

Marcus & Millichap  
TAG INDUSTRIAL GROUP

GOODMAN DISTRIBUTION, INC.

5609 PARK PID ROAD

CORPUS CHRISTI, TX 78406

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

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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

# GOODMAN DISTRIBUTION, INC.

5609 PARK PID ROAD  
CORPUS CHRISTI, TX 78406

PRESENTED BY

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## ADAM ABUSHAGUR

Senior Managing Director Investments  
National Office and Industrial Properties Group  
Dallas Office  
Office 972.755.5223  
Adam.Abushagur@marcusmillichap.com  
License TX 661916

## TYLER SHARP

Associate  
National Office and Industrial Properties Group  
Chicago Office  
Office (312) 327-5446  
Tyler.Sharp@marcusmillichap.com  
License: IL 475.177869

Marcus & Millichap



The background of the page is a photograph of an industrial building. The left side shows the interior of a large, empty warehouse with a high ceiling supported by a grid of dark metal beams. The right side shows the exterior of the building, featuring light-colored corrugated metal siding and a concrete base. A thin orange horizontal line is positioned above the main title.

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Marcus & Millichap



# SECTION 1

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## INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- 40,680-Square-Foot Industrial Warehouse Situated on 2.19 Acres
- Brand New Tilt-Wall Construction Featuring Five Dock High Doors, One Grade-Level Door and Three Pickup Truck High Doors
  - New 10-Year Lease Guaranteed by Goodman Global, Inc. Founded in 1975
    - Triple-Net Lease, Minimizing Landlord Expenses
  - Corporate Guarantee by Goodman Global Group, Inc. – Well Over Nine-Figure Annual EBITDA
- Goodman® Brand Products Predominantly Sold Through Company-Operated and Independent Distribution Networks; More Than 1,000 Total Distribution Points Throughout North America
  - Strategically Located Industrial Warehouse with Proximate Access to Major Freeways

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 5609 Park PID Road in Corpus Christi, Texas, leased to Goodman Distribution, Inc. The subject property consists of approximately 40,680 square feet of space and is situated on 2.19 acres of land. The asset features new tilt-wall construction, five dock high doors, one grade-level door and three pickup truck high doors. The new 10-year, triple-net lease is guaranteed by Goodman Global, Inc. and minimizes landlord expenses. Goodman Global Group, Inc. has an annual EBITDA well over nine figures. Goodman® brand products are predominantly sold through company-operated and independent distribution networks, with more than 1,000 total distribution points throughout North America.

Goodman Global Group, Inc. was founded in 1975. This strategically located industrial warehouse has proximate access to major freeways. The 9.8 million square feet of industrial space in West Side represents more than a third of the Corpus Christi market's total industrial inventory. Vacancies remain unperturbed by the recent economic upheaval. In fact, the vacancy rate (5.7 percent) has edged slightly downward in the past four quarters. The submarket posted 120,000 square feet of positive net absorption over the past year and rents posted a gain of 2.6 percent over the past 12 months. The 22,000 square feet currently underway in West Side represents only a fractional increase to the inventory. This represents a continuation of new development in the submarket, which had already seen 91,000 square feet deliver over the past three years. Industrial properties traded with regularity last year, consistent with the generally high level of activity over the past three years. (CoStar)

Corpus Christi is a center for petrochemical manufacturing, large-scale fabrication, marine research, maritime shipping, and tourism. The tropical climate, exceptional outdoor opportunities and premier health care facilities enhance the city's progressive growth and economy creating a perfect community in which to live and operate a business. Corpus Christi offers many assets for business development that have attracted businesses from all over the world. Additionally, the city is a major trade gateway for Mexico and Latin America. The Port of Corpus Christi is the fifth largest U.S. port in cargo tonnage. Key assets include but are not limited to: The Port of Corpus Christi, Foreign Trade Zone 122, low cost of doing business, highly skilled workforce, international airport, Joe Fulton International Trade Corridor, Corpus Christi International Business Center, and more (ccredc.com)

## PROPERTY DETAILS

GOODMAN DISTRIBUTION, INC.  
5609 PARK PID ROAD, CORPUS CHRISTI, TX 78406

Number of Suites	1
Number of Buildings	1
Total Square Feet	40,680
Office Square Feet	2,786
Year Built	2021
Lot Size	2.19 Acres
Type of Ownership	Fee Simple
Clear Height	30'
Building Class	A
Tenancy	Single
Dock High Doors	5
Grade Level Doors	1
Pickup Truck High Doors	3
Sprinklers	ESFR
Construction	Tilt Wall
Power	400a/480v 3p
Type of Lighting	LED
Age/Condition of Roofs	2021 with 20-Year Warranty
Age/Condition of HVAC	2021
Market Vacancy	4.10%



This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved. (Activity ID: ZAB0061081)





OFFERING HIGHLIGHTS

GOODMAN DISTRIBUTION, INC.

