



Katy Trails Village
300 MF Units
77 TH Units
1.41 Acre Retail

*Lot count based off Conceptual Site Plan

36.34+/- ACRE MIXED USE DEVELOPMENT SITE
Katy Trails Village | Woodlawn Boulevard | Denison, Texas 75020

- | | | | | | | | |
|---|--|--|--|--|--|--|--|
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Vanguard Real Estate Advisors ("VREA") has been exclusively retained by Ownership to offer qualified builders and developers the opportunity to purchase a 36.34+/- acre mixed-use development site known as Katy Trails Village in Denison, TX. The Site is currently zoned in a Planned Development allowing for 300 multifamily units, 77 townhome units and a 1.41+/- acre retail site. The Site is located in southern Denison along Woodlawn Boulevard and West Coffin Street approximately one mile north of Eisenhower Parkway (Spur 503), connecting to US-75 1.5 miles west. The Site will also greatly benefit from having direct access to the Denison Katy Trail, which will be a 2.3 mile trail system connecting Downtown Denison to the southern sector of the city; Phase Two of the Katy Trail system will serve the development. The Site is located within a Tax Increment Reinvestment Zone (TIRZ) with funds reserved to reimburse developers for select eligible expenses. **This represents a great opportunity to acquire a mixed-use development site with entitlements and utilities in place at \$1.89 psf.**

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

INVESTMENT OVERVIEW ⁽¹⁾	
Property	36.34+/- Acres
Location	Woodlawn Boulevard, Denison, TX 75020 (33.73397, -96.55986)
Access	Available via Woodlawn Boulevard and West Coffin Street
Utilities	Water and Sewer to the Site
Zoning	Zoned within PD- 5175
Appraisal District Property ID's	150720, 150721, 150679, 150681, 150304, 150298, 150300 (Grayson County)
School District	Denison ISD

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

PRICING	
Asking Price	\$3,000,000
Asking Price per SF	\$1.89

TAX INFORMATION	
Taxing Entity	Tax Rate
Grayson County	0.3051000
Junior College	0.1459910
Denison ISD	1.162500
City of Denison	0.652034
Total Tax Rate	2.265625

DEMOGRAPHICS

ESTIMATED POPULATION (2024)



1-MILE | 4,201
3-MILE | 27,329
5-MILE | 36,497

ANNUAL GROWTH RATE (2020-2025)



1-MILE | 41.4%
3-MILE | 41.9%
5-MILE | 42.1%

MEDIAN HOUSEHOLD INCOME



1-MILE | \$64,435
3-MILE | \$27,329
5-MILE | \$36,497

MEDIAN HOME VALUE



1-MILE | \$197,485
3-MILE | \$205,494
5-MILE | \$229,506



KEY LEGEND

300 MF UNITS
25 BUILDINGS
3 STORY - 4 PLEX

77 TOWNHOMES
LOT SIZE - 22' x 100'

1.41 AC RETAIL

PARKING SUMMARY
MF PARKING - 583 SPACES
VISITOR PARKING - 103 SPACES
TRAIL HEAD PARKING - 2 ADA PARKING + 15 SPACES

±40 ACRES OF LAND
KATY TRAILS VILLAGE SITE LAYOUT
SCHEMATIC / CONCEPT PLAN
OPTION - 4

PRELIMINARY LOT COUNT TABLE			MULTI-FAMILY PARKING REQUIREMENT	
RESIDENTIAL TYPE	UNITS		NO. OF BEDROOM PER APARTMENT	REQUIRED
TH (22' x 100')	77		1 BED APARTMENT (1.1 per bedroom)	135
			2 BED APARTMENT (2.2 per bedroom)	360
			3 BED APARTMENT (3.3 per bedroom)	75
			TOTAL PARKING LOTS REQUIRED	570
			TOTAL MF PARKING PROVIDED (583)	
MULTI-FAMILY UNITS				
NO. OF BEDROOM PER APARTMENT	COUNT	PERCENTAGE		
1 BED APARTMENT	90	30%		
2 BED APARTMENT	180	60%		
3 BED APARTMENT	30	10%		
TOTAL NO. OF UNITS	300	100%		

