SUCCESS STORIES

Mount-It

9091 Autobahn Drive, Dallas, TX

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ASSET TYPE	SIZE	PURCHASE PRICE	SEARCH SCOPE
Class A Industrial	~83,376 SF	≈$12.17M · ~$146/SF	6-State Canvass

SUMMARY

For a second assignment with Mount-It, we executed a multi-state search (AZ, NV, TX, CO, OK, KS) and secured a Class A industrial facility in Dallas at a below-market basis. We acquired ~83,376 SF at approximately $146 per square foot (≈$12.17M total), while comparable offerings were commonly priced in the $200–$250/SF range.

CHALLENGE

Mount-It set out to expand outside California with a high-quality, logistics-efficient asset at a disciplined price point. That meant competing in Dallas Class A industrial submarkets where asking prices frequently ran $200–$250/SF, and securing a building that matched Mount-It's operational requirements and timing despite ongoing interest-rate volatility.

ACTION

We ran a broad canvass across Arizona, Nevada, Texas, Colorado, Oklahoma, and Kansas, then narrowed the field to the optimal Dallas submarkets. We benchmarked asking prices against closed trades and modeled the total cost of ownership versus lease alternatives, advising patience as pricing softened slightly with rate moves. Through a targeted pursuit and disciplined negotiation, we acquired 9091 Autobahn Drive in Dallas at an exceptional basis of roughly $146/SF (≈$12.17M).

RESULTS

The result was a below-market acquisition at approximately $146/SF against market asks of $200–$250/SF, a significant per-square-foot savings. The Dallas hub strengthens Mount-It's national distribution and service levels for Central and Mid-U.S. customers, and the Class A quality was secured at a price that supports continued growth and long-term value.

TESTIMONIAL

"The Voit team once again assisted us in acquiring real estate and did an extensive search in multiple states to finally uncover a building we were able to afford and expand our business into the Midwestern portion of the United States. The Voit team exceeded our expectations by delivering on securing this new facility and advised us that patience would pay off as interest rates became more favorable and pricing dropped slightly going into this acquisition."

Ozgur Gorur, President & CEO, Mount-It

Brian Mulvaney, SIOR CCIM | Josh West, SIOR

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