

### 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 of Nevada, Inc.

#### 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: ZAF0490179

#### 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. 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.



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

# EDINBURG COLD STORAGE FACILITY 2700 WEST CANTON ROAD EDINBURG, TX 78539

#### PRESENTED BY

#### **ERNESTO MELGAR CAMPOS**

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

#### TYLER RANFT

Senior Associate
Office & Industrial Division
Austin Office
Office (512) 338-7883
Tyler.Ranft@MarcusMillichap.com
License: TX 732964

#### ADAM ABUSHAGUR

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

#### **DEBT CONTACT**

#### FRANK MONTALTO

Managing Director, Capital Markets 333 West Wacker Drive, Suite 200, Chicago, IL 60606 Office: (312) 327-5421 Frank.Montalto@MarcusMillichap.com







## TABLE OF CONTENTS

INVESTMENT OVERVIEW
SECTION 1
Offering Summary • Property Details • Offering
Highlights • Operating Statement • Regional
Map • Aerial Map • Property Photos
Acquisition Financing

MARKET OVERVIEW
SECTION 2
Market Analysis • Demographic Analysis



Marcus & Millichap



## **SECTION 1**

INVESTMENT OVERVIEW

Marcus & Millichap



- ± 18,180-Square-Foot Cold Storage Facility Situated on 2.15 Acres with Telecommunications Tower
- Features 12' to 14' Clear Height, 10 HVAC Units, Upgrades to Office and Driveway, and Proximity to Highway 281 (I-69C)
  - Retrofitted in 2016, ± 14,880-Square-Foot Insulated Cold Storage Includes Eight Three-Fan Cooling Units
  - Near Top Produce Districts that Help Facilitate 55% of Mexican Fresh Imports | 29% Projected Growth
    - Fixed Supply Submarket with 3.1% Vacancy Rate vs. 6.9% National Average

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 2700 West Canton Road in Edinburg, Texas. The subject property consists of approximately 18,180 square feet of vacant cold storage space and is situated on 2.15 acres of land. The vacant asset features two suites, a clear height between 12' and 14', 11 dock-high doors, one drive-in door, and 10 HVAC units (including two office units). Delivered in 1985 and retrofitted in 2016, the property contains 14,880 square feet of insulated cold storage space with eight three-fan cooling units. In 2023, improvements were made to the concrete driveway that wraps around the building. With a telecommunications tower on site, buyers have the opportunity to generate additional income. Located in close proximity to Highway 281 (Interstate 69C), the property is primely situated in the Lower Rio Grande Valley north of the 90-acre Pharr Produce District and McAllen Produce Terminal Market.

According to a report from Texas A&M University, 55 percent of all produce imports from Mexico passed through Texas in 2022. With the help of the Pharr International Bridge, the Lower Rio Grande Valley played a pivotal role in this trade. Based on the report, truckload imports of fresh produce from Mexico to the U.S. are expected to increase 29.2 percent by 2030. An increase in shipping activity will likely have a significant economic impact on the Lower Rio Grande Valley, including the cold storage facilities used to distribute fresh produce.

The subject property is positioned within the relatively small Edinburg industrial submarket, containing 3.3 million square feet. In 2024, the vacancy rate remained low at 3.1 percent, more than half below the national average. With no industrial space under construction at the start of 2025, vacancies and rent growth will largely be dictated by demand for the foreseeable future (CoStar).

McAllen-Harlingen-Brownsville Metroplex is composed of two metropolitan statistical areas, McAllen-Edinburg-Mission metro and Brownsville-Harlingen metro. Positioned along the Texas-Mexico border and Gulf Coast, the metroplex is home to a combined 1.3 million residents. The area's strategic location fosters a thriving trade sector, making logistics important drivers of the local economy. The region maintains the largest land port for fresh produce imports from Mexico, with 160,000 loads of produce transported in a typical year. Manufacturing firms, including Keppel AmFELS and ESCO Marine, contribute to the area's diverse economy. The region also boasts a growing aerospace industry, supported by SpaceX's Boca Chica launch site. The Port of Brownsville serves as a vital deep-water seaport and Foreign Trade Zone, employing over 8,500 individuals. Education and healthcare are strong sectors, with institutions like the University of Texas Rio Grande Valley and major medical centers providing employment opportunities. The Rio Grande River also runs through the area, providing recreational opportunities for locals and visitors.

### PROPERTY DETAILS-

#### 2700 WEST CANTON ROAD, EDINBURG, TX 78539

Number of Suites	2
Number of Buildings	1
Total Square Feet	18,180 SF
Warehouse Square Feet	14,880 SF
Office Square Feet	3,300 SF
Office Ratio	18.15%
Cold / Freezer Square Feet	14,880 SF
Year Built	1985
Lot Size	2.15 Acres
Type of Ownership	Fee Simple
Clear Height	12'-14'
Parking Spaces	10
Parking Surface	Concrete
Building Class	С
Tenancy	Vacant
Dock-High Doors	11
Drive-In Doors	1
Construction	Metal/Masonry
Power	3-Phase 230V
Type of Lighting	LED
Zoning	Industrial General - IG
Roof Type	Metal
Age/Condition of Roofs	Good
HVAC Units	10
Age/Condition of HVAC	Good
Market	TX-The Valley
Submarket	Edinburg
Market Vacancy	1.80%

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 of Nevada, Inc. © 2025 Marcus & Millichap. All rights reserved. (Activity ID: ZAF0490179)





#### 2700 WEST CANTON ROAD

EDINBURG, TX 78539

OFFERING PRICE

PRO FORMA CAP RATE

\$2,400,000

9.84%

Offering Price	\$2,400,000
Pro Forma Cap Rate	9.84%
Price/SF	\$132.01
Total Square Feet	18,180
Pro Forma Rental Rate	\$12.00
Pro Forma Lease Type	Triple-Net (NNN)
Tenancy	Vacant
Occupancy	0.00%

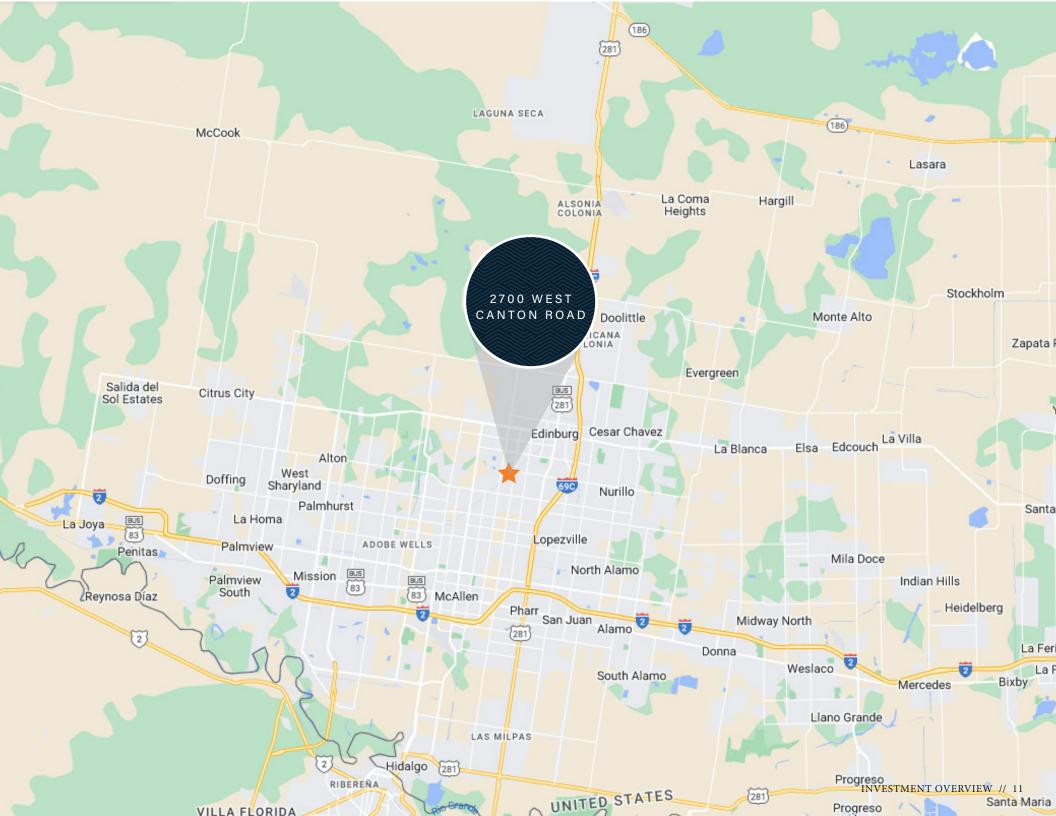
This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services of Nevada, Inc. @ 2025 Marcus & Millichap. All rights reserved. (Activity ID: ZAF0490179)

#### OPERATING STATEMENT-

Income	Current		Per SF	Pro Forma	Per SF	
Scheduled Base Rental Income	0		0.00	236,160	12.99	
Expense Reimbursement Income						
Net Lease Reimbursement						
Insurance	0		0.00	17,722	0.97	
Real Estate Taxes	0		0.00	27,462	1.51	
Total Reimbursement Income	\$0	0.0%	\$0.00	\$45,184	100.0% \$2.49	
Effective Gross Revenue	\$0		\$0.00	\$281,344	\$15.48	

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	17,722	0.97	17,722	0.97
Real Estate Taxes	27,462	1.51	27,462	1.51
Total Expenses	\$45,184	\$2.49	\$45,184	\$2.49
Expenses as % of EGR	0.0%		16.1%	
Net Operating Income	-\$45,184	(\$2.49)	\$236,160	\$12.99









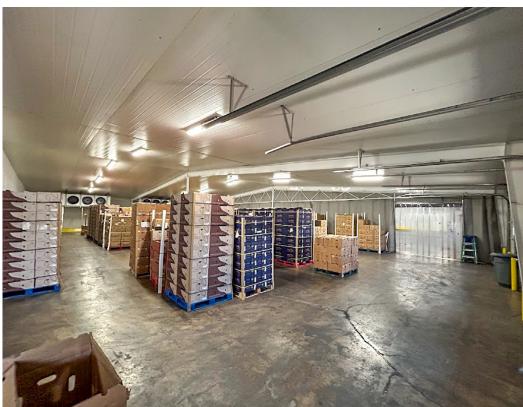












#### CAPABILITIES-

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 1,076 debt and equity financings in 2024



National platform operating within the firm's brokerage offices



\$6.7 billion total national volume in 2024



Access to more capital sources than any other firm in the industry

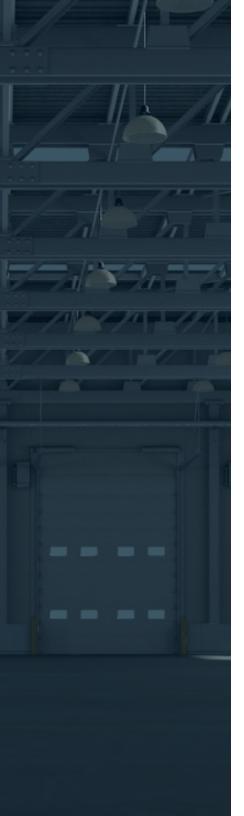
# WHY MMCC?

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





## **BROWNSVILLE-HARLINGEN**

Situated at the southernmost tip of Texas, the Brownsville-Harlingen metro comprises all of Cameron County. Almost half of the market's population lives within the city limits of Brownsville. The metro's location on the Gulf Coast, as well as the Texas-Mexico border, make trade a large economic driver. The area is also known for its growing aerospace industry, and strong education and health care sectors. Brownsville-Harlingen offers visitors a mix of cultures, outdoor activities and unique experiences. Overall affordability allows nearly 67 percent of all households to own a home.



PORT ACTIVITY



AEROSPACE INDUSTRY



DIVERSE ECONOMY

## MCALLEN-EDINBURG-MISSION

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.



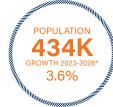






#### **BROWNSVILLE-HARLINGEN ECONOMY**

SpaceX has partnered with the University of Texas Rio Grande Valley for training and research into aerospace, radio and electronics. Brownsville is home to the Valley Regional Medical Center, and the Valley Baptist Medical Center. Additionally, the University of Texas Rio Grande Valley operates a school of medicine. The education and health care sectors employ approximately 30 percent of the workforce. Manufacturing firms in the area include Keppel AmFELS, ESCO Marine, Trico Technologies, and National Electric Coil.