PLANNING - LANDSCAPE ARCHITECTURE

STRAND

10000 TECHNOLOGY BLVD WEST | DALLAS TEXAS 75220 | 972.490.8200

8/16/2021

INVESTMENT HIGHLIGHTS



Strategic Location

- The Site is located approximately 4 miles northeast of Gateway Village where Highland Homes is currently selling homes up to \$574,860 and The Residence at Gateway Village is achieving rents up to \$1.68 psf.
- Approximately 3.5 miles southwest of the Site, the intersection of US-75 and Grayson Drive is home to Texoma Medical Center which has 4,000 full time employees as well as boasts national and local retailers such as Starbucks, QuikTrip, Craft Pies Pizza Company and more.
- The Site is located approximately 9 miles southeast of the recently announced Preston Harbor master-planned community which will have a Margaritaville resort. Spanning 3,114 acres, Preston Harbor is set to feature approximately 7,500 homes. Meanwhile, the Margaritaville Resort will offer 250 to 280 hotel rooms and is expected to create around 300 jobs.
- Less than 20 minutes south of the Site, both the Texas Instruments and GlobiTech semiconductor chip facilities which total \$35 billion in anticipated investments and will create up to approximately 4,500 new jobs in the area.



Zoning

- The Site is currently zoned in a Planned Development allowing for 300 multifamily units, 77 townhome units and a 1.41+/- acre retail site.
- The Site is located within a Tax Increment Reinvestment Zone (TIRZ) with funds reserved to reimburse developers for eligible expenses.
- Ownership will also be conveying all third-party reports and existing construction plans for the Coffin Street Right-of-Way at Closing.
- Purchaser will be responsible for the platting process as it relates to each individual use as reflected in the Concept Plan.
- *Purchaser to verify zoning and uses allowed on the Site.*



Population and Demographics

- According to the US Census Bureau, Grayson County has a population of approximately 146,907 as of July 2023, an increase of 8.4 percent since April 2020.
- According to Texas Realtors, the median home price for new construction homes in Grayson County is \$325,000 as of October 2024, an 8.0 percent increase year-over-year.



