

Marcus & Millichap
TAG INDUSTRIAL GROUP

6995 INDUSTRIAL AVENUE

EL PASO, TX 79915

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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.

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SECTION 1

INVESTMENT OVERVIEW

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OFFERING SUMMARY

- 12,592-Square-Foot Flex Industrial Situated on 0.53 Acres
 - Located on a Major Industrial Corridor One Minute Away from I-10 and Cielo Vista Mall
 - Only Industrial Above 10,000 Square Feet Available for Sale Within a Five-Mile Radius
- Situated on a Opportunity Zone, Allowing Buyers to Benefit from Opportunity Funds and Tax Benefits
 - El Paso East Submarket Showed an 8.8% Rent Growth Year-Over-Year
- Vacant Opportunity for Investor Re-Tenant Value-Add or Owner Use in Tight Barrier-to-Entry Submarket

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 6995 Industrial Avenue in El Paso, Texas. The subject property consists of approximately 12,592 square feet of space and is situated on 0.53 acres of land. The single-tenant asset features a clear height of 14', 12 parking spaces, two grade-level doors, and metal construction. For sale as vacant, the property can be acquired for owner use or as a lease-up investment. As of December 2023, this sale offered the only industrial property over 10,000 square feet within a five-mile radius of the site. Situated in an Opportunity Zone, buyers can reduce capital gains taxes through redeveloping the property. With a prime location in the East industrial submarket, the property is just one block away from Interstate 10 and a short drive to the Cielo Vista Mall.

The East submarket is a major industrial corridor, containing 45 million square feet of space. At 61 percent, East contains the majority of the industrial space in the El Paso market. Bucking the national trend, net absorption in the East submarket remained strong in 2023, rising past 1.4 million square feet with one month to go in the year. However, new deliveries posted a record high of 3.9 million square feet during that time, causing the vacancy rate to jump from 3.0 percent in 2022 to 8.3 percent. The rise in vacancies has contributed to a slowdown in annual rent growth but at 5.2 percent, market rents were still in line with the 10-year average in Q4. About 4.9 million square feet of industrial space were under construction toward the end of 2023, representing nearly 11 percent of new inventory (CoStar).

Thanks to its proximity to the Mexican border and ports of entry, the East submarket serves as a logistics hub for international trade. This allows the East to benefit from the ongoing nearshoring movement in which domestic companies have shifted production from China to Mexico. In early 2023, Mexico surpassed China as America's top importer, making Texas the biggest beneficiary with cross-border imports increasing by 24 percent in the previous year (Freight Waves). As imports continue to rise, industrial activity will also pick up along border cities, helping to support property values.

The El Paso metro is located at the westernmost corner of Texas, bordering New Mexico and the state of Chihuahua in Mexico. It is composed of El Paso and Hudspeth counties. Access to Mexico plays a major role in the local economy. The city of El Paso, when combined with Las Cruces, New Mexico, and Ciudad Juarez in Mexico, is sometimes referred to as the international metropolitan area of Paso del Norte and has one of the largest bilingual and binational labor pools in the Western United States.

As the largest metro along the Texas-Mexico border and the sixth-largest city in Texas, El Paso is a top 20 percent U.S. performing economy and represents one of the largest manufacturing centers in North America. Recognized as globally competitive, the region boasts the largest bilingual and bi-cultural workforce in the Western Hemisphere (elpasotexas.gov). El Paso was a finalist for the 2018 National League of Cities "All-America City," 2018 Best of Texas Awards, and WalletHub's #1 Best Run City in Texas in 2017. In 2018 alone, El Paso County added 4,200 jobs. Major employers include Pacific Union Financial, UPS, Veritas Management Group, and iFly.

PROPERTY DETAILS

6995 INDUSTRIAL AVENUE
EL PASO, TX 79915

Number of Suites	1
Number of Buildings	1
Total Square Feet	12,592
Warehouse Square Feet	10,392
Office Square Feet	2,200
Office Ratio	17%
Year Built	1974
Lot Size	0.53 Acres
Type of Ownership	Fee Simple
Clear Height	14'
Parking Spaces	12
Parking Surface	Asphalt
Building Class	C
Tenancy	Single
Grade Level Doors	2
Construction	Metal
Type of Lighting	Fluorescent and LED
Zoning	M1 - Light Industrial
Roof Type	Metal
Age/Condition of Roofs	Average
HVAC Units	1
Age/Condition of HVAC	Average
Market	El Paso
Submarket	East
Market Vacancy	6.10%