5609 PARK PID ROAD, CORPUS CHRISTI, TX 78406

OFFERING PRICE  
**\$8,180,000**

CAP RATE  
**5.50%**

CASH-ON-CASH  
**8.13%**

Price/SF	\$201.08
Total Square Feet	40,680
Rental Rate	\$11.06
Lease Guarantor	Goodman Global, Inc.
Lease Type	NNN
Lease Term	10 Years Remaining
Rental Increases	2% Annual Increase
Tenancy	Single
Occupancy	100%

FINANCING

Loan-to-Value	60%
Loan Type	New
Interest Rate	3.75%
Amortization	30 Years
Year Due	2026

Loan information is subject to change. Contact your Marcus & Millichap Capital Corporation representative.

This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc. © 2021 Marcus & Millichap. All rights reserved. (Activity ID: ZAB0061081)

## RENT ROLL

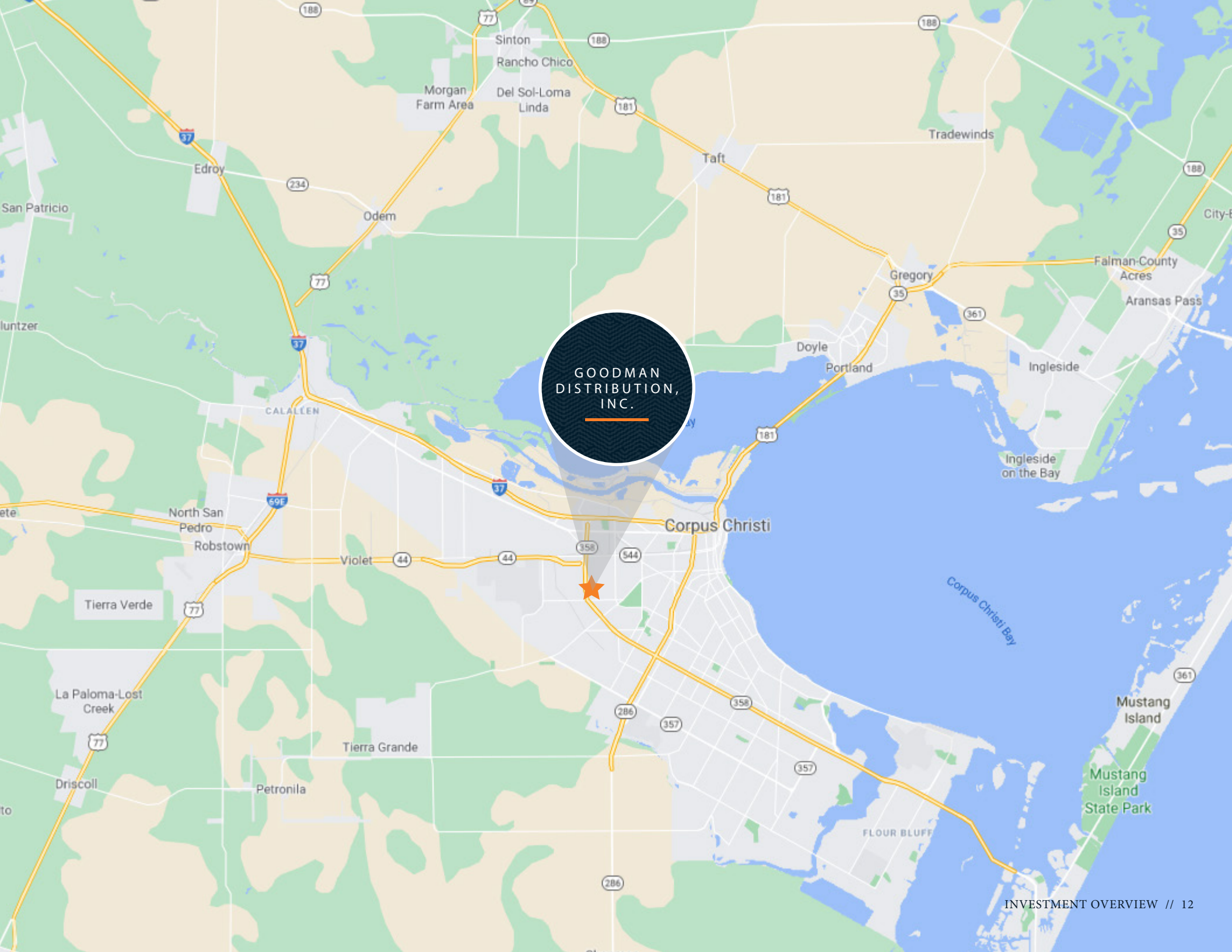
Tenant Name	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
			Comm.	Exp.							
Goodman Distribution, Inc.	40,680	100.0%	2/8/21	2/28/31	\$11.06	\$37,499	\$449,987	Feb-2022	2% Annual Increases	NNN	Two 5-year options at Prevailing Market rate
<b>Total</b>	40,680				\$11.06	\$37,499	\$449,987				
Occupied Tenants: 1			Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%				
			Total Current Rents: \$37,499		Occupied Current Rents: \$37,499		Unoccupied Current Rents: \$0				