Texoma Medical Center



Downtown Denison

KATY TRAILS VILLAGE ZONED MIXED-USE SITE DENISON, TEXAS



KATY TRAILS VILLAGE ZONED MIXED-USE SITE DENISON, TEXAS



Future Preston Harbor Master Planned Community

Lake Texoma

Terrell Elementary School

Denison

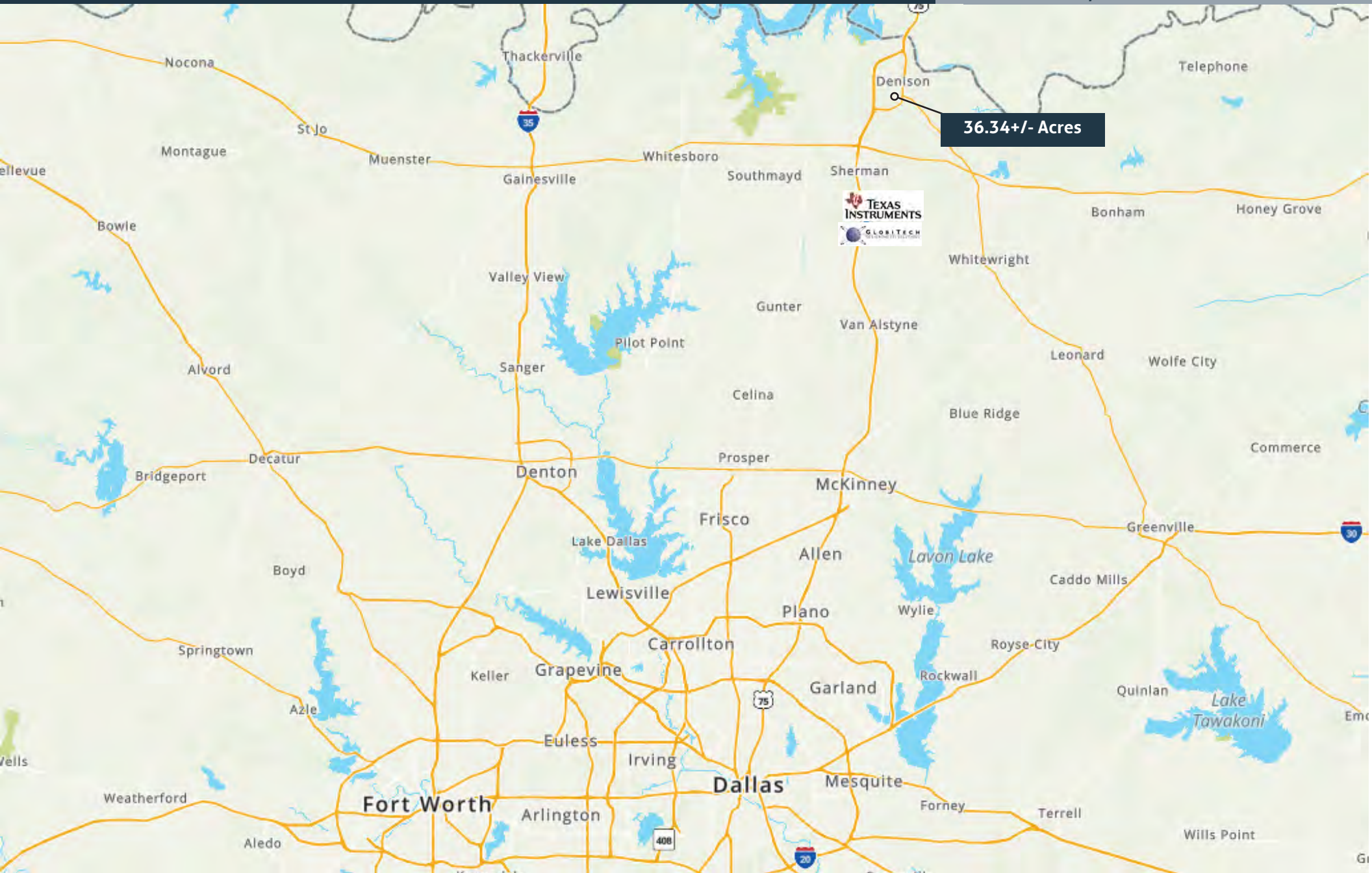
Scott Middle School

Katy Trails Village
300 MF Units
77 TH Units
1.41 Acre Retail

KATY TRAILS VILLAGE ZONED MIXED-USE SITE DENISON, TEXAS



KATY TRAILS VILLAGE
ZONED MIXED-USE SITE
DENISON, TEXAS



GRAYSON COUNTY HIGHLIGHTS

- In 2022, the Sherman-Denison Metropolitan Statistical Area (MSA) generated nearly \$6.33 million in Gross Domestic Product (GDP).
- The area's unemployment rate was 3.7% in 2023, 0.4% below the national average and down 2.2% since 2020.
- Upcoming semiconductor facilities by Texas Instruments and Globitech will inject approximately \$35 billion in investments and create about 4,500 new jobs in the region.
- Lake Texoma, local museums, and nearby Oklahoma casinos draw significant daily tourism to the Sherman-Denison MSA.
- As of 2023, Sherman-Denison ranks as the 23rd largest MSA in Texas, with a population exceeding 146,907 and an annual growth rate of 2.59%, according to Federal Reserve Economic Data.
- Grayson County has experienced population growth in 11 of the past 12 years, with the largest surge occurring between 2021 and 2022.
- Grayson County has seen a recent wave of development, highlighted by the Preston Harbor master-planned community and a Margaritaville resort. Spanning 3,114 acres, Preston Harbor is set to feature approximately 7,500 homes. Meanwhile, the Margaritaville resort will offer 250 to 280 hotel rooms and is expected to create around 300 jobs.

The Site is strategically positioned near Eisenhower Parkway (Spur 503), one of the main thoroughfare in the City of Denison. The Sherman-Denison MSA enjoys significant advantages from its proximity to the DFW MSA and Oklahoma, with the Dallas Central Business District just an hour's drive south.



