

# CEDAR SPRINGS DEVELOPMENT SITE 3601 Cedar Springs



# THE OPPORTUNITY

JLL is pleased to share this exclusive offering preview to acquire a +/- 1.28 Acre site, consisting of multiple parcels, generally located at 3601 Cedar Springs in the heart of Dallas, Texas. Situated in the prestigious Turtle Creek/ Oak Lawn neighborhood, this site is near the southernmost portion of Cedar Springs Road with attractive PD 193 (O-2) zoning in place. The current zoning will allow for multiple uses including Multifamily, Office, and Hotel and with a maximum building height of 240' and an approved FAR of up to 4.5:1. This site offers a limited opportunity to acquire an infill property with quick accessibility to some of the most highly coveted amenities in the Dallas area including parks, restaurants, retail, and luxury hotels. Notable attractions in the area include: the historic Turtle Creek Park, the Katy Trail, Perot Plaza, 5- Star Rosewood Mansion Hotel, the upcoming Four Seasons Hotel/ Residences, The Crescent and American Airlines Center (Home of the Dallas Mavericks and Dallas Stars).

### Site: +/- 1.28 Acres Zoning:

• PD 193 (O-2)

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- Allowable Uses: Multifamily, Office and Hotel
- Max Height: 240'

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Max FAR: 4.5:1





**1 BLOCK** FROM HISTORIC TURTLE CREEK PARK **3 BLOCKS** FROM KATY TRAIL **200+** FOOD & BEVERAGE OPTIONS IN TURTLE CREEK/UPTOWN



# UPTOWN / TURTLE CREEK RAPIDLY DENSIFYING MIXED-USE ATMOSPHERE

- THE EPICENTER FOR LIVE/WORK/PLAY IN THE METROPLEX
- » UNMATCHED ACCESSIBILITY TO UPSCALE RESIDENTIAL DEVELOPMENTS AND A MULTITUDE OF RETAIL AMENITIES.
- » Highly desirable office destination with 184,000 day time employees and 15,000 businesses in the immediate area (2-mile radius).
- APARTMENT DEMAND GAINING MOMENTUM AFTER SLOWING IN 2020.
- Apartments in the uptown area generally demand \$400-\$500 per month more than new assets in surrounding submarkets, with average asking rents of about \$2,320 per month (Source: Costar).
  - As the area continues to add Class A office space, multifamily and world class dining options, hotels will continue to reap the benefits of ever-growing foot traffic.