## OPERATING STATEMENT

Income	Current		Per SF
Scheduled Base Rental Income	449,987		11.06
Expense Reimbursement Income			
Net Lease Reimbursement			
Insurance	10,170		0.25
Real estate Taxes	121,000		2.97
Management Fees	17,958		0.44
Total Reimbursement Income	\$149,128	100.0%	\$3.67
Effective Gross Revenue	\$599,115		\$14.73

Operating Expenses	Current		Per SF
Insurance	10,170		0.25
Real Estate Taxes	121,000		2.97
Management Fee	17,958	3.0%	0.44
Total Expenses	\$149,128		\$3.67
Expenses as % of EGR	24.9%		
Net Operating Income	\$449,987		\$11.06

Note: Management fee subject to an assumable 5 year management contract with Stream Realty Partners.



GOODMAN  
DISTRIBUTION,  
INC.

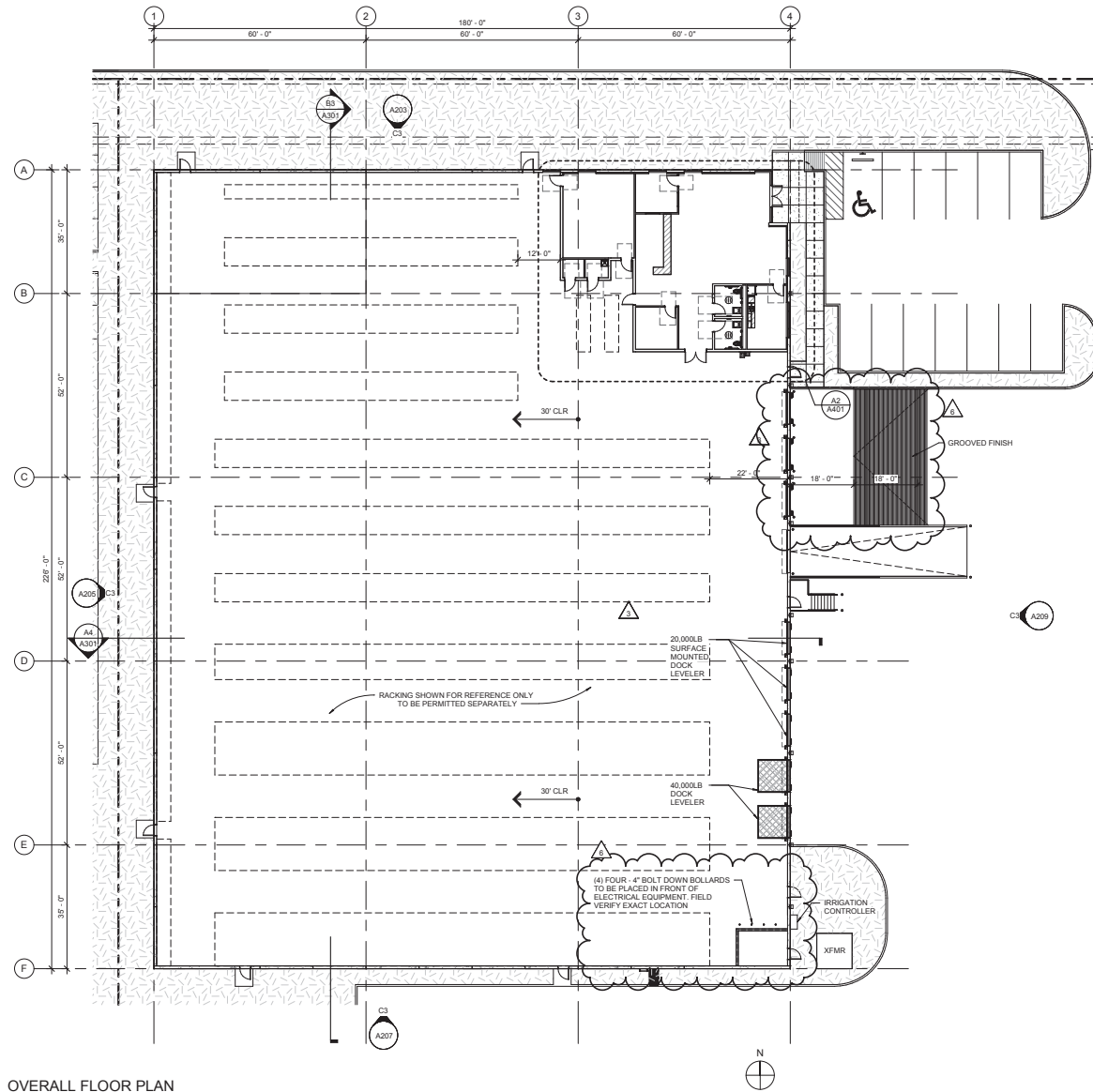


An aerial photograph of an industrial park. In the center, a large white warehouse building is highlighted with a white callout circle containing an orange star. The surrounding area includes various other industrial buildings, parking lots filled with vehicles and trucks, and large open lots. In the background, a large body of water is visible under a clear sky.

GOODMAN  
DISTRIBUTION,  
INC.



# FLOOR PLAN



OVERALL FLOOR PLAN  
SCALE: 1/16" = 1'-0"

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# TENANT SUMMARY

“Provide high quality, best value HVAC products and solutions with exceptional customer service that identifies us as ‘the easiest HVAC Company with which to do business’ and thereby sustains leading growth in sales, profitability, and market share.”

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TENANT

**Goodman Distribution, Inc**

HEADQUARTERS

**Houston, TX**

DATE FOUNDED

**1975**

PARENT

**Daikin**

EMPLOYEES

**10,001+**

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



Goodman Manufacturing has had one goal: provide customers with reliable, high-quality, energy-efficient, and affordable indoor comfort products.

Over the years, Goodman Manufacturing have grown from a small Texas operation into one of the largest HVAC manufacturers in the United States. In 2012, the Goodman brand became a member of Daikin Group, one of the largest HVAC manufacturing and refrigerant companies in the world. Prioritizing world-class quality standards through policies, procedures, and processes is central to the company's mission. It also allows them to design, test, and apply advanced technologies to the next generation of heating and cooling products.

Goodman Manufacturing also recognizes the benefit of some old-fashioned values. Goodman believes in the integrity of the American worker. That's why the Goodman brand heating and cooling systems continue to be designed, engineered, and assembled in the USA.



## 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 1,944 debt and equity financings in 2019



National platform operating within the firm's brokerage offices



\$7.18 billion total national volume in 2019



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

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### MARKET OVERVIEW

Marcus & Millichap

# CORPUS CHRISTI TEXAS

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Situated along the Gulf of Mexico in Southeast Texas, the Corpus Christi metro encompasses three counties: Nueces, Aransas and San Patricio. Nueces is the most populous county and contains the city of Corpus Christi. Offshore, Padre and Mustang islands shelter area bays providing beautiful beaches and a thriving tourist industry. The economy is also supported by the Eagle Ford Shale Play, which is west of the metro, and trade with Mexico.



ENERGY AND PETRO-  
CHEMICAL SECTOR



ACCESS TO WORLD  
MARKETS

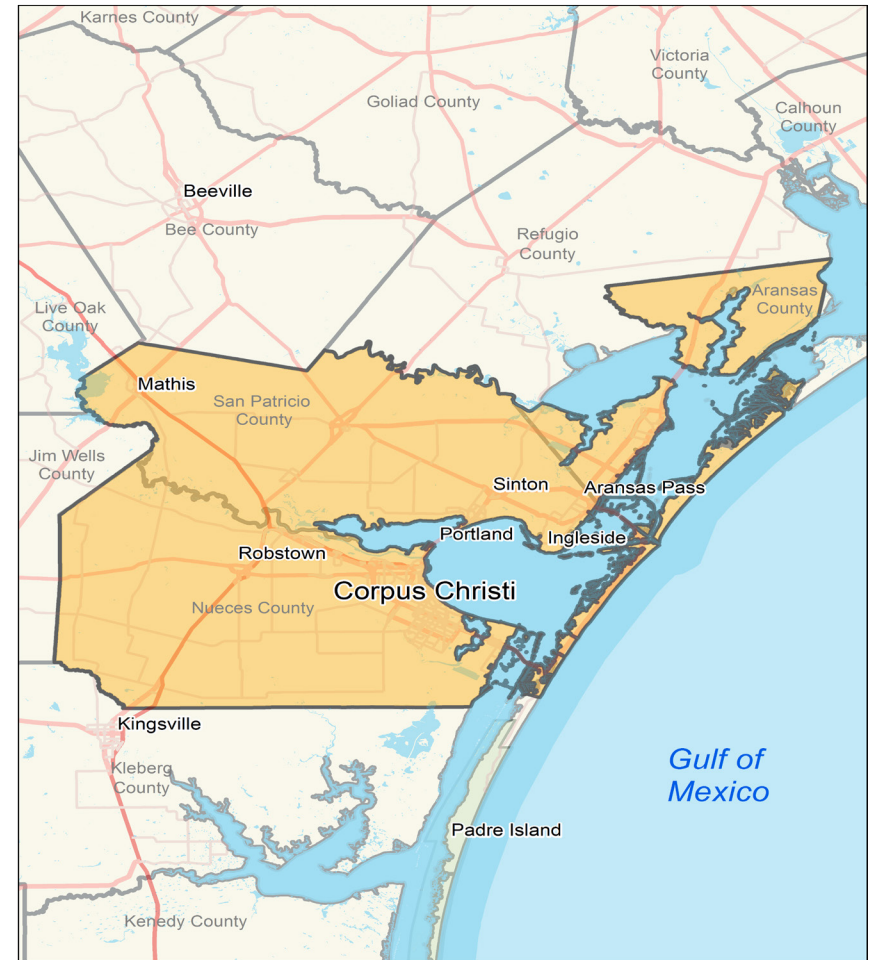
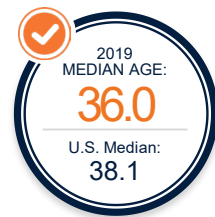


MAJOR TOURISM  
DESTINATION

# METROPLEX GROWTH

## ECONOMY

Corpus Christi's position on the Gulf of Mexico, access to the Mexican market, location to the Eagle Ford Shale Play and growing population contribute to the dynamic economy. Thousands of jobs are affiliated with the Eagle Ford Shale Play at companies such as Halliburton, C&J Energy Services and Baker Hughes. Local refinery operators include Flint Hills and Valero. The area is home to the Naval Air Station Corpus Christi, which has an arrangement to also house the Corpus Christi Army Depot, the largest helicopter repair facility in the world. Education and healthcare is a large employment sector. Firms in this segment include Christus Health, Del Mar College, Corpus Christi Medical Centers and Driscoll Children's Hospital.



