansfield's commitment to fostering a high quality of life is reflected in its emphasis on community planning and development. With access to higher education institutions and a focus on creating a business-friendly environment, the city continues to attract technology, healthcare, and logistics industries, making it one of the most dynamic suburban markets in North Texas.



NORTH TEXAS MAJOR EMPLOYERS				
COMPANY NAME	EMPLOYEES			
Texas Health Resources	27,000			
Lockheed Martin	22,000			
University of Texas Southwestern Medical Center	21,539			
Medical City Healthcare	17,000			
Bank of America	13,850			
University of North Texas System	13,275			
Parkland Health and Hospital System	12,966			
General Motors	10,512			
State Farm	9,950			
Frisco ISD	8,088			

Source: Dallas Business Journal























### **AREA OVERVIEW**

Mansfield, Texas, is a thriving suburban city located within the Dallas-Fort Worth Metroplex, offering a blend of small-town charm and urban convenience. With a population of approximately 75,000 residents, Mansfield has grown into one of the region's most desirable communities, celebrated for its family-friendly atmosphere and high quality of life. The city boasts an excellent school system, including highly-rated public schools in the Mansfield Independent School District, and a median household income of around \$108,000, reflecting its strong economic base. Mansfield is home to numerous parks and recreational facilities, such as Oliver Nature Park and the expansive Elmer W. Oliver Park, as well as cultural attractions like the Farr Best Theater. Its strategic location near major highways, including U.S. 287 and State Highway 360, provides easy access to downtown Dallas and Fort Worth, making it a prime location for both residents and businesses.

### **TRANSPORTATION**



**Air:** DFW International Airport, located approximately 24 miles northeast of the Site, is the fourth largest in the world in terms of operations and twelfth largest in terms of passengers. The total estimated economic output of DFW Airport is \$37 billion and it served over 69 million passengers in 2018. American Airlines' corporate headquarters is in Fort Worth while its main operational hub is at DFW International Airport.



**Highway:** The Site is located in the DFW Metroplex and has access to multiple major thoroughfares. 0.8 miles east is the 360 Toll Road which connects Mansfield north through Arlington to the DFW International Airport. And less than a half mile west of the Site is Highway 287 which connects Mansfield to four major interstates, Interstate 20. Interstate 35E. Interstate 30. and Interstate 45.







#### **Market Selector**

#### Local Association NTREIS

Market Type City/Local Market Area

Market Name Mansfield

Frequency Monthly

Date November 2024

Property Type Townhouse

Construction Type All (Existing & New)

## November 2024 Market Statistics - Mansfield

**Median Price** \$422.500 ▲ 100.0% YoY



**Closed Sales** ▲ 100.0% YoY

**Active Listings Months Inventory** 4.3 ▼ -16.7% YoY ▲ 4.3 YoY







Close/Original List

98.4%

PRICE DISTRIBUTION

33.3%

< \$100k | 0.0%

\$100-199k 0.0%

\$300-399k 0.0%

\$200-299k

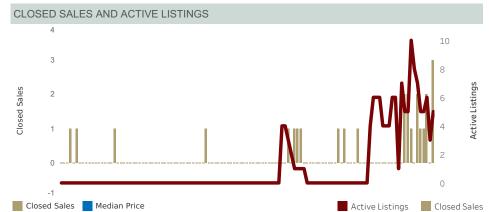
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## **DEMOGRAPHIC OVERVIEW | 1-MILE RADIUS**

#### **POPULATION HOUSEHOLDS** 42.7 4,313 10.35% 1,494 2.72 2024 Total Annual Growth Rate 2024 Median Households Average Household Population (2020-2025)Age Size **INCOME HOUSING STATS** \$1,039 \$116,927 \$51,883 \$401,598 \$391,255 \$19,335 Median Per Capita Median Median Average Spent on Median Household Income Net Worth Home Value Mortgage & Basics Contract Rent Income **EMPLOYMENT ANNUAL HOUSEHOLD SPENDING** 200000 150000-199999 100000-149999 White Collar 75000-99999 \$3,170 \$359 \$5,301 50000-74999 3.3% Apparel & Eating Out Computers & 19% 35000-49999 Services Hardware Blue Collar 25000-34999 画 15000-24999 Unemployment 9% \$9,529 \$10,303 Rate Services 160 200

Groceries

Healthcare



NUMBER OF HOUSEHOLDS

## **DEMOGRAPHIC OVERVIEW | 3-MILE RADIUS**

#### **POPULATION HOUSEHOLDS** 37.1 65,799 3.48% 22,433 2.91 2024 Total Annual Growth Rate 2024 Median Households Average Household Population (2020-2025)Age Size Mansfield **INCOME HOUSING STATS** \$111,858 \$48,159 \$401,247 \$379,508 \$18,220 \$1,435 Median Per Capita Median Median Average Spent on Median Household Income Net Worth Home Value Mortgage & Basics Contract Rent Income **EMPLOYMENT** ANNUAL HOUSEHOLD SPENDING 200000 150000-199999 **№** № 71% 100000-149999 White Collar 75000-99999 \$344 \$3,049 \$5,130 50000-74999 Apparel & Computers & Eating Out 3.7% 19% 35000-49999 Services Hardware Blue Collar 25000-34999 画 10% Unemployment 15000-24999 \$8,846 \$9,401

Groceries

Healthcare



1,000

2,000

3,000

NUMBER OF HOUSEHOLDS

4,000

5,000

Services

## **DEMOGRAPHIC OVERVIEW | 5-MILE RADIUS**

#### **POPULATION HOUSEHOLDS** 36.1 2.71% 49,269 3.09 2024 Total Annual Growth Rate 2024 Median Households Average Household Population (2020-2025)Age Size Mansfield 9 **INCOME HOUSING STATS** Lillian Midfothian \$113,622 \$45,516 \$435,555 \$366,394 \$18,234 \$1,553 Median Per Capita Median Median Average Spent on Median Household Income Net Worth Home Value Mortgage & Basics Contract Rent Venus Income **ANNUAL HOUSEHOLD SPENDING EMPLOYMENT** 200000 150000-199999 **71%** 100000-149999 White Collar 75000-99999 \$3,045 \$342 \$5,132 50000-74999 3.8% Apparel & Eating Out Computers & 18% 35000-49999 Services Hardware Blue Collar 25000-34999 画 15000-24999 10% Unemployment \$8,787 \$9,361 Rate Services 4,000 6,000 8,000 10,000 12,000 2.000

Groceries

Healthcare



NUMBER OF HOUSEHOLDS

### 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

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