

Marcus & Millichap  
TAG INDUSTRIAL GROUP

8124 SPRAGUE ROAD

ODESSA, TX 79764

# 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: ZAE0060161

## 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)

# 8124 SPRAGUE ROAD

## ODESSA, TX 79764

PRESENTED BY

---

### ASHTON BENNETT

Associate  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5164  
Ashton.Bennett@MarcusMillichap.com  
License: TX 765757

### DAVIS CAGLE

Partner  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5230  
Davis.Cagle@MarcusMillichap.com  
License: TX 722097

### ADAM ABUSHAGUR

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







The background of the slide 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 steel 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.

# TABLE OF CONTENTS

01

## INVESTMENT OVERVIEW

### SECTION 1

Offering Summary • Property Details • Offering Highlights • Regional Map • Aerial Map  
Property Photos • Tenant Summary  
Acquisition Financing

02

## MARKET OVERVIEW

### SECTION 2

Market Analysis • Demographic Analysis

Marcus & Millichap

# SECTION 1

---

## INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- Industrial Asset Totaling 16,835 Square Feet, Situated on 2.67 Acres
- Features 16'-18' Clear Heights, 10 Grade-Level Doors, and Covered Parking
  - Ideal for Owner/User or Value-Add Investment Opportunity
    - Attractive Pricing Below Replacement Cost
    - Frontage Along TX-388 Providing Easy Access to I-20

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 8124 Sprague Road in Odessa, Texas. The subject property consists of approximately 16,835 square feet of space and is situated on 2.67 acres of land. The industrial asset features 10 total grade-level doors, clear heights of 16'-18', covered parking, and around 3,200 square feet of office space. Most of the lot is fenced-in with gate access from Sprague Road, allowing the property to easily accommodate outdoor storage space. For sale as vacant, buyers can use the property for owner use or as a lease-up investment opportunity. Strategically positioned in the Odessa industrial market with frontage along Texas 338 Loop, the property sits just 10 minutes from Interstate 20.

Odessa is a relatively small market, containing 12.9 million square feet of industrial space. Thanks to the resiliency in oil prices in 2023, the oil-rich Odessa market has bucked the national trend as vacancy rates have remained relatively steady through the end of the year. For Q4 2023, the vacancy rate sat at 9.5 percent, down only 20 basis points year-over-year. Despite availability tightening, market rent growth continues to slow, up just 3.4 percent annually for 2023. However, with only about 63,000 square feet under construction (representing less than 1.0 percent of current inventory), market rents and vacancies should largely be unaffected by new supply for the foreseeable future (CoStar).

Although crude oil prices have pulled back in recent months, market fundamentals suggest prices will be elevated in the near future. Given the recent oil cuts by Saudi Arabia and Russia (the top two oil exporting nations), oil prices have more room to move up as global oil demand is projected to outpace supply. Adding to the upward pressures on oil prices is the rebuilding of oil stocks from the Strategic Petroleum Reserve (which previously fell to 1983 levels). Even with the potential threat of recession, the near-term outlook for oil looks bright, which is good news for the Odessa industrial market.

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 the economic driving force. The two largest cities are Midland, with over 140,000 residents, and Odessa, with roughly 123,000 residents.

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). Major industries include: medical, energy, distribution, manufacturing, and technology.

## PROPERTY DETAILS

8124 SPRAGUE ROAD,  
ODESSA, TX 79764

Number of Suites	1
Total Square Feet	16,835
Warehouse Square Feet	13,625
Office Square Feet	3,210
Office Ratio	19%
Year Built	1977-2022
Lot Size	2.67 Acres
Type of Ownership	Fee Simple
Clear Height	16'-18'
Parking Surface	Asphalt
Building Class	C
Tenancy	Single
Grade Level Doors	10
Construction	Metal
Zoning	ETJ
Roof Type	Metal
Market	Midland-Odessa



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: ZAE0060161)