## DEMOGRAPHICS



119,198

Total Population  
Within 5 miles



50.63%



49.37%



\$51,902

Average Household Income  
Within 5 miles



2,703

Employees  
Within 1 mile

# DEMOGRAPHICS

POPULATION	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Population	2,286	46,026	119,387
■ 2020 Estimate			
Total Population	2,208	46,046	119,198
■ 2010 Census			
Total Population	2,018	45,075	116,654
■ 2000 Census			
Total Population	1,859	45,788	115,643
■ Daytime Population			
2020 Estimate	9,884	64,652	160,056
HOUSEHOLDS	1 Miles	3 Miles	5 Miles
■ 2025 Projection			
Total Households	559	15,436	41,318
■ 2020 Estimate			
Total Households	529	15,284	40,895
Average (Mean) Household Size	2.90	2.95	2.82
■ 2010 Census			
Total Households	486	14,920	39,941
■ 2000 Census			
Total Households	364	14,035	37,543

HOUSEHOLDS BY INCOME	1 Miles	3 Miles	5 Miles
■ 2020 Estimate			
\$200,000 or More	1.91%	0.61%	1.49%
\$150,000 - \$199,000	0.01%	0.64%	1.78%
\$100,000 - \$149,000	2.32%	5.95%	7.66%
\$75,000 - \$99,999	4.87%	8.42%	9.61%
\$50,000 - \$74,999	17.54%	14.30%	16.05%
\$35,000 - \$49,999	17.33%	16.74%	15.71%
\$25,000 - \$34,999	11.07%	13.00%	12.72%
\$15,000 - \$24,999	18.73%	18.52%	15.58%
Under \$15,000	26.21%	21.82%	19.40%
Average Household Income	\$43,471	\$43,236	\$51,902
Median Household Income	\$30,160	\$32,748	\$36,811
Per Capita Income	\$12,058	\$14,577	\$18,203
POPULATION PROFILE	1 Miles	3 Miles	5 Miles
■ Population By Age			
2020 Estimate Total Population	2,208	46,046	119,198
Under 20	31.11%	29.89%	28.91%
20 to 34 Years	22.20%	19.91%	20.75%
35 to 39 Years	6.73%	6.33%	6.69%
40 to 49 Years	12.12%	11.04%	11.60%
50 to 64 Years	16.23%	17.15%	17.33%
Age 65+	11.61%	15.69%	14.71%
Median Age	32.27	35.15	35.25
■ Population 25+ by Education Level			
2020 Estimate Population Age 25+	1,334	29,096	76,445
Elementary (0-8)	8.57%	14.37%	10.87%
Some High School (9-11)	22.92%	19.10%	17.47%
High School Graduate (12)	38.47%	35.70%	33.23%
Some College (13-15)	18.41%	18.23%	20.23%
Associate Degree Only	3.60%	3.99%	5.31%
Bachelors Degree Only	2.35%	3.39%	6.26%
Graduate Degree	1.33%	1.24%	3.23%
■ Time Travel to Work			
Average Travel Time in Minutes	24	19	20



# 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.

<u>MARCUS &amp; MILLICHAP</u>	<u>9002994</u>	<u><a href="mailto:TIM.SPECK@MARCUSMILLICHAP.COM">TIM.SPECK@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5200</u>
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
<u>TIM A. SPECK</u>	<u>432723</u>	<u><a href="mailto:TIM.SPECK@MARCUSMILLICHAP.COM">TIM.SPECK@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5200</u>
Designated Broker of Firm	License No.	Email	Phone
<u>TIM A. SPECK</u>	<u>432723</u>	<u><a href="mailto:TIM.SPECK@MARCUSMILLICHAP.COM">TIM.SPECK@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5200</u>
Licensed Supervisor or of Sales Agent/Associate	License No.	Email	Phone
<u>ADAM ABUSHAGUR</u>	<u>661916</u>	<u><a href="mailto:ADAM.ABUSHAGUR@MARCUSMILLICHAP.COM">ADAM.ABUSHAGUR@MARCUSMILLICHAP.COM</a></u>	<u>972-755-5223</u>
Sales Agent/Associate's Name	License No.	Email	Phone

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

\_\_\_\_\_  
Date

# GOODMAN DISTRIBUTION, INC.

5609 PARK PID ROAD, CORPUS CHRISTI, TX 78406

PRESENTED BY

## ADAM ABUSHAGUR

Senior Managing Director Investments  
National Office and Industrial Properties Group  
Dallas Office  
Office 972.755.5223  
Adam.Abushagur@marcusmillichap.com  
License TX 661916

## TYLER SHARP

Associate  
National Office and Industrial Properties Group  
Chicago Office  
Office (312) 327-5446  
Tyler.Sharp@marcusmillichap.com  
License: IL 475.177869

Marcus & Millichap  
TAG INDUSTRIAL GROUP