

Marcus & Millichap  
TAG INDUSTRIAL GROUP

DON-WES FLEA MARKET/DONNA REDEVELOPMENT  
208 NORTH VICTORIA ROAD

DONNA, TX 78537



# NON-ENDORSEMENT & DISCLAIMER NOTICE

## CONFIDENTIALITY & DISCLAIMER

The information contained in the following Marketing Brochure is proprietary and strictly confidential. It is intended to be reviewed only by the party receiving it from Marcus & Millichap and should not be made available to any other person or entity without the written consent of Marcus & Millichap. This Marketing Brochure has been prepared to provide summary, unverified information to prospective purchasers, and to establish only a preliminary level of interest in the subject property. The information contained herein is not a substitute for a thorough due diligence investigation. Marcus & Millichap has not made any investigation, and makes no warranty or representation, with respect to the income or expenses for the subject property, the future projected financial performance of the property, the size and square footage of the property and improvements, the presence or absence of contaminating substances, PCB's or asbestos, the compliance with State and Federal regulations, the physical condition of the improvements thereon, or the financial condition or business prospects of any tenant, or any tenant's plans or intentions to continue its occupancy of the subject property. The information contained in this Marketing Brochure has been obtained from sources we believe to be reliable; however, Marcus & Millichap has not verified, and will not verify, any of the information contained herein, nor has Marcus & Millichap conducted any investigation regarding these matters and makes no warranty or representation whatsoever regarding the accuracy or completeness of the information provided. All potential buyers must take appropriate measures to verify all of the information set forth herein. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services, Inc.

© 2023 Marcus & Millichap. All rights reserved.

## NON-ENDORSEMENT NOTICE

Marcus & Millichap is not affiliated with, sponsored by, or endorsed by any commercial tenant or lessee identified in this marketing package. The presence of any corporation's logo or name is not intended to indicate or imply affiliation with, or sponsorship or endorsement by, said corporation of Marcus & Millichap, its affiliates or subsidiaries, or any agent, product, service, or commercial listing of Marcus & Millichap, and is solely included for the purpose of providing tenant lessee information about this listing to prospective customers. Activity ID: ZAE0060694

## SPECIAL COVID-19 NOTICE

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.

The Texas Real Estate Commission (TREC) regulates real estate brokers and sales agents, real estate inspectors, home warranty companies, easement and right-of-way agents and timeshare interest providers. You can find more information and check the status of a license holder at [www.trec.texas.gov](http://www.trec.texas.gov). You can send a complaint against a license holder to TREC, a complaint form is available on the TREC website. TREC administers two recovery funds which may be used to satisfy a civil court judgment against a broker, sales agent, real estate inspector, or easement or right-of-way agent, if certain requirements are met. If you have questions or issues about the activities of a license holder, the complaint process or the recovery funds, please visit the website or contact TREC at:

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

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

DON-WES FLEA MARKET/  
DONNA REDEVELOPMENT  
208 NORTH VICTORIA ROAD  
DONNA, TX 78537

PRESENTED BY

---

**ERNESTO MELGAR CAMPOS**

Associate  
Office & Industrial Division  
San Antonio Office  
Office (210) 343-7817  
Ernesto.MelgarCampos@MarcusMillichap.com  
License: TX 788700

**JAMES STEWART CCIM, CPM**

Associate  
Office & Land Division  
San Antonio Office  
Office (210) 343-7821  
James.Stewart@MarcusMillichap.com  
License: TX 0531005

**TYLER RANFT**

Senior Associate  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5197  
Tyler.Ranft@MarcusMillichap.com  
License: TX 732964

**ADAM ABUSHAGAR**

Senior Managing Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5223  
Adam.Abushagur@MarcusMillichap.com  
License: TX 661916

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP









# TABLE OF CONTENTS

01

## INVESTMENT OVERVIEW

### SECTION 1

Offering Summary • Property Details • Offering Highlights • Rent Roll • Operating Statement  
Regional Map • Aerial Map • Property Photos  
Acquisition Financing

02

## MARKET OVERVIEW

### SECTION 2

Market Analysis • Demographic Analysis

Marcus & Millichap

# SECTION 1

---

## INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

---

- 46.02 Acres of Land Situated on East Business 83 in Donna, TX
- 865 Feet of Frontage on East Business Highway 83 and 1,400 Feet on North Victoria Road
  - Residential or Commercial Redevelopment Opportunity in a High-Traffic Location
  - Value-Add Opportunity on Current Income Producing Flea-Market
- Development Ready Location with All Utilities Available and Access to Rail Service
  - Two Minutes Away and with Easy Access to I-2 Highway

Marcus & Millichap is pleased to present the opportunity to acquire 46.02 acres of land at 208 North Victoria Road in Donna, Texas, just minutes East of McAllen, Texas. Positioned just a two-minute drive from Interstate 2, the property is located within the McAllen Market. The property has 865 feet of frontage along East Business 83 and 1,400 feet of frontage on North Victoria Road.

The highly renowned Don-Wes Market is situated on 8.8 acres of the property on a lease that provides \$21,667 per month in monthly rent. While the lease is currently month-to-month, it has been in place for the last 25 years. The property offers investors the opportunity to secure a long-term lease with the Don-Wes Flea Market and develop additional retail on the remainder of the tract or redevelop the entire property for industrial or residential use.

The McAllen market contains 13.7 million square feet of retail space with a vacancy rate of 2.4 percent, and 33.9 million square feet of industrial space with a vacancy rate of 3.5 percent. Per Costar, the current annual rent growth for retail is 4.0 percent (five-year average is 3.2 percent), and annual rent growth for industrial is 6.7 percent (historical growth rate is 3.9 percent). From Q2 2022 through Q1 2023, retail absorption was a positive 150,000 square feet with 86,000 square feet of retail space under construction (representing less than 1.0 percent of inventory). For industrial, absorption was a positive 49,000 square feet over the last 12 months with 272,000 square feet of industrial space currently under construction.

The McAllen-Edinburg-Mission metro is located 250 miles south of San Antonio near the Texas-Mexico border and encompasses Hidalgo County. The metro's proximity to Mexico makes trade and logistics important drivers of the local economy. The University of Texas Rio Grande Valley has Edinburg, McAllen, and Weslaco facilities. The Rio Grande River also runs through the area, providing recreational opportunities for locals and visitors. The metro is growing at a rapid pace and is expected to add 90,200 residents over the next five years. The metro's location on the Texas-Mexico border has turned the area into a trade hub. As a result, several logistics companies are located there. The metro has a strong healthcare sector, encompassing roughly one-third of the local employment base. The region maintains the largest land port for fresh produce imports from Mexico, with 160,000 loads of produce transported in a typical year with volumes expected to increase in the future.



**DON-WES FLEA MARKET/DONNA REDEVELOPMENT**

208 NORTH VICTORIA ROAD, DONNA, TX 78537

OFFERING PRICE  
**\$5,200,000**

---

Offering Price	\$5,200,000
Total Acres	46.02
Total Square Feet (Land)	2,004,631

---

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. © 2023 Marcus & Millichap. All rights reserved. (Activity ID: ZAE0060694)