## Turtle Creek/ Uptown Dallas



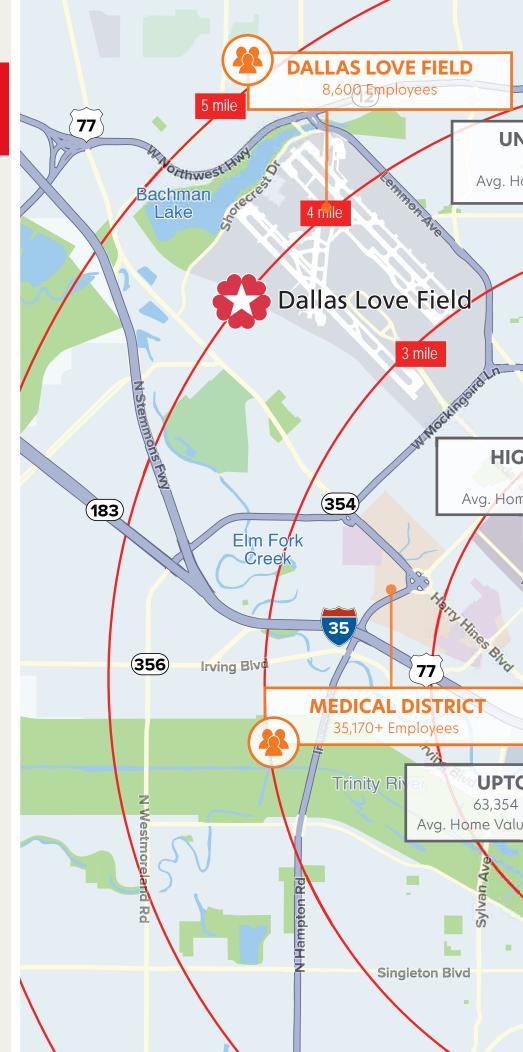




**200+** BARS & RESTAURANTS

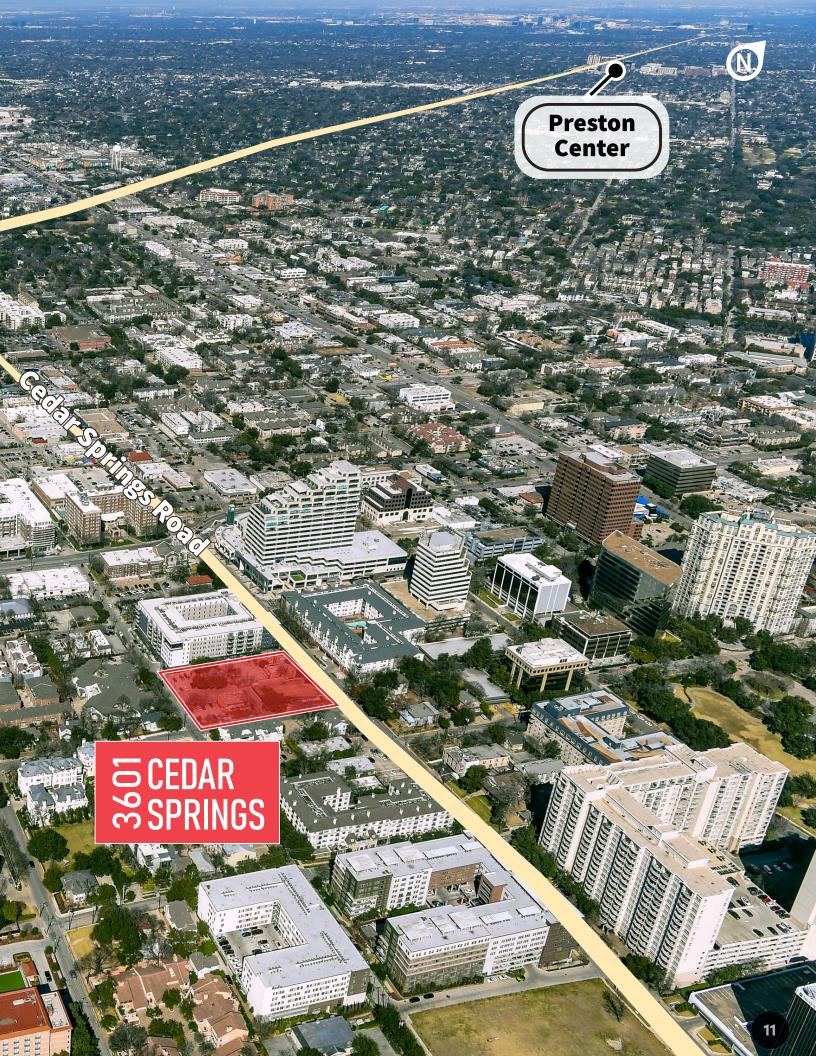
> **10** LUXURY HOTELS

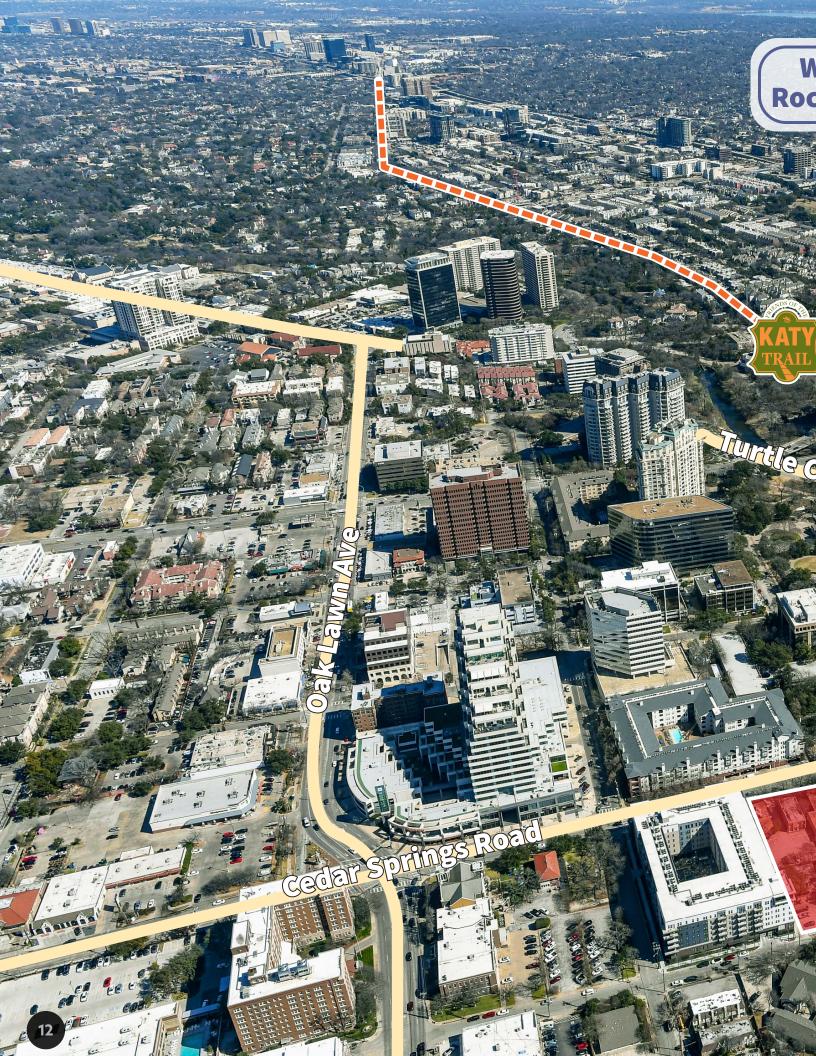
**28,000** MULTI-FAMILY UNITS













### PROPOSED DEVELOPMENTS

### **MCKINNEY & LEMON**

A mixed-use development including a 120,000 s.f. Central Market, 800 residential units and 70,000 s.f. of office space.

### **GOLD'S GYM/TRULUCK'S**

A 27-story office and retail tower featuring 670,000 SF of offices, 15,000 SF of retail and underground parking.

### QUADRANGLE OFFICE REDEVELOPMENT

A mixed-use development with multiple small retail buildings, an existing 130,000 SF office building and a new 12-story, 335,000 Sf office building.

### FOUR SEASONS

A \$750 million Four Seasons resort with a luxury 250-room hotel and 100 condominiums.

### 23SPRINGS

A 623,610 SF, 26-story Class A office tower that includes a highend fitness studio, a lounge, coffee & wine bar, conference center, a sophisticated street-level park, dramatic views of the city, and numerous restaurants.

### **VICTORY CENTER**

A 23-story building with 455,000 SF of office space, 16,000 SF of outdoor green space and 8,100 SF of café and food hall space.

