

Marcus & Millichap  
TAG INDUSTRIAL GROUP

8100 NORTH COUNTY ROAD WEST

ODESSA, TX 79764



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**Marcus & Millichap**  
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# 8100 NORTH COUNTY ROAD WEST ODESSA, TX 79764

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# SECTION 1

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## INVESTMENT OVERVIEW

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## OFFERING SUMMARY

- 54,678 Square-Foot Industrial Asset Situated on 5.58 Acres
- Features Multiple 5-Ton Overhead Crane Systems, Paint Booth, and 18'-29' Clear Height
- Owner-User Opportunity for Businesses With a Need to Handle Heavy Equipment or Materials
- The Southwestern Building is the Most Recent Addition, and Features Another 5-Ton Crane System
- Ample Outside Storage Space for Materials or Fleet Parking
- Frontage Along North County Road West, With Easy Access to Major Streets and Highways

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 8100 North County Road West in Odessa, Texas. The subject property consists of approximately 54,678 square feet of space and is situated on 5.58 acres of land. The five-building asset features multiple 5-ton overhead cranes, a paint booth, and clear heights from 18' to 29'. Containing its own 5-ton crane system, the Southwest building is the most recent addition. With ample storage space, the property is ideal for housing outside materials or parking a fleet of vehicles. Frontage along North County Road West provides easy access to major streets and highways.

Oil prices have remained strong in 2021, benefitting the oil-dependent Odessa market, where industrial rents are up 5.6 percent annually in the third quarter. Rent growth is currently rising 130 basis points over its three-year annual average of 4.3 percent. Over the last three years, 440,000 square feet of industrial space was delivered, increasing local inventory by 4.5 percent. However, rent growth and vacancy rates will experience minimal impact from new supply for the foreseeable future as there is only 17,000 square feet currently under construction (CoStar). After posting a record high of 15.9 percent in May 2020, the unemployment rate has since fallen back to 8.7 percent in July. The recovery of 640 jobs in July marked the largest increase year to date. In August, the All-Commodities Producer Price Index hit the highest annual change since 1974 at 19.9 percent. With the inflation picture worsening, oil prices will likely continue their upward trajectory, bolstering economic activity in Odessa (Bureau of Labor Statistics).

Located in West Texas, the Midland-Odessa metro is considered to be an energy capital as the Permian Basin is one of the biggest oil fields in the world and is home to some of the largest petroleum-producing companies. The metro consists of Martin, Midland, and Ector counties. The public sector is a top job provider, but the private sector is driving the economic growth. The two largest cities are Midland, with nearly 140,000 residents, and Odessa, with roughly 120,000 residents.

Midland is the center of America's oil and gas production. Petroleum production and all things in between are prevalent in the area, but Midland is making great efforts and success in diversifying into additional industries such as aerospace. Interstate 20 runs through Midland, making it easy to transport goods and raw materials throughout the country. Rated the No. 1 state for business by U.S. corporate executives, this is an excellent place to start or grow a business in Texas. ([midlandtxedc.com](http://midlandtxedc.com)). Major employers include: Halliburton, Hilliard, Legacy Reserves, Midland College, Midland Health, Patterson-UTI, Pioneer Natural Resources, Schlumberger, Weatherford, Baker Hughes, Chevron, ConocoPhillips, Bloomberg, and more.

As the largest single source of oil and gas deposits in the United States, Odessa has long been known for its rich resources. New businesses have come to the city that have helped diversify the economy as well as reinforce the quality-of-life standards. Odessa proudly boasts world-class cultural and recreational facilities as well as healthcare and transportation often associated with larger cities. It also serves as the crucial midpoint between Fort Worth and El Paso. Lucrative financial incentives, site selection, logistics, qualified workforce, easy access to foreign markets, and low cost-of-living make it easy to do business ([odessatex.com](http://odessatex.com)). Major industries include: medical, energy, distribution, manufacturing, and technology.



## PROPERTY DETAILS

8100 NORTH COUNTY ROAD WEST,  
ODESSA, TX 79764

Number of Buildings	5
Total Square Feet	54,678
Year Built	1959/1975/1998
Lot Size	5.58 Acres
Type of Ownership	Fee Simple
Clear Height	18'-29'
Building Class	C
Tenancy	Single
Grade Level Doors	15
Construction	Metal
Power	240v
Roof Type	Metal
Market	Odessa

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## OFFERING HIGHLIGHTS

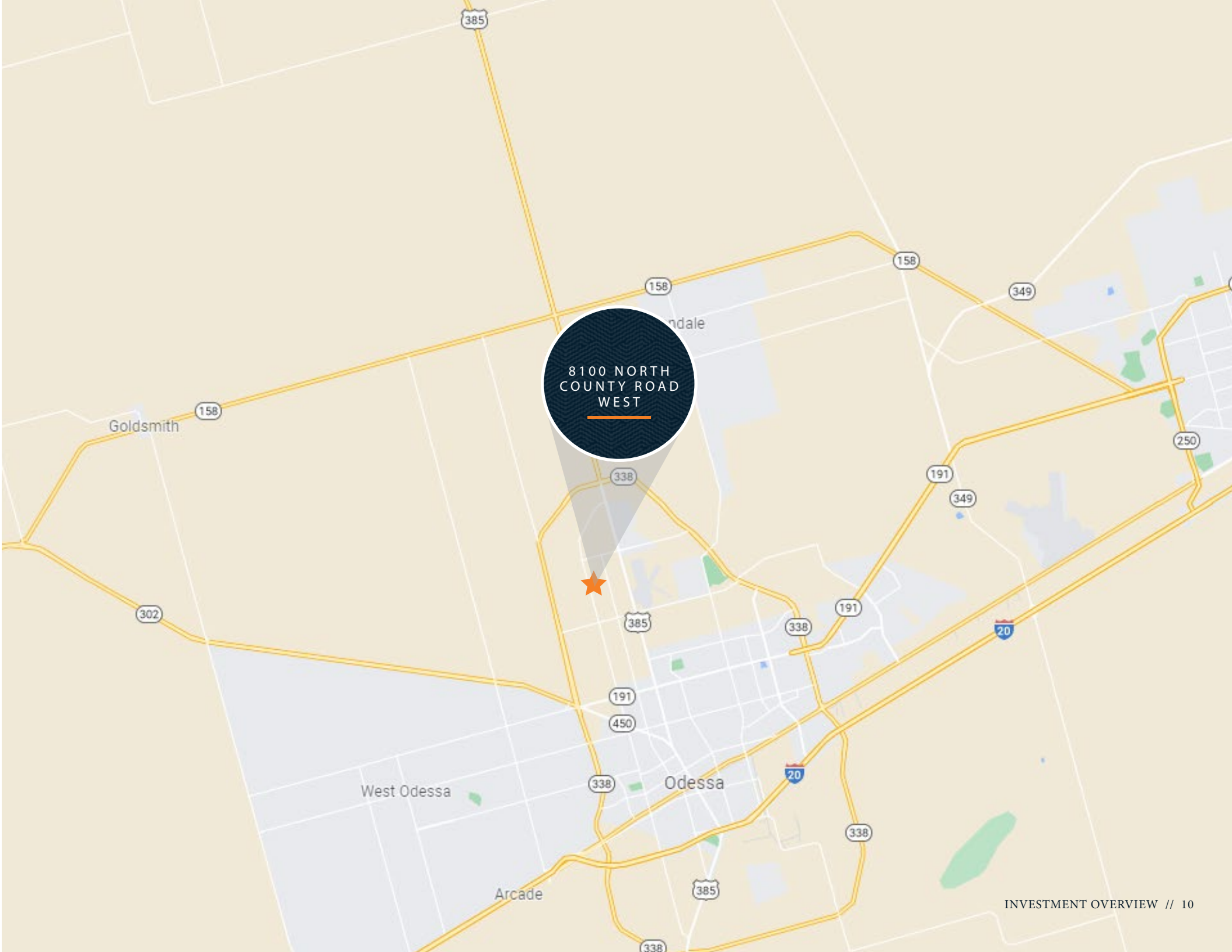
### 8100 NORTH COUNTY ROAD WEST

ODESSA, TX 79764

OFFERING PRICE  
**\$2,100,000**

Offering Price	\$2,100,000
Price/SF	\$38.41
Total Square Feet	54,678
Tenancy	Vacant
Occupancy	0.00%

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8100 NORTH  
COUNTY ROAD  
WEST





8100 NORTH  
COUNTY ROAD  
WEST

Western Filter

Tomax

Tomax Drilling  
Technology

Roto-Versal  
Compression Services

Construction  
Trucking

Gill Electric Services

Farm-to-Market Rd 1982

W 81st St

IAA Permian Basin

Metal Fab Products

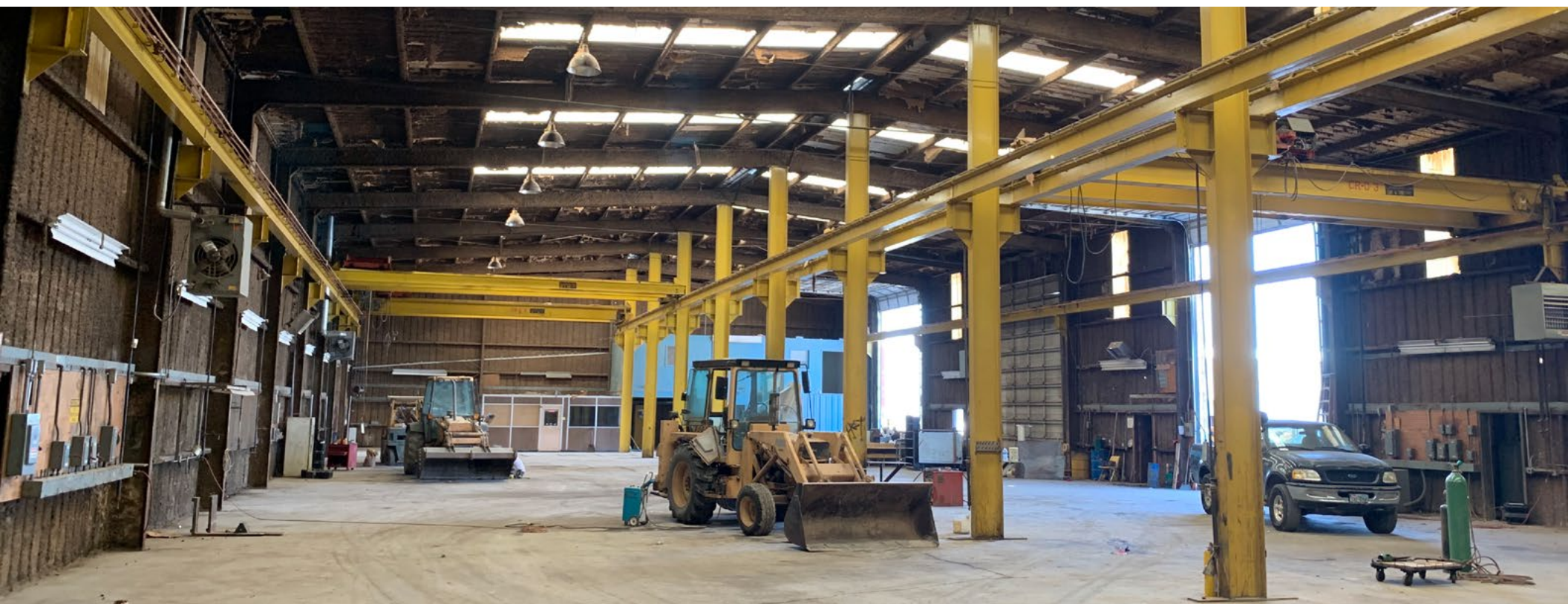
W 81st St  
Albritton Machine

Frontier Heat Treating











## 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

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The background of the slide is a dark, blue-toned photograph of an industrial interior. It features a complex network of steel beams, girders, and hanging industrial lights, creating a sense of depth and structure.

## SECTION 2

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### MARKET OVERVIEW

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# MIDLAND-ODESSA TEXAS

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Located in West Texas, the Midland-Odessa metro is considered an energy capital as the Permian Basin is one of the biggest oil fields in the world and is home to some of the largest petroleum-producing companies. The metro consists of Martin, Midland and Ector counties. The public sector is a top job provider, but the private sector is driving the economic growth. The two largest cities are Midland with nearly 130,400 residents and Odessa, where roughly 112,500 citizens live.



ENERGY HUB



FAST GROWING  
POPULATION



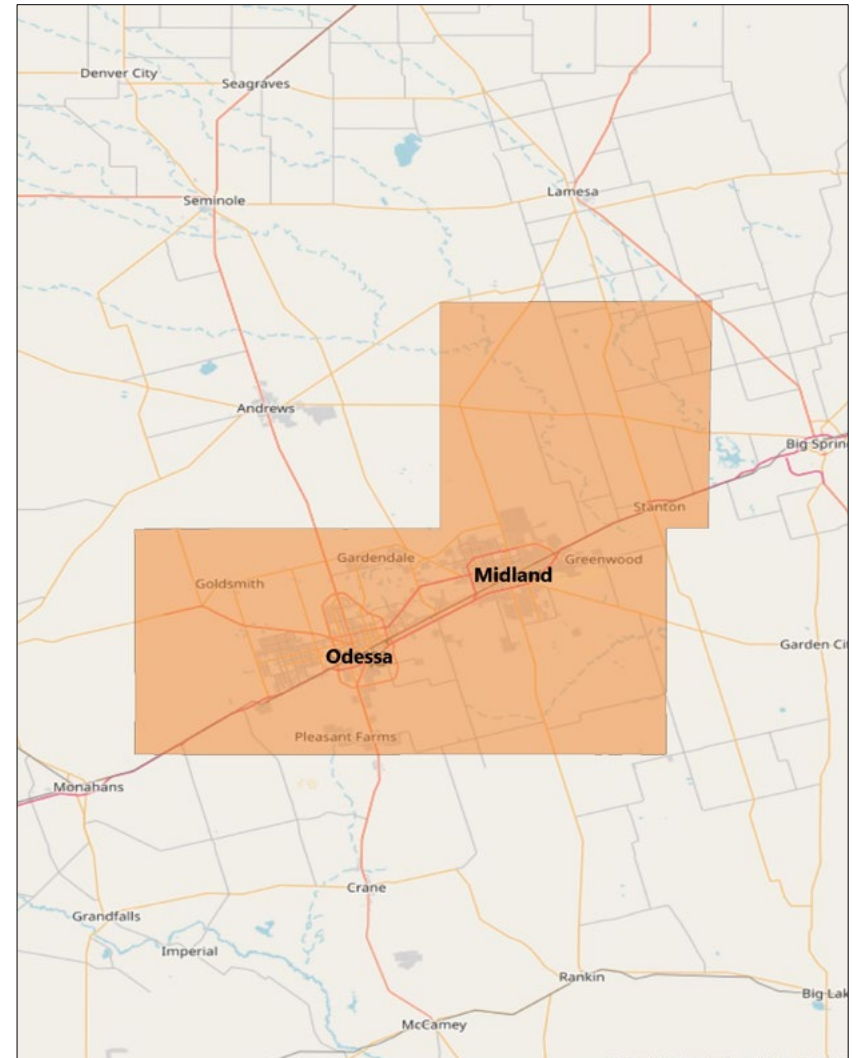
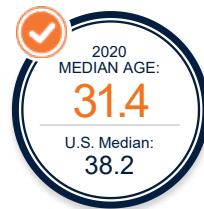
HIGHER  
EDUCATION



## METROPLEX GROWTH

### ECONOMY

The oil and energy sector drives the Midland-Odessa economy. The Permian Basin covers more than 86,000 square miles and is believed to contain as much as 46 billion barrels of oil. Petroleum powerhouses such as ExxonMobil, Chevron, and Occidental Petroleum have major operations in the area. Odessa has become a regional distribution hub for many companies outside of the energy industry. Family Dollar has its Texas Distribution Center in Odessa. Of the top 10 employers in Midland-Odessa, four are in the healthcare field. This sector is driven in part by Texas Tech University Health Sciences Center.





## DEMOGRAPHICS



124,152

Total Population  
Within 5 miles



50.5%



49.5%



\$79,303

Average Household Income  
Within 5 miles



75,300

Employees  
Within 1 mile



## DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2025 Projection</b>			
Total Population	2,848	61,786	131,444
<b>2020 Estimate</b>			
Total Population	2,697	59,919	124,152
<b>2010 Census</b>			
Total Population	2,328	54,029	107,040
<b>2000 Census</b>			
Total Population	2,236	51,065	98,324
<b>Daytime Population</b>			
2020 Estimate	3,559	69,761	146,765
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2025 Projection</b>			
Total Households	1,083	21,902	47,684
<b>2020 Estimate</b>			
Total Households	1,016	21,175	44,928
Average (Mean) Household Size	2.7	2.8	2.7
<b>2010 Census</b>			
Total Households	862	18,929	38,500
<b>2000 Census</b>			
Total Households	820	18,378	36,091

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2020 Estimate</b>			
\$200,000 or More	2.7%	2.2%	3.6%
\$150,000-\$199,999	2.0%	3.8%	5.3%
\$100,000-\$149,999	15.2%	16.2%	15.8%
\$75,000-\$99,999	13.6%	14.1%	14.4%
\$50,000-\$74,999	23.8%	20.5%	19.6%
\$35,000-\$49,999	14.0%	13.7%	12.5%
\$25,000-\$34,999	11.1%	9.7%	9.6%
\$15,000-\$24,999	7.4%	9.8%	9.5%
Under \$15,000	10.3%	10.1%	9.8%
Average Household Income	\$72,812	\$71,634	\$79,303
Median Household Income	\$57,128	\$58,945	\$61,448
Per Capita Income	\$27,422	\$25,487	\$28,894
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2020 Estimate Total Population	2,697	59,919	124,152
Under 20	30.7%	32.8%	32.2%
20 to 34 Years	25.3%	24.2%	24.4%
35 to 39 Years	7.1%	7.5%	7.2%
40 to 49 Years	13.2%	11.5%	11.3%
50 to 64 Years	15.5%	14.6%	14.8%
Age 65+	8.3%	9.5%	10.0%
Median Age	31.6	30.9	30.9
<b>Population 25+ by Education Level</b>			
2020 Estimate Population Age 25+	1,687	36,194	75,104
Elementary (0-8)	8.9%	9.8%	10.5%
Some High School (9-11)	19.6%	16.1%	14.6%
High School Graduate (12)	38.6%	32.7%	30.1%
Some College (13-15)	22.8%	23.6%	23.8%
Associate Degree Only	5.4%	6.3%	6.6%
Bachelor's Degree Only	3.3%	8.6%	10.4%
Graduate Degree	1.5%	2.9%	4.0%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	22.0	22.0	22.0



## 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

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Buyer/Tenant/Seller/Landlord Initials

\_\_\_\_\_  
Date



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