# RENT ROLL

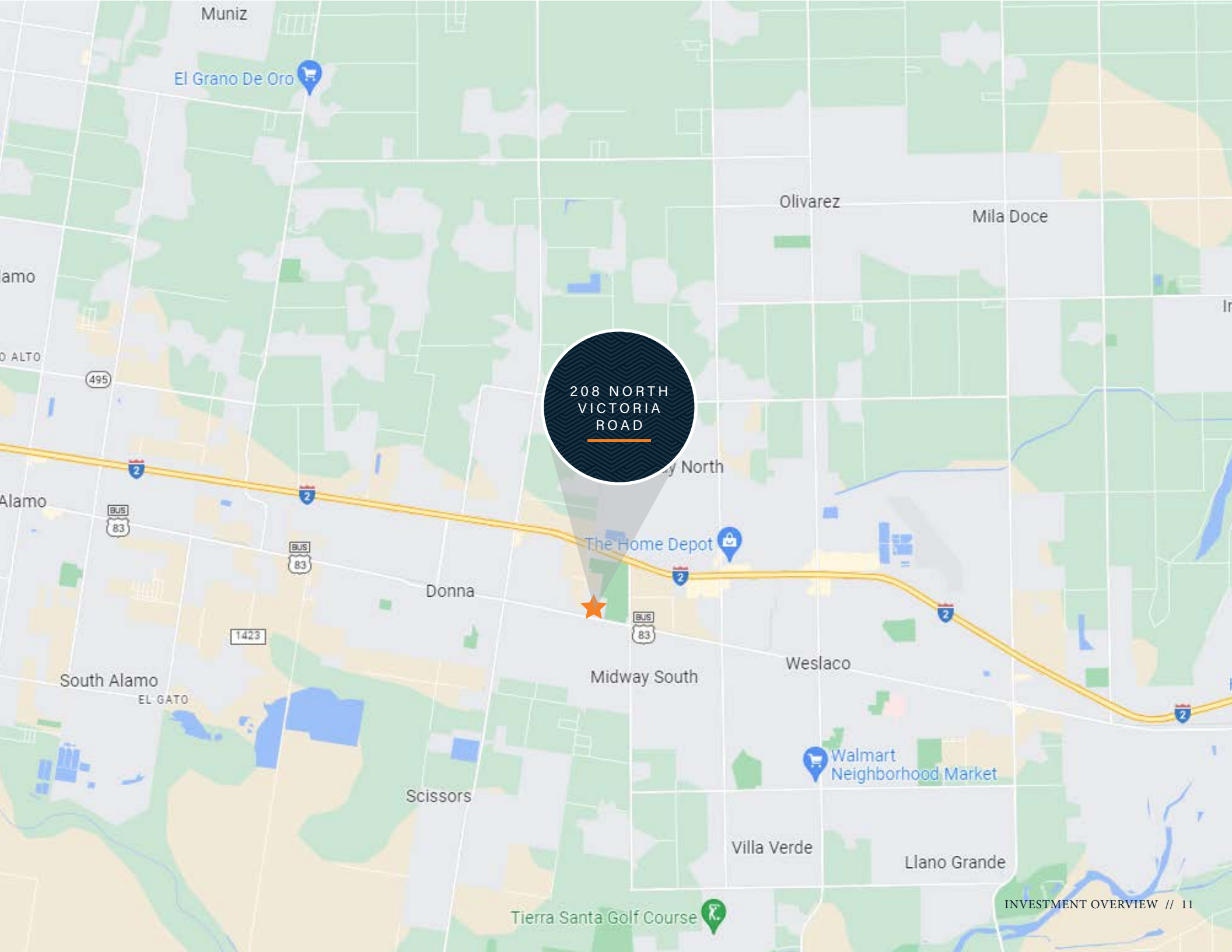
Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Lease Type
				Comm.	Exp.					
Don Wes Flea Market	1	21,910	100.0%	MTM	MTM	\$11.87	\$21,667	\$260,007	\$260,007	Modified Gross
Total		21,910				\$11.87	\$21,667	\$260,007	\$260,007	
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%		
Total Current Rents: \$21,667						Occupied Current Rents: \$21,667		Unoccupied Current Rents: \$0		

## OPERATING STATEMENT

Income	Current		Per SF	Pro Forma		Per SF
Scheduled Base Rental Income	260,007		11.87	260,007		11.87
Expense Reimbursement Income						
Net Lease Reimbursement						
CAM	26,400		1.20	26,400		1.20
Total Reimbursement Income	\$26,400	34.9%	\$1.20	\$26,400	34.9%	\$1.20
Effective Gross Revenue	\$286,407		\$13.07	\$286,407		\$13.07

Operating Expenses	Current		Per SF	Pro Forma		Per SF
Electric	21,600		0.99	21,600		0.99
Water	4,800		0.22	4,800		0.22
Cleaning	3,600		0.16	3,600		0.16
Repairs & Maintenance	6,000		0.27	6,000		0.27
Insurance	3,407		0.16	3,407		0.16
Real Estate Taxes	20,745		0.95	20,745		0.95
Management Fee	15,600	5.4%	0.71	15,600	5.4%	0.71
Total Expenses	\$75,752		\$3.46	\$75,752		\$3.46
Expenses as % of EGR	26.4%			26.4%		
Net Operating Income	\$210,655		\$9.61	\$210,655		\$9.61