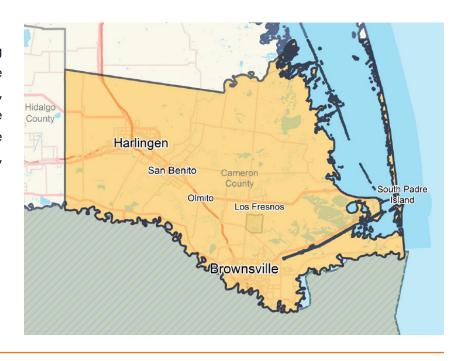
MEDIAN AGE

32.5

U.S. MEDIAN

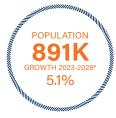
38.7

MEDIAN HOUSEHOLD INCOME
\$48,600
U.S. Median
\$68,500



#### MCALLEN-EDINBURG-MISSION 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.



HOUSEHOLDS

268K

GROWTH 2023-2028\*

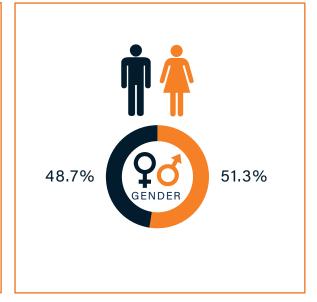
5.9%

MEDIAN AGE
30.1
U.S. MEDIAN
38.7

MEDIAN HOUSEHOLD INCOME \$44,100 U.S. Median \$68,500











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 of Nevada, Inc. © 2025 Marcus & Millichap. All rights reserved. (Activity ID: ZAF0490179)

#### DEMOGRAPHICS-

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	8,078	97,571	234,555
2023 Estimate			
Total Population	7,648	91,745	220,540
2020 Census			
Total Population	8,033	89,884	213,487
2010 Census			
Total Population	6,220	74,745	182,792
Daytime Population			
2023 Estimate	8,179	106,228	238,969
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	2,820	35,179	79,164
2023 Estimate			
Total Households	2,648	32,909	74,051
Average (Mean) Household Size	2.8	2.8	3.0
2020 Census			
Total Households	2,543	31,499	70,855
2010 Census	-		
Total Households	1,891	24,842	56,882

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	8.4%	5.1%	4.0%
\$150,000-\$199,999	9.1%	4.6%	4.0%
\$100,000-\$149,999	30.0%	18.8%	15.8%
\$75,000-\$99,999	10.9%	12.3%	11.6%
\$50,000-\$74,999	16.7%	18.2%	18.4%
\$35,000-\$49,999	8.3%	12.2%	13.2%
\$25,000-\$34,999	6.3%	8.4%	9.6%
\$15,000-\$24,999	4.2%	9.1%	10.8%
Under \$15,000	6.1%	11.3%	12.5%
Average Household Income	\$115,987	\$85,496	\$76,388
Median Household Income	\$94,754	\$60,960	\$54,258
Per Capita Income	\$40,172	\$30,826	\$25,73
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	7,648	91,745	220,540
Under 20	29.9%	30.9%	32.8%
20 to 34 Years	18.5%	22.8%	22.5%
35 to 39 Years	6.4%	6.5%	6.7%
40 to 49 Years	15.4%	13.3%	13.0%
50 to 64 Years	18.5%	15.9%	15.0%
Age 65+	11.3%	10.7%	10.0%
Median Age	36.3	32.2	31.1
Population 25+ by Education Level			
2023 Estimate Population Age 25+	4,863	55,535	130,599
Elementary (0-8)	5.6%	7.4%	10.9%
Some High School (9-11)	3.4%	6.6%	8.9%
High School Graduate (12)	14.5%	18.7%	21.9%
Some College (13-15)	22.0%	22.8%	21.7%
Associate Degree Only	7.4%	6.4%	6.2%
Bachelor's Degree Only	30.1%	24.6%	20.6%
Graduate Degree	17.0%	13.5%	9.8%
Travel Time to Work			
Average Travel Time to Work in Minutes	19.0	21.0	21.0



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 of Nevada, Inc. © 2025 Marcus & Millichap. All rights reserved. (Activity ID: ZAF0490179)



#### 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
ADAM ABUSHAGUR	661916	ADAM.ABUSHAGUR@MARCUSMILLICHAP.COM	972-755-5223
Sales Agent/Associate's Name	License No.	Email	Phone
Buyer/Tenant/Seller/Landlord Init	ials		_



PRESENTED BY

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

#### TYLER RANFT

Senior Associate Office & Industrial Division Austin Office Office (512) 338-7883 Tyler.Ranft@MarcusMillichap.com License: TX 732964

#### **ADAM ABUSHAGUR**

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

DEBT CONTACT

FRANK MONTALTO
Managing Director, Capital Markets 333 West Wacker Drive, Suite 200, Chicago, IL 60606 Office: (312) 327-5421 Frank.Montalto@MarcusMillichap.com

Marcus & Millichap TAG INDUSTRIAL GROUP