

# LANDBRIDGE COMMERCIAL PROPERTIES

Brokerage | Management | Consulting

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## Brian W. Burks

Principal Broker & Partner  
SIOR, CCIM

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Brian W. Burks, Principal  
Landbridge Commercial Properties— 4614 DC Drive, Suite 2A Tyler, TX 75701  
T: (903) 561-9527 M: (903) 352-3000 E: [brian@landbridgecommercial.com](mailto:brian@landbridgecommercial.com)

## BRIAN W. BURKS, SIOR, CCIM

*Principal Broker & Partner*

COMMERCIAL REAL ESTATE BROKERAGE

LANDBRIDGE COMMERCIAL PROPERTIES

4614 D.C. Drive, Suite 2A

Tyler, TX 75701

903-561-9527 office · 903-352-3000 cell

brian@landbridgecommercial.com

www.landbridgecommercial.com



### AREAS OF EXPERTISE

- ▲ CORPORATE PORTFOLIO – SALE, LEASE, MANAGE
- ▲ SITE SELECTION THROUGHOUT TEXAS
- ▲ ACQUISITION COUNSELING
- ▲ INVESTMENT ANALYSIS
- ▲ ACQUISITIONS/DISPOSITIONS
- ▲ INVESTMENT RE BROKERAGE
- ▲ APPRAISAL REVIEW/CRITIQUE
- ▲ LANDLORD/TENANT DISPUTES
- ▲ ASSET MANAGEMENT
- ▲ LEASE ANALYSIS
- ▲ VALUATIONS
- ▲ MARKET ANALYSIS
- ▲ COMMERCIAL/INDUSTRIAL RE BROKERAGE
- ▲ MARKET RENT STUDIES
- ▲ DEVELOPMENT CONSULTING
- ▲ CUSTOM BUILD-TO-SUITS
- ▲ DEPOSITION STRATEGY
- ▲ MEDIATION
- ▲ EVALUATIONS
- ▲ OPERATING EXPENSE ANALYSIS
- ▲ EXPERT WITNESS
- ▲ PORTFOLIO EVALUATION
- ▲ FEASIBILITY ANALYSIS AND STUDIES
- ▲ SITE ANALYSIS
- ▲ GENERAL ANALYSIS
- ▲ TAX ASSESSMENT REVIEW AND ADVICE
- ▲ GENERAL COMMERCIAL RE PRACTICES
- ▲ GENERAL RE ANALYSIS
- ▲ ZONING

## PROFESSIONAL EXPERIENCE

As Principal Broker/ Partner in Landbridge Commercial Properties, Brian has over 34 years of extensive real estate experience in areas of commercial development, client counseling, site selections, brokerage, investments, leasing, and consulting. Prior to 1999, he was a Partner in Westar Commercial Realty, Inc., One of the largest Commercial firms in West Texas. Brian has several distinguished professional affiliations including memberships with Society of Industrial & Office Realtors® (SIOR), International Council of Shopping Centers (ICSC), and the Certified Commercial Investment Member (CCIM). Through these affiliations Brian provides an expanded range of services from local to national businesses, brokerage firms and Fortune 500 Companies.

2008-Present	Principal Broker/ Partner, Landbridge Commercial Properties
1999 – 2008	Vice President PBH Company, Inc.
1994 – 1999	Vice President/Partner Westar Commercial Realty, Inc.
1992 – 1994	Coldwell Banker Commercial Realty
1986	Received Texas Real Estate License

## CERTIFICATIONS/LICENSES

- ▲ SOCIETY OF OFFICE AND INDUSTRIAL REALTORS (SIOR)
- ▲ CERTIFIED COMMERCIAL INVESTMENT MEMBER/REAL ESTATE INSTITUTE (CCIM)
- ▲ TEXAS REAL ESTATE BROKER LICENSE