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OFFERING HIGHLIGHTS

6995 INDUSTRIAL AVENUE

EL PASO, TX 79915

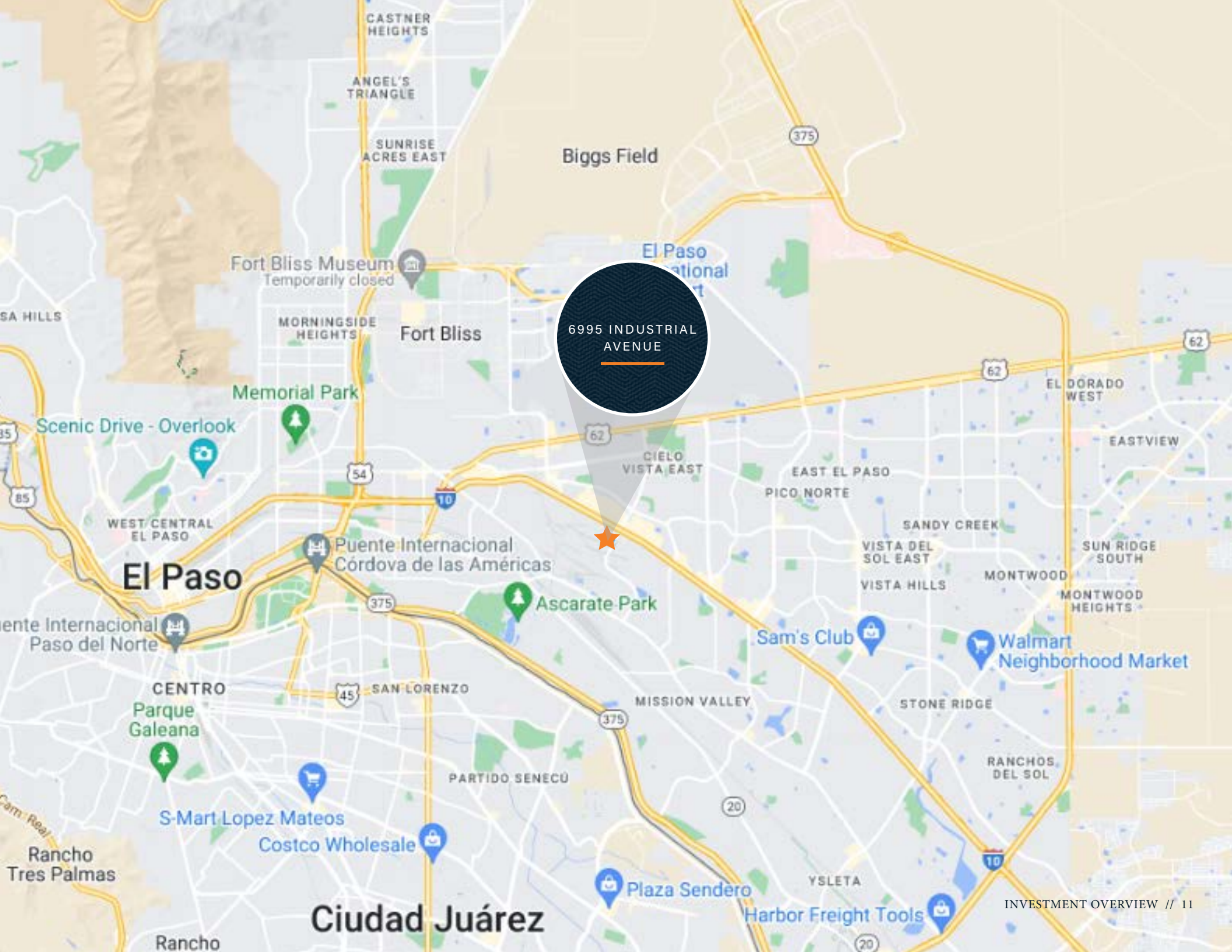
OFFERING PRICE
\$1,385,000

Offering Price	\$1,385,000
Price/SF	\$109.99
Total Square Feet	12,592
Tenancy	Single
Occupancy	0.00%

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OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	0	0.00	88,144	7.00
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	0	0.00	5,609	0.45
Insurance	0	0.00	6,184	0.49
Real Estate Taxes	0	0.00	15,617	1.24
Total Reimbursement Income	\$0	0.0%	\$27,410	100.0%
Effective Gross Revenue	\$0	\$0.00	\$115,554	\$9.18
Operating Expenses	Current	Per SF	Pro Forma	Per SF
Electric	1,592	0.13	1,592	0.13
Water	1,763	0.14	1,763	0.14
Trash Removal	972	0.08	972	0.08
Gas	1,282	0.10	1,282	0.10
Insurance	6,184	0.49	6,184	0.49
Real Estate Taxes	15,617	1.24	15,617	1.24
Total Expenses	\$27,410	\$2.18	\$27,410	\$2.18
Expenses as % of EGR	0.0%		23.7%	
Net Operating Income	-\$27,410	(\$2.18)	\$88,144	\$7.00



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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 2,143 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

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EL PASO TEXAS

The El Paso metro is located at the westernmost corner of Texas, bordering New Mexico and the state of Chihuahua in Mexico. It is composed of El Paso and Hud-speth counties. Access to Mexico plays a major role in the local economy. The city of El Paso, when combined with Las Cruces, New Mexico and Ciudad Juárez in Mexico, is sometimes referred to as the international metropolitan area of Paso del Norte — home to one of the largest bilingual, binational labor pools in the western United States.



INTERNATIONAL
TRADE ROUTE



MANUFACTURING
HUB



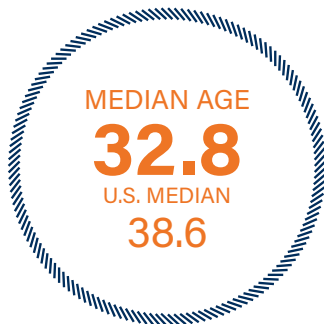
MILITARY
PRESENCE



METROPLEX GROWTH

ECONOMY

The large manufacturing sector includes automobiles, automobile components, consumer elec-tronics, biomedical, defense, medical devices, as well as apparel and textile manufacturing. Back-office call centers are also major employers in the local economy and in neighboring communities. They include companies like Automatic Data Processing. Numerous large corporations have facilities in the metro, including Charles Schwab, Ray-theon Comany, Delphi, Golden Eagle Satellite Systems, Prudential and Toro Company. The University of Texas at El Paso provides a skilled labor pool and is a major employer.



DEMOGRAPHICS



213,724

Total Population
Within 5 miles



49.2%



50.8%



\$55,906

Average Household Income
Within 5 miles



83,417

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Population	6,119	92,375	213,659
2022 Estimate			
Total Population	6,274	93,236	213,724
2010 Census			
Total Population	6,800	99,178	223,243
2000 Census			
Total Population	7,563	103,608	228,799
Daytime Population			
2022 Estimate	20,201	141,467	280,769
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2027 Projection			
Total Households	2,670	34,249	74,209
2022 Estimate			
Total Households	2,689	34,267	73,614
Average (Mean) Household Size	2.4	2.7	2.8
2010 Census			
Total Households	2,809	35,419	74,869
2000 Census			
Total Households	2,876	34,917	72,541

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2022 Estimate			
\$200,000 or More	1.0%	1.4%	1.5%
\$150,000-\$199,999	1.4%	2.2%	2.4%
\$100,000-\$149,999	8.6%	8.7%	9.6%
\$75,000-\$99,999	12.7%	9.0%	9.2%
\$50,000-\$74,999	24.1%	18.9%	19.5%
\$35,000-\$49,999	19.7%	15.3%	14.9%
\$25,000-\$34,999	14.1%	13.4%	12.7%
\$15,000-\$24,999	9.2%	14.1%	13.4%
Under \$15,000	9.3%	17.1%	16.7%
Average Household Income	\$56,939	\$53,834	\$55,906
Median Household Income	\$48,446	\$40,390	\$42,187
Per Capita Income	\$24,406	\$20,063	\$19,699
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2022 Estimate Total Population	6,274	93,236	213,724
Under 20	25.0%	26.2%	27.1%
20 to 34 Years	25.6%	21.9%	23.4%
35 to 39 Years	5.9%	5.3%	5.5%
40 to 49 Years	9.8%	10.1%	10.1%
50 to 64 Years	14.2%	16.2%	16.4%
Age 65+	19.5%	20.4%	17.5%
Median Age	34.5	36.8	34.5
Population 25+ by Education Level			
2022 Estimate Population Age 25+	4,192	61,531	136,221
Elementary (0-8)	6.7%	15.2%	14.7%
Some High School (9-11)	7.0%	10.3%	10.2%
High School Graduate (12)	25.1%	26.5%	26.0%
Some College (13-15)	28.8%	22.9%	23.1%
Associate Degree Only	9.7%	7.9%	8.0%
Bachelor's Degree Only	16.4%	12.3%	13.1%
Graduate Degree	6.3%	4.9%	5.0%
Travel Time to Work			
Average Travel Time to Work in Minutes	20.0	22.0	22.0



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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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Date

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