208 NORTH  
VICTORIA  
ROAD

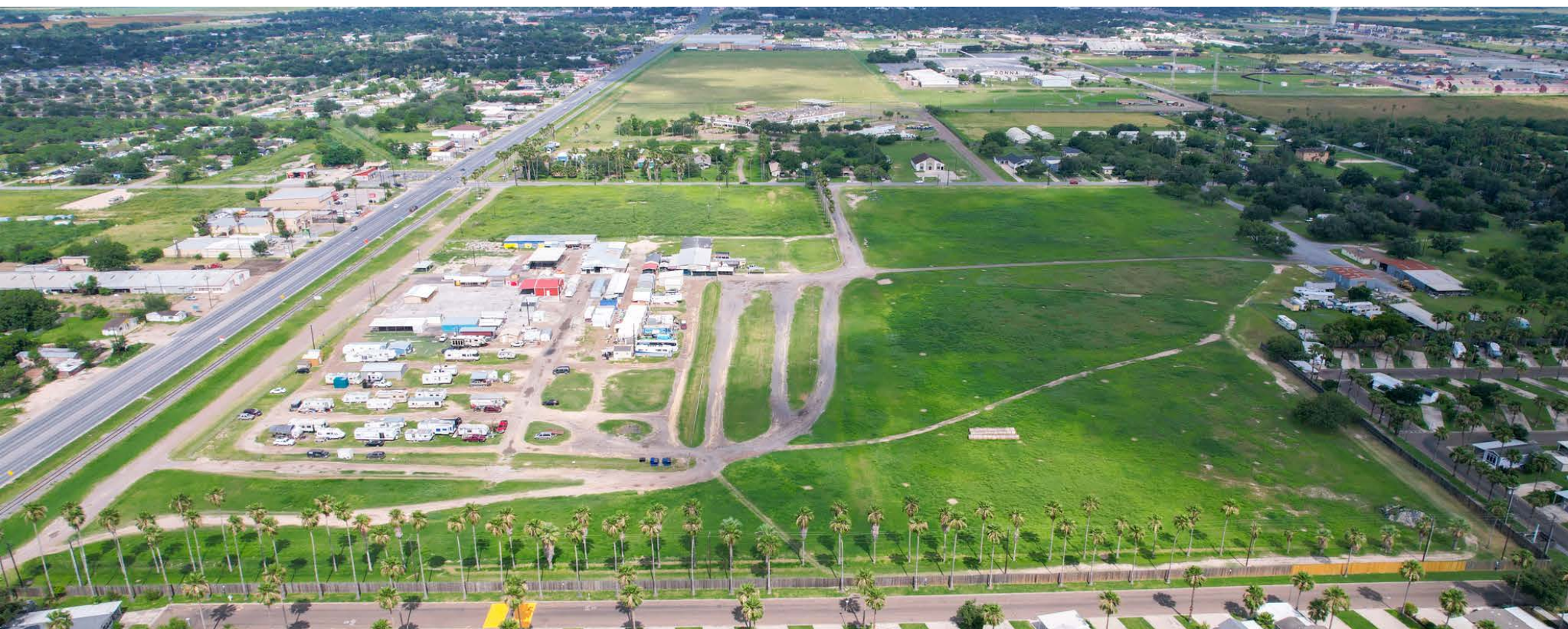






208 NORTH  
VICTORIA  
ROAD











## 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 2,143 debt and equity financings in 2022



National platform operating within the firm's brokerage offices



\$12.8 billion total national volume in 2022



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



# MCALLEN-EDINBURG-MISSION TEXAS

---

The McAllen-Edinburg-Mission metro is located 250 miles south of San Antonio near the Texas-Mexico border and encompasses Hidalgo County. The metro's proximity to Mexico makes trade and logistics an important driver of the local economy. The University of Texas, Rio Grande Valley has facilities in Edinburg, McAllen and Weslaco. The Rio Grande River also runs through the area, providing recreational opportunities for locals and visitors. The metro is growing at a rapid pace and is expected to add 83,900 residents over the next five years.



