



**120-UNIT DUPLEX DEVELOPMENT SITE**  
32.4+/- Acres | Opportunity Zone | Garden Valley Road | Tyler, Texas 75702

**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

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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 qualified builders and developers the opportunity to purchase a 120-unit duplex development site (the “Site”) located along the north and south side of Garden Valley Road in Tyler, Texas. The Site is currently zoned R-1D – Single Family Attached and Detached Residential District and PUR – Planned Unit Residential which allows up to 120 units on the 120 platted duplex lots; a Developer can do “for sale” or “for rent” product. It is our understanding, the 9.34+/- acres on the southside of Garden Valley Road that is zoned R-ID can also be developed as single family detached homes or modular homes. **Ownership’s existing third-party reports and construction plans to be conveyed at Closing.** Located less than a mile east of Loop 323, the Site provides a unique opportunity to develop high density residential in an established sector in the City of Tyler. At a price of \$11,667 per Developable Duplex Unit (**\$0.99 PSF**), this is an excellent value for entitled lots in a rapidly growing market in East Texas. Ownership would consider Seller Financing with a 50% down payment with a qualified buyer, call to discuss in more detail.

*A 3% co-broker fee is available to a Broker that sources a Principal that VREA has not previously contacted in any format or sent information to regarding this opportunity.*

INVESTMENT OVERVIEW <sup>(1)</sup>	
Property	120-Unit Duplex Development (32.4+/- Acres)
Location	2604 Garden Valley Road, Tyler, TX 75702
Access	Via Garden Valley Road and Willowbrook Trail
Utilities	To the Site
Zoning	R-1D: Single Family Attached and Detached Residential District; PUR-Planned Unit Residential
Due Diligence Vault	<a href="#">Link to Due Diligence Vault</a>
GPS Coordinates	<a href="#">32.362812, -95.331438</a>
School District	Tyler ISD

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

PRICING	
Asking Price	\$1,400,000
Asking Price Per Developable Duplex Unit <sup>(1)</sup>	\$11,667

*(1) Price Per Lot based on 120 Developable Duplex Units.*

TAX INFORMATION	
Taxing Entity	Tax Rate
City of Tyler	0.247920
Smith County	0.367151
Tyler Junior College	0.187993
Tyler ISD	1.005600
<b>Total Tax Rate</b>	<b>1.808664</b>





## INVESTMENT HIGHLIGHTS



### Strategic Location

- The Site is located adjacent to the prestigious Willow Brook Country Club and has frontage on both the north and south side of Garden Valley Road less than a mile east of Loop 323.
- The Site is less than 2 miles northeast of the intersection of Loop 323 and Highway 64, which boasts numerous national retailers such as Wal-Mart, ALDI, Starbucks, Chase Bank, and more.
- The Site is well located within Tyler ISD only half a mile west of Ramey Elementary School, half a mile east of Boulter Middle School, and 1 mile northeast of Tyler High School. Tyler ISD has an overall rating of A- according to Niche.com.



### Zoning

- The portion of the Site located on the north side of Garden Valley Road is zoned PUR – Planned Unit Residential. The Site on the south side of Garden Valley Road is zoned R-1D Single Family Attached and Detached Residential District.
- The Site is platted for 120 duplex lots for up to 120 developable duplex units. It is our understanding the 9.34+/- acres on the south side of Garden Valley Road that is zoned R-1D can also be developed as detached single-family lots or manufactured houses.
- The Site is currently located within an Opportunity Zone.
- Ownership will also be conveying all third-party reports and existing construction plans at Closing.
- *Purchaser to confirm zoning, capacity, and uses allowed on the Site.*



### Population and Demographics

- According to the 2022 U.S. Census Bureau, Tyler has a population of approximately 109,286, which is a 3.1 percent increase from 2020.
- As of July 2024, the median home price in Tyler rose 1.5 percent year-over-year to \$340,000.
- According to Texas Realtors, median price per square foot of single-family home sales in July 2024 is \$176.35, which is a 1.5 percent increase from July 2023.