**8124 SPRAGUE ROAD**

ODESSA, TX 79764

OFFERING PRICE

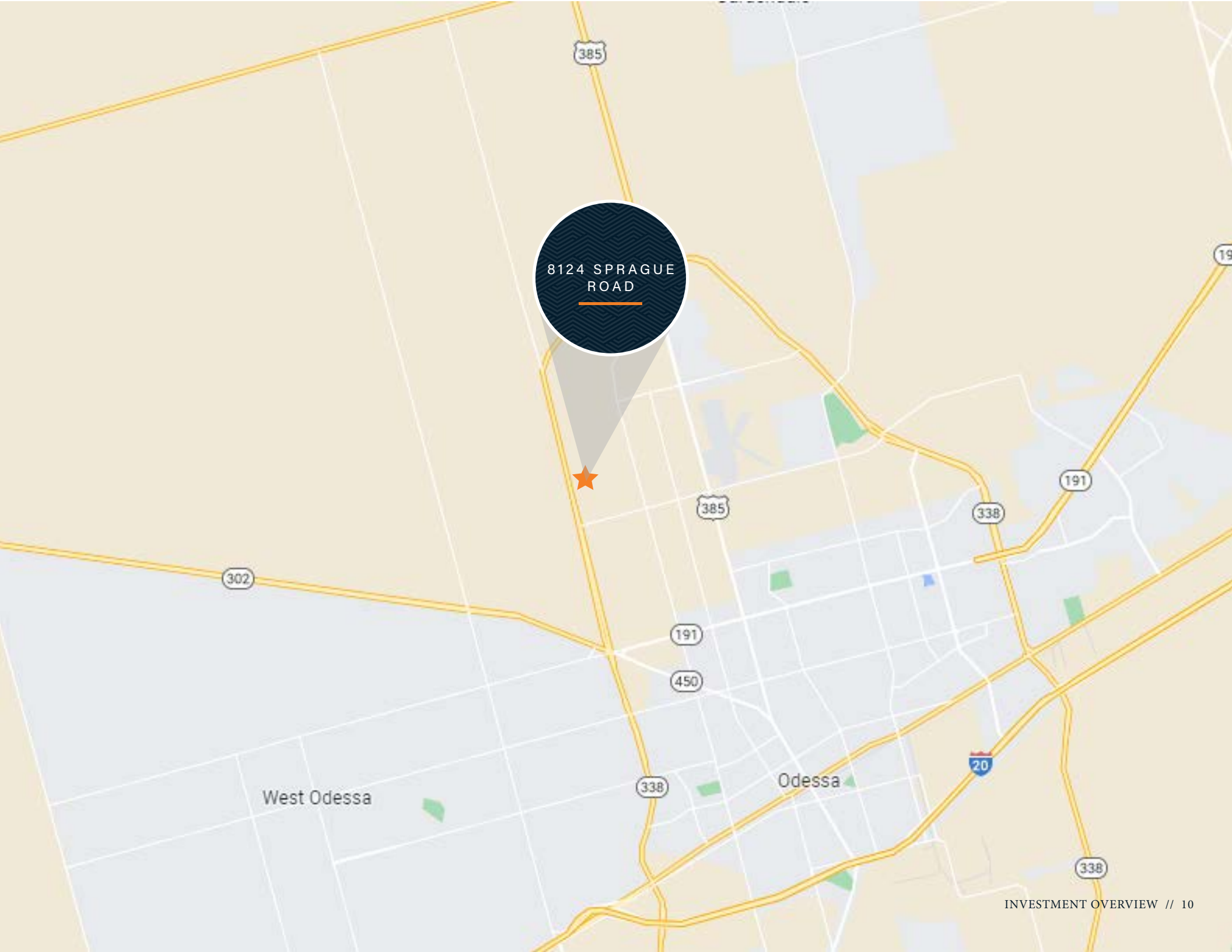
**\$815,000**

PRO FORMA CAP RATE

**12.39%**

Offering Price	\$815,000
Pro Forma Cap Rate	12.39%
Price/SF	\$48.41
Total Square Feet	16,835
Tenancy	Single
Occupancy	0.00%

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: ZAE0060161)



8124 SPRAGUE  
ROAD



West Odessa

Odessa



8124 SPRAGUE  
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



# MIDLAND-ODESSA TEXAS



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 has supported recent economic growth. The two largest cities are Midland, with over 138,000 residents, and Odessa, where roughly 123,000 citizens live.



