

Marcus & Millichap

8124 SPRAGUE ROAD

ODESSA, TX 79764

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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

OFFICES THROUGHOUT THE U.S. AND CANADA
www.marcusmillichap.com

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ODESSA, TX 79764

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TABLE OF CONTENTS

01

INVESTMENT OVERVIEW

SECTION 1

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

02

MARKET OVERVIEW

SECTION 2

Market Analysis • Demographic Analysis

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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 1

INVESTMENT OVERVIEW

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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 Use 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 to Sprague Road, allowing the property to accommodate outdoor storage space easily. 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 14.2 million square feet of industrial space. During the third quarter of 2024, the vacancy rate increased by 70 basis points to 8.8 percent as net absorption dropped into negative territory in back-to-back quarters. While the vacancy rate did not return to its pre-pandemic lows, vacancies have remained relatively stable since the start of 2021. Annual rent growth has continued to slow under ample availability, slipping to a decade's low of 0.9 percent. Going into Q4, only 66,800 square feet were under construction, representing 0.5 percent of current inventory levels. Given the pipeline, rent growth and vacancies will largely be unaffected by new supply for the foreseeable future (CoStar). While oil prices are set to close flat on the year, the future outlook for oil prices and thus industrial real estate in Odessa remain bright. Growing concerns over the national debt along with the increase in global oil trading using foreign currencies instead of dollars are forming a springboard for higher oil prices.

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 SF
Warehouse Square Feet	13,625 SF
Office Square Feet	3,210 SF
Office Ratio	19%
Year Built	1977-2002
Lot Size	2.67 Acres
Type of Ownership	Fee Simple
Clear Height	16'-18'
Parking Surface	Asphalt
Building Class	C
Tenancy	Single-Tenant
Grade Level Doors	10
Construction	Metal
Zoning	ETJ
Roof Type	Metal
Market	Midland-Odessa



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OFFERING HIGHLIGHTS

8124 SPRAGUE ROAD

ODESSA, TX 79764

OFFERING PRICE

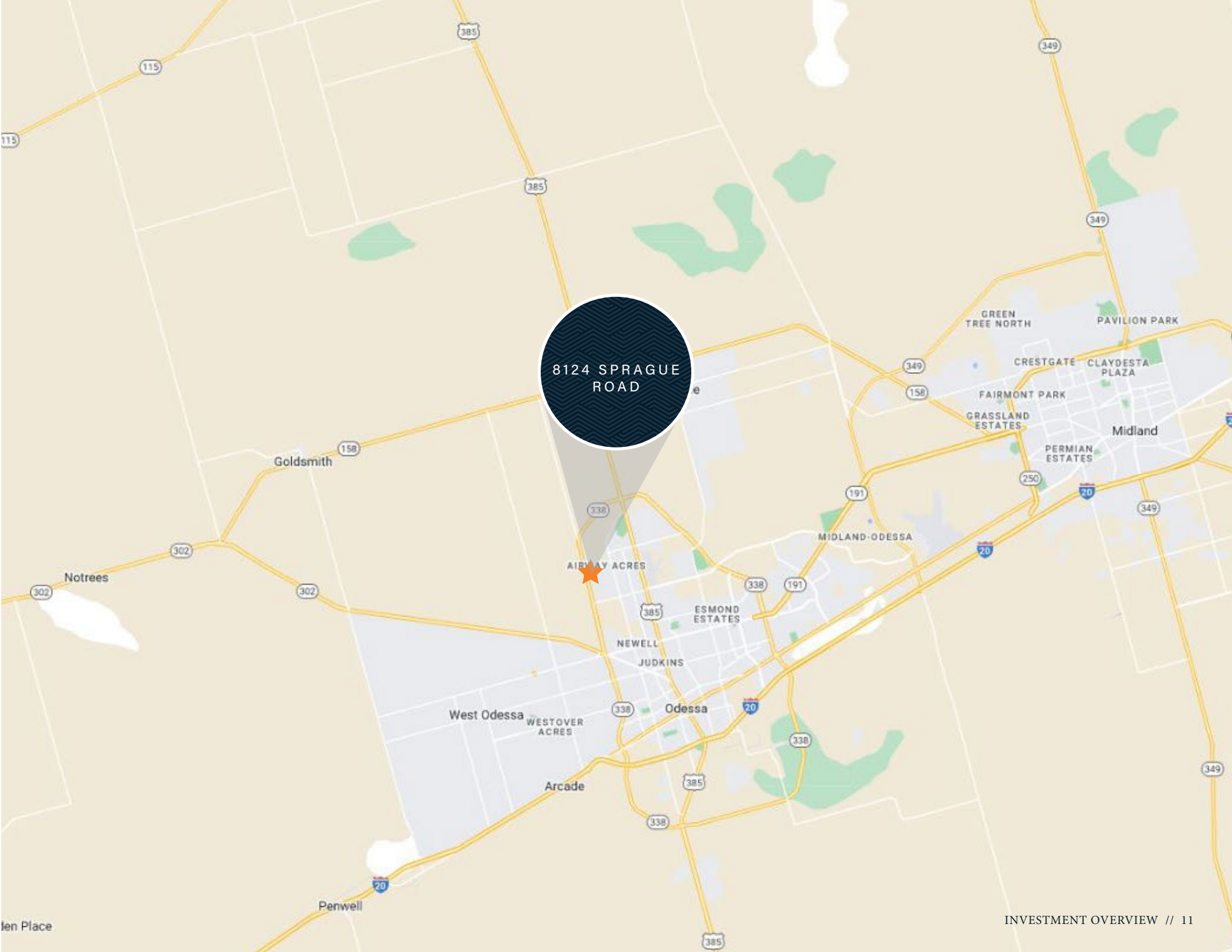
\$790,000

PRO FORMA CAP RATE

12.79%

Offering Price	\$790,000
Pro Forma Cap Rate	12.79%
Price/SF	\$46.93
Total Square Feet	16,835
Pro Forma Rental Rate	\$6 NNN
Tenancy	Single
Occupancy	0.00%

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8124 SPRAGUE
ROAD



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 2023



National platform operating
within the firm's
brokerage offices



\$86.3 billion total
national volume
in 2023



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

.....



The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a series of overhead industrial lights hanging from a metal framework. In the lower left, there is a large, closed industrial door with several small, rectangular windows. The overall atmosphere is industrial and modern.

SECTION 2

MARKET OVERVIEW

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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

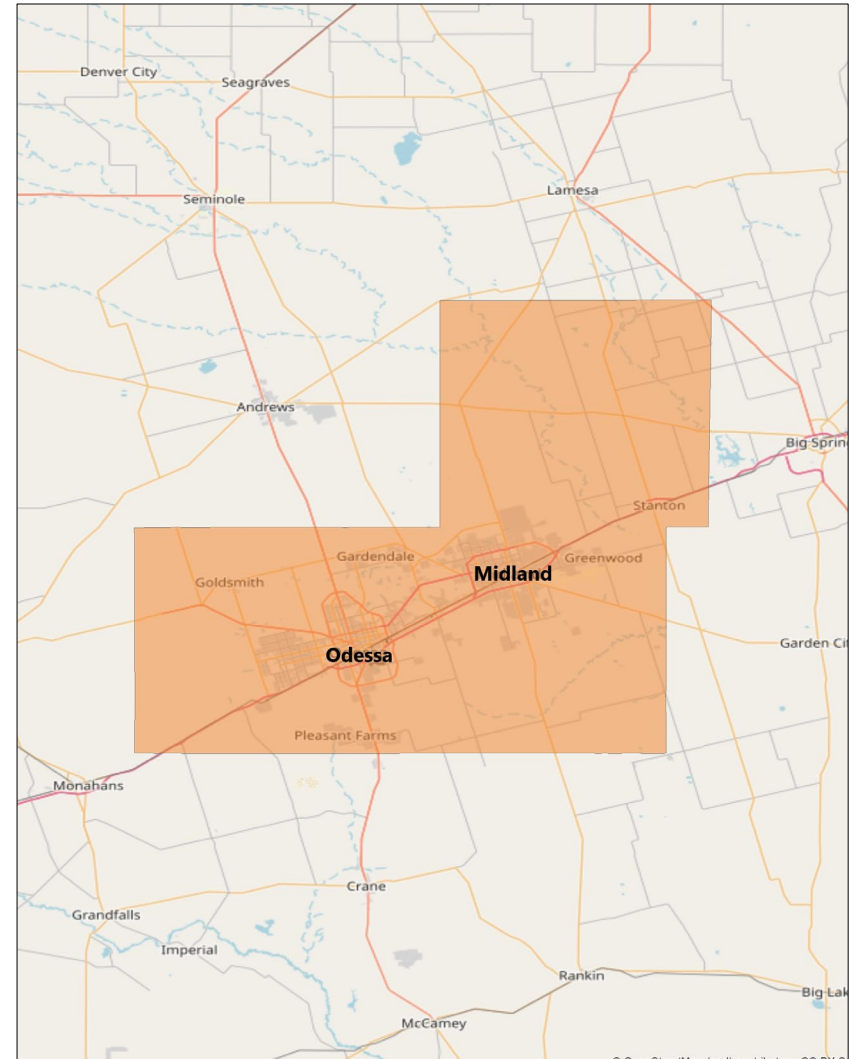
The oil and energy sector drives the Midland-Odessa economy. The Permian Basin covers more than 86,000 square miles and is believed to contain as much as 46 billion barrels of oil. Petroleum powerhouses, such as ExxonMobil, Chevron and Occidental Petroleum, have major operations in the area. Odessa has 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.

