

Marcus & Millichap  
TAG INDUSTRIAL GROUP

HANKS SOUTH INDUSTRIAL PARK  
TBD SOUTH COUNTY ROAD 1160

M I D L A N D , T X 7 9 7 0 6

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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.

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Texas Real Estate Commission  
P.O. Box 12188  
Austin, Texas 78711-2188  
(512) 936-3000

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

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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HANKS SOUTH INDUSTRIAL PARK  
TBD SOUTH COUNTY ROAD 1160  
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## MARKET OVERVIEW

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Market Analysis • Demographic Analysis

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The background of the slide is a dark blue, semi-transparent image of an industrial interior. It shows a multi-level structure with metal beams, pipes, and several spherical pendant lights hanging from the ceiling. The lighting is dim, creating a moody atmosphere.

# SECTION 1

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## INVESTMENT OVERVIEW

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## OFFERING SUMMARY

- 88.41-Acre Development Opportunity in South Midland
- Ideal Opportunity for Industrial Developer on 21 Parcel Subdivision
- Frontage Along South County Road 1160, with Easy Access to Highway 349 and Interstate 20
  - Located in an Extra-Territorial Jurisdiction (ETJ) and Platting has been Finalized
    - Attractive Price Per Acre in Comparison to Other Available Lots
    - Includes Caliche Pit on Southwest Lot for Use with Development

Marcus & Millichap is pleased to present the opportunity to acquire the land located along South County Road 1160 in Midland, Texas. The subject property consists of approximately 88.41 acres of industrial land. The asset features frontage along South County Road 1160, with easy access to State Highway 349 and Interstate 20. Divided among 21 parcels, the land provides an ideal opportunity for an industrial developer. A caliche pit is located on the southwest lot and can be used to support future development. Compared to other available lots, this sale offers an attractive price per acre.

Midland is a relatively small market, containing 16.3 million square feet of industrial space centered around the oil and natural gas industry. Over the last four quarters, the market has experienced some volatility, with the vacancy rate rising 170 basis points to tie its record high of 8.4 percent at the beginning of 2022. Since then, the vacancy rate has trended down, sitting at 7.6 percent during the third quarter. After reaching a historic high of 6.2 percent during Q1, market rent growth has slowed to 4.9 percent in Q3, which is slightly above its 10-year average. With only 103,000 square feet of industrial space under construction (representing 0.6 percent of inventory), there are essentially no supply-side pressures on rents and vacancies for the foreseeable future (CoStar). While oil prices experienced a pullback during the summer of 2022, natural gas prices fluctuated towards a decade's high. With the Federal Reserve struggling to fight inflation and an energy shortage sweeping through Europe, the stars are aligning for a new cyclical bull market in oil and natural gas. Midland's bright future presents a prime opportunity for industrial investors today.

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 over 131,000 residents, and Odessa, with roughly 112,000 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.

## PROPERTY DETAILS

HANKS SOUTH INDUSTRIAL PARK  
TBD SOUTH COUNTY ROAD 1160, MIDLAND, TX 79706

Number of Parcels	21
Total Square Feet	3,851,140
Proposed Use	Industrial
Lot Size	88.41 Acres
Type of Ownership	Fee Simple
Land Surface	Unimproved/Dirt
Zoning	None, ETJ