### **ENDEAVOR**

A 290 unit Class A multifamily development in Uptown.

### **PARKSIDE UPTOWN**

A terraced 493,000 s.f. office building with 8,000 s.f. of retail directly off Klyde Warren Park and providing expansive views of the skyline.

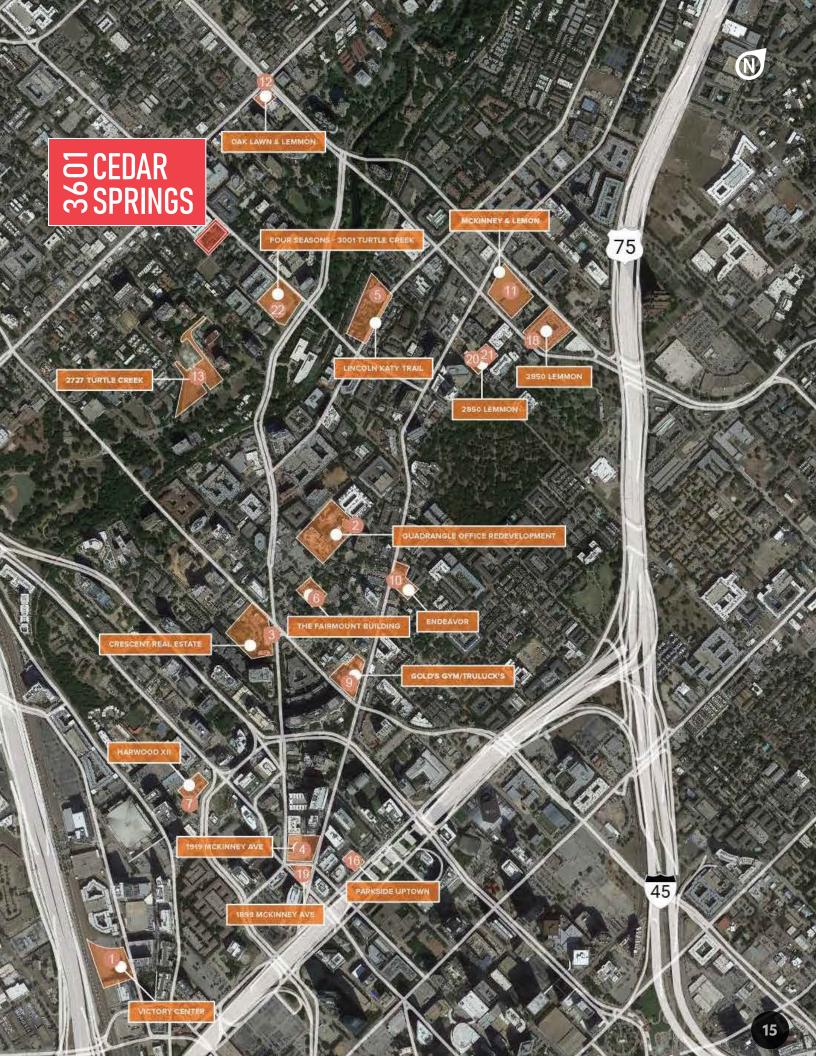
### HARWOOD XII

A 540,000 s.f. office building surrounded by the high-end retail and amenities of the Harwood District.

### LINCOLN KATY TRAIL

A 309 unit Class A multifamily development in Uptown.





# Area Development History



Kairoi Uptown



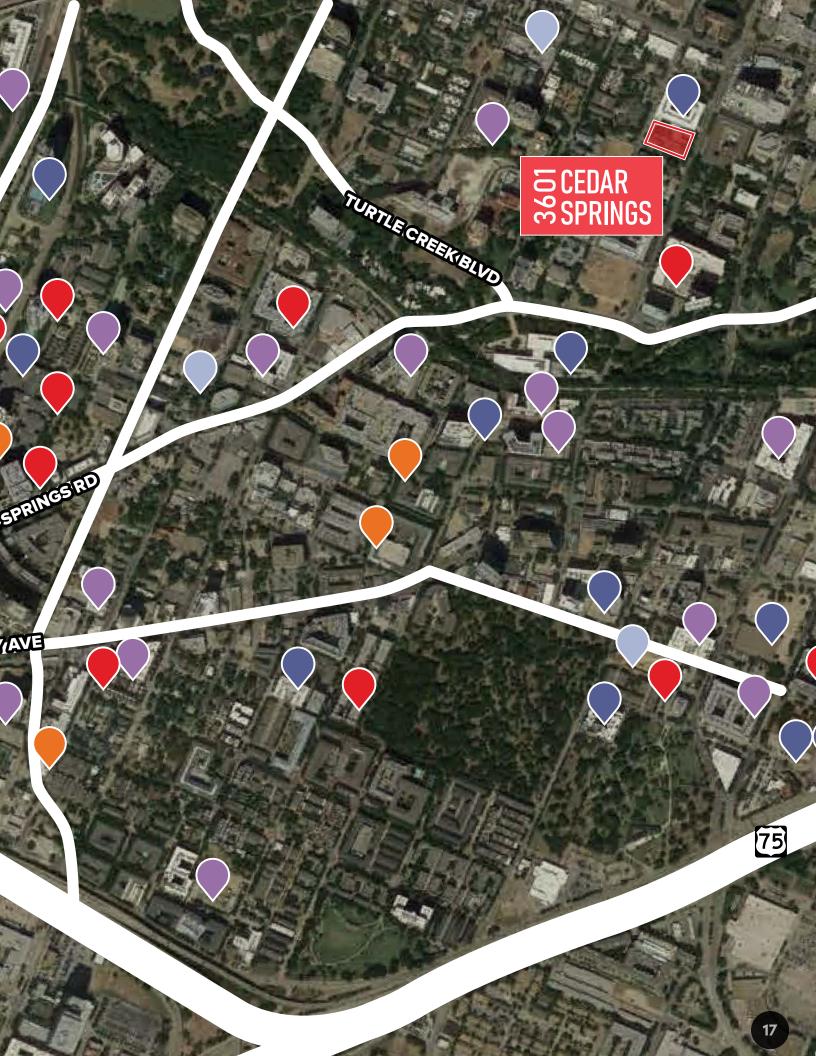
Toll Brothers Oak Lawn Apartments

Uptown's first two mixed-use developments, Quadrangle and the Crescent, were the sparks that ignited a development renaissance in Dallas' most coveted submarket.

With new and redeveloped office and apartment buildings driving the area's vibrance, the Uptown portion of the urban core is teeming with restaurants, fashionable retail stores, and bars, which continues to attract a diverse group of new residents linked together by the McKinney Avenue Trolley.







#### **The Katy Trail**

The five-mile walking and biking trail is touted as one of the most successful "rails to tracks" projects in the country.

WITHIN THE NATION'S TOP-PERFORMING AND MOST BUSINESS-FRIENDLY CITIES. HOME TO TWO FORTUNE IO COMPANY HQS AND 23 FORTUNE 500 COMPANIES, THE CITY OF DALLAS HAS SEEN EMPLOYMENT INCREASE BY ~30%, A NEARLY 600,000 JOB INCREASE SINCE 2010.

#### McKinney Avenue Trolley

Historic streetcars offer free daily travel operated by the McKinney Avenue Transit Authority connecting users with McKinney Avenue's amenity offerings and workplaces.

#### Klyde Warren Park

Epicenter of Dallas, connecting Downtown Dallas with Uptown, offering green space and numerous dining choices.

#### American Airlines Center

The bustling sport and entertainment arena is home to the NHL's Dallas Stars and the NBA's Dallas Mavericks.

ERICANAIRLINESCENTER

### Knox Street District

TOULO

Only two miles away via the Katy Trail, this charming retail node is the go-to spot for weekend lunch and shopping.

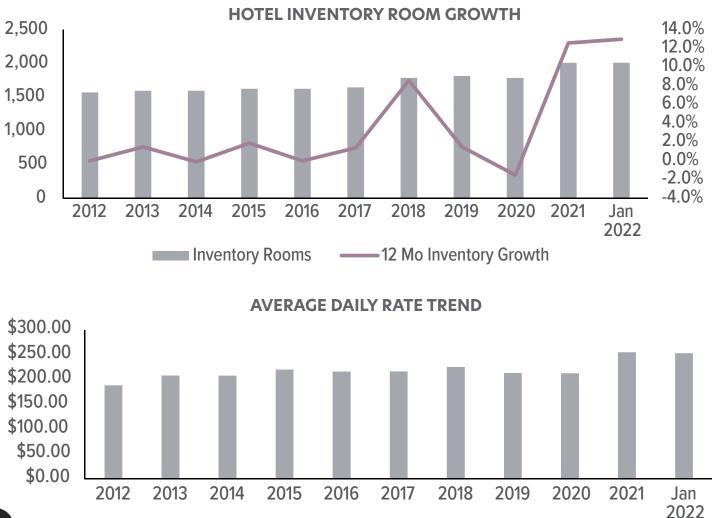
#### **Turtle Creek**

Residents to the east and west enjoy the picturesque setbacks of the beautifully landscaped creek with wooded walking paths.



# HOTEL MARKET OVERVIEW

Uptown/ Turtle Creek is one of the premier work- live- play submarkets in the Dallas metroplex. This area boasts over 2,000 hotel rooms across 12 properties averaging 168 rooms per building. The hotels in the Uptown submarket have an average daily rate of \$253. Two of the newest additions under construction are Harwood No 11 and InterContinental Hotel Dallas. Harwood No 11 will be a 200-room upper upscale boutique hotel at the northwest corner of Moody St and McKinnon. InterContinental Hotel Dallas will be a 220- room luxury hotel located within Cityplace Tower with an estimated completion date of April 2022. These two properties combined will deliver an additional 420 rooms to the Uptown submarket.





# MULTI-FAMILY MARKET OVERVIEW

Apartment demand in DFW has been extremely strong and has largely outpaced new supply levels due to robust job growth from corporate relocations who are attracted by DFW's favorable business environment. Uptown Dallas is DFW's most desirable area for renters due to its wide variety of shopping, dining, and nightlife options as well as entertainment amenities and exceptional cultural and recreational facilities. Young professionals working in or around Uptown are drawn to the vibrant live-work-play environment that Uptown offers.

The Uptown/Park Cities multi-family submarket (area encompassing Uptown and Downtown multi-family properties) is comprised of over 36,000 units. The area consists of several high-end residential neighborhoods including State Thomas, Victory Park, Lower McKinney, West Village, and Oak Lawn/Turtle Creek that combine to make up a large percentage of Uptown's population and drive the submarket's market leading demographics.





RECENT UPTOWN MULTI-FAMILY DEVELOPMENT THE CHRISTOPHER AT THE UNION





INTOWN DALLAS SUBMARKET TRENDS

\$1,802 effective monthly rent

**\$2.02 per s.f.** current effective rent

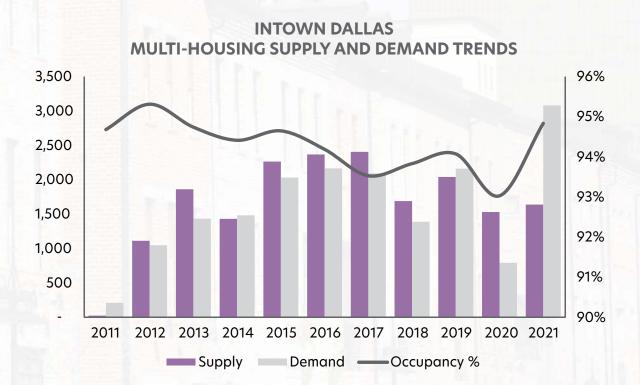
\$126 current concession value

## 3,629

units to be delivered 2022-2024

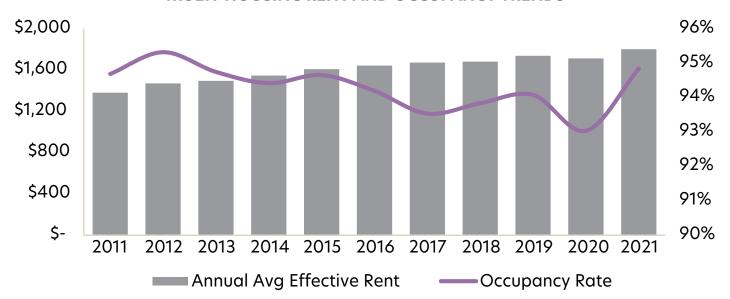
**944 s.f.** average unit size

96.5% occupancy



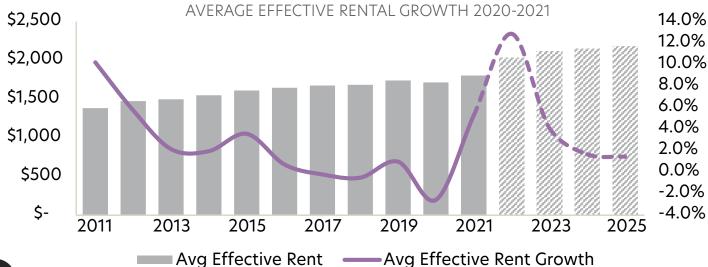


INTOWN DALLAS MULTI-HOUSING RENT AND OCCUPANCY TRENDS



INTOWN DALLAS MULTI-HOUSING RENT GROWTH



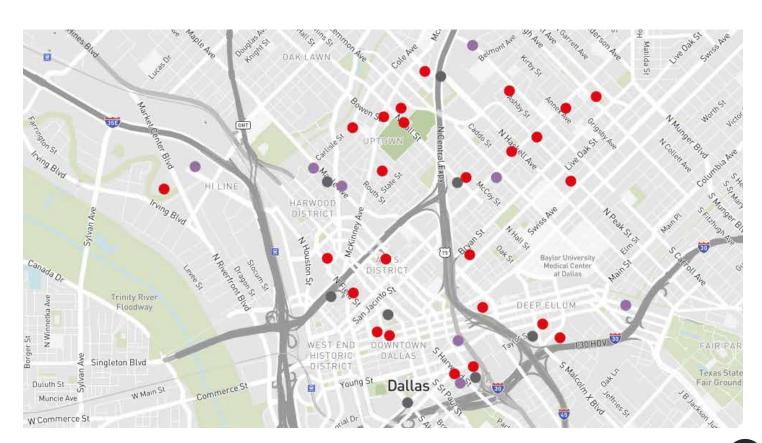


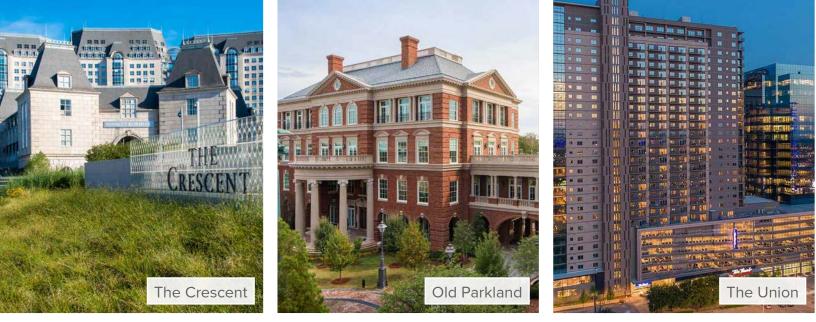
### INTOWN DALLAS MULTI-HOUSING CONSTRUCTION PIPELINE

Recent deliveries (2018-2021)		
Property	Units	Year built
AMLI Fountain Place	366	2021
Atelier	417	2021
One Cabell Park	71	2021
Residences at The Grove	185	2021
Ross + Peak	240	2021
The Gabriella	378	2021
The National Residences	324	2021
4600 Ross	294	2020
The Fitz	70	2020
The Hamilton	310	2020
Amelia at Farmers Market	297	2019
Carlisle & Vine	150	2019
Encore Swiss Avenue	253	2019
Indie Deep Ellum	230	2019
Modera Howell	190	2019
Taylor Lofts	61	2019
The Ardan	389	2019
The Christopher	309	2019
The Crosby	336	2019
28TwentyEight	94	2018
Abstract at Design District	400	2018
Cortland MLine	261	2018
Gatsby on Ross	292	2018
Mid Elm lofts	25	2018
Modera Hall Street	340	2018
Total	6,282	

Lease-up / under-constructi	on (2022	2-2023)
Property	Units	Year built
Cortland Farmers Market	220	2022
East Quarter Residences	336	2022
The Academic	365	2022
Jefferson Innova	430	2023
Maple & Mahon	146	2023
The Residences at Maple Terrace	345	2023
The Willow	190	2023
Urby Dallas I	383	2023
Total	2,415	

Proposed / planned (2023+)		
Property	Units	Year built
Pearl Lofts	100	2023
Project X	TBD	2023
2800 Taylor	336	2024
2811 Maple	220	2024
Field St District	300	2024
One City View	256	2024
One Newpark	268	2024
The Central StreetLights	350	2024
Total	1,830	





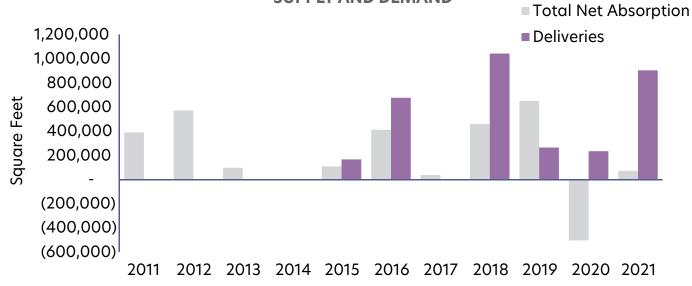
# **OFFICE MARKET OVERVIEW**

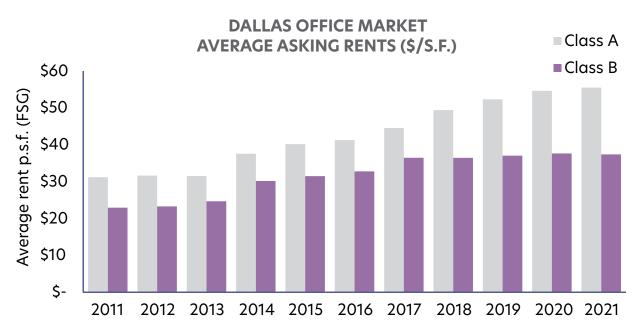
Uptown/Oak Lawn is one of Dallas' most dynamic submarkets due to its walkability and proximity to top tier amenities, the city's primary freeways, and some of the largest financial and professional firms. Following the US 75 Corridor, Uptown/Oak Lawn led the Dallas market in positive absorption this quarter and calculated the highest direct asking rent of \$53.68 p.s.f. across the submarkets. JLL's consolidation into 100,793 s.f.at 2401 Cedar Springs accounted for 68,186 s.f.of positive absorption in the submarket this quarter after its 32,607 s.f.move-out from 2323 Victory Ave; Uptown's largest recorded positive and negative absorption for the quarter. Despite the higher rental rates, Uptown's vacancy rate consistently comes in lower than the Dallas average at 2% lower for Q4 2021 as tenants demand quality office space.

A total of 905,000 s.f. was completed this quarter from Victory Commons, The Link Uptown, and Weir's Plaza delivering at a total of 29% leased. Trammell Crow Co. expects to break ground in 2022 on their 2401 McKinney Tower project of which CBRE leased 200,000 s.f., supporting the high demand for Uptown Class A office space despite the high market rates.



#### DALLAS OFFICE MARKET SUPPLY AND DEMAND

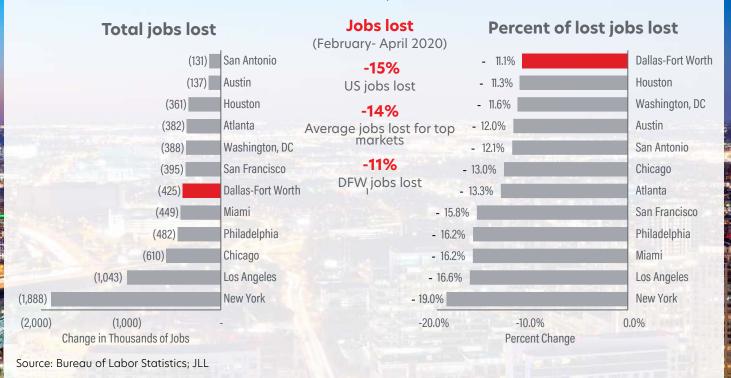






# **DALLAS - FORT WORTH RESILIENCY**

In 2020, DFW experienced the smallest percentage decline of all major markets



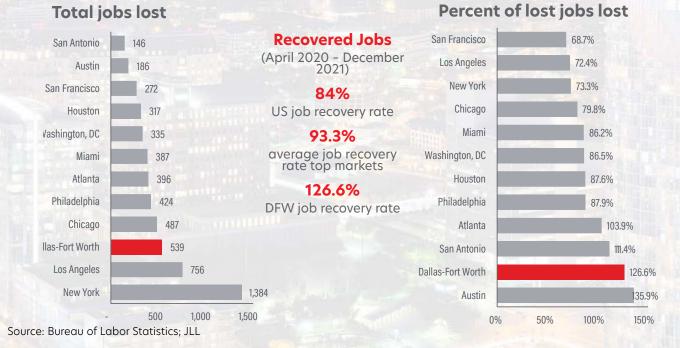
### Dallas-Fort Worth is bouncing back from pandemic-related job losses, with year-over-year gains in all sectors



Source: Bureau of Labor Statistics; JLL

In the last recession (2007-2009), Dallas-Fort Worth lost a smaller percentage of its jobs base (4.2%) than many major metros including Los Angeles, Chicago, New York, and San Francisco, and recovered by adding more jobs than any metro aside from Los Angeles and New York, which have much larger populations.

## DFW recovered faster than most major markets, and was only surpassed by another Texas market

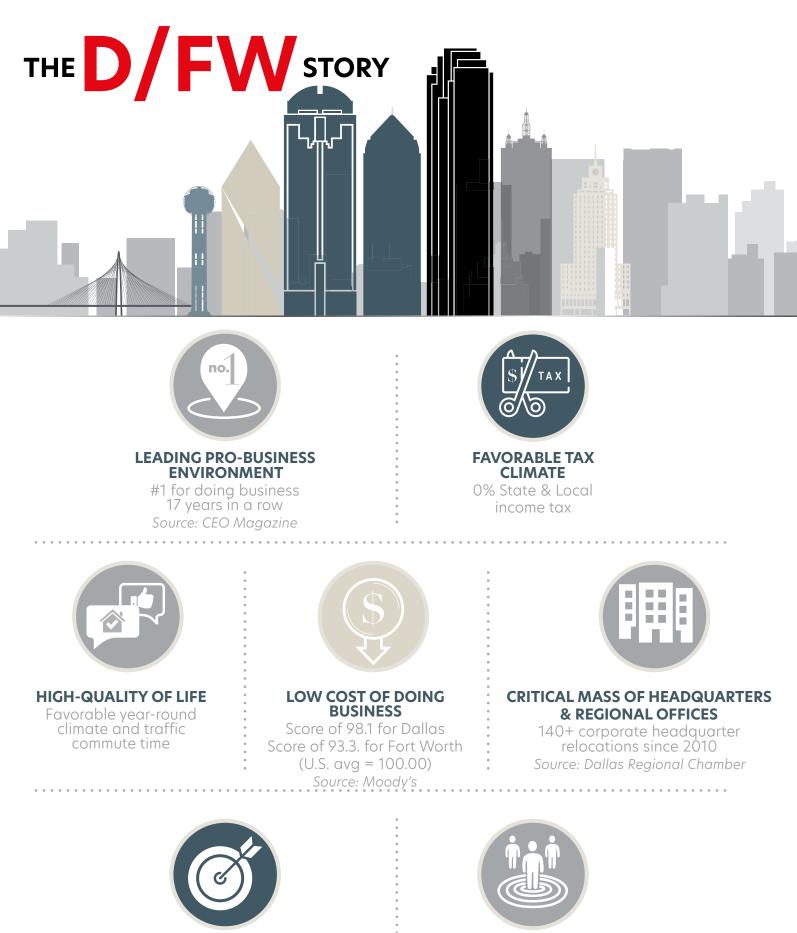


Since the Covid pandemic hit, Dallas-Fort Worth has lost fewer jobs and recovered faster than most major markets. In the face of economic headwinds, job growth across a diverse economic base as contributed to the region's resilience in the current and prior downturn.

# Thriving D/FW Economy

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With a population of over 7.7 million residents (Source: US Census Bureau), the Dallas/Fort Worth (DFW) Metroplex ranks as the 4th largest metro area in the country. A perennial national leader in population and employment growth, DFW has become a sought-after area for all ages given its centralized location, growing job market, high-quality of life and low cost of living. As one of the nation's top economic performers, DFW is thriving with a young, highly-educated and vibrant population that attracts businesses and visitors alike. The area's 2021 population growth rate is projected to be more than two times the national average in 2019 (Source: EMSI). The continued influx of corporate relocations and impressive rate of in-migration is a testament to its selection as the #4 Real Estate Market for 2021 by Urban Land Institute and Pricewaterhouse Coopers.



**MAGNET FOR TOP TALENT IN THE U.S.** 

Strong wages and low cost of living create an attractive employment base



**#1 MSA FOR PROJECTED POPULATION GROWTH** 

749,726 new residents projected over the next 5 years Source: EMSI

## NATION-LEADING EMPLOYMENT GROWTH



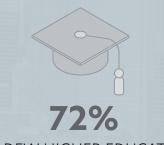
## 152,000

NEW JOBS ADDED ONE OF ONLY TWO MARKETS TO ADD 100,000+ NEW JOBS (FROM AUG 2020 TO AUG 2021)



+174,000 NET CHANGE IN TOTAL NON-FARM EMPLOYMENT FROM JAN 2021 TO OCT 2021





OF DFW HIGHER EDUCATION GRADUATES STAY AND WORK IN THE REGION; THE SIXTH HIGHEST RETENTION RATE IN THE US

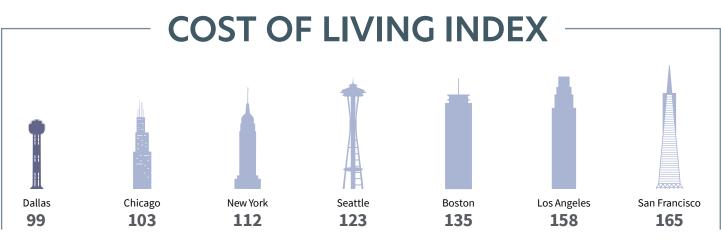




IN THE COUNTRY FOR PERCENT JOB GROWTH (14.9% GROWTH FROM DEC 2015 TO DEC 2020)