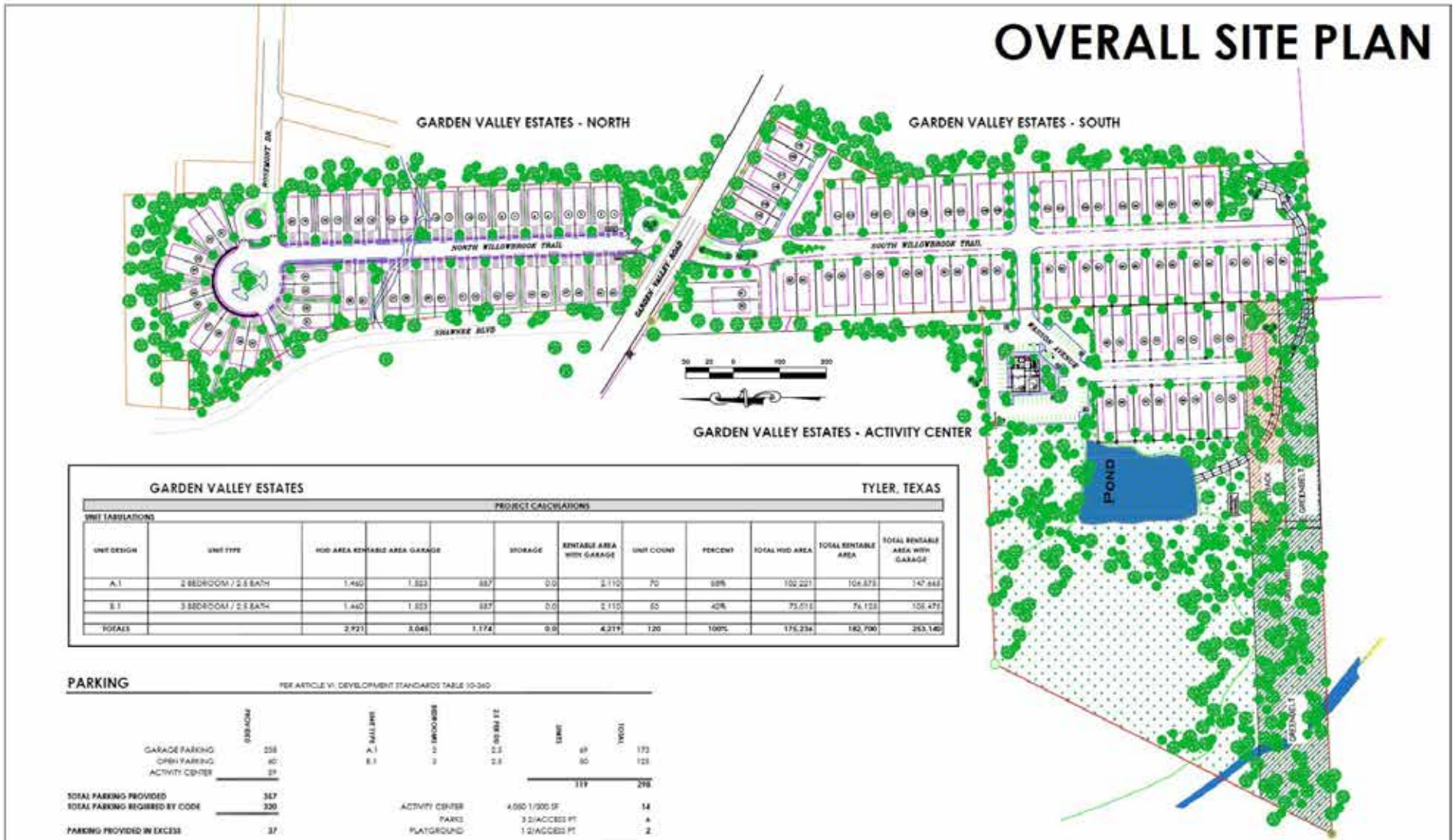


Downtown Tyler



Tyler State Park

# OVERALL SITE PLAN



GARDEN VALLEY ESTATES										TYLER, TEXAS	
PROJECT CALCULATIONS											
UNIT DESIGN	UNIT TYPE	HOB AREA	RENTABLE AREA	GARAGE	STORAGE	RENTABLE AREA WITH GARAGE	UNIT COUNT	PERCENT	TOTAL HOB AREA	TOTAL RENTABLE AREA	TOTAL RENTABLE AREA WITH GARAGE
A.1	2 BEDROOM / 2.5 BATH	1,440	1,323	387	0.0	2,110	70	58%	102,221	108,873	147,868
B.1	3 BEDROOM / 2.5 BATH	1,440	1,323	387	0.0	2,110	60	42%	75,016	78,128	106,478
<b>TOTALS</b>		<b>2,921</b>	<b>3,046</b>	<b>1,174</b>	<b>0.0</b>	<b>4,219</b>	<b>120</b>	<b>100%</b>	<b>177,236</b>	<b>187,001</b>	<b>254,346</b>

**PARKING** PER ARTICLE VI, DEVELOPMENT STANDARDS TABLE 10-240

DESIGNATION	A.1	B.1	ACTIVITY CENTER	PARKS	PLAYGROUND	TOTAL PARKING REQUIRED BY CODE
GARAGE PARKING	258					258
OPEN PARKING	90					90
ACTIVITY CENTER			14	4	2	20
<b>TOTAL PARKING PROVIDED</b>	<b>348</b>					<b>348</b>
<b>TOTAL PARKING REQUIRED BY CODE</b>	<b>320</b>					<b>320</b>
<b>PARKING PROVIDED IN EXCESS</b>	<b>28</b>					<b>28</b>

**Garden Valley Estates** Tyler, Texas  
 An Opportunity Zone Development  
 Contact - Jack Wasson 1268 Roma Drive Frisco, Texas 75036 214.736.3501

A2.01





120-UNIT DUPLEX  
DEVELOPMENT SITE  
TYLER, TEXAS





120-UNIT DUPLEX  
DEVELOPMENT SITE  
TYLER, TEXAS





120-UNIT DUPLEX  
DEVELOPMENT SITE  
TYLER, TEXAS



Garden Valley Road

Boulter  
Middle School





## AREA HIGHLIGHTS

- The Tyler MSA has a civilian workforce totaling 117,495 in July of 2024, a 15 percent increase from its prior workforce in 2020.
- The Tyler MSA ranked first in Texas for job growth from December 2020 to December 2021 adding 8,800 more jobs, and 8.3 percent increase according to the Texas Workforce Commission.
- Tyler has been ranked in the top 10 “Best Performing Small Cities” by the Milken Institute.
- The Tyler MSA is the 16th largest MSA in Texas with an approximate population of over 245,209 residents.
- Gross Domestic Product (GDP) for the Tyler MSA was nearly \$14MM in 2024 and has increased nearly 25 percent since its 2020 GDP of \$11MM according to the Federal Reserve.

The Site is located within the City of Tyler which is part of the Tyler Metropolitan Statistical Area (“MSA”). The Tyler MSA encompasses nine cities in East Texas and is located within Smith County. The Tyler MSA has an approximate population of 245,209, making it one of the largest population centers in East Texas.



**GROSS METROPOLITAN  
PRODUCT**

**\$14 Million**



**TYLER MSA  
POPULATION GROWTH**

**3.3% (2023-2024)**



**TYLER MSA ESTIMATED  
POPULATION**

**245,209**



Tyler, TX



Goodwin Museum



## ECONOMIC OVERVIEW

Tyler is strategically positioned for business just 90 miles east of the Dallas-Fort Worth Metroplex and well located for both local and long-distance businesses due to its proximity to Interstate 20. The Tyler MSA economy centers around well-established industries such as manufacturing, energy, and healthcare. According to the Texas Workforce Commission, the Tyler metro ranked first in the state of Texas for job growth in 2021. Brookshire's Grocery Company is headquartered in Tyler and has played a significant role in facilitating the growth of the city's logistics section through their development of distribution centers. Other major employers in the area include CHRISTUS Mother Frances Hospital, UT Health, Tyler ISD, Sanderson Farms, Trane, and Walmart. Sanderson Farms, the third largest producer of poultry in the United States, plans to add 1,500 jobs to their Tyler operations over the next decade by opening three new processing facilities in the area. Additionally, Tyler has been named home to UT Tyler's new medical school set to be built this year. Over the next 10 years, the new medical school is projected to create 15,000 new jobs for the City of Tyler. The city also recently completed construction on a 23,000 square foot convention center next to Tyler's Rose Garden Center



TYLER MAJOR EMPLOYERS	
COMPANY NAME	EMPLOYEES
Mother Francis Hospital	5,000
UT Health East Texas	3,550
Tyler ISD	2,550
Trane Technologies	2,300
Sanderson Farms	1,850
Walmart	1,500
Brookshire Grocery Company	1,450
UT Health Science Center	1,450
University of Texas Tyler	1,200
Optimum	1,150





## AREA OVERVIEW

The Site is ideally located less than a mile east of Loop 323 in the city of Tyler, Smith County, Texas. Smith County is also known as the Tyler Metropolitan Statistical Area ("Metro") and is the second largest county in the region known as East Texas. The Site is located directly north of Willow Brook Country Club, a prestigious private club established in 1922. The club features an 18-hole championship golf course, renowned for its scenic beauty and challenging layout, as well as a top-notch tennis complex and a luxurious swimming pool. The metro is home to about 242,000 residents, with about 45 percent of the residents living in the principal city of Tyler. Tyler, situated about halfway between Dallas and Shreveport, is the largest retail, medical, and business center in East Texas. The city center of Tyler is located approximately 7 miles south of Interstate 20, which connects west Texas to the eastern coast of the United States. According to the 2022 U.S. Census, the current approximate population of Tyler is 109,286, a 3.1% increase from 2020 in which the city's population was roughly 106,000. The population of Smith County is approximately 242,000 made up by the cities of Tyler, Arp, Hideaway, Lindale, New Chapel Hill, Noonday, Overton, Troup, and Whitehouse. Tyler is known as the Rose Capital of America and the Tyler Rose Garden is the nation's largest municipal rose garden. The gardens are a popular destination for both local residents and visitors. Education in the City of Tyler is facilitated by Tyler ISD which accommodates more than 18,000 students over 36 campuses and auxiliary facilities. Tyler residents benefit from the convenient access to major employers such as UT Health East Texas and CHRISTUS Mother Frances Hospital as well as higher education institutions, Tyler Junior College and University of Texas – Tyler. As of July 2024, the median home price in Tyler was \$340,000, a 1.5 percent increase year-over-year.



*Willow Brook Country Club*



*Tyler Rose Garden*



## TRANSPORTATION



**Air:** Located approximately 4.4 miles from the Site, Tyler Pounds Regional Airport (TYR) is served exclusively by American Airlines. American facilitates daily flights between TYR and Dallas-Fort Worth International Airport. These flights help connect residents of Tyler to an international airport with flights to destinations around the world. TYR also offers a variety of services to both corporate and private flights, as well as engaged in a runway extension project to accommodate larger passenger planes and freight delivery back in 2016.



**Highway:** The Site is ideally located less than a mile east of Loop 323, and only .56 miles north of State Highway 64, two of the major thoroughfares in Tyler. Loop 323 allows for accessible travel across the entire Tyler area with North Broadway creating direct access to the city's core. The Site is also less than 7 miles south of Interstate 20, a major east-west thoroughfare connecting Dallas and Shreveport. The city is also connected through State Highways 31 and 64 as well as newly opened Loop 49.



**Public Transport:** Public transportation is provided within the Tyler area by the Tyler Transit System (TTS), a bus service with six fixed routes daily. TTS supports an area bounded by Loop 323 to help facilitate local travel within the city.



*Tyler Pounds Regional Airport*



*Tyler Transit System*



**Market Selector**

Local Association  
Greater Tyler Association of REA..

Market Type  
State

Market Name  
Texas

Frequency  
Monthly

Date  
July 2024

Property Type  
All (SF, Condo, Townhouse)

Construction Type  
Existing

July 2024 Market Statistics - Texas

**Median Price**  
**\$340,000**  
▲ 1.5% YoY

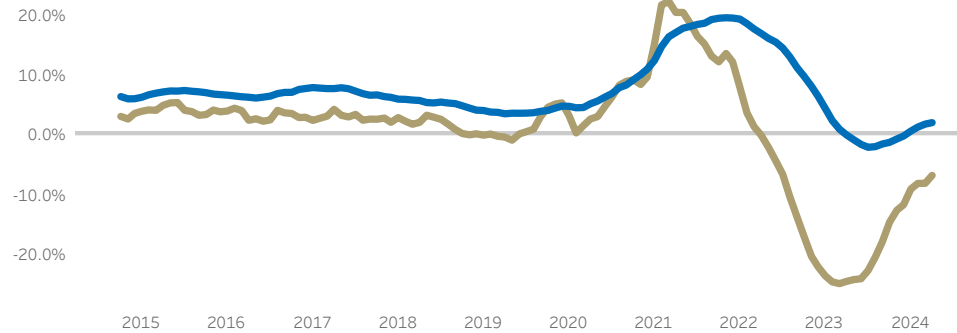
**Closed Sales**  
**23,249**  
▲ 0.2% YoY

**Active Listings**  
**95,318**  
▲ 46.0% YoY

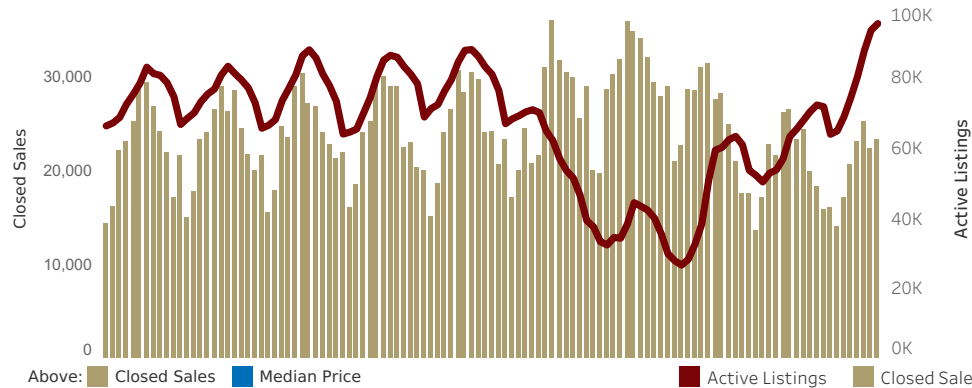
**Months Inventory**  
**4.8**  
▲ 1.8 YoY