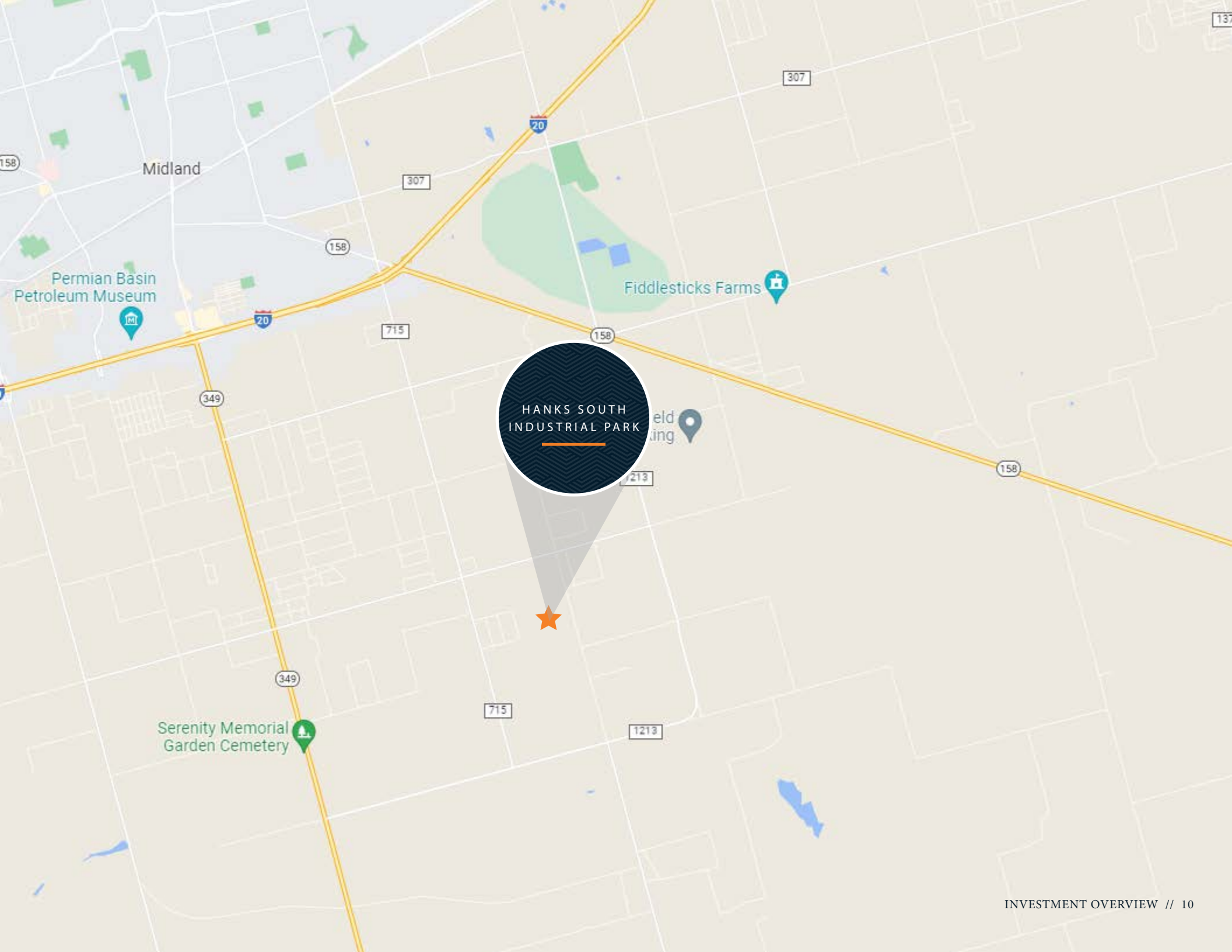
## HANKS SOUTH INDUSTRIAL PARK

TBD SOUTH COUNTY ROAD 1160, MIDLAND, TX 79706

OFFERING PRICE  
**\$2,650,000**

Offering Price	\$2,650,000
Acres	88.41
Price Per Acre	\$29,974
Price/Square Feet	\$0.69
Total Square Feet	3,851,140

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. © 2022 Marcus & Millichap. All rights reserved. (Activity ID: ZAD0060989)



HANKS SOUTH  
INDUSTRIAL PARK





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## 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 2,399 debt and equity financings in 2021



National platform operating within the firm's brokerage offices



\$10.4 billion total national volume in 2021



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

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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 over 140,000 residents, and Odessa, where roughly 123,000 citizens live.