ENERGY  
HUB



FAST GROWING  
POPULATION

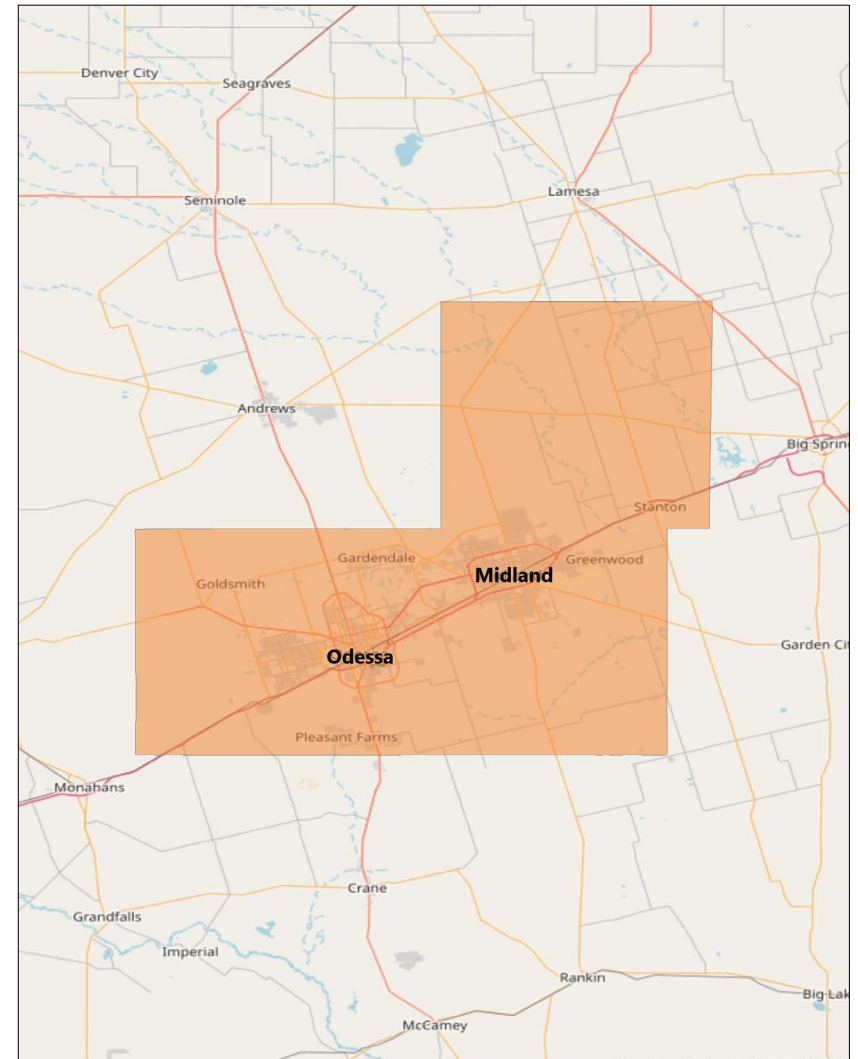
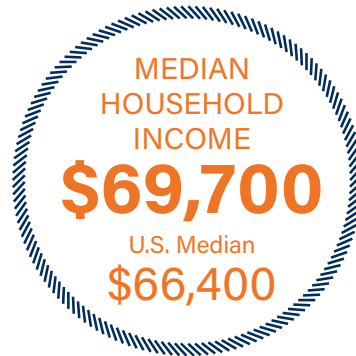
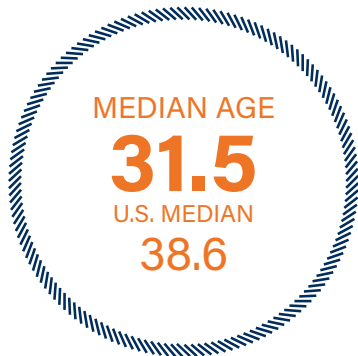