**GROSS METROPOLITAN
PRODUCT**

\$6.33 Million



**GRAYSON COUNTY
POPULATION GROWTH**

2.6% (2021-2022)



**GRAYSON COUNTY
ESTIMATED POPULATION**

146,907



ECONOMIC OVERVIEW

Denison, Texas, located in Grayson County near the Oklahoma border, is part of the Sherman–Denison metropolitan area. As of the 2020 census, the city had a population of 24,479, reflecting a 7.7% increase from 2010. The city's economy is diverse, with key sectors including manufacturing, retail trade, and healthcare. Major employers encompass the Denison Independent School District, Ruiz Foods, Texoma Medical Center, and Cigna. The retail sector is bolstered by establishments like Walmart and Home Depot distribution centers. Educational institutions play a significant role in Denison's economy. The Denison Independent School District serves the community, and Grayson College, a public community college, offers a range of academic programs. Transportation infrastructure in Denison supports economic activities, with U.S. Highways 69 and 75 facilitating regional connectivity. The North Texas Regional Airport provides general aviation services, enhancing accessibility for businesses and residents. Denison's economic landscape is characterized by a blend of traditional industries and educational institutions, contributing to its growth and development within the Texoma region.



GRAYSON COUNTY MAJOR EMPLOYERS

COMPANY NAME	EMPLOYEES
Texoma Medical Center	4,000
Tyson	1,700
Sherman ISD	1,137
Ruiz Foods	1,100
Walmart	900
Sam's Club	900
CIGNA	800
Denison ISD	722
Carrus Specialty Hospital	650



GRAYSON COUNTY - TECH HUB OF NORTH TEXAS

Grayson County has been gaining a reputation for being the Texoma Tech Hub, which is the only tech hub across two states (Texas and Oklahoma). The Texoma Tech Hub aims to unify the semiconductor supply chain through regional collaborations and workforce development. The following companies are responsible for the changing landscape in Grayson County and strong technological industry that has been the cornerstone for development in the market.

Texas Instruments:

Texas Instruments is currently under construction on their new semiconductor wafer fabrication plant in Sherman which will be a \$30 billion investment and include plans for up to four connected fabs. This will bring an anticipated 3,000 new manufacturing jobs to the region and production from the first fab is expected as early as 2025.

Global Wafers:

Global Wafers is the parent company of GlobiTech, which has a long-standing relationship with the City of Sherman. GlobiTech plans to build a state-of-the-art silicon wafer factory in Sherman which will be the first of its kind in the United States in over twenty years. The estimated build out cost is \$5 billion and will be the largest facility of its kind in the United States once complete. This development is expected to bring 1,700 new construction jobs to the region and 880 manufacturing jobs once the plant is running at full capacity.

Coherent:

Coherent Corporation is the parent company of Finisar which is known for producing technology used in Apple iPhone and other devices at its Sherman facilities. Coherent is expanding production in Sherman with the help of the Sherman Economic Development Corporation who has approved a \$2.94 million incentive package to expand the processes that Coherent produces into their Sherman facilities.



AREA OVERVIEW

Denison, Texas, is a growing city in Grayson County located about 75 miles north of Dallas and just south of the Texas-Oklahoma border. With a population of 24,479 as of the 2020 census, it offers a blend of small-town charm and proximity to larger urban areas. The city is well-connected by major thoroughfares, including U.S. Highway 75, which provides direct access to Dallas and Oklahoma, U.S. Highway 82, linking Denison to neighboring Sherman, and State Highway 91, also known as Texoma Parkway, which connects the city to Lake Texoma and serves as a key commercial corridor.

EDUCATION OVERVIEW

Denison is served by the Denison Independent School District (DISD), which includes 10 schools. These consist of five elementary schools (Houston, Hyde Park, Lamar, Mayes, and Terrell), B. McDaniel Intermediate School, Scott Middle School, and two high schools: Denison High School and Pathways High School. For higher education, Denison is home to Grayson College, a community college offering a variety of academic programs, and is near Sherman, where Austin College, a private liberal arts institution, is located.

HOUSING OVERVIEW

The median sale price of homes as of October was \$245,000. The median price per square foot increased by 4.7% to \$165. For new construction, the median price is \$252,811, with a median price per square foot of \$172, reflecting a 5.3% increase in list prices compared to the previous year. The Site is located approximately 4 miles northeast of Gateway Village where Highland Homes is currently selling homes up to \$574,860.



TRANSPORTATION



Air: Sherman Municipal Airport (KSWI) provides a friendly general aviation airport located on the southeast edge of Sherman less than 8 miles southwest of the Site. North Texas Regional Airport is a full-service airport situated between Sherman and Denison near State Highway 289 approximately 6.6 miles southwest of the Site. Commercial flights are available via DFW International Airport located 64 miles southwest of the Site.



Highway: The Site is located north of Dallas with convenient access to several major thoroughfares. The Site is located 1.42 miles east of Highway 75, the main thoroughfare in the Sherman-Denison MSA running from Dallas to the Oklahoma border. Additionally, approximately 5 miles south of the Site is Interstate 82, facilitating east-west travel across Texas, extending west to Wichita Falls and east to Texarkana.



Public Transit: Public transportation is provided within the Sherman-Denison MSA by Texoma Area Paratransit System (TAPS). TAPS offers curb-to-curb service to residents for intown, out-of-town, and out-of-county trips. Surrounding counties including Cooke, Grayson, Fannin, Montague, Clay and Wise are also supported by TAPS.



DFW International Airport



TAPS Public Transit

Market Selector

Local Association
Greater Texoma Association of ..

Market Type
County

Market Name
Grayson County

Frequency
Monthly

Date
October 2024

Property Type
All Residential (SF, Condo, Town..

Construction Type
All (Existing & New)

October 2024 Market Statistics - Grayson County

Median Price
\$325,000
▲ 8.0% YoY

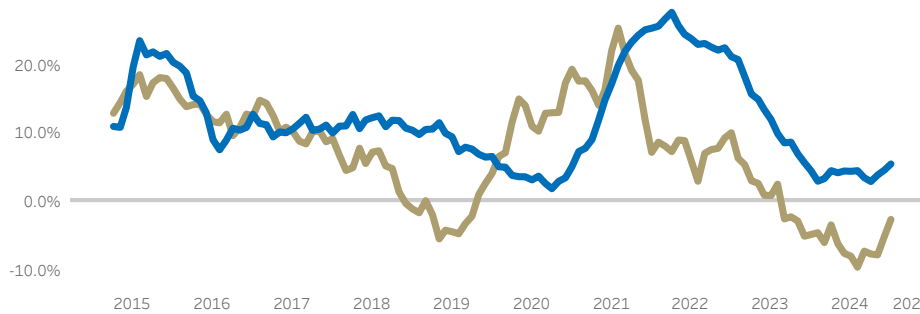
Closed Sales
203
▲ 23.0% YoY

Active Listings
1,198
▲ 45.2% YoY

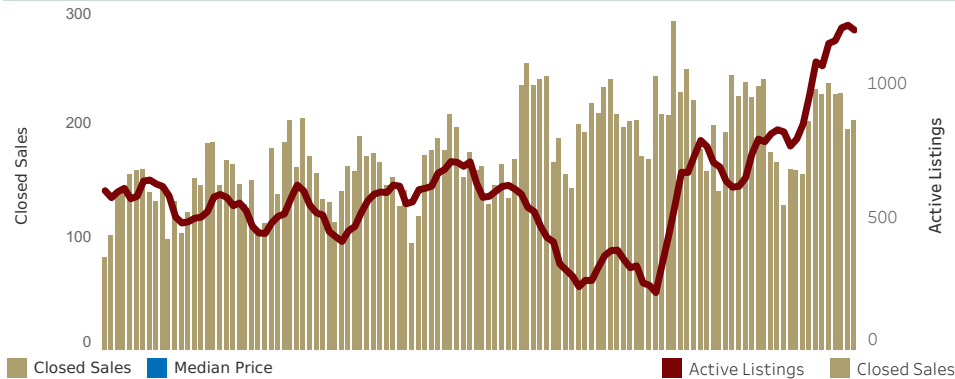
Months Inventory
6.1
▲ 2.1 YoY



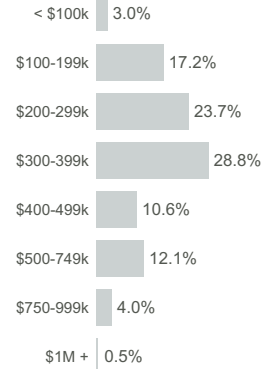
GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE



CLOSED SALES AND ACTIVE LISTINGS



PRICE DISTRIBUTION



VALUATION STATS

Median Price/Sq Ft
\$176.34
▲ 2.6% YoY

Median Home Size
1,818 sq ft

Median Year Built
2009

Close/Original List
91.3%

TRANSACTION TIME STATS

Days on Market
80
8 days more than October 2023

Days to Close
32
2 days less than October 2023

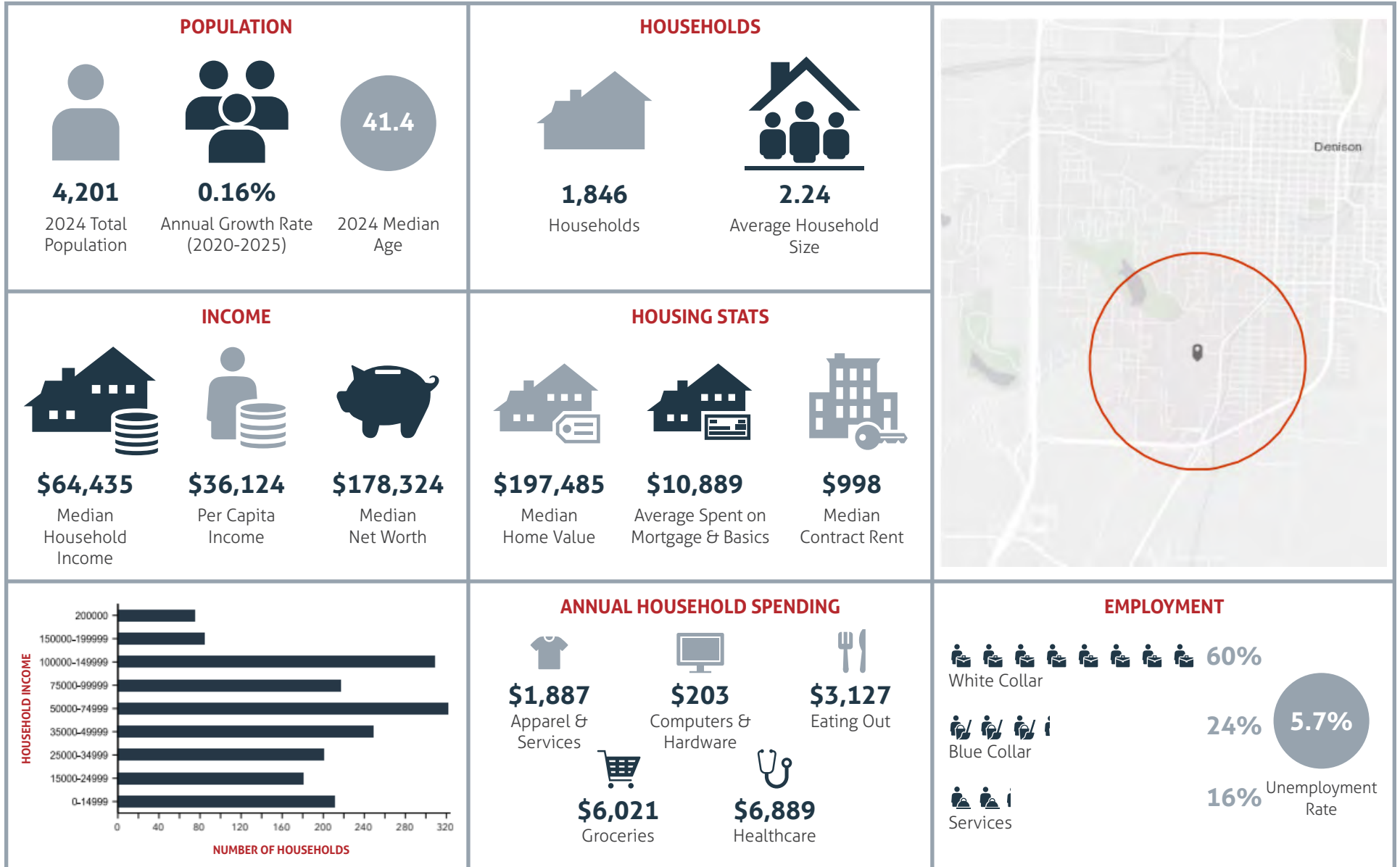
Total Days
112
6 days more than October 2023

[Click to View Infographic](#)

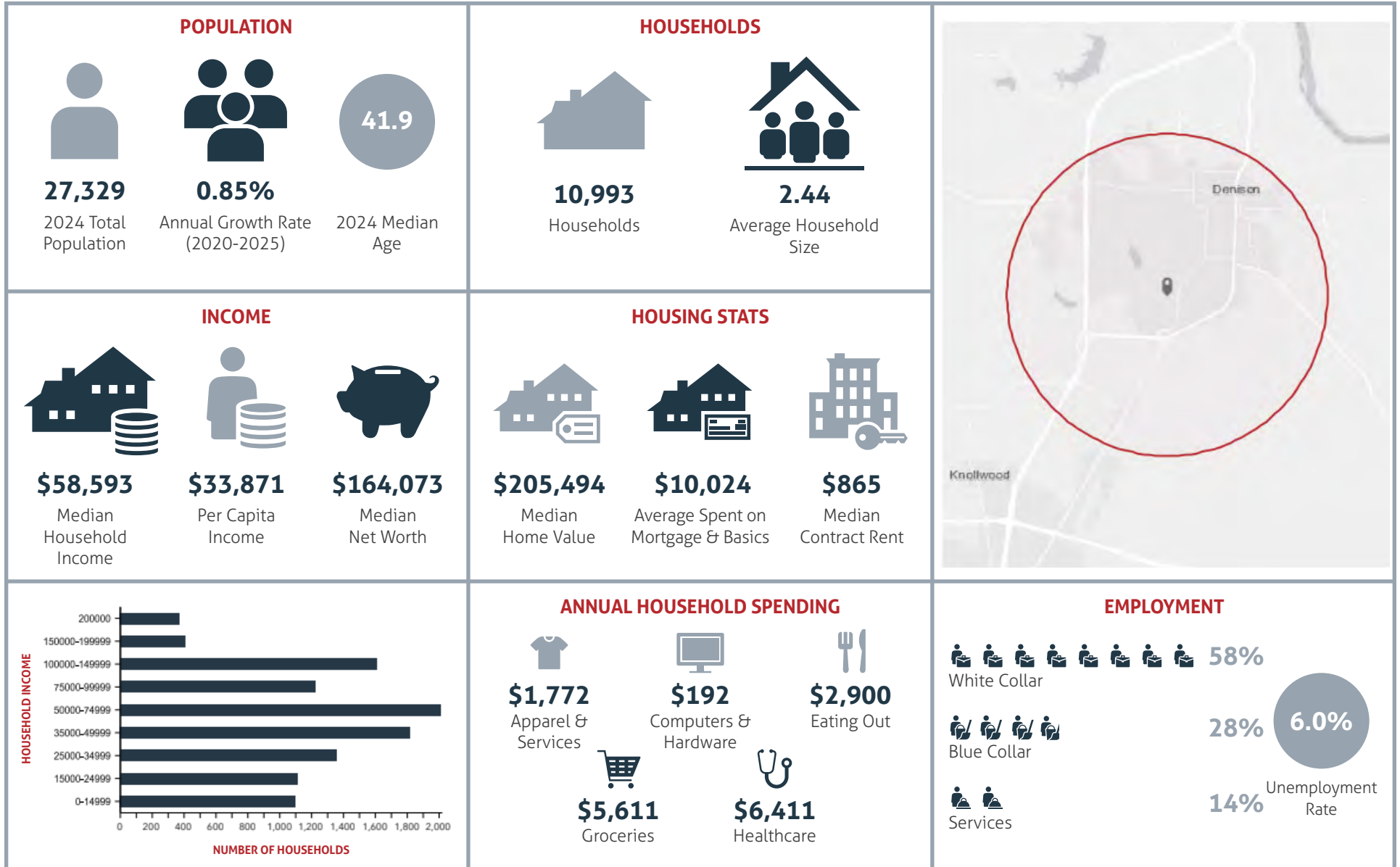


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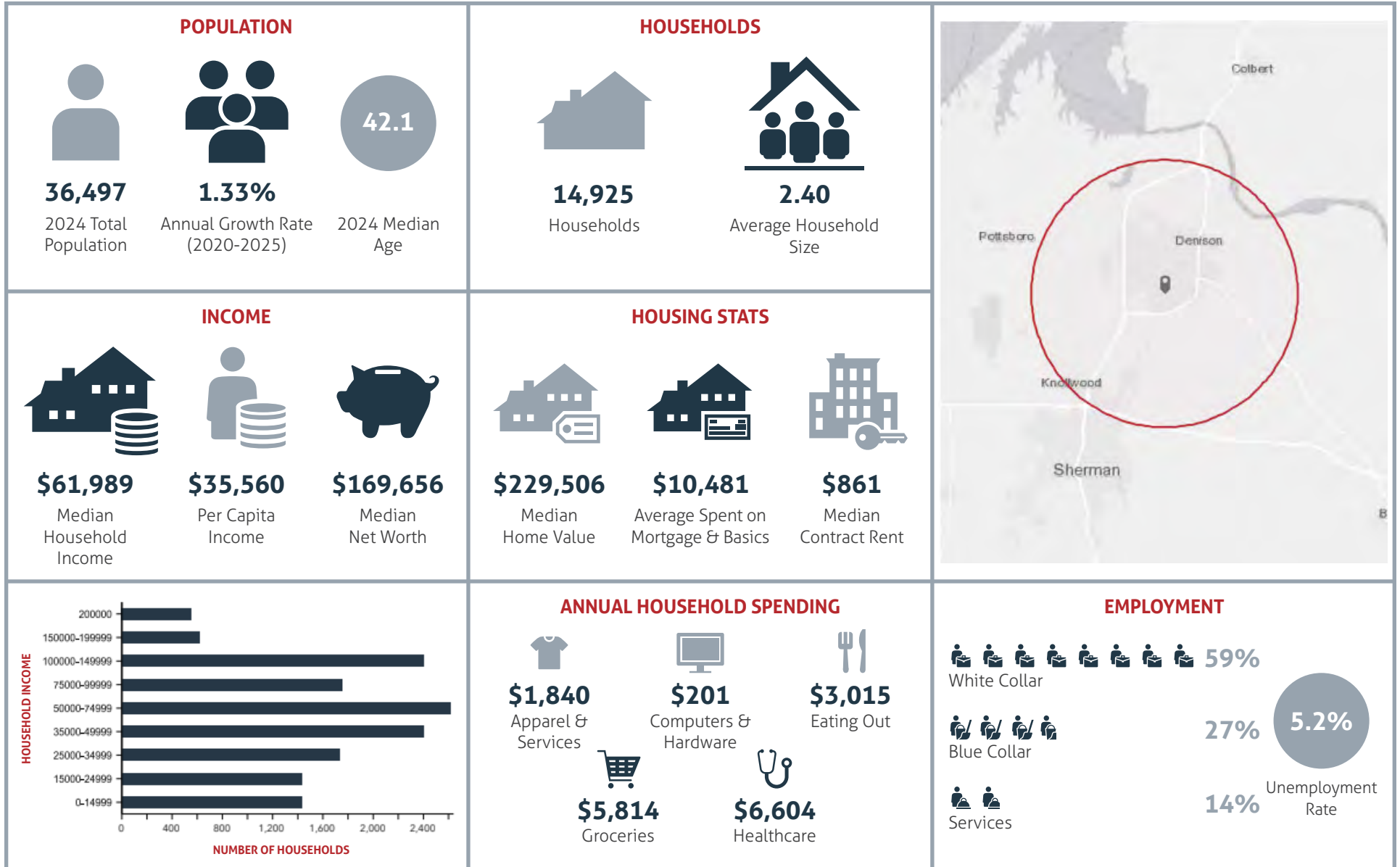
DEMOGRAPHIC OVERVIEW | 1-MILE RADIUS



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.

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