ENERGY HUB



FAST GROWING  
POPULATION

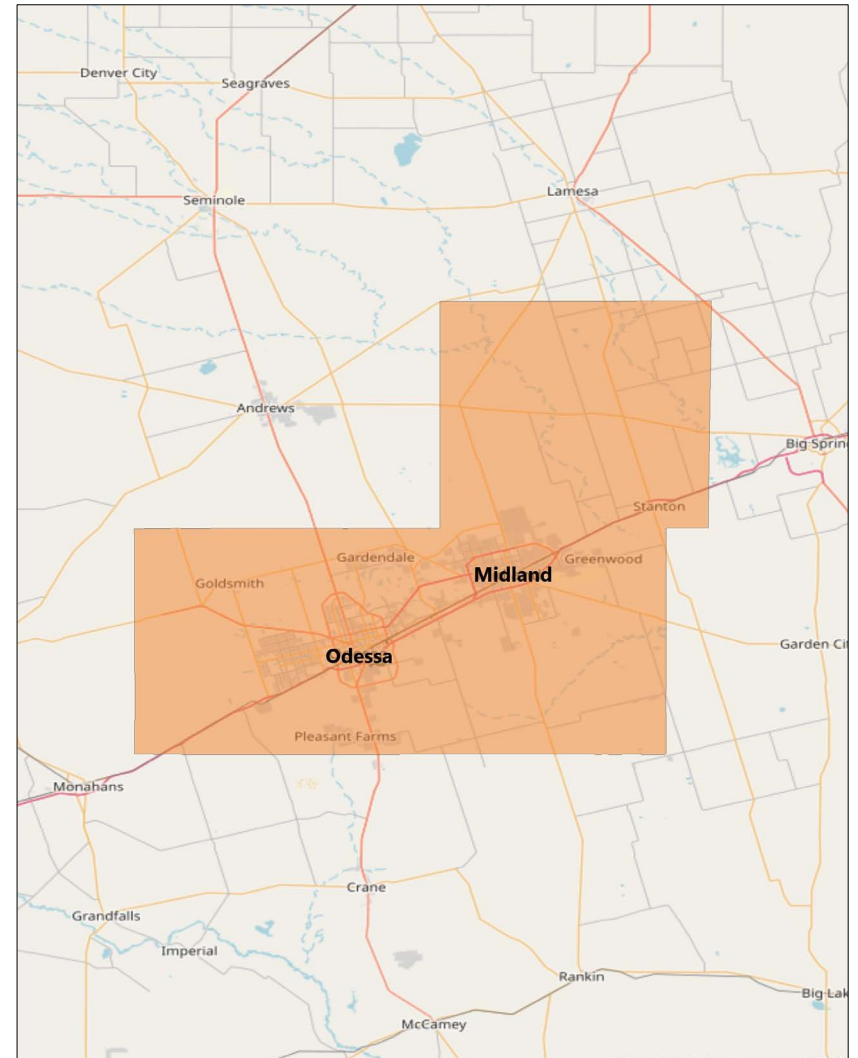
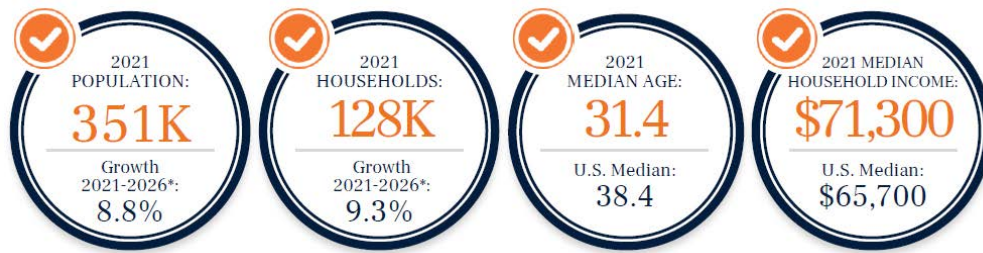


HIGHER  
EDUCATION

# METROPLEX GROWTH

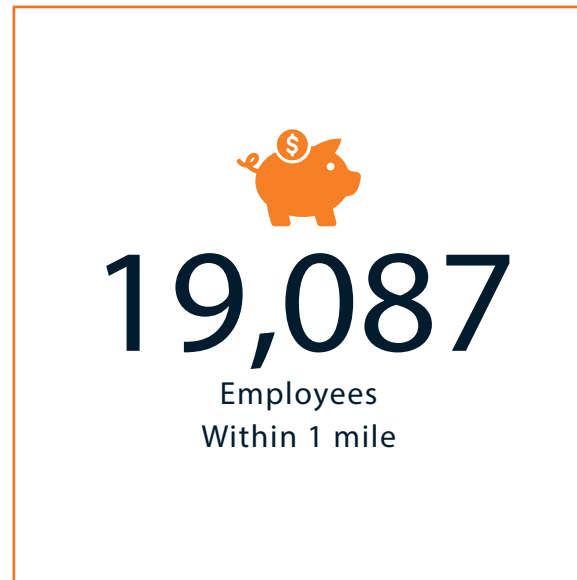
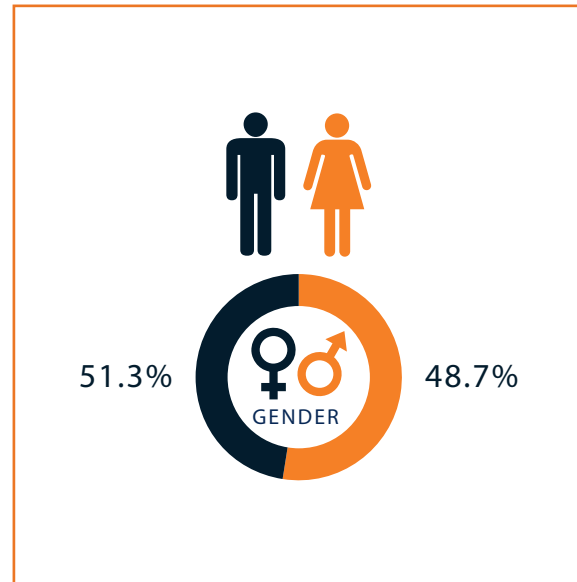
## ECONOMY

The oil and energy sector drives the Midland-Odesa 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-Odesa, four are in the health care field. This sector is driven, in part, by the Texas Tech University Health Sciences Center.





## DEMOGRAPHICS



## DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	2,112	11,658	36,613
<b>2022 Estimate</b>			
Total Population	1,866	10,567	34,000
<b>2010 Census</b>			
Total Population	1,322	8,146	28,226
<b>2000 Census</b>			
Total Population	1,343	8,544	26,030
<b>Daytime Population</b>			
2022 Estimate	1,344	10,843	60,154
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	678	3,723	11,797
<b>2022 Estimate</b>			
Total Households	597	3,351	10,900
Average (Mean) Household Size	3.0	3.1	3.0
<b>2010 Census</b>			
Total Households	436	2,609	9,106
<b>2000 Census</b>			
Total Households	440	2,699	8,442

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$250,000 or More	5.8%	2.9%	2.4%
\$200,000-\$249,999	1.4%	1.5%	1.6%
\$150,000-\$199,999	9.6%	5.5%	3.8%
\$125,000-\$149,999	6.4%	4.7%	3.8%
\$100,000-\$124,999	9.0%	9.6%	9.3%
\$75,000-\$99,999	12.7%	11.4%	10.8%
\$50,000-\$74,999	24.6%	21.4%	18.9%
\$35,000-\$49,999	8.0%	12.3%	13.3%
\$25,000-\$34,999	6.1%	7.3%	7.5%
\$15,000-\$24,999	10.6%	11.6%	14.2%
Under \$15,000	5.9%	11.8%	14.4%
Average Household Income	\$99,557	\$78,011	\$70,797
Median Household Income	\$69,621	\$56,909	\$50,719
Per Capita Income	\$31,823	\$24,749	\$22,863





# 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

# HANKS SOUTH INDUSTRIAL PARK TBD SOUTH COUNTY ROAD 1160 MIDLAND, TX 79706

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