HIGHER  
EDUCATION

## METROPLEX GROWTH

### ECONOMY

The oil and energy sector drives the Midland-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 a 907,000-square-foot distribution center in Odessa. Health care centers represent some of the metro's largest employers. These facilities include the Texas Tech University Health Sciences Center and the Odessa Regional Medical Center.





## DEMOGRAPHICS



**54,314**

Total Population  
Within 5 miles



50.8%



49.2%



**\$84,593**

Average Household Income  
Within 5 miles



**31,388**

Employees  
Within 1 Mile

# DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Population	1,319	16,535	59,436
<b>2022 Estimate</b>			
Total Population	1,180	13,640	54,314
<b>2010 Census</b>			
Total Population	897	8,073	44,322
<b>2000 Census</b>			
Total Population	862	7,217	40,530
<b>Daytime Population</b>			
2022 Estimate	2,213	13,146	50,624
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
<b>2027 Projection</b>			
Total Households	472	6,014	21,553
<b>2022 Estimate</b>			
Total Households	422	4,956	19,619
Average (Mean) Household Size	2.8	2.7	2.8
<b>2010 Census</b>			
Total Households	325	2,907	15,840
<b>2000 Census</b>			
Total Households	320	2,653	14,874

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2022 Estimate</b>			
\$200,000 or More	8.8%	8.3%	4.1%
\$150,000-\$199,999	11.1%	11.9%	6.4%
\$100,000-\$149,999	8.2%	17.3%	17.8%
\$75,000-\$99,999	8.5%	14.3%	13.6%
\$50,000-\$74,999	23.0%	17.3%	18.4%
\$35,000-\$49,999	12.3%	9.3%	13.9%
\$25,000-\$34,999	8.4%	6.9%	8.7%
\$15,000-\$24,999	7.2%	8.4%	9.0%
Under \$15,000	12.6%	6.3%	8.1%
Average Household Income	\$91,914	\$109,844	\$84,593
Median Household Income	\$60,803	\$77,806	\$64,766
Per Capita Income	\$32,888	\$39,941	\$30,582
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
2022 Estimate Total Population	1,180	13,640	54,314
Under 20	25.6%	31.4%	32.4%
20 to 34 Years	20.0%	22.6%	23.4%
35 to 39 Years	7.7%	8.3%	8.1%
40 to 49 Years	11.8%	12.8%	12.0%
50 to 64 Years	21.0%	15.9%	14.5%
Age 65+	13.9%	9.1%	9.6%
Median Age	37.8	32.6	31.7
<b>Population 25+ by Education Level</b>			
2022 Estimate Population Age 25+	817	8,531	33,243
Elementary (0-8)	8.6%	6.1%	7.3%
Some High School (9-11)	12.8%	11.7%	13.8%
High School Graduate (12)	39.2%	29.8%	30.7%
Some College (13-15)	19.4%	24.2%	25.5%
Associate Degree Only	10.1%	8.0%	7.6%
Bachelor's Degree Only	7.7%	13.7%	10.8%
Graduate Degree	2.2%	6.4%	4.3%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	21.0	23.0	23.0





# 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

# 8124 SPRAGUE ROAD

## ODESSA, TX 79764

PRESENTED BY

---

### ASHTON BENNETT

Associate  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5164  
Ashton.Bennett@MarcusMillichap.com  
License: TX 765757

### DAVIS CAGLE

Partner  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5230  
Davis.Cagle@MarcusMillichap.com  
License: TX 722097

### ADAM ABUSHAGAR

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

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP