

# FOR SALE NEW! | 6% CAP ±\$2.5M | RARE AUSTIN NET LEASE INDUSTRIAL | AUSTIN IRON

±10,500 SF HIGH-DEMAND IN TOP FIVE US MARKET/TOP NATIONAL JOB GROWTH MARKET | 9606 OLD MANOR, AUSTIN, TX

10.7% RENT GROWTH | 4.3% INDUSTRIAL VACANCY SUBMARKET | SE AUSTIN RENTS NOW \$15-\$18

NEW LEASE EXTENSION  
JUST SIGNED - \$13.90  
NNN

NUMEROUS  
RENOVATIONS JUST  
COMPLETED!

TENANT INSTALLING  
\$500K NEW IRON  
MACHINING  
PRODUCTION EQUIPMENT

CONTINUAL STRONG  
AUSTIN GROWTH IN  
SOUTHEAST MARKET

SEASONED TENANT IN  
LOCATION FOR 10 YRS+  
IN HIGH RENT GROWTH  
MARKET, TRENDING  
\$15-\$18 NNN

PRIME EOY 1031!

DWG CAPITAL  
GROUP

INVESTMENT SALES.  
CAPITAL MARKETS.  
DONE.

PRE-MARKET

OFF MARKET

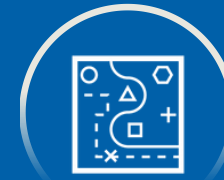


**URBAN MARKET NNN INDUSTRIAL**

MIXED-USE INDUSTRIAL THAT SUPPORTS DIVERSE FUNCTIONS



±10,500 SF  
BUILDING



±39,160 SF | ±1.0 AC  
LOT AREA



1984 | 1992  
YEAR BUILT

DWG CAPITAL GROUP | JUDD DUNNING | 310.261.8428

HUGH GEHRKE | 310.770.1713





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Operations, Client Services

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A wide-angle, high-angle photograph of the Austin, Texas skyline. The image shows a dense cluster of skyscrapers and modern buildings along the riverfront. In the foreground, a river flows from the bottom left towards the center, with a bridge crossing it. The sky is a clear, deep blue. The overall tone is professional and urban.

# AUSTIN IRON

## EXECUTIVE SUMMARY

# EXECUTIVE SUMMARY & HIGHLIGHTS

**THE OPPORTUNITY:** DWG Capital Group is pleased to offer a new opportunity for a new purchaser of Austin Iron, a single-tenant NNN industrial asset located at **9606 Old Manor Rd, Austin, TX 78724**.

**THE PROPERTY:** DWG Capital Group is selling the two-building 10,500 SF property for the price of \$2,506,400 at an attractive land basis of \$55.90 PSF and the building for \$238 PSF. The site is located just 10 miles from Downtown Austin, Texas and is in a thriving industrial market. Building A was constructed in 1984 and totals 7,500 SF; Building B was built in 1992 and totals 3,000 SF.

**THE LOCATION:** Austin Iron is strategically located in a highly trafficked business park right off Highway 290, providing easy access throughout the metro. It is situated in East Austin in the Daffin/University Hills/Manor areas in thriving Travis County. Austin has recently exploded into the fastest-growing major metro in the United States over the last decade, per the U.S. Census Bureau. As major companies like Tesla continue relocating from California to Central Texas, Austin's rapid population growth shows no signs of stopping. Not only is Austin the number one job market, but it is also one of the hottest industrial markets in Texas and nationwide.

"The Austin industrial market continues to break records and attract major players, with net absorption reaching 2.5 million sq. ft. in Q1 2024, led by industry giants SpaceX and Tesla occupying state-of-the-art build-to-suit facilities, alongside strong demand from Tesla suppliers leasing speculative space. New construction surged, delivering 3.1 million sq. ft., with nearly 50% pre-leased – a testament to the market's strength. Asking rents climbed steadily, hitting \$13.29 PSF market-wide, while in premium new buildings, rents surged to as high as \$20 PSF, reflecting the value placed on Austin's modern, strategically located industrial facilities. With robust leasing, record-breaking deliveries, and unwavering tenant demand, Austin solidifies its position as one of the fastest-growing and most dynamic industrial markets in the nation."

(Sources: CBRE, JLL)

**NEW LEASE RENTAL RATE:** The new 5-year lease features a 3-year primary term and two 1-year options, with attractive 3% annual rent

increases. The annual rent is \$150,384, or \$13.90 per square foot (PSF). The strength of the lease, tenant, and location makes the Austin Iron sale-leaseback an ideal acquisition opportunity, offering hands-off, stabilized revenue streams in a top 5 U.S. growth market.

**STABILIZED INCOME WITH SUPERIOR RENT GROWTH AND EXCALATIONS:** This strategic opportunity provides a simple path to success and profit. A

new purchaser can acquire the cash flow from the current location and benefit from strong future profits in a market with trending rental rates of approximately \$15-\$20 PSF NNN in this rapidly growing, best-in-Texas industrial market.

**TENANCY:** DESIGN. DRAW. FABRICATE AND INSTALL. Austin Iron, a strong, high-growth tenant, is an ironworks design, fabrication, and installation company benefiting from high demand in Austin's booming construction economy. The tenant has occupied the location since 2014, experiencing consistent year-over-year growth and maintaining many months of backlogged demand. This seasoned tenant recently executed a 5-year NNN lease, structured as a 3-year base term with two 1-year extensions. Annual sales remain robust, and the new lease, while slightly below market, includes attractive 3% annual escalations, aligning well with the thriving, high-demand East Austin industrial market.

INESTMENT SUMMARY	
Purchase Price:	\$2,506,400 (6% Cap)
NOI:	\$150,384
Base Rental Rate PSF:	\$13.90 PSF
Purchase Price PSF:	\$238
Approximate Bldg SF:	10,500 SF
Land Acres:	Approx. 1.0 AC
Rent Escalations:	3%
Lease Terms:	5 years (3 yrs + two 1 yr extensions)
Initial Lease Term:	Start: 06/01/2024 End: 05/31/2029
Tenant:	Austin Iron
Property Type:	Industrial



## ADDITIONAL INVESTMENT & MARKET DETAILS

### TOP LOCATION

- **Austin, Texas** exploded into the fastest growing major metro in the United States over the last decade per the U.S. Census Bureau.
- As major companies like Tesla continue relocating from California to Central Texas, **Austin's** rapid population growth shows no signs of stopping.
- Strategically located in a highly trafficked business park right off Highway 290, providing ease of access throughout the metro.

### FLEXIBLE BUILDING DESIGN

- The two-building site is currently occupied by a Single-Tenant operation; however, the site could be re-designed into a multi-tenant park.
- With approx. 1.0 AC, **7 drive-ins, 1 dock door, 25' ceilings, and 3 Phase power**, this site offers excellent operating capabilities for Austin Iron and any future tenants.

### INCREDIBLY DENSE POPULATION

- This property has more than **159,836** residents in the 5-mile radius and is expected to have over 172,680 by 2026.

### SUBMARKET FUNDAMENTALS EAST AUSTIN

- **Vacancy is currently at 4.3%** in the subject marketplace.
- Rents have grown by **10.7%** over the prior 12 months, and now positively leveling off to the benefit of the industrial tenants, yet easily exceeding the 6.2% average annual change over the past decade.

### PASSIVE LEASE STRUCTURE

- With a brand new **three-year NNN lease** in place, this offering provides a lending partner the opportunity to fund an industrial building with minimal landlord responsibilities. Tenant pays taxes, insurance, CAM

### ATTRACTIVE MARKET RENTAL RATE

- **Austin Iron** is currently paying **\$13.90 PSF**, below the submarket average.



### ALL-IN-COST

**\$2,506,400**



### PRICE PER FOOT

**\$238**



### GROSS LEASEABLE AREA

**10,500 SF**





AUSTIN IRON

# PROPERTY OVERVIEW



# BUILDING SPECS & LEASE ABSTRACT

US HWY 290

## BUILDING SPECS

BUILDING TYPE:	Manufacturing, Warehouse, Industrial	
ADDRESS:	9606 Old Manor Rd. Austin, TX 78723	
YEAR BUILT/RENOVATION:	BLDG A: 1992	BLDG B: 1984
TOTAL LOT SIZE (1.0 AC):	BLDG A: 39,160 SF .9 Acres	BLDG B: 4,400 SF 0.1 Acres
BUILDING SIZE (10,500 SF):	BLDG A: 7,500 SF	BLDG B: 3,000 SF
PARCEL NUMBER:	0226310903	
DOORS:	Seven 10' Doors	
POWER:	3P	
STORIES:	1	

## LEASE ABSTRACT

TENANT:	Austin Iron
NOI:	\$150,384
BASE RENTAL RATE PSF:	\$13.90 PSF
LEASE TERMS:	5 years (3 yrs + two 1 yr extensions)
INITIAL LEASE TERM:	Start: 06/01/2024 End: 05/31/2029
RENT ESCALATIONS:	3%



**±1.0 AC**  
LAND AREA



**±39,160 SF**  
LOT SIZE



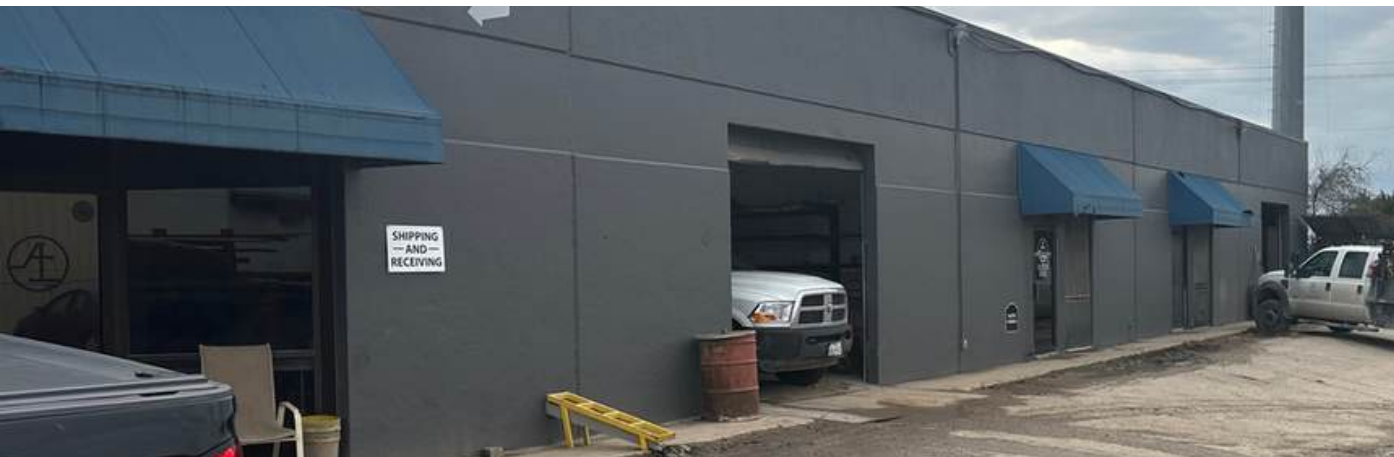
**±10,500 SF**  
BUILDING SF



**1984**  
YEAR BUILT



# PROPERTY PHOTOS







**AUSTIN IRON**

# TENANT OVERVIEW

### OUR HISTORY

In 2011 we had a vision to start a construction firm. Although new to the industry, we were committed to the values of integrity and hard work. Built on our experience of homebuilding and steel fabrication, we started Austin Iron to meet the needs of homeowners and homebuilders in the Austin area. Over the years we have experienced near constant growth. And today we are privileged to work for Austin's leading residential and commercial contractors, working alongside Austin's finest architects and designers.



1

### Established 2011

Austin Iron was founded with a vision to start a construction firm, built on the values of integrity and hard work.

2

### Growth and Expansion

Over the years, the company has experienced near constant growth, now working for Austin's leading residential and commercial contractors.

3

### Current Operations

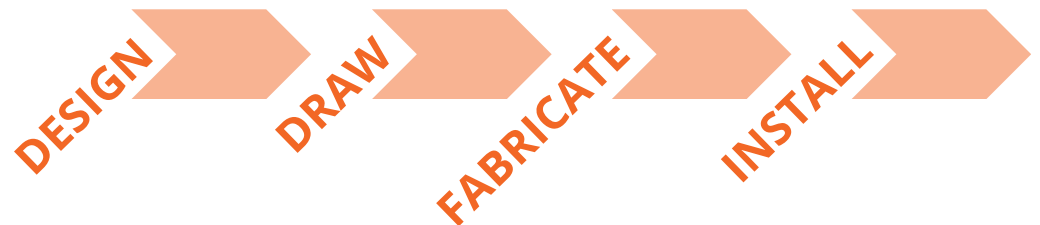
Austin Iron collaborates with professionals to design, draw, fabricate, and install custom ironwork elements for various projects.

4

### Future Outlook

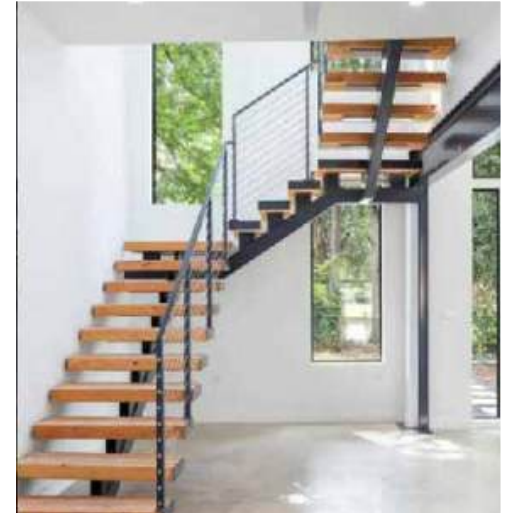
With superior annual sales and months of backlogged demand, Austin Iron continues to thrive in the booming Austin construction economy.

### THE AUSTIN IRON PROCESS





# TENANT PORTFOLIO







# AUSTIN IRON

## AREA OVERVIEW





# DOWNTOWN AUSTIN

## RAINEY STREET

Rainey Street is positioned near Lady Bird Lake and Interstate 35 in the southeast corner of downtown. Though 21 buildings are specifically identified as a part of the historic district, the stretch of Rainey between River and Driskill includes 31 buildings built before 1934,[2] giving the neighborhood a historic character relative to other areas of the city. Since the early 2010s, the formerly sleepy residential street has turned into a popular nightlife district. Much of the historic homes have been renovated into bars and restaurants, many of which feature large porches and outdoor yards for patrons.



## RED RIVER CULTURE DISTRICT

A live music hotspot, the Red River Cultural District is known for its high concentration of hip nightlife venues on and around Red River Street. Local and national acts play music of all genres from rooftop decks, outdoor stages, and dive bars, while dance clubs feature DJs spinning tunes from goth to hiphop. After hours, revelers fill up on late-night snacks like pizza and shawarma at grab-and-go eateries.



## SIXTH STREET

The nine-block area of East Sixth Street roughly between Lavaca Street to the west and Interstate 35 to the east is recognized as the Sixth Street Historic District and was listed in the National Register of Historic Places on December 30, 1975. The area around nearby 4th Street and 6th Street has been a major entertainment district since the 1970s. Many bars, clubs, music venues, and shopping destinations are located on East 6th Street between Congress Avenue and Interstate 35, and many offer live music at one time or another during the week.



## WAREHOUSE DISTRICT

Part of Downtown, the Warehouse District is a mix of office buildings and refurbished warehouses home to trendy cocktail bars and stylish restaurants serving French comfort food, Italian fare, and steak. In the area's heart, Republic Square is a leafy park with walking paths and a weekly farmers' market.





## QUALITY OF LIFE

As a gateway to Texas' famed Hill Country, Austin's gorgeous natural setting offers abundant sunshine and plenty of opportunities to get outdoors for fitness, recreation, and relaxation. The Austin region is home to miles of cycling and running trails, rock climbing, river rafting and kayaking, and top-ranked golf courses. Some popular attractions include Zilker Park, Barton Springs, Guadalupe River, Balcones Canyonlands, Lady Bird Lake, Lake Travis, Inner Space Cavern, and Lost Pines. Austin is so livable that it ranks No. 1 on U.S. News' Best Places to Live for the second year in a row. The study analyzed 100 metro areas in the United States based on quality of life and the job market in each metro area, as well as the value of living there and people's desire to live there.



**RANKED #9: THE 2024-2025 BEST PLACES TO LIVE IN THE NATION**



**RANKED #3: BEST REAL ESTATE MARKETS FOR LARGE CITIES**



**RANKED #9: TOP PUBLIC UNIVERSITIES IN AMERICA**



**RANKED #1: BEST PLACES FOR MILLENIALS TO LIVE AND WORK**





## Austin Area Major Employers

1	<b>H-E-B</b> heb.com	1	8100 Cameron Road Austin 78754	24,161	1
2	<b>TESLA INC.</b> tesla.com	4	13101 Tesla Road Austin 78725	20,000	2
3	<b>ASCENSION TEXAS</b> healthcare.ascension.org	2	1345 Philomena St. Austin 78723	13,807	
4	<b>DELL TECHNOLOGIES INC.</b> dell.com	3	1 Dell Way Round Rock 78682	13,000	3
5	<b>ST. DAVID'S HEALTHCARE</b> StDavids.com	5	98 San Jacinto Blvd. Austin 78701	12,191	



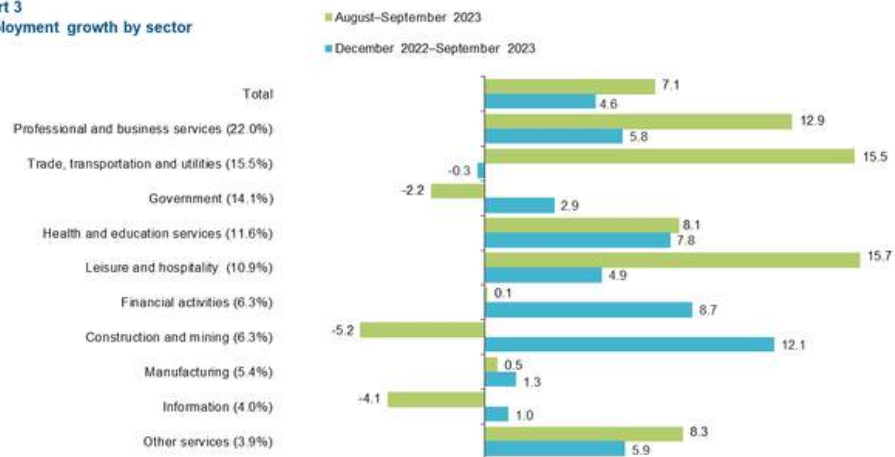
Austin's economy grew 5.6% in 2018 according to new data on gross domestic product (GDP) by metro area and county released late last month by the U.S. Bureau of Economic Analysis (BEA). Austin's 5.6% gain in real GDP is the fifth-highest rate of growth among the 50 largest metro economies.

Over the last 5 years, real GDP is up 13.5% in the metropolitan portion of the U.S. In Austin, real GDP has grown 30.3% since 2013, making it the second-fastest-growing major economy—behind only San Jose. Professional and business services is Austin's largest industry sector, accounting for 16.9% of 2018 GDP. It also saw the fastest rate of real growth, 11.6%, in 2018.

The other two industries with double-digit real growth in 2018 were information and transportation and utilities. Austin's second most significant industry, financial activities, accounted for 15.1% of 2018 GDP and grew by 4.6%.

## Employment Sees Record Growth

Chart 3  
Employment growth by sector



NOTE: Data show seasonally adjusted and annualized percentage employment growth by industry. Numbers in parentheses represent the share of total employment and may not sum to 100 due to rounding.  
SOURCE: Bureau of Labor Statistics; Texas Workforce Commission; adjustments by the Dallas Fed.

Federal Reserve Bank of Dallas



## HIGHER EDUCATION

### THE UNIVERSITY OF TEXAS AT AUSTIN,

Also referred to as UT Austin, the University of Texas at Austin is the flagship school of the University of Texas System, which includes nine academic universities and six health institutions statewide. Located about one mile from the Texas State Capitol in Austin, this public research university has the seventh-largest single campus enrollment with over 51,000 students and 3,000 teaching faculty. More than 100 undergraduate and 170 graduate degrees are available to students as well as dozens of top-ranked programs with a proven record of success.

UT Austin continues to expand its facilities on campus and thanks to its proud alumni base of more than 482,000, which includes industry leaders like Michael Dell and Rex Tillerson, entertainers like Oscar-winning actor Matthew McConaughey, Academy Award-winning actress Marcia Gay Harden and film director Robert Rodriguez, as well as journalists' Bill Moyers and Walter Cronkite. An abiding symbol of the spirit of Texas, the university cultivates economic and social progress as a leading center of knowledge and innovation.



**15**

Undergraduate Programs Ranked  
in the Top 10 Nationally



**#7**

U.S. Public Colleges  
-Business First, 2019



**482,000**

Alumni Across the World



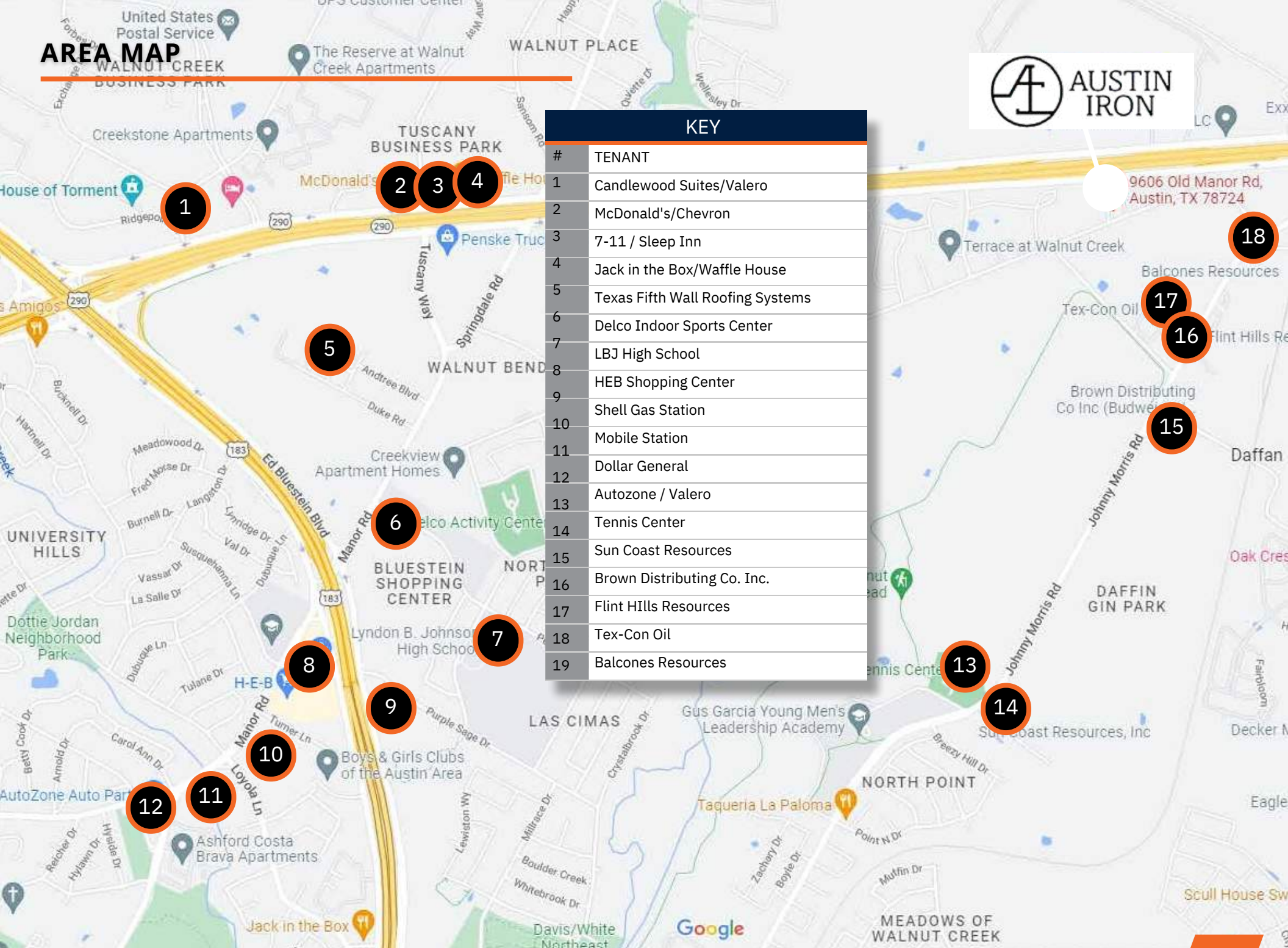
**124**

Countries Represented by the  
Student Body





# AREA MAP





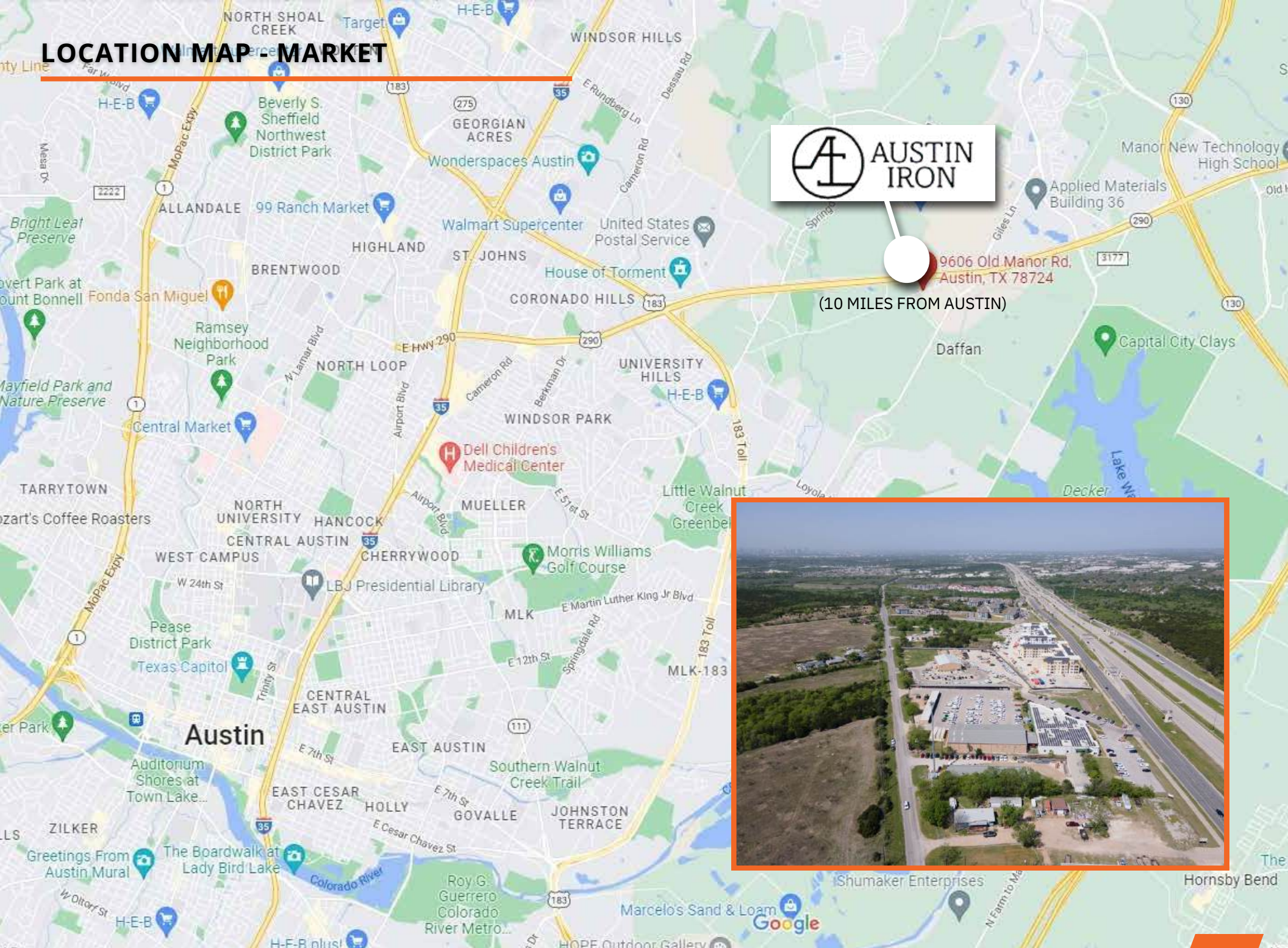
The background image shows a modern architectural scene. On the left, a wide staircase with grey steps and dark metal railings leads upwards. To the right, a brick wall is visible, and a large, dark, industrial-style lamp hangs from the ceiling. The overall tone is dark and moody, with a focus on geometric lines and textures.

**AUSTIN IRON**

# MARKET OVERVIEW



# LOCATION MAP - MARKET





# AUSTIN INDUSTRIAL MARKET TRENDS



1

## Rising Demand

Increasing demand from e-commerce, supply chain logistics, and influx of tech manufacturing driving market growth.

2

## Rental Rate Increases

Since the start of the pandemic, rental rates have risen 13.4% in the Austin industrial market.

3

## New Development

Over 9.0 million square feet of industrial space currently under construction to meet growing demand.

4

## Decreasing Vacancy

Vacancy rates have fallen 340 basis points year-over-year, now standing at just 3.4%.



# AUSTIN INDUSTRIAL MARKET

## LEASING ACTIVITY

Austin's leasing activity remains strong, with average rents ranging from \$13.88 to \$14.22 PSF NNN, while premium new facilities continue to command rates as high as \$20 PSF NNN. Tenant demand remains steady across key submarkets, particularly for state-of-the-art speculative developments and flexible spaces suited for niche industries. Smaller owner-user deals are thriving, reflecting a vibrant entrepreneurial landscape as local businesses secure modern industrial spaces to support growth in manufacturing, logistics, and distribution.

## MANUFACTURING MOVING IN

The downstream effects of Tesla's car manufacturing operations and Samsung's semiconductor plant have driven unprecedented demand, attracting dozens of suppliers and vendors to the region. The I-35 Corridor has solidified its role as a critical hub for advanced manufacturing, logistics, and supply chain operations. The market continues to attract global occupiers in automotive, semiconductor, and clean energy sectors. Notably, recent activity from manufacturers and suppliers highlights Austin's strategic importance in revitalizing American manufacturing and building resilient, domestic supply chains.

Investors and occupiers are already taking note of the region's potential, with big names like Tesla and Navistar committing to mega-developments. The Corridor quickly became an automotive hub, as San Antonio was already home to Toyota and Caterpillar. Recently DeLorean announced it was moving its headquarters from a Houston suburb to San Antonio as it plans to revive the iconic car in an electric version. Domestic battery production is expected to quadruple by 2025, according to data from AlixPartners. At the start of the year, 25 lithium-ion battery projects were considered the region per the Greater Austin Chamber of Commerce. Currently, there are 29 industrial developments greater than 100,000 square feet under construction or proposed along the I-35 Corridor between Austin and San Antonio.

## DEVELOPMENT & MARKET TRENDS

Austin's industrial development pipeline remains at record levels, with 11 million SF of completions expected in 2024, an unprecedented figure for

the market. This surge is driven by significant speculative and build-to-suit projects that continue to meet the region's growing tenant demand. More than 50% of new deliveries are pre-leased, showcasing the strong confidence from occupiers in Austin's modern industrial facilities.

Key projects along the Northeast submarket and I-35 Corridor are attracting top-tier tenants, with bulk warehouse and distribution buildings over 100,000 SF leading the way. Additionally, smaller owner-user developments are gaining traction, delivering flexible, high-quality spaces for growing mid-sized businesses.

With average sales prices reaching \$321 PSF and significant leasing momentum, Austin's industrial market continues to outperform historical trends, cementing its reputation as one of the most dynamic, resilient, and competitive industrial hubs in the nation.



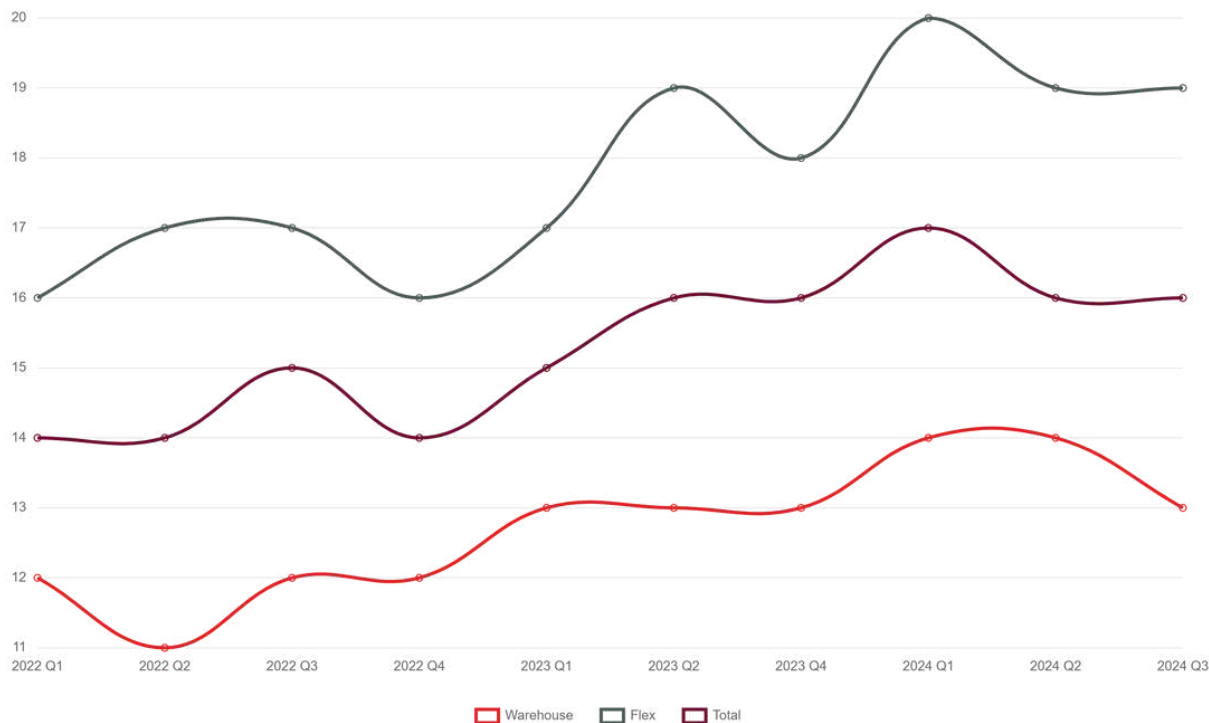


# AUSTIN INDUSTRIAL MARKET

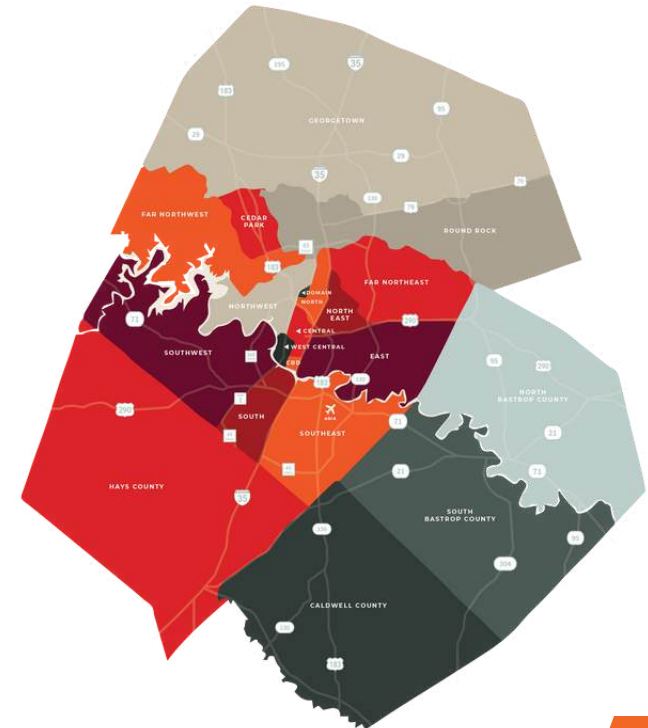
## Austin Q3 2024 Market Stats

<b>\$16.49</b>	<b>9.8%</b>	<b>540K</b>	<b>17.8M</b>
AVG. GROSS RENT	VACANCY RATE	SF DELIVERED	SF UNDER CONSTRUCTION

## Austin Industrial Rental Rates



## Austin Submarket Map



## AUSTIN EMPLOYMENT

*Austin has regained all but 300 of last spring's pandemic-related job losses, Chamber says*



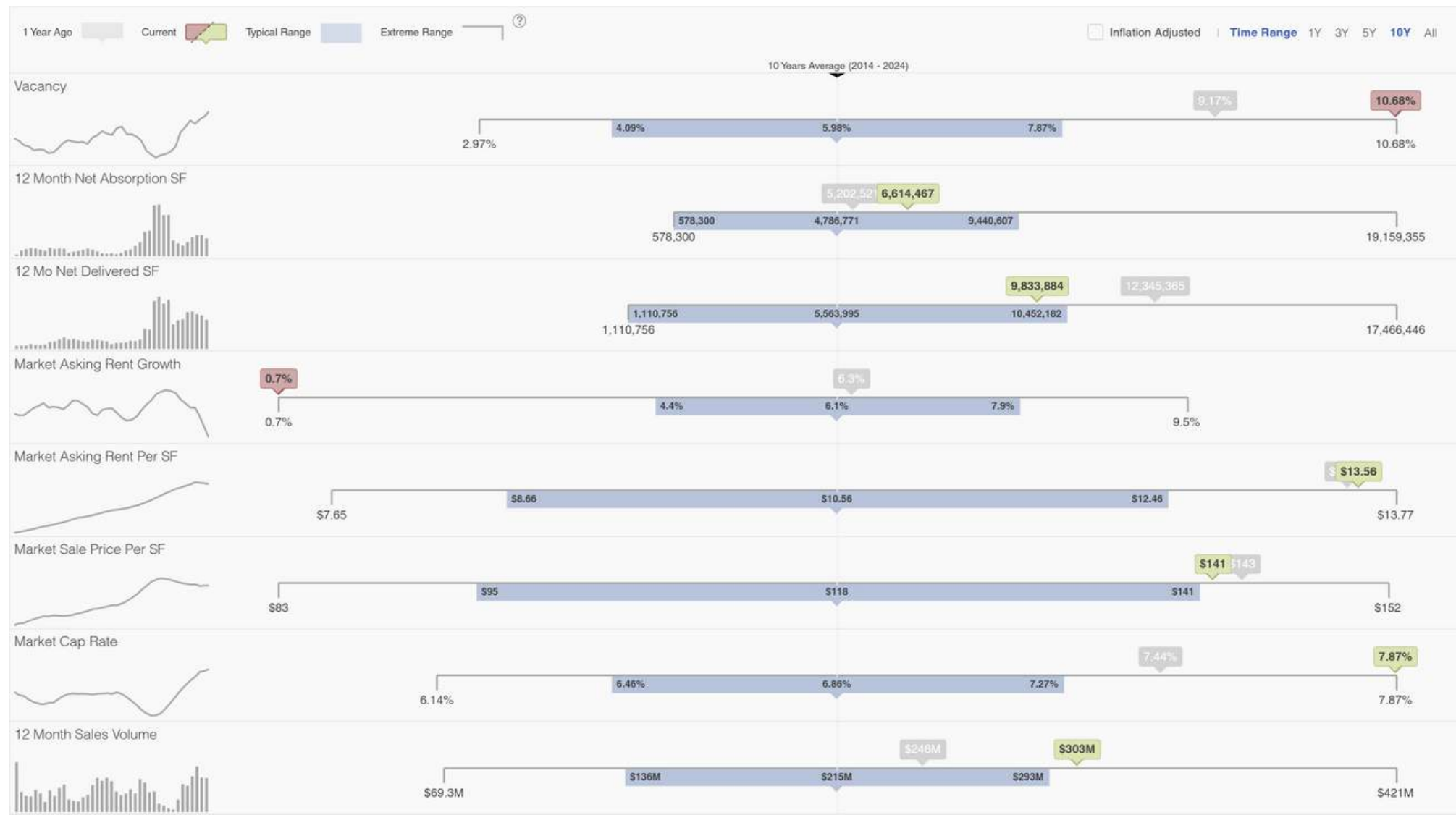
### Best performing among the top 50 metros

	Nonfarm payroll jobs		February 2020-July 2021		Rank
	February 2020	July 2021	Difference	Percent change	
Salt Lake City MSA	758,500	771,300	12,800	1.7%	1
Austin MSA	1,142,400	1,142,100	-300	0.0	2
Kansas City MSA	1,093,500	1,090,800	-2,700	-0.2	3
Dallas MDiv	2,735,400	2,724,500	-10,900	-0.4	4
Jacksonville MSA	732,000	727,000	-5,000	-0.7	5
Denver MSA	1,539,700	1,526,200	-13,500	-0.9	6
Raleigh MSA	655,700	648,700	-7,000	-1.1	7
Columbus MSA	1,111,800	1,098,200	-13,600	-1.2	8
San Antonio MSA	1,082,700	1,068,600	-14,100	-1.3	9
Cincinnati MSA	1,110,400	1,094,100	-16,300	-1.5	10

Source: U.S. Bureau of Labor Statistics, CES.

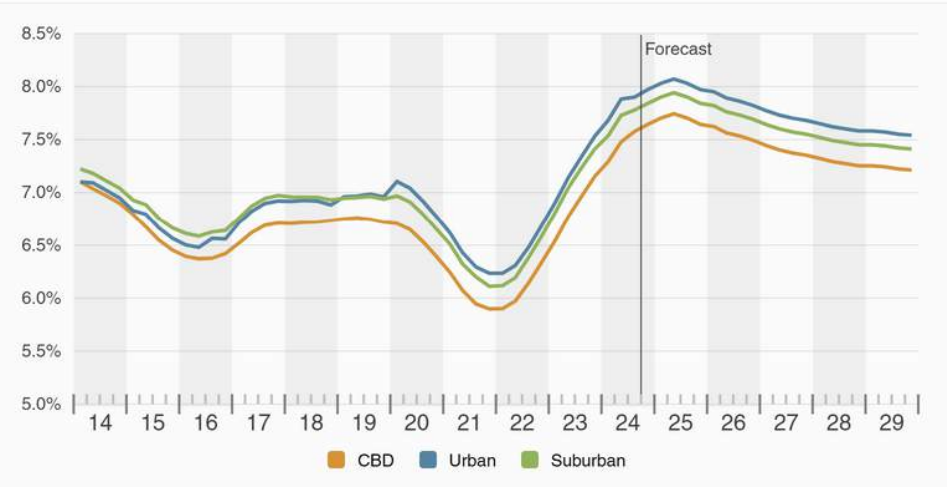


# COSTAR KEY PERFORMANCE INDICATORS - AUSTIN, TX

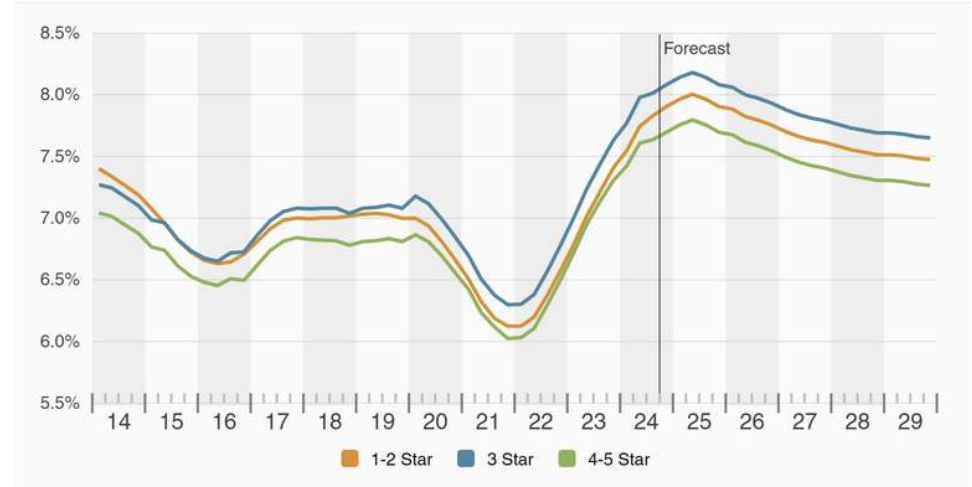


# COSTAR SALE SURVEY - AUSTIN, TX

Market Cap Rate By Location Type

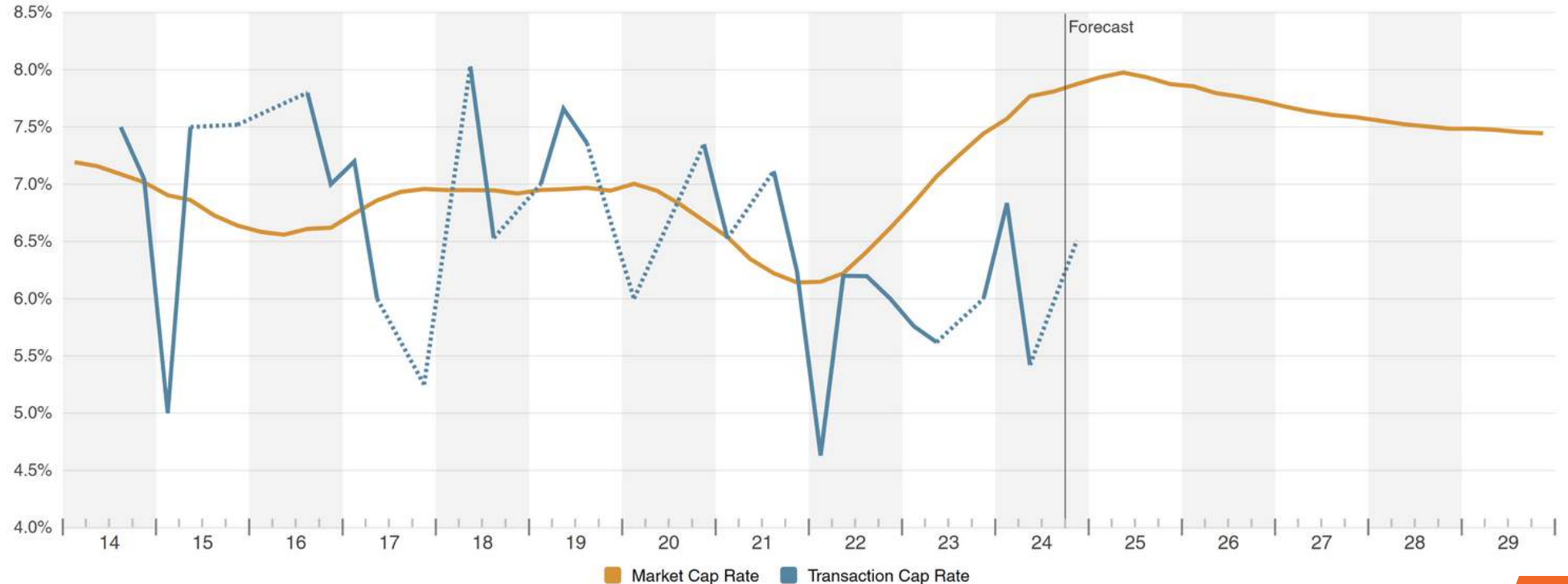


Market Cap Rate By Star Rating



Market Cap Rate & Transaction Cap Rate

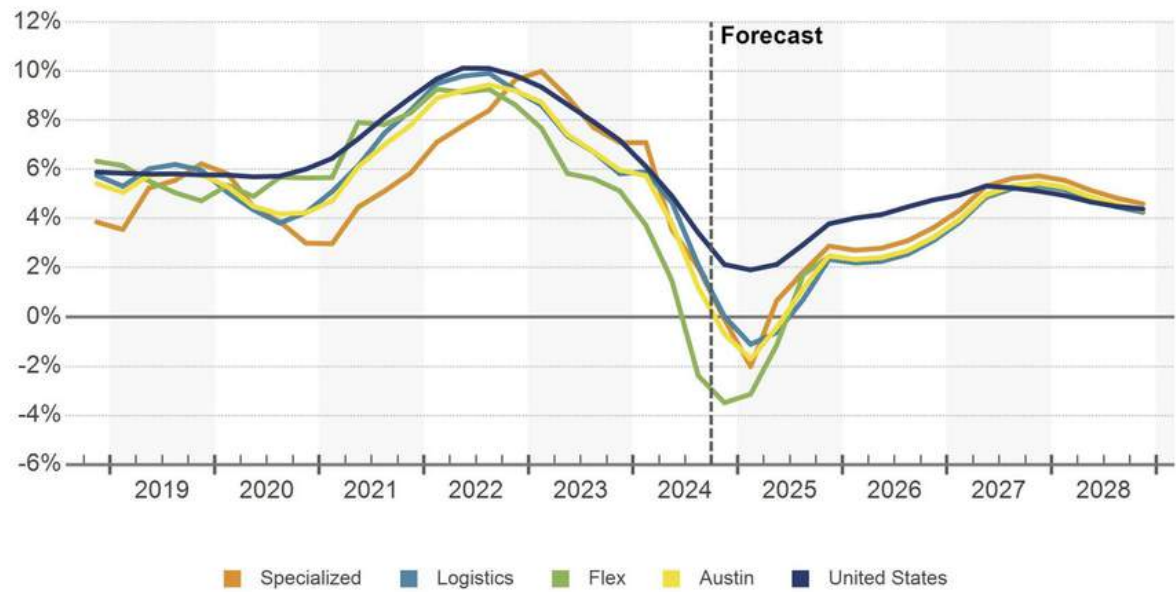
☒ History 1Y 3Y 5Y 10Y All | ☒ Forecast 1Y 3Y 5Y



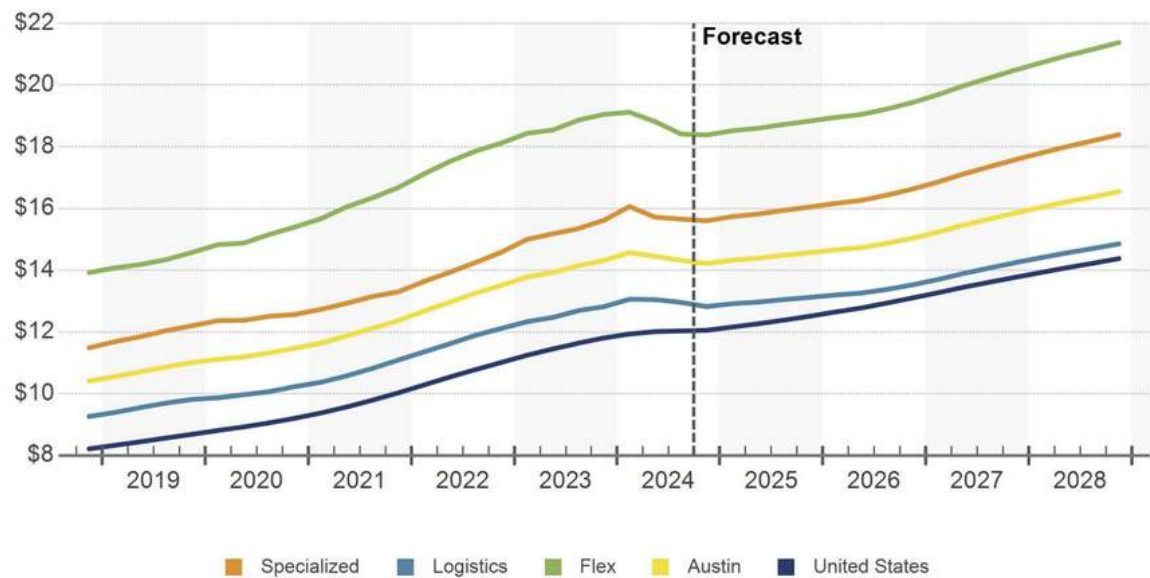


# RENTAL RATES STATS INDUSTRIAL - AUSTIN, TX

MARKET ASKING RENT GROWTH (YOY)



MARKET ASKING RENT PER SQUARE FEET





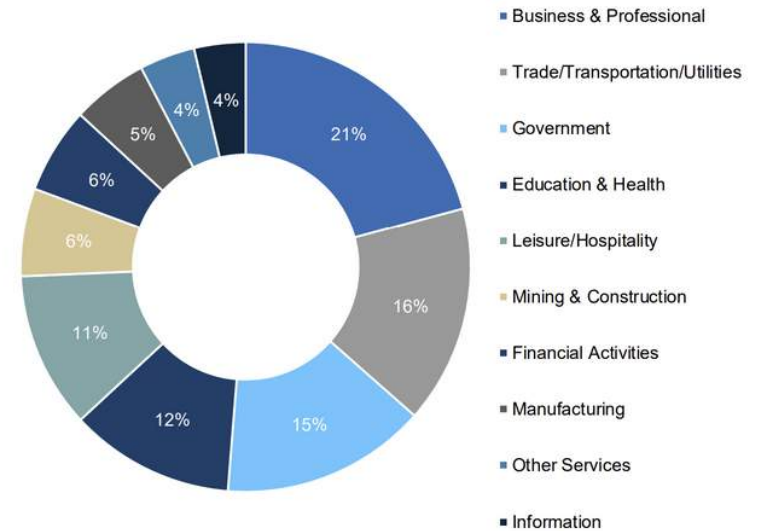
# AUSTIN INDUSTRIAL MARKET

## ECONOMIC INDICATORS

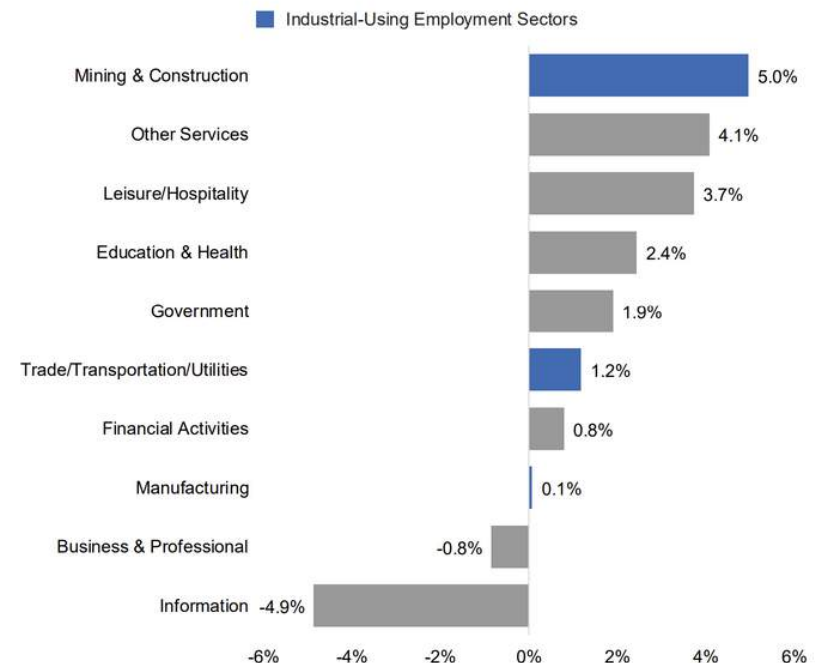
*Austin's employment sector expanded significantly, accompanied by a decline in the unemployment rate and slower wage growth. In addition, office vacancies increased, and home prices rose.*

- The Austin Business-Cycle Index grew an annualized 12.2 percent in September, 2024.
- Austin's unemployment rate dipped to 3.4 percent in Austin, remaining below the state rate of 4.1 percent and the national rate of 3.8 percent.
- In September, the local labor force increased an annualized 2.9 percent.
- Austin employment increased 7.1 percent in September, much greater than August's growth of 1.8 percent.

Employment by Industry, August 2024



Employment Growth by Industry, 12-Month % Change, August 2024







AUSTIN IRON

# ABOUT DWG CAPITAL GROUP



# DWG CAPITAL GROUP

INVESTMENT SALES.  
CAPITAL MARKETS.  
DONE.

## A DYNAMIC FINANCIAL SERVICES PLATFORM

Through our financial platform, clients have access to solutions that seamlessly support their real estate and business objectives.

## CAPITAL MARKETS

### COMMERCIAL REAL ESTATE / INVESTMENT SALES AND CAPITAL MARKETS ADVISORY

**OUR FIRM:** DWG Capital Group is a fully integrated commercial real estate advisory and capital markets platform of services for owners and users of real estate from ranging from private local owners to prominent multinational corporations and institutional investors. Headquartered in Los Angeles, DWG Capital Group's seasoned strategic relationship platform of 11 seasoned CRE veterans enables our team to effectively serve the property requirements of ALL our Owners, Investors, Developers, Private Equity Groups and Lenders from California to across the US. Regardless of how seasoned our clients are at selling, buying or joint venturing commercial real estate can be a monumental endeavor. DWG Capital Group ensures every client gets the professional, intelligent service they deserve coupled with a strong, seasoned advisory **based on what matters most: Our clients per transaction highest yield outcome coupled with a comprehensive overall real estate portfolio advisory focused on our client's overall long term security.** As a highly seasoned group of Capital Markets Advisors and Brokers who are also active Developers and Investors ourselves, DWG Capital Group brings decades of both sophisticated institutional and personal experience to every assignment **with same care as if it was our very own real estate endeavor.**

### OUR TEAM:

DWG Capital Group's team was formed and now led by Judd Dunning, (former NGKF Capital Group / ARA Managing Director) who launched DWG Capital Group in order to combines the very best of his DWG brokers highly seasoned capital market and investment sale expertise and many decades of extensive hands-on commercial real estate advisory experience to ensure that all our DWG clients receive and are assisted to execute only the highest and best real estate portfolio strategies possible.

DWG Capital Group is a client driven firm that executes a wide range of assignments from larger, institutional investment sales and debt / equity placements to local private middle market sales. **Judd Dunning** and all **DWG Capital Group Team Members:** DWG was originally formed by 10 former Top-5 institutional CRE firm brokers. Now independent and within DWG collectively bringing the very same high service standard, same national network of seasoned middle market and institutional clients, the same vast database of national buyers/sellers, the same debt and private equity and the same superior and sophisticated *Client-Centric Capital Markets and Investment Sales Advisory* to our clients we always have these last 20 years but doing so with even greater individual attention.

***Investment Sales, Capital Markets. DONE.***



**DWG CAPITAL GROUP** INVESTMENT SALES.  
CAPITAL MARKETS.  
DONE.



15,000+  
UNITS  
SOLD



\$1B CLOSED  
PAST 24  
MONTHS



LABJ CRE  
GOLD AWARD  
WINNER



COSTAR  
POWER  
BROKER

## CONSULTATION

Free professional consultation and property valuation to assess your real estate needs and opportunities.



## TRANSACTION EXECUTION

Expert guidance through the entire transaction process with 20+ years of nationwide experience.



## STRATEGY DEVELOPMENT

Customized strategy for buying, selling, or leasing nationwide with focus on wealth expansion.



## PORTFOLIO OPTIMIZATION

Ongoing support and consulting for continuing property management and investment growth.

**DWG Capital Group** offers comprehensive real estate services across multiple asset classes including Industrial, Office, Retail and Multifamily properties nationwide. With over two decades of experience, our team provides expert guidance for property acquisitions, dispositions, leasing, and development site opportunities.

**CONTACT US** today for a complimentary consultation and valuation to discuss your real estate requirements, financing needs, tenancy specifications, and comprehensive wealth expansion strategies.



# A WINNING COMBINATION OF EXPERTISE



**JUDD DUNNING**  
PRESIDENT | BROKER

*"Industrial investing isn't just about acquiring assets—it's about securing strategic footholds in markets where demand outpaces supply. At DWG Capital Group, we focus on intelligent acquisitions, credit enhancement, and value creation to deliver strong, risk-adjusted returns in every market cycle."*

Judd Dunning is a distinguished third-generation real estate executive with two decades of experience in institutional commercial real estate. As President of DWG Capital Group and DWG Capital Partners, he brings a wealth of national expertise in orchestrating institutional investment sales and capital markets transactions following years as a top producer of Newmark/ARA and founding member of Newmark Capital Markets in West Los Angeles. Leveraging his extensive network and deep market knowledge, Dunning employs a strategic NNN industrial sale-leaseback approach through DWG Capital Partners, successfully navigating market complexities to deliver superior outcomes.

Under Dunning's leadership, DWG Capital Group has achieved significant milestones, closing over \$2 billion in investment sales and debt/equity placements. Dunning's client roster includes prominent institutions, funds, and private companies. His expertise extends across various asset classes, including retail, office spaces, industrial facilities, apartment complexes, and development projects.

## Awards and Recognitions

Judd Dunning has received numerous accolades for his contributions to the real estate industry. He was the recipient of the 2022 Los Angeles Business Journal "Community Impact Deal of the Year" Gold Award, and a nominee for Broker Executive of the Year. In 2021, he was honored with the CoStar Power Broker award.

## Notable Transactions

With a proven track record in capital markets advisory and a history of transactions across 40 states, Mr. Dunning has orchestrated significant deals, including a \$165 million transaction involving a Sony Animation NNN single-tenant S&P-rated A credit office portfolio in West Los Angeles and a \$130 million deal for a Class A retail property.

DWG Capital Partners and DWG Capital Group continue to excel in providing exceptional service to its investment partners and clients, solidifying their reputation among the premier CRE firms in the nation.



**HUGH GEHRKE**  
SENIOR VP OF INVESTMENT SALES

Hugh Gehrke is a dedicated real estate professional who takes pride in providing a caliber of personalized service that has earned him a loyal following of repeat and referral clients that continues to grow.

If you are in the Luxury Real Estate Market or Multifamily Investment space around Los Angeles County, Hugh is the person to help. Working across a multitude of asset classes, Hugh and his team have worked on a variety of transactions across all asset classes.

Hugh has a background as a mortgage broker for Platinum Capital that greatly benefits his clientele. He holds a degree in economics from the University of Illinois and continues to hone his knowledge through continuing education classes related to both real estate sales and finance.



**DUGAN KELLEY**  
LEGAL COUNSEL

Dugan P. Kelley is counsel at DWG Capital Partners and Co-founder of Kelley | Clarke, PC, offering large firm expertise locally. He specializes in real estate transactions, including commercial loan closings, equity capital raises, and joint ventures. Kelley advises on entity formation, risk assessment, and provides comprehensive commercial real estate services. Recognized as a "Super Lawyer Rising Star" from 2008-2016, he upholds high legal standards in all documents and services, contributing to the success of DWG Capital Partners and its clients.



## THE TEAM



### ROBERT BIANCHI CONTROLLER & CREDIT RISK SPECIALIST

With over 40 years of financial expertise, Robert A. Bianchi, CPA leads California CPA Group while overseeing DWG's financial operations, cost segregation strategies, and credit risk analysis. A University of San Francisco graduate, Robert began his career at Grant Thornton before co-founding a multi-state oil and gas exploration company, which he successfully scaled and sold to a public firm. Later, as a founding partner at Bianchi, Kasavan & Pope, LLP, he built a reputation for managing complex financial structures and delivering results.

At DWG, Robert applies his deep expertise in business development, finance, and taxation across key industries, including technology, real estate, and healthcare. He excels in leveraging IT and automation to drive operational efficiency and cost savings while crafting detailed tax strategies that enhance investment yields. Additionally, he plays a critical role in evaluating financials and supporting property management as DWG's controller.



### MEG MARAN DIRECTOR OF MARKETING

Meg Maran is a seasoned marketing professional with expertise in branding, investor engagement, and real estate-focused campaigns. Before joining DWG, Meg spearheaded successful campaigns for several leading firms, and her dedication to high-quality design, targeted messaging, and investor engagement ensures DWG's visibility remains strong. Meg's work continues to position DWG as a leader in real estate investments, fostering meaningful connections with its investor network. Ever the creative, Meg is also the host of the podcast, "We Need Ice," which explores the 1973 Doxol explosion in Kingman, Arizona.



### SERGEI MOCHTCHENKOV CRF FINANCIAL ANALYST

Sergei Mochtchenkov, DWG Capital Partners' exclusive analyst, leverages his deep expertise in financial modeling and data analytics as a CFA Charter holder. He specializes in using advanced tools like R, Python, SQL, and PowerBI to ensure precise modeling and analysis of DWGCP's transactions. His work underpins the success of the firm and its clients.



### MIKE PAYTONJIAN OPERATIONS & MARKETING

Mike Paytonjian brings a diverse professional background and a strong foundation in relationship-driven industries to the DWG team. A Texas native, Mike is a graduate of both the undergraduate and master's programs at Texas Tech University. He has worked with high-level clients—including VIP athletes and healthcare professionals—delivering strategic communication and organizational efficiency solutions.



### ANDRES ALARCON INFORMATION TECHNOLOGY

Andres Alarcon, DWG's in-house IT & Communications Expert, has had years of institutional experience creating and managing systems for teams to organize their inbound and outbound communications.

Investment Sales, Capital Markets. DONE.

DWG Capital Group is a licensed real estate broker, (License #01520854 ).

This Offering Memorandum has been prepared by DWG for use by a limited number of recipients. All information contained herein has been obtained from sources other than DWG, and neither Owner nor DWG, nor their respective equity holders, officers, employees and agents make any representations or warranties, expressed or implied, as to the accuracy or completeness of the information contained herein. Further, the Offering Memorandum does not constitute a representation that no change in the business or affairs of the property or the Owner has occurred since the date of the preparation of the Offering Memorandum. All analysis and verification of the information contained in the Offering Memorandum is solely the responsibility of the recipient.

DWG and Owner and their respective officers, directors, employees, equity holders and agents expressly disclaim any and all liability that may be based upon or relate to the use of the information contained in this Offering Memorandum. Additional information and an opportunity to inspect the property will be made available upon written request to interested and qualified prospective investors.

Owner and DWG each expressly reserve the right, at their sole discretion, to reject any or all expressions of interest or offers regarding the property and/or terminate discussions with any entity at any time with or without notice. Owner shall have no legal commitment or obligations to any recipient reviewing this Offering Memorandum or making an offer to purchase the property unless and until such offer is approved by Owner, a written agreement for the purchase of the property has been fully executed, delivered and

approved by Owner and its legal counsel, and any obligations set by Owner thereunder have been satisfied or waived. The recipient ("Recipient") agrees that (a) the Offering Memorandum and its contents are confidential information, except for such information contained in the Offering Memorandum, which is a matter of public record, or is provided from sources available to the public (b) the Recipient, the Recipient's employees, agents and consultants (collectively, the "need to know parties") will hold and treat it in the strictest of confidence, and the Recipient and the need to know parties will not, directly or indirectly, disclose or permit anyone else to disclose its contents to any other person, firm, or entity without the prior written authorization of DWG and the Owner, and (c) the Recipient and the need to know parties will not use or permit to be used this Offering Memorandum or its contents in any fashion or manner detrimental to the interest of the Owner or DWG or for any purpose other than use in considering whether to purchase the property. as terms of prospective buyers own elective review the information.

Nor DWG or Brokerage shall have any legal liabilities for the sale if the subject property or for any information proffered in DWG's highest and best efforts. The Recipient and the need to know parties agree to keep this Offering Memorandum and all confidential information contained herein permanently confidential and further agree to use this Offering Memorandum for the purpose set forth above. If the Recipient has no interest in the property, or if in the future the Recipient or owner discontinue such negotiations, the Recipient will return this Offering Memorandum to DWG.





**JUDD DUNNING**

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