## PROFESSIONAL AFFILIATIONS

- ▲ INTERNATIONAL COUNCIL OF SHOPPING CENTERS (ICSC)
- ▲ NATIONAL ASSOCIATION OF REALTORS (NAR)
- ▲ TEXAS ASSOCIATION OF REALTORS (TAR)
- ▲ NORTH TEXAS COMMERCIAL ASSOCIATION OF REALTORS (NTCAR)
- ▲ COMMERCIAL MEMBERS OF NORTH TEXAS (CIB)
- ▲ CHRISTIAN REAL ESTATE BROKERS ASSOCIATION

# What is CCIM?

## A Certified Commercial Investment Maker (CCIM)

- ▲ A CCIM IS A RECOGNIZED EXPERT IN THE DISCIPLINES OF COMMERCIAL AND INVESTMENT REAL ESTATE
- ▲ THE CCIM CURRICULUM CONSISTS OF 4 CORE COURSES THAT INCORPORATE THE ESSENTIAL CCIM SETS:



- ▲ ONLY **10 %** OF COMMERCIAL REAL ESTATE PRACTITIONERS NATIONWIDE HOLD THE CCIM DESIGNATION, WHICH REFLECTS NOT ONLY THE CALIBER OF THE PROGRAM, BUT ALSO WHY IT IS ONE OF THE MOST COVETED AND RESPECTED DESIGNATIONS IN THE INDUSTRY
- ▲ [WWW.CCIM.COM](http://WWW.CCIM.COM)

# What is SIOR?

## The SOCIETY OF INDUSTRIAL AND OFFICE REALTORS® (SIOR)

- ▲ SIOR IS THE LEADING PROFESSIONAL COMMERCIAL AND INDUSTRIAL REAL ESTATE ASSOCIATION
- ▲ THE SIOR DESIGNATION IS A PROFESSIONAL SYMBOL OF THE HIGHEST LEVEL OF KNOWLEDGE, PRODUCTION AND ETHICS IN THE REAL ESTATE INDUSTRY
- ▲ REAL ESTATE PROFESSIONALS WHO HAVE EARNED THE SIOR DESIGNATION ARE RECOGNIZED BY CORPORATE REAL ESTATE EXECUTIVES, COMMERCIAL REAL ESTATE BROKERS, AGENTS, LENDERS, AND OTHER REAL ESTATE PROFESSIONALS AS THE MOST CAPABLE AND EXPERIENCED BROKERAGE PRACTITIONERS IN ANY MARKET
- ▲ ONLY **2 %** OF ALL COMMERCIAL BROKERS HAVE MET THE RIGOROUS STANDARDS REQUIRED TO EARN THE SOCIETY'S DESIGNATION OF "SPECIALIST, INDUSTRIAL AND OFFICE REAL ESTATE" (SIOR)
- ▲ [WWW.SIOR.COM](http://WWW.SIOR.COM)

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# Landbridge Commercial Properties

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## Introduction

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Our agents have served East Texas for over 35+ years. We are active in the industrial, office, retail and multi-family disciplines.

The Firm provides a full range of commercial real estate services and invites you to consider us for your commercial real estate needs throughout Tyler, Longview and All of East Texas.

Landbridge Commercial Properties. is committed to the highest ethical and professional standards. We have developed a reputation of excellence emphasizing quality, creativity, experience and hard work.

Brian specializes in industrial properties and averages about one million square feet of industrial transactions in the east Texas region annually.

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## Our Company

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Professionalism and ethical business practices have always been a guiding force in the success of Landbridge Commercial Properties. As a result, our professionals hold memberships with the following associations:

- ▲ SOCIETY OF INDUSTRIAL AND OFFICE REALTORS ®
  - ▲ CCIM INSTITUTE- CERTIFIED COMMERCIAL INVESTMENT MEMBER
  - ▲ TYLER ECONOMIC DEVELOPMENT COUNCIL
  - ▲ THE NORTH TEXAS COMMERCIAL ASSOCIATION OF REALTORS ®
  - ▲ TYLER AREA CHAMBER OF COMMERCE
  - ▲ LONGVIEW AREA CHAMBER OF COMMERCE
  - ▲ INTERNATIONAL COUNCIL OF SHOPPING CENTERS
  - ▲ THE GREATER TYLER ASSOCIATION OF REALTORS ®
  - ▲ THE TEXAS ASSOCIATION OF REALTORS ®
-

**LANDBRIDGE**  
COMMERCIAL PROPERTIES

Brokerage | Management | Consulting

4614 D.C. Drive, Suite 2a | Tyler, TX 75701

Presented by

**Brian Burks, SIOR, CCIM**

brian@landbridgecommercial.com

903-561-9527 office

903-352-3000 mobile

# JUST SOLD

## East Texas/Interstate 20 Industrial Facility



Approximately 667,000 Square Feet

### Transaction Overview

Brian Burks, SIOR, CCIM is pleased to announce the sale of the industrial property located at **2938 Brown Road off Interstate 20 in Marshall, Texas**.

At approximately **667,000 square feet**, this transaction set the record for the **largest real estate transaction** in the 176 year history of the City.

Prior to the sale, Brian Burks **leased** a considerable portion of the facility to a **national credit tenant**, increasing the property value significantly for both parties.

The sale, facilitated by Landbridge Commercial Properties, will allow the Buyer to **expand their growing business** operations in a strategic east Texas location while **providing passive income** to the Buyer.

**Brian Burks, SIOR, CCIM** was retained by the Seller to exclusively market the subject property on both a **regional** and **national** level utilizing exclusive member networks.

To discuss your property & how we can assist you to realize similar results, contact Brian Burks, principal broker at **Landbridge Commercial Properties** today.

<http://landbridgecommercial.com/>

## Recent Transactions

Property Type	Size (SF)	Transaction	Location
Industrial	667,000	Sale	Marshall
Industrial	270,000	Sale	Longview
Distribution	202,000	Lease	Marshall
Industrial	155,000	Sale	Tyler
Distribution	138,000	Sale	Tyler
Manufacturing	125,000	Sale	Longview
Manufacturing	120,000	Sale/Leaseback	Tyler
Distribution	101,000	Sale	Tyler
Warehouse	78,000	Sale	Gladewater
Warehouse	30,000	Sale/Leaseback	Longview
Warehouse	30,000	Sale	Kilgore
Warehouse	25,000	Build to Suit	Longview
Warehouse	20,000	Sale	Kilgore
Build-to-Suit	12,000	Lease	Tyler
Office	40,000	Lease/Manage	Tyler

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## Why Hire Us?

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How You Benefit:

We offer our clients 3 distinct advantages:

We Deliver Local Solutions

We Deliver Superior Service  
Through Team Work

We Deliver Results to Your  
Bottom Line

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## We Deliver Results

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Through Standardization and Consistency

- ▲ STRATEGIC PLANNING
  - ▲ PORTFOLIO EVALUATION
  - ▲ ESTABLISH PROCEDURES AND POLICY
  - ▲ ESTABLISH REAL ESTATE GUIDELINES
  - ▲ CREATE STANDARD FORMS AND CHECKLISTS
  - ▲ CREATE STANDARD DOCUMENTATION AND REPORT FORMATS
  - ▲ ESTABLISH PRIORITIES AND PROCESS
  - ▲ CREATE WEEKLY/MONTHLY STATUS REPORTS/FORMATS
  - ▲ CREATE LEASE BRIEF PACKAGE
  - ▲ ESTABLISH POST PROJECT REVIEW OF BENEFITS
  - ▲ ESTABLISH BROKER PERFORMANCE REVIEW
  - ▲ ESTABLISH BENCHMARKS FOR REAL ESTATE
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## Services Offered

▲ PROPERTY & ASSET MANAGEMENT

▲ RETAIL SALES & LEASING

▲ OFFICE SALES & LEASING

▲ INDUSTRIAL SALES & LEASING

▲ BUYER & TENANT REPRESENTATION

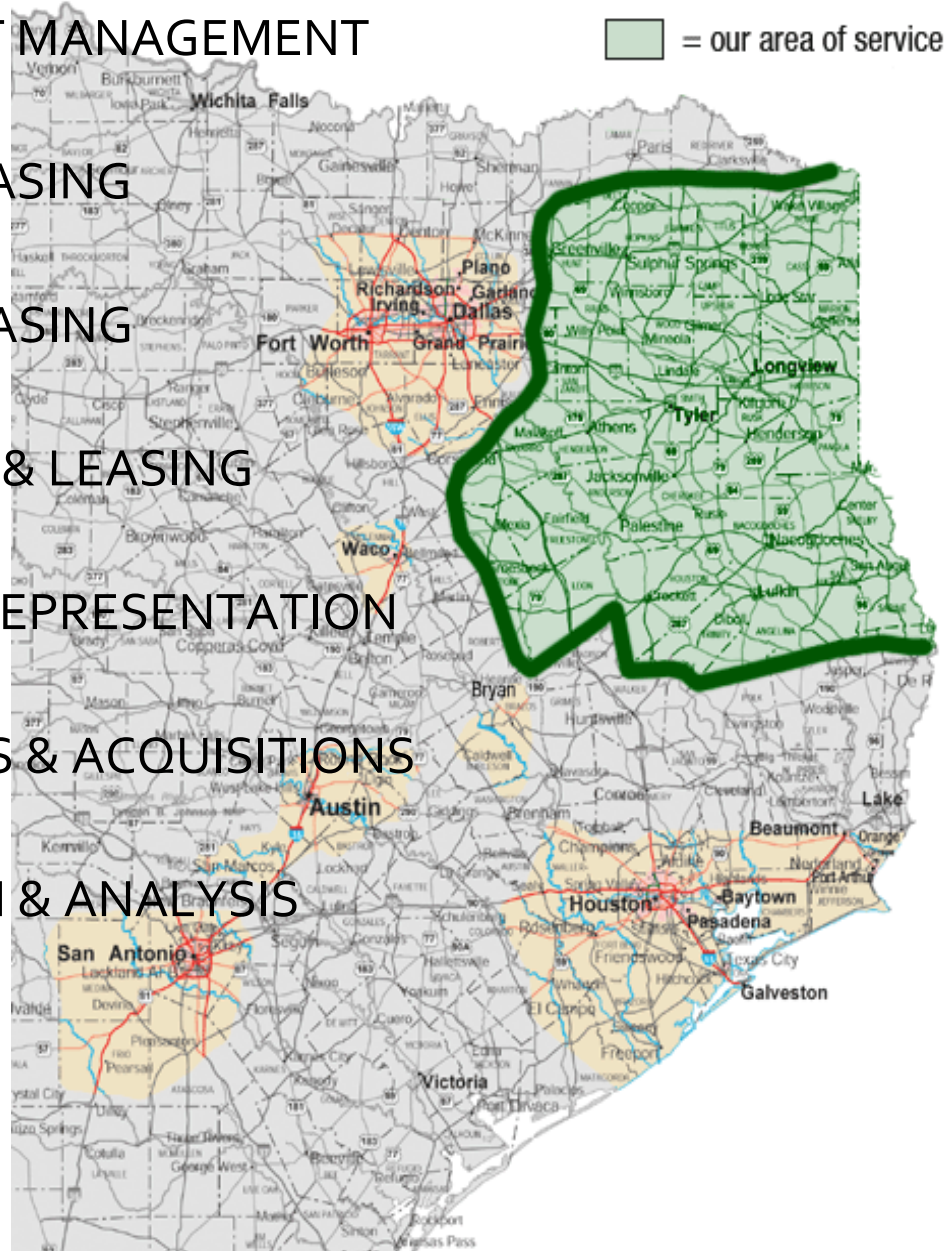
▲ INVESTMENT SALES & ACQUISITIONS

▲ MARKET RESEARCH & ANALYSIS

▲ SITE SELECTION

▲ COUNSELING

 = our area of service



## In-Depth Marketing Campaign

- ▲ MARKETING AGREEMENTS
- ▲ ARRANGE MARKETING MATERIALS
- ▲ PREPARE BROCHURES
- ▲ SEND TO LOCAL BROKERAGE FIRMS
- ▲ SEND TO EAST TEXAS ECONOMIC DEVELOPMENT OFFICES
- ▲ PERSONAL SALES CALLS
- ▲ DETAILED ONGOING CLIENT REPORTS
- ▲ E-MAIL "NTCAR" LISTING SERVICE
- ▲ MARKET TO TEXAS SIOR, CCIM NETWORKS
- ▲ LOOPNET AND COSTAR MARKETING SERVICES
- ▲ LANDBRIDGE COMMERCIAL PROPERTIES WEBSITE LISTINGS
- ▲ DIRECT MAIL CAMPAIGN TO EAST TEXAS PROSPECTS
- ▲ NATIONAL SIOR, CCIM MARKETING CAMPAIGN
- ▲ LOCATE TENANTS, NEGOTIATE LEASE TERMS
- ▲ ASSIST WITH TENANT FINISH-OUT

**Landbridge Commercial Properties is the right choice for results in East Texas. We utilize all local, regional and national contacts and affiliation to get results for our clients. Our proactive approach to marketing gets our clients the desired bottom line. . . . RESULTS!!!**

# Email Marketing Campaign



Landbridge Commercial Properties  
4614 D.C. Drive  
Tyler, TX 75701

Presented by  
**Brian Burks, SIOR,**  
**CCIM**

## East Texas/I-20 Warehouse



2938 Brown Road, Marshall, TX 75672

**\$2.40 - \$4.80 /SF/Year**

[View Full Listing](#)

### Details

Total Space Available:	667,125 SF
Rental Rate:	\$2.40 - \$4.80 /SF/Year
Min. Divisible:	20,000 SF
Max. Contiguous:	667,125 SF
Property Type:	Industrial
Property Sub-type:	Distribution Warehouse
Building Size:	528,750 SF
Zoning Description:	Industrial



Brian Burks, SIOR, CCIM  
[brian@landbridgecommercial.com](mailto:brian@landbridgecommercial.com)  
(903) 561-9527  
License: 0400070

# Direct Mail Marketing Campaign

*Looking for a new business location?*



One of the Finest Facilities  
Available in Texas!

## OTHER PROPERTIES AVAILABLE IN EAST TEXAS

- 155,000 SF Industrial-Tyler
- 150,000 SF Industrial-Winnsboro
- 125,724 SF Industrial-Longview
- 75,000 SF Warehouse—Jacksonville
- 47,000 SF Industrial—Longview
- 40,000 SF Warehouse— Marshall
- 30,000 SF Industrial— Tyler
- 12,000 SF Industrial—Tyler
- 25,000 SF Office—Tyler
- 14,000 SF Office—Tyler

## CLASS A MANUFACTURING & DISTRIBUTION FACILITY NOW AVAILABLE FOR LEASE OR PURCHASE

### PROPERTY DETAILS

- 50,000—270,000 SF
- Land— Up to 80 Acres

### FEATURES

- Warehouse Heated & Cooled
- 30'-50' Clear Heights
- 30-60 Ton Cranes

- Class A Offices
- Sprinkled Throughout
- MetoKote Paint Booth

**LANDBRIDGE**  
COMMERCIAL PROPERTIES

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# Letters of Recommendation

Brian W. Burks  
Landbridge Commercial Properties  
4614 D.C. Drive, Suite 2-A  
Tyler, TX 75701

To Whom It May Concern:

This Letter will serve as my recommendation of Brian W. Burks, SIOR, CCIM to serve as the Exclusive Broker for ETX Corporation to handle ETX's real estate needs relative to ETX's facility in Tyler, Texas.