POPULATION
340K
GROWTH 2022-2027*
8.9%

HOUSEHOLDS
123K
GROWTH 2022-2027*
9.4%

MEDIAN AGE
31.5
U.S. MEDIAN
38.6

MEDIAN
HOUSEHOLD
INCOME
\$69,700
U.S. Median
\$66,400



DEMOGRAPHICS



55,527

Total Population
Within 5 Miles



51.0%



49.0%



\$79,545

Average Household Income
Within 5 Miles



32,655

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	1,199	13,697	59,489
2023 Estimate			
Total Population	1,177	12,494	55,527
2020 Census			
Total Population	1,152	12,058	53,813
2010 Census			
Total Population	885	7,948	44,293
Daytime Population			
2023 Estimate	2,242	11,800	48,833
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	411	4,960	21,353
2023 Estimate			
Total Households	400	4,509	19,805
Average (Mean) Household Size	2.9	2.8	2.8
2020 Census			
Total Households	391	4,202	18,763
2010 Census			
Total Households	311	2,892	15,883

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	6.8%	6.6%	3.7%
\$150,000-\$199,999	8.8%	8.2%	5.0%
\$100,000-\$149,999	9.3%	17.7%	18.0%
\$75,000-\$99,999	7.1%	11.9%	11.4%
\$50,000-\$74,999	21.9%	18.4%	18.4%
\$35,000-\$49,999	15.1%	11.5%	15.5%
\$25,000-\$34,999	9.4%	8.0%	9.5%
\$15,000-\$24,999	7.1%	9.0%	8.8%
Under \$15,000	14.5%	8.7%	9.8%
Average Household Income	\$81,928	\$95,733	\$79,545
Median Household Income	\$54,985	\$66,918	\$58,747
Per Capita Income	\$27,866	\$34,556	\$28,396
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	1,177	12,494	55,527
Under 20	25.8%	30.9%	32.8%
20 to 34 Years	19.1%	21.5%	22.4%
35 to 39 Years	7.8%	8.3%	8.2%
40 to 49 Years	12.2%	13.3%	12.4%
50 to 64 Years	20.9%	16.4%	14.6%
Age 65+	14.4%	9.6%	9.5%
Median Age	38.2	33.6	32.0
Population 25+ by Education Level			
2023 Estimate Population Age 25+	815	7,889	33,799
Elementary (0-8)	8.6%	6.7%	7.5%
Some High School (9-11)	10.6%	11.2%	12.8%
High School Graduate (12)	38.3%	31.2%	31.3%
Some College (13-15)	18.5%	23.1%	24.4%
Associate Degree Only	12.4%	8.8%	8.0%
Bachelor's Degree Only	9.1%	13.1%	11.2%
Graduate Degree	2.5%	6.0%	4.7%
Travel Time to Work			
Average Travel Time to Work in Minutes	22.0	24.0	24.0



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.

MARCUS & MILLICHAP	9002994	TIM.SPECK@MARCUSMILLICHAP.COM	972-755-5200
Licensed Broker /Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
TIM A. SPECK	432723	TIM.SPECK@MARCUSMILLICHAP.COM	972-755-5200
Designated Broker of Firm	License No.	Email	Phone
TIM A. SPECK	432723	TIM.SPECK@MARCUSMILLICHAP.COM	972-755-5200
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord Initials

Date

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ODESSA, TX 79764

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