LOGISTICS  
INDUSTRY



HEALTH  
CARE

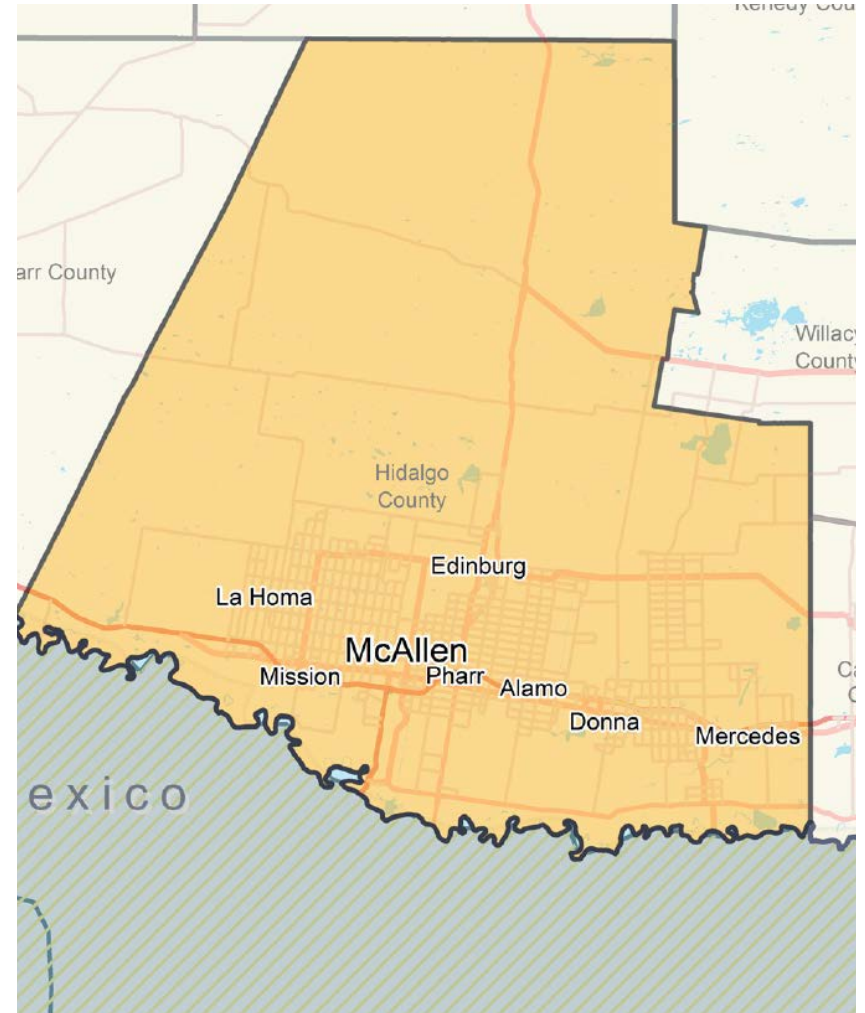
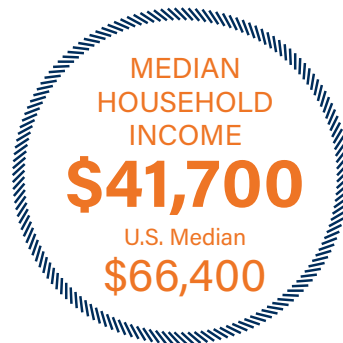
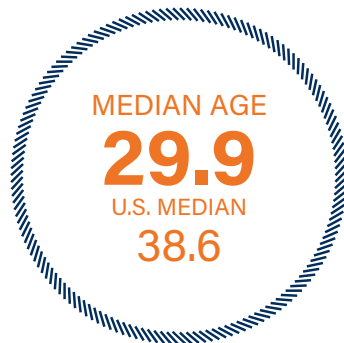


FOOD STORAGE  
AND PROCESSING

# METROPLEX GROWTH

## ECONOMY

The metro has a diverse employment base, including sectors like health care, retail and trade. Health care is a significant part of the economy, and several large hospitals are located here, including Rio Grande Regional Hospital, McAllen Medical Center and McAllen Heart Hospital. GE Aviation and Royal Technologies Corp. have major manufacturing facilities in the metro, supplying hundreds of jobs. South Texas College is located within McAllen. It regularly receives grants to provide equipment upgrades and manufacturing training. Texas A&M University opened a satellite campus in the recently-developed community of Tres Lagos.





## DEMOGRAPHICS



**110,341**

Total Population  
Within 5 miles



48.7%



51.3%



**\$53,396**

Average Household Income  
Within 5 miles



**42,922**

Employees  
Within 1 Mile

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	7,238	61,477	118,927
<b>2022 Estimate</b>			
Total Population	7,028	57,683	110,341
<b>2010 Census</b>			
Total Population	6,893	52,288	97,552
<b>2000 Census</b>			
Total Population	6,920	44,297	76,497
<b>Daytime Population</b>			
2022 Estimate	9,119	64,568	114,574
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	2,069	18,119	33,756
<b>2022 Estimate</b>			
Total Households	2,019	16,937	31,294
Average (Mean) Household Size	3.4	3.4	3.5
<b>2010 Census</b>			
Total Households	1,968	15,028	27,170
<b>2000 Census</b>			
Total Households	1,982	12,520	21,245

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	0.6%	1.3%	1.3%
\$150,000-\$199,999	1.6%	2.4%	2.1%
\$100,000-\$149,999	7.8%	10.0%	9.9%
\$75,000-\$99,999	8.9%	9.8%	8.9%
\$50,000-\$74,999	14.0%	17.4%	17.9%
\$35,000-\$49,999	14.8%	13.5%	14.0%
\$25,000-\$34,999	13.1%	12.0%	12.2%
\$15,000-\$24,999	14.6%	13.3%	14.2%
Under \$15,000	24.7%	20.2%	19.6%
Average Household Income	\$46,799	\$53,799	\$53,396
Median Household Income	\$33,087	\$39,826	\$39,124
Per Capita Income	\$13,448	\$15,861	\$15,225
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	7,028	57,683	110,341
Under 20	33.8%	34.7%	35.6%
20 to 34 Years	20.1%	20.4%	20.1%
35 to 39 Years	5.6%	5.8%	5.7%
40 to 49 Years	10.4%	11.3%	11.2%
50 to 64 Years	14.4%	13.9%	13.4%
Age 65+	15.7%	14.0%	14.1%
Median Age	31.7	30.9	30.3
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	4,149	33,510	63,132
Elementary (0-8)	25.8%	22.1%	22.6%
Some High School (9-11)	15.6%	12.3%	13.4%
High School Graduate (12)	26.9%	24.6%	25.3%
Some College (13-15)	17.3%	21.1%	20.2%
Associate Degree Only	3.0%	3.9%	3.9%
Bachelor's Degree Only	7.8%	11.7%	10.8%
Graduate Degree	3.5%	4.3%	3.9%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	27.0	24.0	25.0





# 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.

<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 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

# DON-WES FLEA MARKET/ DONNA REDEVELOPMENT 208 NORTH VICTORIA ROAD DONNA, TX 78537

PRESENTED BY

## ERNESTO MELGAR CAMPOS

Associate  
Office & Industrial Division  
San Antonio Office  
Office (210) 343-7817  
Ernesto.MelgarCampos@MarcusMillichap.com  
License: TX 788700

## JAMES STEWART CCIM, CPM

Associate  
Office & Land Division  
San Antonio Office  
Office (210) 343-7821  
James.Stewart@MarcusMillichap.com  
License: TX 0531005

## TYLER RANFT

Senior Associate  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5197  
Tyler.Ranft@MarcusMillichap.com  
License: TX 732964

## ADAM ABUSHAGAR

Senior Managing Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5223  
Adam.Abushagur@MarcusMillichap.com  
License: TX 661916

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP