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OFFERING  
MEMORANDUM



CONSERVCLEAN CARE CORPORATION  
8821 NORTH SAM HOUSTON PARKWAY EAST

HUMBLE, TX 77396

Marcus & Millichap  
TAG INDUSTRIAL GROUP

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All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.  
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

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TAG INDUSTRIAL GROUP

OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)



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SECTION 1

# INVESTMENT OVERVIEW

Marcus & Millichap

# CONSERVCLEAN CARE CORPORATION

8821 NORTH SAM HOUSTON PARKWAY EAST  
HUMBLE, TX 77396

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## INVESTMENT HIGHLIGHTS

- 9.75 Years Remaining On 10 Year Absolute Net Leased Service Facility
    - Office Renovations In Excess Of \$50,000 Completed In 2019
  - ConservClean Care Is A Leading Full-Service Steam Sterilization & Disinfection Provider With A Focus In Automotive, Residential, Commercial, and Industrial Steam Cleaning And Maintenance Solutions
  - Rapid Growth In Immediate Area: 32.79% Estimated Increase In Population Between 2010-2019 Within 1-Mile Radius
    - Traffic Counts In Excess of 145,000 Vehicles Per Day On Beltway 8
    - Absolute Net Lease: Tenant Responsibility of Taxes, Insurance, Utilities, and Maintenance Means Minimal Landlord Responsibility
- 

## INVESTMENT OVERVIEW

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 8821 North Sam Houston Parkway East in Humble, Texas. The subject property consists of approximately 5,708 square feet of space and is situated on one acre of land. The asset features reinforced concrete construction, six grade-level doors, 32 parking spaces, and office renovations in excess of \$50,000 that were completed in 2019. There are 9.75 years remaining with an absolute net-leased service facility, offering minimal landlord responsibility for an investor. ConservClean Care is a leading full-service steam sterilization and disinfection provider with a focus in automotive, residential, commercial, and industrial steam cleaning and maintenance solutions. The immediate area has experienced rapid growth with an estimated 32.79 percent increase in population between 2010-2019 within one-mile radius. Traffic counts are in excess of 145,000 vehicles per day on Beltway 8.

Outward expansion has been an ongoing trend in Houston in recent years, and the Lake Houston Area has been a prime beneficiary of that growth. The Lake Houston region boasts proximity to Bush Intercontinental Airport and the Port of Houston and is home to several growing communities including Atascocita, Humble, and Summerwood. The submarket has grown significantly in recent years thanks to infrastructural improvements, large-scale developments, and strong population gains. The extension of the Grand Parkway, known as Houston's third loop, will pave the way for substantial future growth in the Lake Houston Area. Known as Grand Parkway Segments H and I-1, this 37.5-mile stretch of toll road is expected to deliver in late 2020. (CoStar)

As the fifth most populous metro area in the U.S., Houston houses nearly 6.9 million people in southeastern Texas. The market is composed of nine counties: Harris, Galveston, Brazoria, Fort Bend, Chambers, Montgomery, Austin, Liberty and Waller. The Gulf of Mexico, which borders the metro to the southeast, provides access to markets around the world via the Port of Houston, making it a prime location for import/export. Houston's economy has diversified in recent years, with the healthcare and technology sectors showing strong growth. As Houston's population continues to grow, primarily to the northwest, many companies are expanding to the region to provide goods and services to the increasing population.



# PROPERTY DETAILS // ConservClean Care Corporation

8821 NORTH SAM HOUSTON PARKWAY EAST,  
HUMBLE, TX 77396

Number of Suites	1
Number of Buildings	1
Total Square Feet	5,708
Year Built	2008
Lot Size	1.00 Acre
Type of Ownership	Fee Simple
Parking	32 Spaces
Building Class	B
Tenancy	Single
Grade Level Doors	6
Construction	Reinforced Concrete
Type of Lighting	Fluorescent
Age/Condition of Roofs	Original - Great Condition
Age/Condition of HVAC	Replaced As Needed
Submarket	Lake Houston Ret
Market Vacancy	5.10%

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## OFFERING HIGHLIGHTS // ConservClean Care Corporation

8821 NORTH SAM HOUSTON PARKWAY EAST  
HUMBLE, TX 77396

OFFERING PRICE  
**\$1,635,000**

CAP RATE  
**7.34%**

Offering Price	\$1,635,000
Cap Rate	7.34%
Price/SF	\$286.44
Total Square Feet	5,708
Rental Increase	\$1,000/Month Increase 2025
Occupancy	100%

