SCARBOROUGH
COMMERCIAL REAL ESTATE

# FOR SALE

*Fully Occupied Multifamily Property*

*220 Bois D Arc St. | Canton, TX 75103*

# INVESTMENT SUMMARY

**PROPERTY SIZE**

**2,940 SF**

**PROPERTY SIZE**

**0.43 ACRES**

**PRICING**

**$395,000**

## INVESTMENT DETAILS:

### Property Overview:

220 S Bois D Arc Street is a 100% occupied, four-unit multifamily property in Canton, Texas, the Van Zandt County seat. The building totals 2,940 square feet on a 0.43-acre lot and was constructed in 1970 with an effective year of 2005.

Each of the four units features 2 bedrooms and 1 bath; all units are currently leased and generating $4,525 in monthly rental income. Within the past four years, all units have been renovated with new plumbing, flooring, electrical, paint, and appliances, while the building has been updated with new gutters and roof.

The asset has a proven income history.

- Net operating income:
  - $30,534 in 2024
  - $32,557 in 2025
- Capitalization rate: 8.2% on 2025 NOI
- In-place rents: $1,075 to $1,275
  - Three units on flexible month-to-month terms
  - Provides ability to mark rents to market or reposition without waiting out long-term leases

Small multifamily product trades thinly in this submarket, which makes well-maintained, fully occupied assets like 220 S Bois D Arc difficult to replace and attractive to local and regional investors seeking durable cash flow.

This is a straightforward, income-producing opportunity for a buyer who wants day-one occupancy, a competitive yield backed by actual operating results, and room to grow rents in a tightly held East Texas market.

### Property Features:

- **Pricing:** $395,000
- **Total acreage:** 0.43
- **Traffic count:** 346 vpd
- **Zoning**: Commercial
- **Frontage:** 128 feet
- **Location:** Canton, TX, which anchors a stable rental market driven in large part by First Monday Trade Days, the nationally recognized flea market that draws consistent visitor traffic to the area throughout the year

## INVESTMENT HIGHLIGHTS:

- 100% occupied at the time of offering with $4,525 in monthly in-place rents
- 2025 actual net operating income of $32,557, with $30,534 in 2024
- Offered at $395000, a 8.2% cap rate on 2025 NOI
- Flexible month-to-month tenancy on three of four units, supporting rent growth and repositioning
- Located in the Van Zandt County seat, anchored by First Monday Trade Days traffic
- Scarce, hard-to-replace small multifamily product in a thinly traded submarket

## INVESTMENT CONTACT:

**Samuel Scarborough, CCIM**
Broker/President
(903) 570-7366
www.scarboroughcre.com

# EXECUTIVE SUMMARY

| INCOME | 2024 (Full Year) | 2025 (Full Year) | 2026 YTD (Jan 1–June 4) |
|---|---|---|---|
| Rental Income | $56,336 | $46,418 | $23,437 |
| Other Income (fees) | $659 | $614 | $165 |
| **Gross Income** | **$56,995** | **$47,032** | **$23,602** |
| **OPERATING EXPENSES (excl. interest & depreciation)** | | | |
| Property Tax | $8,948 | $5,585 | $2,356 |
| Insurance | $5,457 | $3,412 | $1,440 |
| Management Fees | $5,640 | $2,306 | $973 |
| Repairs & Maintenance | $3,428 | $662 | $879 |
| Landscaping | $1,921 | $1,154 | $685 |
| Other Operating Expenses | $1,067 | $1,356 | $572 |
| **Total Operating Expenses** | **$26,461** | **$14,475** | **$6,905** |
| **Net Operating Income** | **$30,534** | **$32,557** | **$16,697** |

# RENT ROLL

**Rent Roll**
As of June 4, 2026

| Tenant | Unit | Unit Type | Lease Duration | Deposits Held | Rental Charge |
|---|---|---|---|---|---|
| Tenant 1 | 100 | 2/1 | 6/19/25–Month-to-month | $1,075.00 | $1,100.00 |
| Tenant 2 | 200 | 2/1 | 7/1/25–Month-to-month | $1,175.00 | $1,175.00 |
| Tenant 3 | 300 | 2/1 | 7/5/25–7/1/26 | $1,075.00 | $1,075.00 |
| Tenant 4 | 400 | 2/1 | 4/25/25–Month-to-month | $1,175.00 | $1,175.00 |
| **Total** | | | | **$4,500.00** | **$4,525.00** |

**Unit 100**

**Unit 300**


**Unit 400**

# KEY DEMOGRAPHICS

| | 1 Mile | 3 Miles | 5 Miles | 10 Miles |
|---|---|---|---|---|
| **POPULATION** | | | | |
| 2026 Estimated Population | 2,314 | 7,077 | 11,323 | 25,144 |
| 2031 Projected Population | 2,476 | 7,620 | 12,235 | 27,435 |
| 2020 Census Population | 2,216 | 6,367 | 10,218 | 22,649 |
| 2010 Census Population | 2,017 | 5,589 | 8,710 | 19,623 |
| Projected Annual Growth Percentage 2026 to 2031 | 1.4 | 1.53 | 1.61 | 1.82 |
| Historical Annual Growth Percentage 2010 to 2026 | 0.92 | 1.66 | 1.87 | 1.76 |
| Median Age | 36.76 | 39.17 | 40.45 | 41.49 |
| Population Density (/Square Mile) | 736.57 | 250.3 | 144.17 | 80.04 |
| **HOUSEHOLDS** | | | | |
| 2026 Estimated Households | 892 | 2,661 | 4,341 | 9,744 |
| 2031 Estimated Households | 955 | 2,860 | 4,680 | 10,588 |
| 2020 Census Households | 861 | 2,449 | 3,968 | 8,786 |
| 2010 Census Households | 776 | 2,170 | 3,385 | 7,591 |
| Projected Annual Growth Percentage 2026 to 2031 | 1.39 | 1.5 | 1.56 | 1.73 |
| Historical Annual Growth Percentage 2010 to 2026 | 0.94 | 1.41 | 1.76 | 1.77 |
| **INCOME** | | | | |
| Average household income | $95,240 | $92,836 | $93,295 | $98,657 |
| Median household income | $77,358 | $75,730 | $74,331 | $72,685 |
| Per capita income | $36,775 | $35,112 | $35,897 | $38,292 |
| **EDUCATION** | | | | |
| High School Graduate | 36.94% | 32.57% | 33.76% | 34.97% |
| Some College | 30.62% | 27.52% | 25.74% | 24.87% |
| Associate Degree | 8.32% | 8.16% | 7.93% | 7.65% |
| Bachelor's Degree | 11.26% | 13.52% | 13.41% | 13.14% |
| Graduate or Professional Degree | 6.89% | 9.83% | 10.70% | 9.63% |
| **BUSINESS** | | | | |
| Total Establishments | 220 | 429 | 493 | 711 |
| Total Employees | 1,764 | 3,446 | 3,793 | 5,370 |
| Average Employees Per Business | 8.03 | 8.03 | 7.7 | 7.55 |
| Residential Population Per Business | 10.53 | 16.49 | 22.98 | 35.36 |

# 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.

**WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS:** A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code. **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's dudes and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

**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 by the buyer or buyer's agent. **An owner's agent fees are not set by law and are fully negotiable.**

**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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**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.

**A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:**

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant opinions or advice regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement that contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

**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.

| Name | License No. | Email | Phone |
|---|---|---|---|
| **Scarborough Commercial Real Estate LLC**<br>Name of Sponsoring Broker (Licensed Individual or Business Entity) | **9010976**<br>License No. | **sam@scarboroughcre.com**<br>Email | **(903)707-8560**<br>Phone |
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| Name of Licensed Supervisor of Sales Agent/Associate, if applicable | License No. | Email | Phone |
| **Samuel Scarborough**<br>Name of Sales Agent/Associate | **687976**<br>License No. | **sam@scarboroughcre.com**<br>Email | **(903)570-7366**<br>Phone |

Buyer/Tenant/Seller/Landlord Initials ______ ______ Date ______