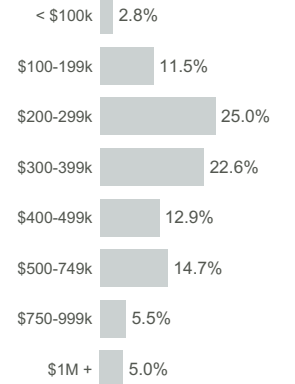
GROWTH TREND FOR CLOSED SALES AND MEDIAN PRICE



CLOSED SALES AND ACTIVE LISTINGS



PRICE DISTRIBUTION



HOME VALUATION STATS

**Median Price/Sq Ft**  
**\$176.35**  
▲ 1.5% YoY

**Median Home Size**  
**1,965 sq ft**

**Median Year Built**  
**1998**

**Close/Original List**  
**95.1%**

TRANSACTION TIME STATS

**Days on Market**  
**46**  
9 days more than July 2023

**Days to Close**  
**31**  
1 day more than July 2023

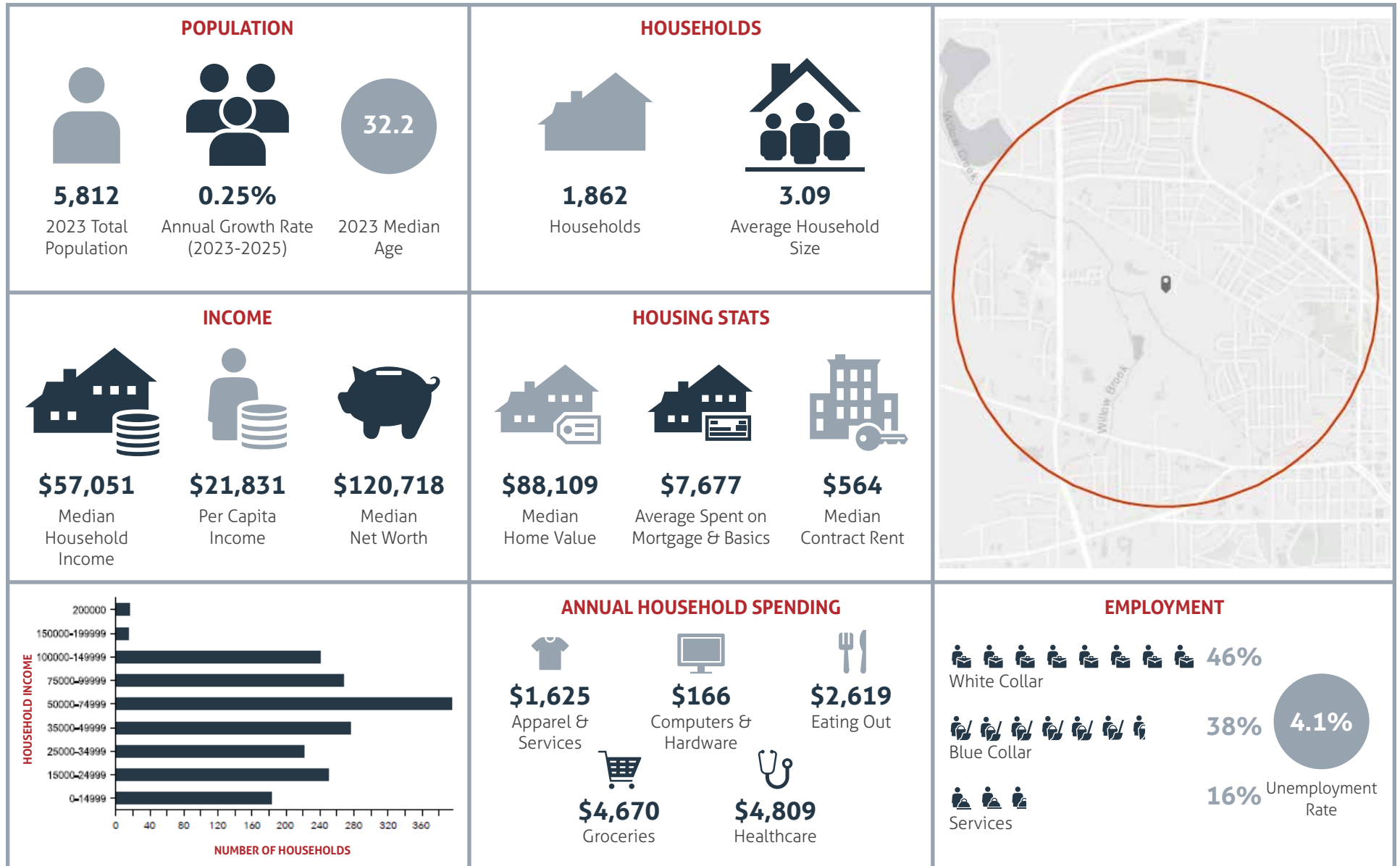
**Total Days**  
**77**  
10 days more than July 2023