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## OPERATING STATEMENT // ConservClean Care Corporation

Income	Current		Per SF	Pro Forma		Per SF
Scheduled Base Rental Income	120,000		21.02	120,000		21.02
Expense Reimbursement Income						
Net Lease Reimbursement						
Total Reimbursement Income	\$0	0.0%	\$0.00	\$0	0.0%	\$0.00
Effective Gross Revenue	\$120,000		\$21.02	\$120,000		\$21.02

Operating Expenses	Current		Per SF	Pro Forma		Per SF
Total Expenses	\$0		\$0.00	\$0		\$0.00
Expenses as % of EGR	0.0%			0.0%		
Net Operating Income	\$120,000		\$21.02	\$120,000		\$21.02

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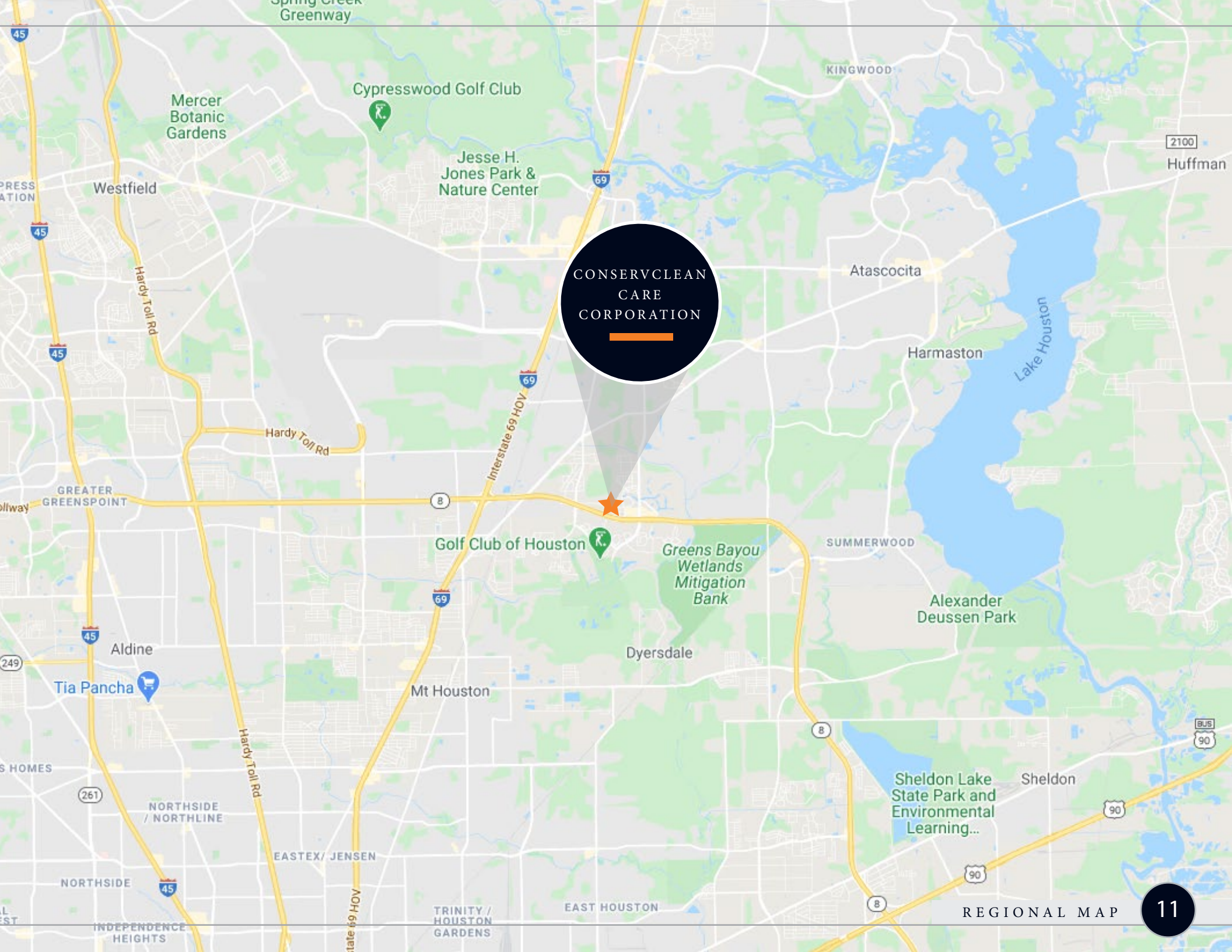
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# RENT ROLL // ConservClean Care Corporation

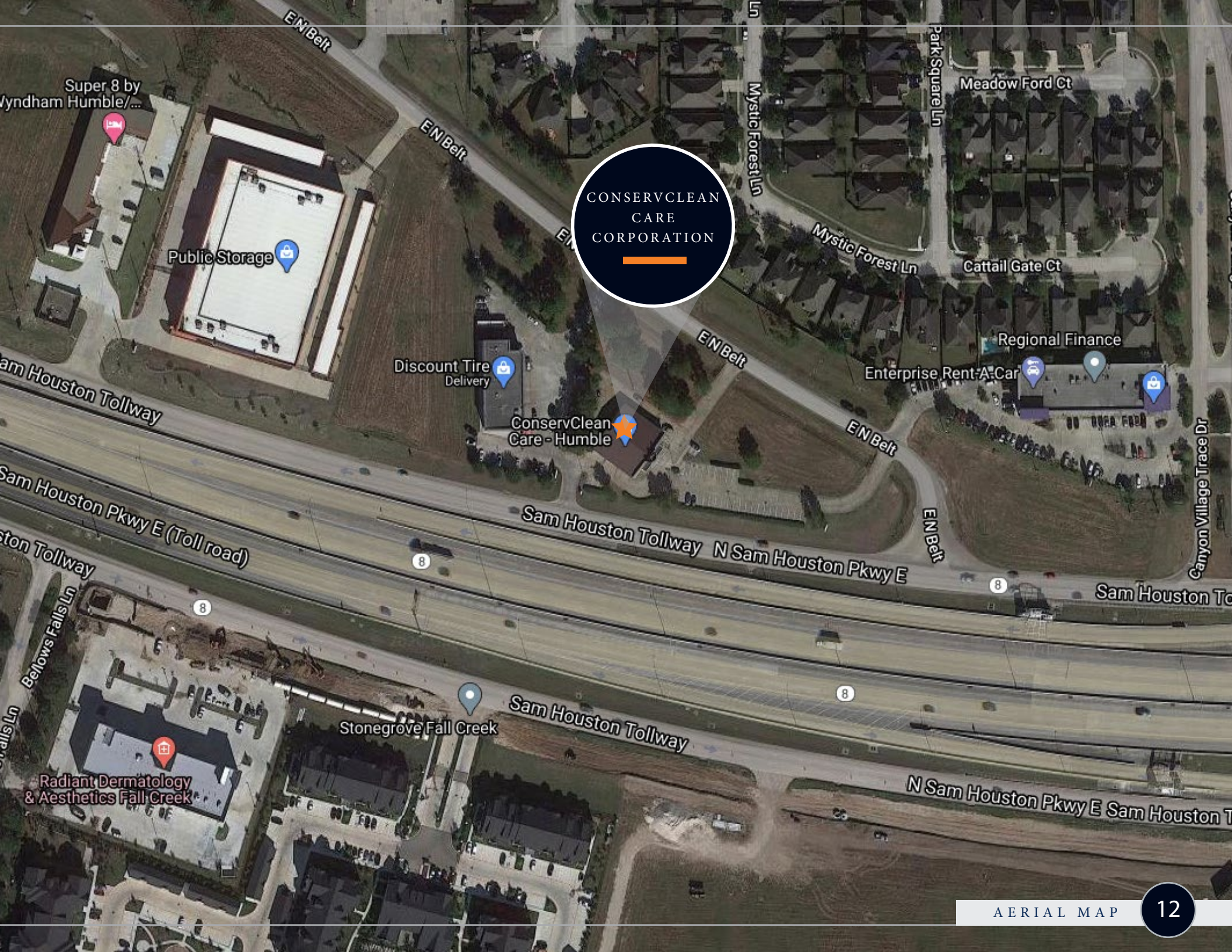
Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
ConservClean Care Corporation	0	5,708	100.0%	8/1/20	7/31/30	\$21.02	\$10,000	\$120,000	\$120,000	Aug-2025	\$11,000	NNN	Two (2) 5-Year Fixed Renewal Options
Total		5,708				\$21.02	\$10,000	\$120,000	\$120,000				
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
Total Current Rents: \$10,000				Occupied Current Rents: \$10,000		Unoccupied Current Rents: \$0							

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CONSERVCLEAN  
CARE  
CORPORATION



CONSERVCLEAN  
CARE  
CORPORATION

ConservClean  
Care - Humble

Discount Tire  
Delivery

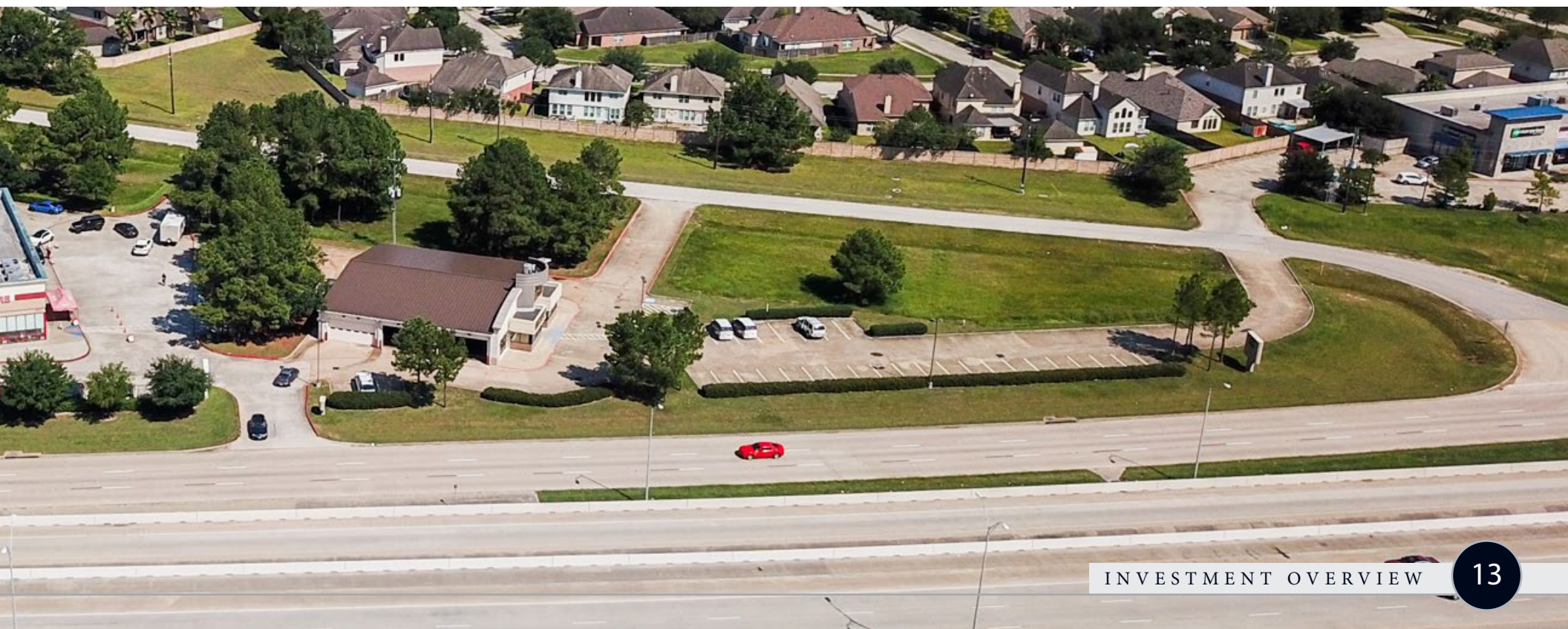
Public Storage

Enterprise Rent-A-Car

Regional Finance

Stonegrove Fall Creek

Radiant Dermatology  
& Aesthetics Fall Creek



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## TENANT SUMMARY

“ConservClean Care is a leading full-service steam sterilization and disinfection provider with a focus in automotive, residential, commercial, and industrial steam cleaning and maintenance solutions.”

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### TENANT

ConservClean Care

### HEADQUARTERS

Houston, TX

### DATE FOUNDED

2018

### EMPLOYEES

11-50

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[www.conservclean.com](http://www.conservclean.com)



ConservClean Care (CCC) is an eco-friendly, zero-waste, water-less alternative to steam cleaning needs. With machines powered by Lamborghini, ConservClean is the only company to use high-quality, industry leading, steamers by Fortador in the Houston area. Not only do they specialize in mobile car detailing; they service child-care, hospital, extended care, food truck, public transportation, government fleet management, and even airline sanitation.

ConservClean Care is known for their eco-friendly steamers powered by Fortador, but extended their sustainability passion with ConservClean Environmental services. Their goal is to meet and exceed their sustainability commitment of a million gallons of waste recovery a year. Making the world a better, greener space for generations to come takes cutting edge solutions; driving their mission to provide reliable and cost-effective services.

ConservClean Environmental is a preferred provider of environmental waste management and treatment services, delivering a robust suite of cutting-edge techniques and complementary solutions for waste disposal and treatment, equipment cleaning services fluid and solids management and removal, spill containment and site remediation, safety monitoring and management, asset rentals and facility support.

### Industries

- Home & Living
- Mattress Cleaning
- Residential Appliances
- Residential Bathroom
- Auto Detailing
- Fleet Management
- Commercial & Industrial
- Commercial Kitchen
- Bars & Breweries
- Restaurant Dining
- Fitness Facilities

# MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

MMCC—our fully integrated, dedicated financing arm—is committed to providing superior capital market expertise, precisely managed execution, and unparalleled access to capital sources, providing the most competitive rates and terms.

We leverage out prominent capital market relationships with commercial banks, life insurance companies, CMBS, private and public debt/equity funds, Fannie Mae, Freddie Mac, and HUD to provide our clients with the greatest range of financing options.

Our dedicated, knowledgeable experts understand the challenges of financing and work tirelessly to resolve all potential issues for the benefit of our clients.



Closed 1,707 debt and equity financings in 2017



National platform operating within the firm's brokerage offices



\$5.63 billion total national volume in 2017



Access to more capital sources than any other firm in the industry

## WHY MMCC?

Optimum financing solutions to enhance value

Enhanced control through MMCC's ability to qualify investor finance contingencies

Enhanced control through quickly identifying potential debt/equity sources, processing, and closing buyer's finance alternatives

Enhanced control through MMCC's ability to monitor investor/due diligence and underwriting to ensure timely, predictable closings



SECTION 2

# MARKET OVERVIEW

Marcus & Millichap



# HOUSTON TEXAS

As the fifth most populous metro area in the U.S., Houston houses roughly 7 million people in southeastern Texas. The market is composed of nine counties: Harris, Galveston, Brazoria, Fort Bend, Chambers, Montgomery, Austin, Liberty and Waller. The Gulf of Mexico, which borders the metro to the southeast, provides access to markets around the world via the Port of Houston, making it a prime location for exports. Local industries have diversified from oil to technology and healthcare. Many companies provide goods and services for the large population growth, which has sprawled, primarily to the north and west. The city of Houston is the largest in the metro with 2.3 million residents.



CORPORATE  
GROWTH



HIGHER  
EDUCATION

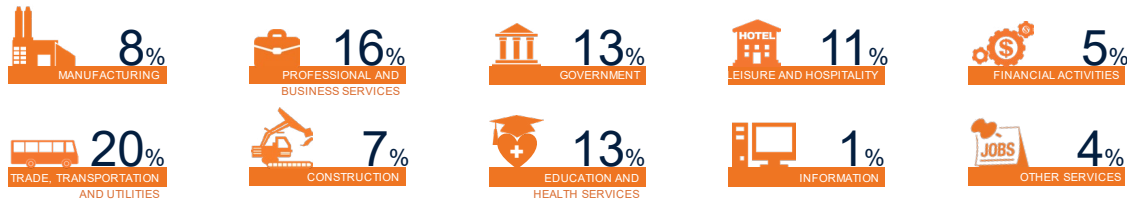


LOW COST OF LIVING,  
DOING BUSINESS

# METROPLEX GROWTH // ConservClean Care Corporation

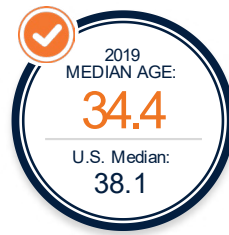
## ECONOMY

The economy is diversifying to include biotechnology, distribution, nanotechnology and logistics; the metro remains the center of energy production. Local product manufacturing is a large segment of the economy and includes paper, electrical and electronic machinery, iron, steel and petrochemicals. Healthcare is gaining economic prominence. Specialized medical education and training institutions boost the local economy and supply a growing hospital system. The Port of Houston is one of the country's busiest for exports, supplying thousands of jobs and generating billions of dollars in revenue.