Brian has the experience in this East Texas Market for over 30 Years in representing a cross-section of real estate owner/developers/users and investors in handling their real estate needs.

I've had opportunities to work with Brian over the years with clients looking at Tyler and East Texas to expand their real estate holdings or looking at properties in Brian's Market area of expertise. Brian has gone the "extra mile" in assisting me and my client(s) in better understanding the East Texas Market in not only his knowledge of the properties being investigated, but also the individual's owners/investors/developers active in this market.

I would encourage ETX and any Owner of Real Estate in Tyler and the East Texas Market to use Brian and his experience and expertise in handling their real estate needs.

Regards,



Tom Clarke

**Thomas E. Clarke, SIOR**  
Principal  
Investment Services



2711 LBJ Freeway  
Suite 130  
Dallas, Texas 75234  
Phone: 972-755-0253

To Whom It May Concern:

I am writing this letter of recommendation express my high opinion of Brian Burks. I have known Brian for over twenty years. Brian is my go-to resource when referring valued clients for all real estate in East Texas. I have found Brian honest, ethical, trustworthy and diligent in all my dealings with him over the years. Brian knows East Texas!

Please add my highest recommendation during your decision process when engaging an East Texas real estate professional.

Sincerely,

Regards,

**John H. Aldrich, SIOR**  
President  
The Aldrich Group



# PRECISION SPINE CARE

Re: Brian Burks Recommendation

To Whom It May Concern:

During the past couple of years, I have had the opportunity to work with Brian Burks during several real estate transactions. Through the entire process, Brian was very organized, efficient and everything went very smoothly.

Brian was cooperative and responsive throughout the process which included negotiating the listing agreement terms, providing market research data and related recommendations, and marketing the property leases. He also assisted in the very difficult process of negotiating early termination of leases and helping to find the tenants new locations for their offices. Brian's expertise and assistance were instrumental to the success of all of my projects.

I enjoyed my work with Brian and appreciate all of his effort on all the projects. I would definitely choose to work with Brian again should the need arise, and would recommend Brian Burks to others who have commercial real estate brokerage needs in East Texas.

Sincerely,

Charles Gordon





2100 McKinney Avenue, Suite 700  
Dallas, TX 75201

**Stan McClure**  
First Vice President

CBRE, Inc.  
Brokerage Services

214 979 6328 Tel  
214 979 6398 Fax

stan.mcclure@cbre.com  
www.cbre.com

July 6, 2016

To Whom It May Concern:

During the past couple of years, we have had the opportunity to work with Brian Burks as we served a client who is headquartered in Northern Indiana. The client needed assistance with the disposition of one of their plants in East Texas and we engaged Brian to sell this property.

Brian was cooperative and responsive throughout the process which included negotiating the listing agreement terms, providing market research data and related recommendations, marketing the property for both sale, lease and sale leaseback to investors and end users, generating multiple prospective buyers and competitive offers, and assisting with the negotiation and closing of the transaction. Brian's work also included adjusting his approach as the client's needs changed during the process, and facilitating other activities as the client remotely managed this vacant property upon its closure. Through Brian's efforts, we successfully sold the client's property. Brian's expertise and assistance were instrumental to the success of this project.

We enjoyed our work with Brian and appreciate all of his effort on this project. We would definitely choose to work with Brian again should the need arise, and would recommend Brian Burks to others who have commercial real estate brokerage needs in East Texas.

Thank you,

A handwritten signature in black ink, appearing to read "Stan McClure". The signature is fluid and cursive, written over a light blue horizontal line.

Stan McClure



**GRUBB & ELLIS**  
Levy Beffort

2021 S. Lewis, Suite 410  
Tulsa, OK 74104  
Phone: 918-481-3200  
Fax: 918-938-6055

To Whom It May Concern:

During the past year, we have had the opportunity to work with Brian Burks as we have a Tulsa based client that needed to unload some real estate in Kilgore, Texas. Although our firm has offices in Dallas, even they referred us to Brian and he exceeded expectations for our client.