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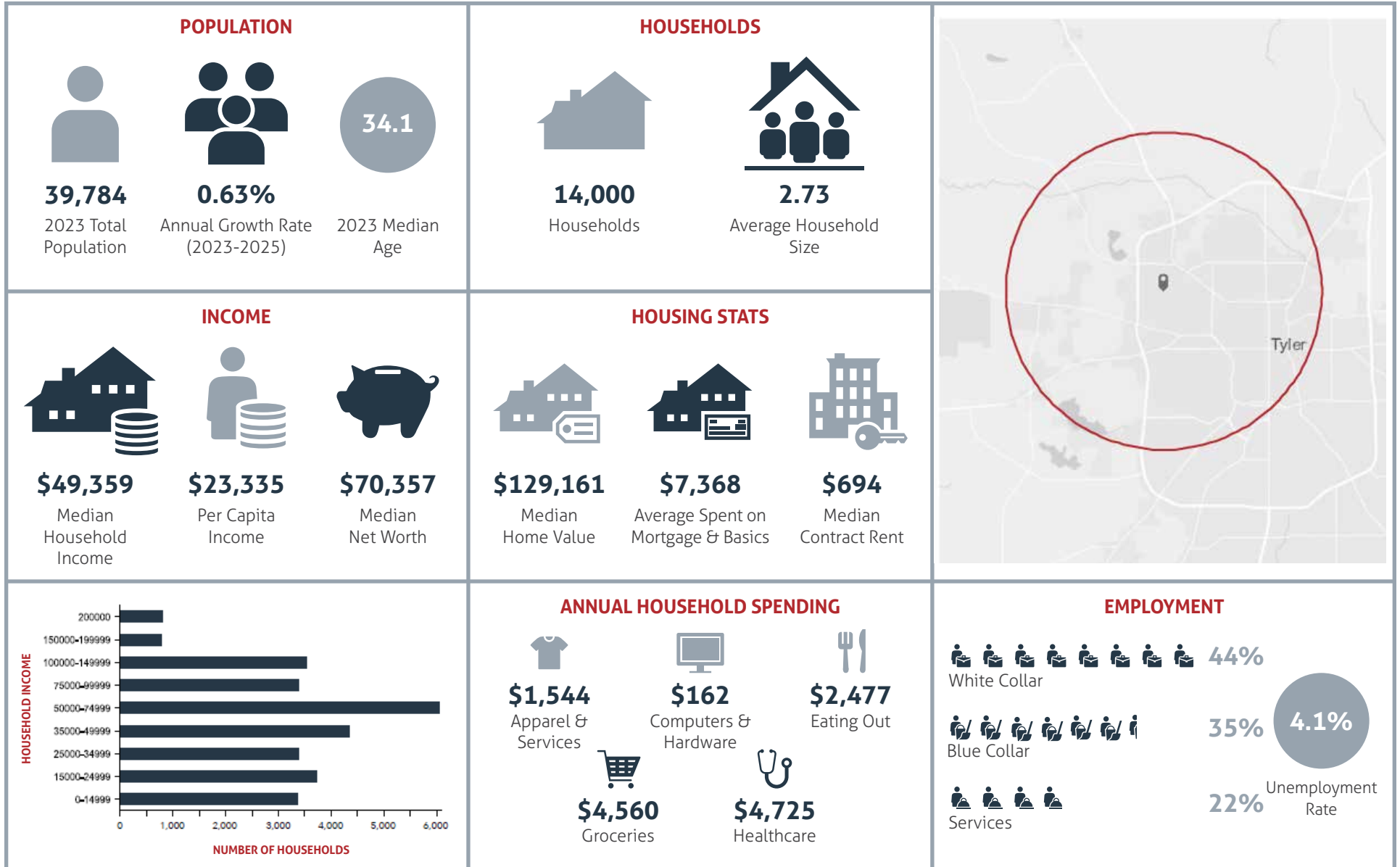


