



DFW INDUSTRIAL REAL ESTATE Compendium

AUGUST 2025

by MERCER COMPANY

VOL 1. 2025

www.mercer-company.com

SALE COMPS

| | ADDRESS | SIZE (SF) | PRICE (PSF) | PRICE | TRANSACTION |
|--------------------------|----------------------------------|-----------|--------------|--------------|-------------|
| DALLAS | 904 Regal Row | 41,272 | \$116.30 | \$4,800,000 | 07/31/24 |
| | 7101 John Carpenter | 14,768 | \$123.00 | \$1,825,000 | 07/25/24 |
| | 9205 King James Drive | 19,240 | \$136.43 | \$2,625,000 | 07/25/24 |
| | 3132 Iron Ridge Street | 20,250 | \$160.00 | \$3,240,000 | 04/30/25 |
| | 3609 Halifax Street | 7,000 | \$464.29 | \$3,250,000 | 04/28/25 |
| | CONFIDENTIAL | 242,310 | - | \$17,750,000 | 06/30/25 |
| DFW AIRPORT | 9425 N MacArthur Blvd | 27,862 | \$129.21 | \$3,600,000 | 10/07/24 |
| | 2700 S Pipeline Rd | 7,880 | \$180.00 | \$1,500,000 | 05/12/25 |
| | 2928 Story Road W | 5,625 | \$197.33 | \$1,110,000 | 04/28/25 |
| | 16479 Dallas Parkway #420/450 | 11,230 | \$249.33 | \$2,800,000 | 02/25/25 |
| | 101 E Enon Avenue | 28,700 | \$71.00 | \$2,042,775 | 08/22/24 |
| FORT WORTH | 601 Burlington Road | 47,262 | \$105.79 | \$5,000,000 | 01/07/25 |
| | 6201 Fort Worth Ave | 6,200 | \$108.00 | \$675,000 | 07/15/24 |
| | 301 & 313 Woodrow Ave | 10,800 | \$125.00 | \$1,350,000 | 10/11/24 |
| | 5271 Pyramid Blvd | 6,100 | \$180.00 | \$1,100,000 | 03/28/25 |
| | 1817 Lacy Drive | 13,415 | \$327.68 | \$4,395,880 | 09/30/24 |
| GSW | 840 N GSW Pkwy | 88,821 | \$106.68 | \$9,475,000 | 07/01/25 |
| | 801-805 Avenue H | 81,122 | \$139.91 | \$11,350,000 | 01/17/25 |
| | 1141 108th St | 20,871 | \$145.21 | \$3,030,650 | 06/10/25 |
| | 409 Dodson Lake Dr | 6,400 | \$156.25 | \$1,000,000 | 10/29/24 |
| | 1908 110th St | 68,314 | \$163.95 | \$11,200,000 | 07/16/24 |
| | 1119 111th St | 7,869 | \$177.91 | \$1,400,000 | 06/27/25 |
| NE DALLAS/GARLAND | 2708-2710 National Drive | 10,000 | \$81.50 | \$815,000 | 02/23/25 |
| | 118 Buckingham Road | 5,880 | \$108.84 | \$640,000 | 05/21/25 |
| | 10753 Mapleridge | 10,129 | \$135.75 | \$1,375,000 | 11/12/24 |
| | 3119 IH 30 | 12,950 | \$139.00 | \$1,800,000 | 05/22/25 |
| | 2205 Executive Drive | 7,050 | \$154.61 | \$1,090,000 | 05/15/25 |
| | 12600 International Parkway | 24,600 | \$170.73 | \$4,200,000 | 05/26/25 |
| NORTH DALLAS | 600 S US Hwy 69 | 18,240 | \$38.38 | \$700,000 | 10/24/24 |
| | 2575 Southwell | 17,405 | \$106.29 | \$1,850,000 | 12/06/24 |
| | 11262 Indian Trail | 22,916 | \$113.46 | \$2,600,049 | 07/11/24 |
| | 2624 Rodney Ln | 14,000 | \$139.29 | \$1,950,000 | 11/22/24 |
| | 3241 Garden Brook | 10,978 | \$176.72 | \$1,940,000 | 02/28/25 |
| | 3255 N McDonald Street | 12,561 | \$240.00 | \$3,014,640 | 04/30/25 |
| SOUTH DALLAS | 6000 Ashley Lane | 20,000 | \$25.00 | \$500,000 | 10/07/24 |
| | 1101-1115 Industrial Drive | 9,584 | \$73.04 | \$700,000 | 01/30/25 |
| | 1019-1021 Industrial Drive | 13,000 | \$75.00 | \$975,000 | 01/30/25 |
| | 3199,3205, 3221 Daniieldale Road | 30,000 | \$111.66 | \$3,350,000 | 06/30/25 |
| | 4700 S Westmoreland Road | 136,209 | \$121.93 | \$16,607,963 | 01/05/24 |
| | 9091 Autobahn Drive | 83,376 | \$143.93 | \$12,000,000 | 10/15/24 |
| | 2241 Monitor Street | 9,600 | \$220.00 | \$2,000,000 | 07/16/24 |
| CONFIDENTIAL | 144,480 | - | \$20,000,000 | 05/07/24 | |

LEASE COMPS

| | ADDRESS | SIZE (SF) | PRICE (PSF) | TRANSACTION |
|--------------------------|----------------------------------|-----------|-------------|-------------|
| DALLAS | 8908 Sovereign Row | 17,114 | \$6.87 | 01/14/25 |
| | 3306-3310 Quebec | 60,000 | \$7.19 | 08/07/24 |
| | 8015 Sovereign Row | 14,000 | \$8.04 | 04/28/25 |
| | 3811 Halifax Street | 12,396 | \$9.10 | 05/22/25 |
| | 5145 Norwood Rd B-C | 16,023 | \$9.54 | 10/22/24 |
| | 119 Regal Row | 49,542 | \$10.03 | 10/17/24 |
| DFW AIRPORT | 2220 Delante Street, Suite F & G | 16,175 | \$9.76 | 04/02/25 |
| | 8110 Tristar | 28,875 | \$11.19 | 03/17/25 |
| | 1240 Texan Trail #105 | 9,992 | \$11.36 | 07/07/25 |
| | 1220 Texan Trail # 220 | 7,350 | \$11.46 | 04/02/25 |
| | 8710 N Royal | 4,841 | \$13.05 | 02/10/25 |
| | 800 Industrial Blvd #300 | 14,969 | \$13.72 | 04/17/25 |
| FORT WORTH | 1000 W Hurst | 108,900 | \$0.92 | 10/10/24 |
| | 2220 Delante Suite A | 9,679 | \$8.23 | 08/09/24 |
| | 7415 Whitehall St #121 123 | 9,200 | \$8.75 | 03/28/25 |
| | 3200 S Jones | 8,020 | \$8.84 | 12/12/24 |
| | 10105 US 67 | 8,450 | \$12.04 | 12/10/24 |
| | 230 S Grants Lane | 8,000 | \$14.10 | 11/11/24 |
| GSW | 1170-1180 109th St #130-160 | 59,829 | \$6.51 | 06/25/25 |
| | 3703 Avenue E | 60,000 | \$6.75 | 04/22/25 |
| | 901 Avenue S | 88,000 | \$7.21 | 02/05/25 |
| | 2810 Avenue E | 82,566 | \$7.71 | 12/04/24 |
| | 2025 Meridian St | 38,734 | \$8.38 | 02/20/25 |
| | CONFIDENTIAL | 205,022 | - | 06/18/25 |
| NE DALLAS/GARLAND | 2229 Santa Anna | 29,486 | \$4.33 | 11/13/24 |
| | 13020 FM 1641 | 82,500 | \$5.05 | 03/31/25 |
| | 3536 Executive Boulevard | 19,440 | \$5.86 | 07/01/24 |
| | 12662 International Parkway | 23,820 | \$8.50 | 02/03/25 |
| | 2217-2221 Santa Anna Avenue | 27,906 | \$8.73 | 06/13/25 |
| | 13435 S Jupiter Road | 20,100 | \$11.34 | 06/06/25 |
| NORTH DALLAS | 11160 Zodiac Ln | 41,252 | \$6.00 | 06/27/25 |
| | 9835 Monroe Drive | 45,400 | \$8.04 | 07/23/24 |
| | 11220 Gemini | 70,296 | \$9.95 | 11/12/24 |
| | 1841 Monetary Lane #100 | 33,030 | \$10.13 | 01/06/25 |
| | 1250 American Parkway | 52,800 | \$10.59 | 03/03/25 |
| | 859 St Hwy 121 | 33,116 | \$18.97 | 01/30/25 |
| SOUTH DALLAS | 1716 Parkside Ave | 15,000 | \$5.25 | 04/07/25 |
| | 201 S Interstate 45 | 185,000 | \$6.50 | 02/01/25 |
| | 3951 Corporate Drive | 165,795 | \$7.20 | 10/15/24 |
| | 2637 Farrington Street | 16,825 | \$8.32 | 11/12/24 |
| | 100 Ezell Dr | 40,296 | \$8.48 | 10/11/24 |
| | 200 Union Bower #214 | 16,162 | \$10.15 | 07/08/24 |
| | 1900 W Mockingbird Ln | 13,500 | \$10.93 | 11/13/24 |
| | 5930 Campus Circle | 40,042 | \$11.71 | 07/18/24 |

WHO WE ARE

Your Trusted Partner in CRE

Headquartered in Dallas. Rooted in Results. For over 20 years, Mercer Company has delivered unmatched market knowledge and client-focused service across Dallas' commercial real estate landscape.



WHY MERCER

Deep Dallas Expertise

Mercer is deeply embedded in the Dallas market, offering unparalleled insight into local trends, opportunities, and real estate dynamics.

Independent & Client-Centric

Free from corporate red tape, we tailor every engagement with personalized service, agility, and full transparency.

Comprehensive CRE Services

Whether you're a landlord, buyer, or seller, we guide you through acquisitions, and dispositions with end-to-end expertise.

Proven Performance

A portfolio of loyal customers. Thousands of successful sales. Mercer delivers measurable results—again and again.

Smart, Data-Driven Decisions

We combine boots-on-the-ground knowledge with industry-leading analytics to drive strategy and outcomes that outperform.

Built on Relationships

At Mercer, success isn't just a signed contract—it's a lasting partnership built on trust, clarity, and long-term alignment.

MERCER REACH

Local Presence

- Strong Network of Local, Regional, State Level Investors, Owners, Users, and Tenants.
- 32 Local Agents, Connecting with hundreds of local prospects every day.
- Based in Dallas, Fort Worth, and Oklahoma City.
- Over 1,500 in Person Prospecting Calls made by Mercer Agents to Tenants & Users each week.

National Reach

- The Highest Caliber of Digital Marketing Materials.
- Access to all National Listing Platforms and Marketing Sites.
- Email Campaigns that reach thousands of national investors and business owners every week.
- Access to the Society of Industrial and Office Realtor's brokerage network of over 3,900 industry leaders.
- Proprietary investor database from coast to coast with investment groups ranging from portfolio size of \$10M - \$2B+



MERCER STATISTICS 2020-2024

\$1,163,998,047
Deal Volume

1,763
Transactions

Trusted by 100+ World-Class Brands



CLIENT TESTIMONIALS

Every client relationship at Mercer is built on a foundation of trust, expertise, and results. Whether guiding expansion efforts or securing high-visibility locations, our team goes beyond expectations to help our clients succeed.

“We engaged Mercer Company to sell one of our investment properties, we couldn’t be more pleased with the outcome. Turner and Jeff do GREAT WORK. I am very pleased with the process and level of service. We are grateful for Mercer Company.”

— Coleman Brown, Partner, Stonelake Capital Partners

“We had an excellent experience working with Cole Brewton. Cole was highly professional, consistently communicative, and remained persistent throughout the process of finding the right property, Thanks to his determination and market knowledge, we secured the ideal deal. Highly recommend!”

— Larry Hageman, COO, BSI, Inc

“Cole is incredibly knowledgeable about the DFW industrial market and very hardworking. He consistently brings us valuable market insights and is excellent at uncovering off-market opportunities. His dedication and proactive approach set him apart from other brokers in the industry, and we consider him a valuable asset.”

— Jack Crow and Wilson Bauer, Founders, Shoal Creek Capital

INVESTMENT SALES AND LEASING TEAM



Jeff Mercer
President
Head of Investment
Sales and Leasing



Cole Brewton
Market Director
Co-Head of Investment
Sales and Leasing

SUBMARKET SPECIALISTS



Corby Hodgkiss, SIOR
Executive Vice President
Grand Prairie & Arlington



Harrison Putt
Market Director
Grand Prairie & Arlington



Nick Fulton
Market Director
Grand Prairie & Mansfield



Jeremy Mercer
Senior Vice President
Brookhollow



Turner Petersen, SIOR
Vice President
Brookhollow



Ford Price
Market Director
Brookhollow & South Irving



William LeMasters, SIOR
Vice President
Northeast Dallas & Garland



Jack Mercer
Associate
Hines, South Irving
Valwood & Lovefield



Keenan Cook, SIOR
Senior Vice President
Hines & Valwood

INVESTMENT SALES AND LEASING TEAM

SUBMARKET SPECIALISTS



David Wilganowski, SIOR
Vice President
North Dallas



Kyleb Howell
Market Director
South Dallas



Mike Pruitt
Market Director
East DFW Airport



Christian Moore
Market Director
Richardson & Plano



Ryan Ninnis
Associate
Allen & McKinney



Niko Padilla
Market Director
Fort Worth



Tucker Mauser
Market Director
Fort Worth



Kamden Kelton
Associate
Fort Worth



Andrew Flores
Associate
Fort Worth



Tucker Cason
Vice President
Oklahoma City



Carson Orton
Associate
Oklahoma City

BROKER PROFILES



Jeff Mercer

President
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Background

Jeff founded Mercer Company with the intent to not only provide excellent service but provide measurable value to our clients as well. Jeff believes that an agent's business practices and habits directly affect their clients' results. Therefore, Mercer Company's agents have a targeted market focus, excellent product knowledge, and a clear understanding of our client's goals.

After graduating from Rice University, Jeff started in the industry at NAI. He made his way up the ranks to partner but decided to leave and start his own firm at the end of 2007. Mercer Company opened its first office in Dallas shortly thereafter.

Over his 25 years of experience, his focus has always been industrial real estate. Jeff bought his first property in 2000 and continued acquiring property for himself and others. He currently owns 1.3 million square feet of building with 118 tenants. Mercer Company has strong discipline when it comes to the value and above-average returns we expect from our investments. Because of this, Jeff's industrial real estate investments have beat the S&P 500 every year.



Cole Brewton

Market Director
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Background

Cole specializes in industrial real estate, focusing on investment sales, ownership representation, and new development projects. With a background in civil construction and an extraordinary track record of brokerage success, Cole delivers tailored solutions to meet the unique needs of his clients.

He launched his real estate career in Louisiana, where he quickly established himself as a top producer within the state. Since the inception of his brokerage career in 2021, Cole has successfully advised and closed hundreds of industrial transactions. In addition to his transactional success, Cole played a key role in growing his brokerage's market presence and mentoring up-and-coming agents.

Before entering real estate, Cole built a strong foundation in the civil construction industry, where he developed expertise in project management, heavy machinery, logistics, and acquisitions. This hands-on experience equips him with valuable insights into the demands of industrial assets. Currently a member associate of SIOR and his full designation, Cole remains committed to professional excellence. When he's not working, you'll find him hunting or fishing in diverse destinations.