Brian was cooperative and responsive throughout the process which included negotiating the listing agreement terms, providing market research data and related recommendations, marketing the property for sale to investors and end users, generating multiple prospective buyers and assisting with the negotiation and closing of the transaction. Brian's worked effectively and directly with our client while facilitating other activities as the client remotely managed this vacant property upon its closure. Through Brian's efforts, we successfully sold the client's property. Brian's expertise and assistance were instrumental to the success of this project.

We enjoyed our work with Brian and appreciate all of his effort on this project. We and our client would definitely choose to work with Brian again should the need arise, and would recommend Brian Burks to others who have commercial real estate brokerage needs in East Texas.

Sincerely,

Jared Andresen  
Managing Director



**SIGNATURE ASSOCIATES**

**THE TEAM** No Signature. No Results.

Re: Brian Burks Recommendation

To Whom It May Concern:

During the past eighteen (18) months, we have had the opportunity to work with Brian Burks as we served our long-time client, Dana Corporation, who is headquartered in the Toledo, Ohio area. The client needed assistance with the disposition of their plant in Longview, TX. After interviewing professionals in the market, we engaged Brian to work as our local representative in the sale of this property.

Brian was very professional and responsive throughout the process, which included providing market research data and related recommendations, marketing the property for sale to investors and end users, and assisting with the negotiation and closing of the transaction. Through Brian's efforts, we successfully sold the client's property and our client was very pleased with the results. Brian's expertise and assistance were instrumental to the success of this project.

We enjoyed our work with Brian and appreciate all of his effort on this project. Our client was also very pleased with the experience and the result. We would definitely choose to work with Brian again should the need arise, and would recommend Brian Burks to others who have commercial real estate brokerage needs in East Texas.

Sincerely,

**SIGNATURE ASSOCIATES**  
**CUSHMAN & WAKEFIELD ALLIANCE**

David T. Miller, SIOR  
Associate Broker/Principal

DTM/bjn

One Towne Square - Suite 1200  
Southfield, Michigan 48076  
248.948.9000

500 Woodward Avenue - Suite 2850  
Detroit, Michigan 48226  
313.965.3070

1400 Abbott Road - Suite 305  
East Lansing, Michigan 48823  
517.374.1100

333 Bridge Street NW - Suite 1010  
Grand Rapids, Michigan 49504  
616.235.0900

1675 E. Mt. Garfield - Suite 175  
Muskegon, Michigan 49444  
231.799.9900

477 Chicago Drive  
Holland, Michigan 49423  
616.396.7788

950 Trade Centre Way - Suite 140  
Kalamazoo, Michigan 49002  
269.385.2000

Four SeaGate - Suite 608  
Toledo, Ohio 43604  
419.249.7070

Brokerage Services • Tenant Representation  
Investment Sales • Business Sales  
Property/Asset Management • Advisory Services  
Valuation • Commercial Mortgage



**COMMERCIAL REAL ESTATE SERVICES**



Steven H. Berger, SIOR  
Senior Vice President

2100 McKinney Avenue  
Suite 700  
Dallas, TX 75201

CBRE, Inc.  
Brokerage

214-533-2818 Cell  
214-979-6333 Office

Steve.berger@cbre.com  
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October 30, 2020

*RE:* Brian W. Burks, Principal Broker, LANDBRIDGE COMMERCIAL PROPERTIES

To Whom It May Concern,

I, as well as others in my office, have worked with Brian Burks for quite a number of years. We have partnered with him on several assignments and he has always been professional, knowledgeable and ready to do the work necessary to achieve success. When I'm working on something in the east Texas area, he is my "go to resource" in the commercial real estate brokerage arena.

If there is more that I can share, please let me know.

Sincerely,

Steven H. Berger, SIOR  
CBRE, Inc.