DEMOGRAPHIC OVERVIEW | 1-MILE RADIUS



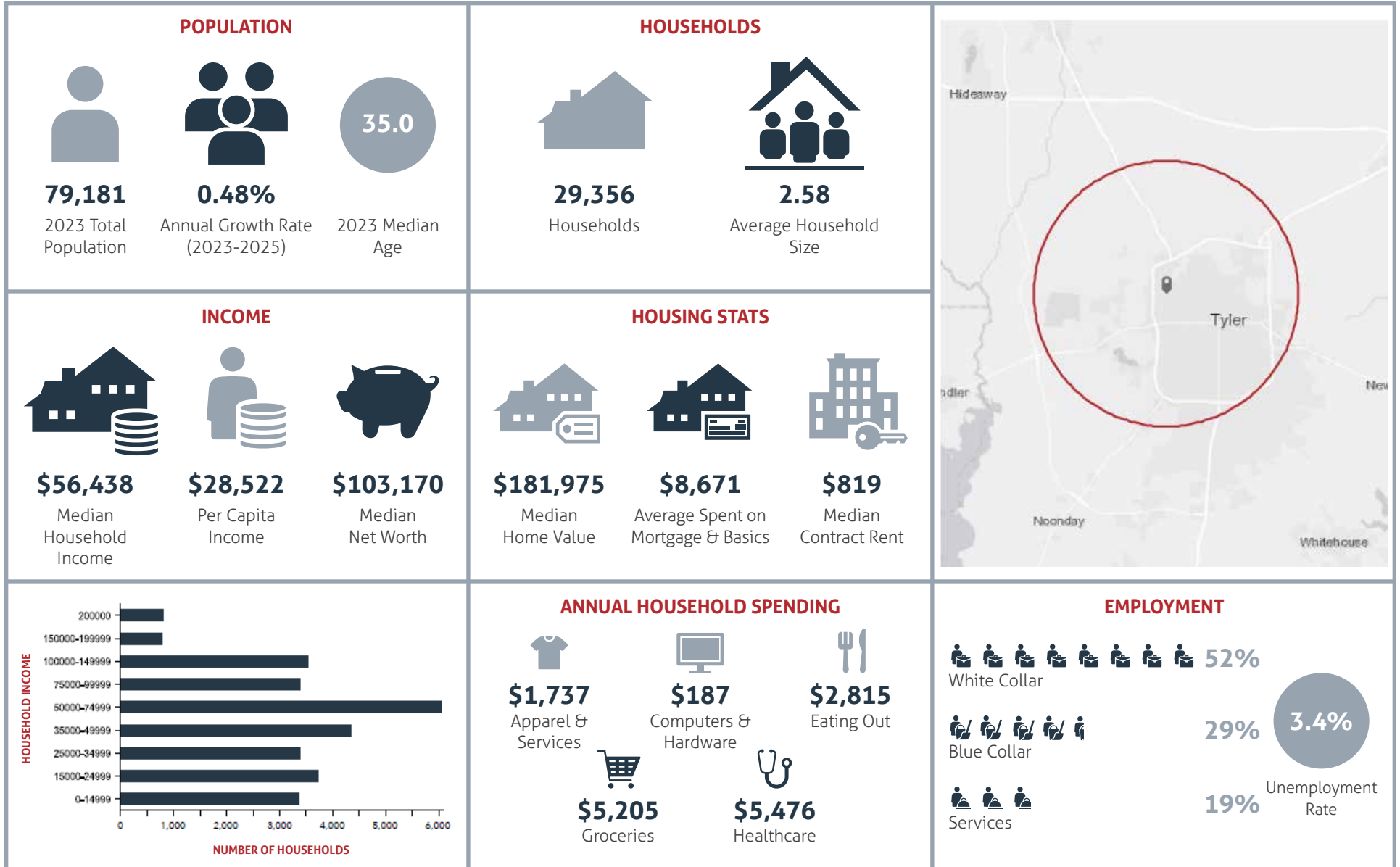


DEMOGRAPHIC OVERVIEW | 3-MILE RADIUS





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.

**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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