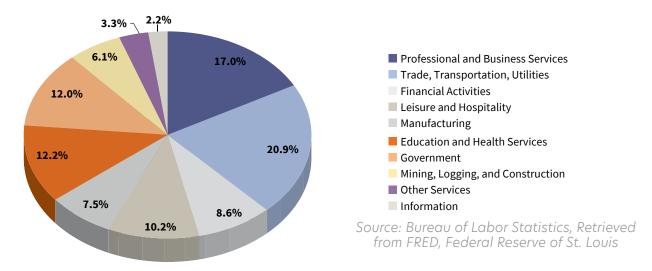


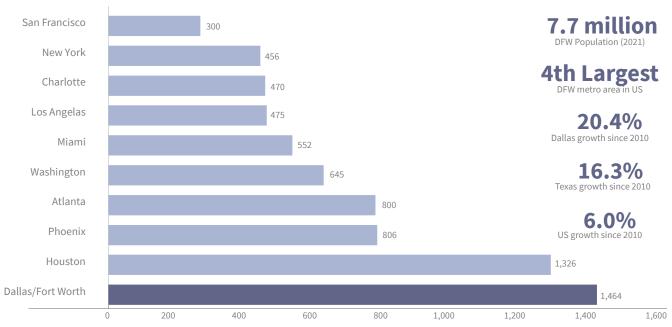




Source: EMSI

### **DALLAS-FORT WORTH EMPLOYMENT BY INDUSTRY, 2021**





### **#1 METRO FOR POPULATION GROWTH**

2010 - 2021 Population Change (Thousands of People)

# **TOP-RANKED POPULATION GROWTH**



#### 205 RESIDENTS MOVE TO DFW DAILY

One new resident moves to DFW every seven minutes Source: US Census Bureau



### 20.4% POPULATION GROWTH

from 2010 - 2020 outpacing the U.S. average Source: US Census Bureau



#### 749,726 PROJECTED NEW RESIDENTS BY 2026

#1 in the U.S. in projected population growth

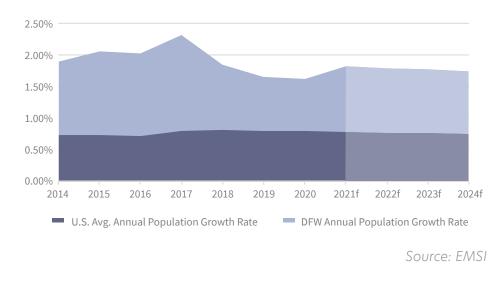
Source: EMSI



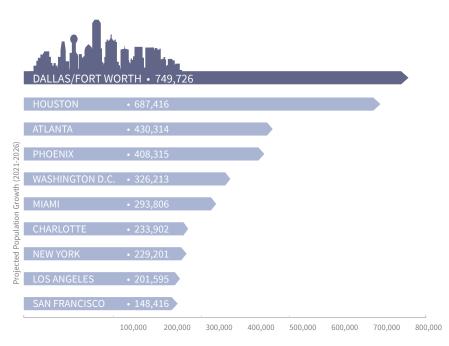
#### **#1 IN THE COUNTRY FOR TOTAL JOB GROWTH** 2020

Source: Dallas Regional Chamber

### DALLAS/FORT WORTH'S ROBUST POPULATION GROWTH RATES

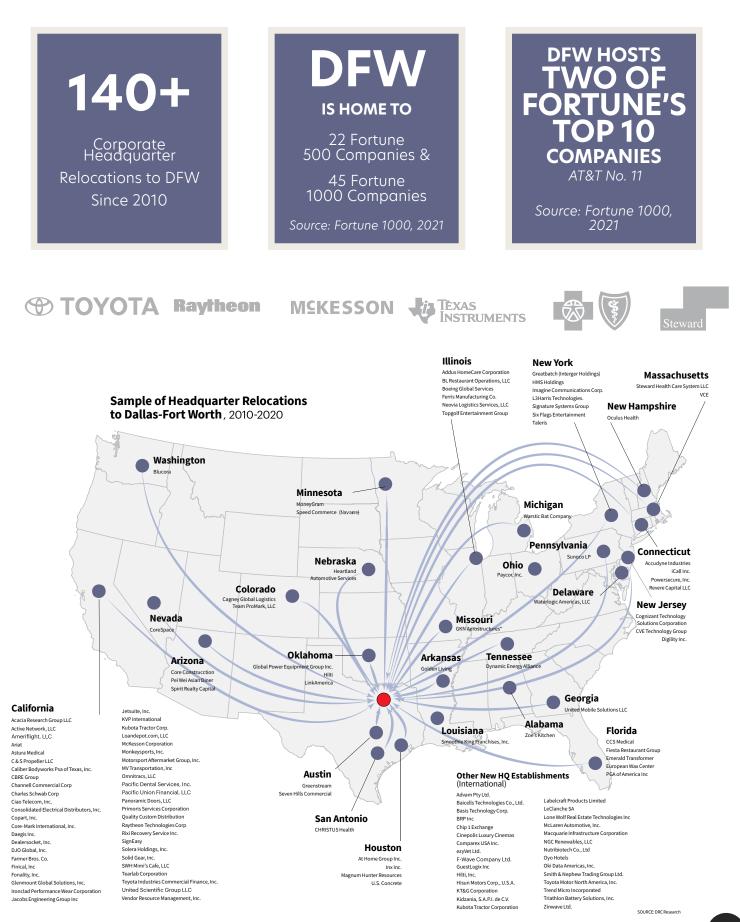


### NATION-LEADING POSITION IN PROJECTED POPULATION GROWTH



Source: EMSI

# DALLAS/FORT WORTH RELOCATIONS





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\*\*The outbreak of the COVID-19 virus (novel coronavirus) since the end of January 2020 has resulted in market uncertainty and volatility. While the economic impact of a contagion disease generally arises from the uncertainty and loss of consumer confidence, its impact on real estate values is unknown at this stage.