# METROPLEX GROWTH

The Houston metro is expected to add 755,200 people through 2024 and roughly 21 percent of these residents are in the 20- to 34-year-old cohort. During the same period, nearly 274,800 households will be formed, generating demand for housing. The homeownership rate of 57 percent is on par with the national rate. The median home price of \$250,000 is below that the U.S.

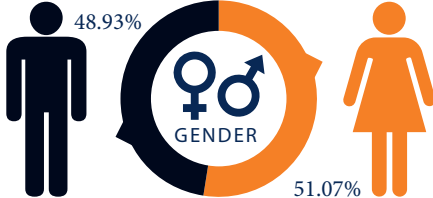


# DEMOGRAPHICS // ConservClean Care Corporation



79,740

Total Population  
Within 5 miles



\$77,372

Average Household Income  
Within 5 miles



2,482

Employees  
Within 1 mile

# DEMOGRAPHICS // ConservClean Care Corporation

POPULATION	1 Miles	3 Miles	5 Miles
■ 2024 Projection			
Total Population	4,258	44,123	92,049
■ 2019 Estimate			
Total Population	3,664	38,334	79,740
■ 2010 Census			
Total Population	2,854	29,883	62,249
■ 2000 Census			
Total Population	1,855	21,159	47,065
■ Daytime Population			
2019 Estimate	6,521	64,871	106,078
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2024 Projection			
Total Households	1,525	16,490	32,754
■ 2019 Estimate			
Total Households	1,314	14,143	28,131
Average (Mean) Household Size	2.81	2.59	2.73
■ 2010 Census			
Total Households	1,010	10,748	21,531
■ 2000 Census			
Total Households	728	8,104	16,849

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2019 Estimate			
\$200,000 or More	1.30%	6.25%	5.45%
\$150,000 - \$199,000	1.64%	4.70%	4.01%
\$100,000 - \$149,000	10.81%	11.72%	11.72%
\$75,000 - \$99,999	8.84%	13.36%	13.24%
\$50,000 - \$74,999	23.77%	18.96%	18.60%
\$35,000 - \$49,999	20.86%	15.06%	14.77%
\$25,000 - \$34,999	11.75%	10.88%	11.14%
\$15,000 - \$24,999	12.76%	10.80%	10.95%
Under \$15,000	8.28%	8.28%	10.13%
Average Household Income	\$58,373	\$82,033	\$77,372
Median Household Income	\$46,396	\$54,911	\$53,199
Per Capita Income	\$21,008	\$30,981	\$27,674
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2019 Estimate Total Population	3,664	38,334	79,740
Under 20	33.46%	26.56%	28.10%
20 to 34 Years	25.24%	26.10%	24.89%
35 to 39 Years	7.58%	7.65%	7.47%
40 to 49 Years	11.06%	11.61%	11.87%
50 to 64 Years	13.29%	14.85%	15.31%
Age 65+	9.37%	13.22%	12.34%
Median Age	29.99	33.42	33.13
■ Population 25+ by Education Level			
2019 Estimate Population Age 25+	2,161	25,243	51,430
Elementary (0-8)	6.93%	10.17%	11.64%
Some High School (9-11)	10.69%	11.09%	12.27%
High School Graduate (12)	39.79%	29.74%	28.67%
Some College (13-15)	23.53%	21.51%	20.98%
Associate Degree Only	6.58%	4.97%	4.89%
Bachelors Degree Only	7.61%	14.40%	14.28%
Graduate Degree	4.35%	6.90%	5.66%
■ Time Travel to Work			
Average Travel Time in Minutes	25	27	27

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# 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.

11-2-2015

## 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.

## 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 or subagent by the buyer or buyer's agent.

**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.

**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.

**AS SUBAGENT:** A license holder acts as a subagent when aiding a buyer in a transaction without an agreement to represent the buyer. A subagent can assist the buyer but does not represent the buyer and must place the interests of the owner first.

## TO AVOID DISPUTES, ALL AGREEMENTS BETWEEN YOU AND A BROKER SHOULD BE IN WRITING AND CLEARLY ESTABLISH:

- The broker's duties and responsibilities to you, and your obligations under the representation agreement.
- Who will pay the broker for services provided to you, when payment will be made and how the payment will be calculated.

**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.

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_____ Sales Agent/Associate's Name	_____ License No.	_____ Email	_____ Phone

\_\_\_\_\_  
Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date

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