

Marcus & Millichap  
TAG INDUSTRIAL GROUP

2700 WEST CANTON ROAD

EDINBURG, TX 78539



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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**  
TAG INDUSTRIAL GROUP

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# 2700 WEST CANTON ROAD EDINBURG, TX 78539

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**Marcus & Millichap**

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### SECTION 2

Market Analysis ▪ Demographic Analysis

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 1

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### INVESTMENT OVERVIEW

Marcus & Millichap



## OFFERING SUMMARY

- ± 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	C
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%

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OFFERING HIGHLIGHTS

2700 WEST CANTON ROAD

EDINBURG, TX 78539

OFFERING PRICE  
**\$2,950,000**

PRO FORMA CAP RATE  
**8.01%**

Offering Price	\$2,950,000
Pro Forma Cap Rate	8.01%
Price/SF	\$162.27
Total Square Feet	18,180
Pro Forma Rental Rate	\$12.00
Pro Forma Lease Type	Triple-Net (NNN)
Tenancy	Vacant
Occupancy	0.00%

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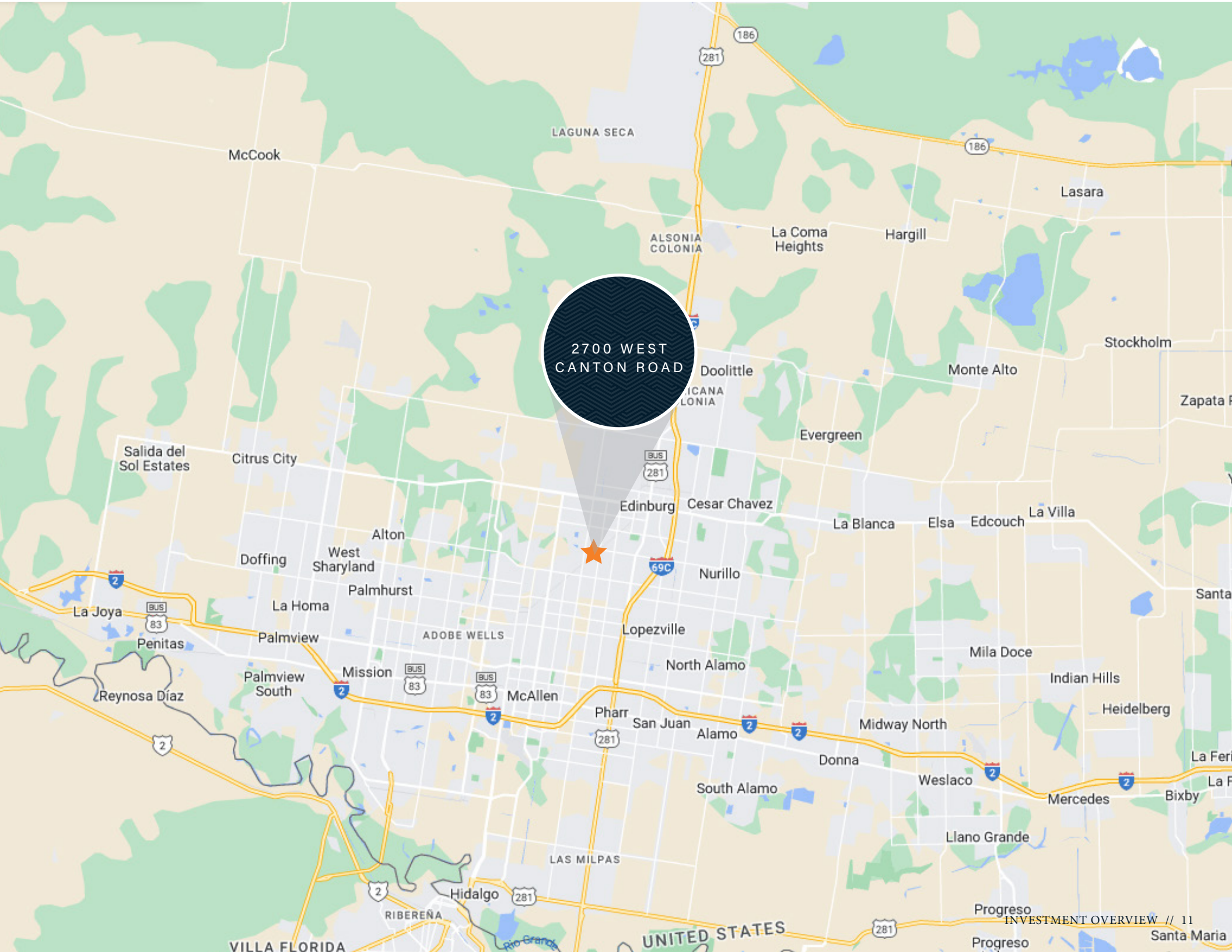
## OPERATING STATEMENT

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





2700 WEST  
CANTON ROAD



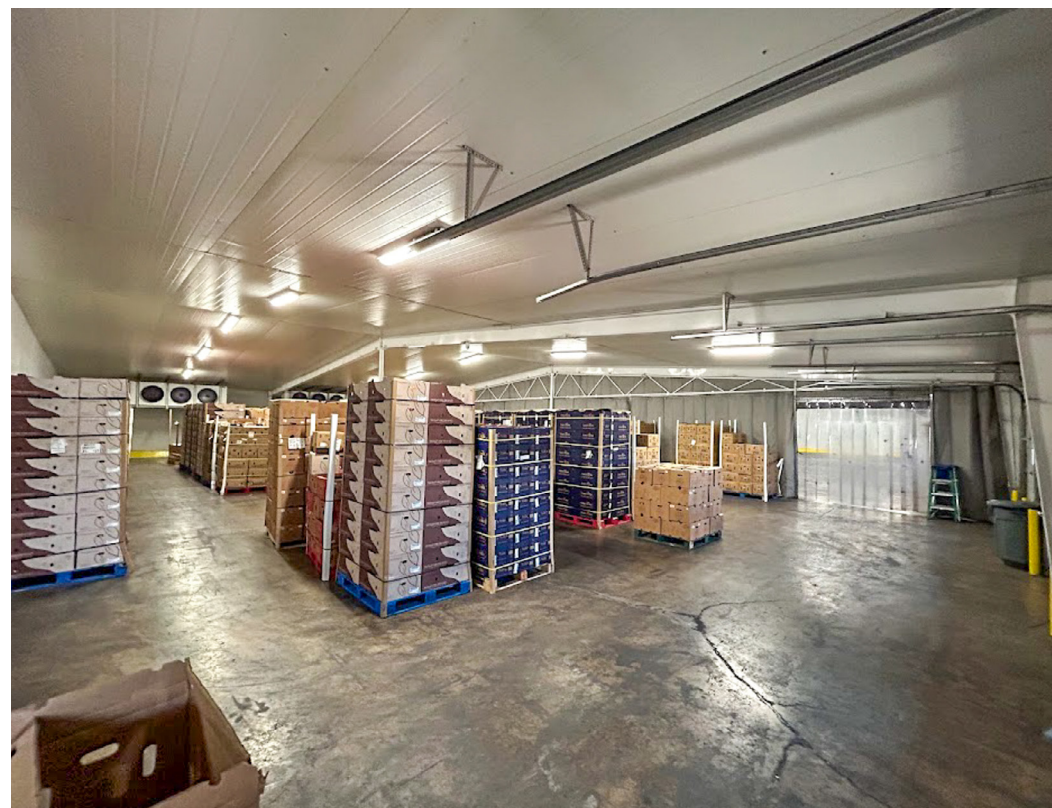


2700 WEST  
CANTON ROAD











## 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 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.

The background of the slide is a dark, blue-toned photograph of an industrial interior. It shows a large, multi-level structure with metal beams, pipes, and several hanging industrial lamps. The lighting is dim, creating a moody atmosphere. The structure appears to be a factory or a large warehouse with complex piping and structural elements.

## SECTION 2

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### MARKET OVERVIEW

Marcus & Millichap



# BROWNSVILLE-HARLINGEN

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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

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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

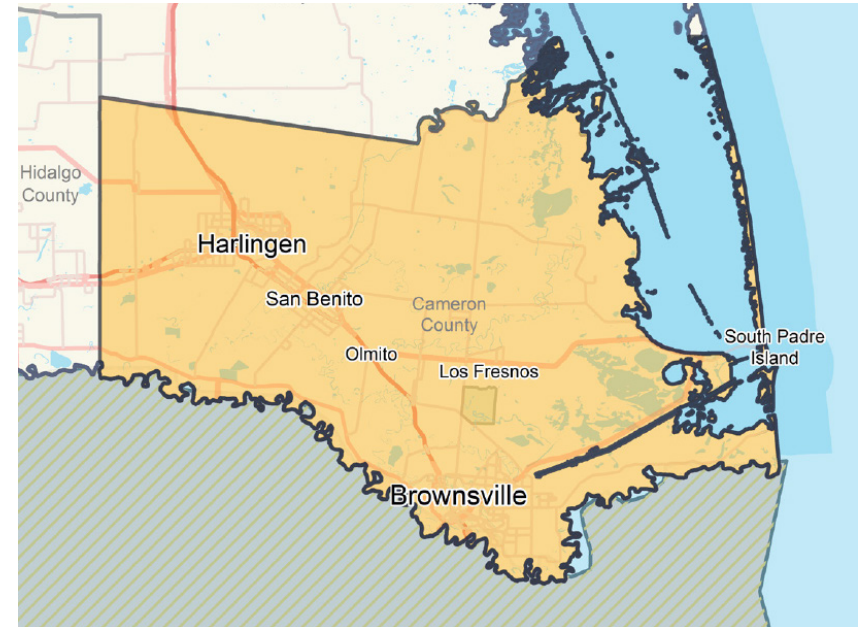
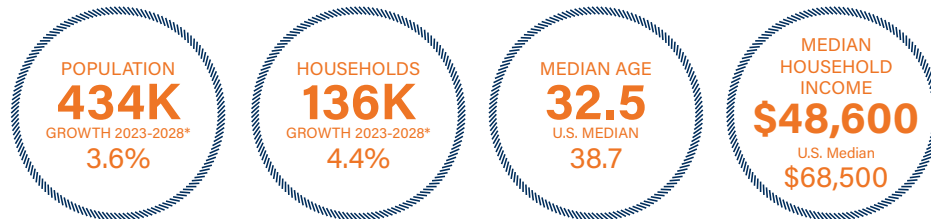


FOOD STORAGE  
AND PROCESSING

## METROPLEX GROWTH

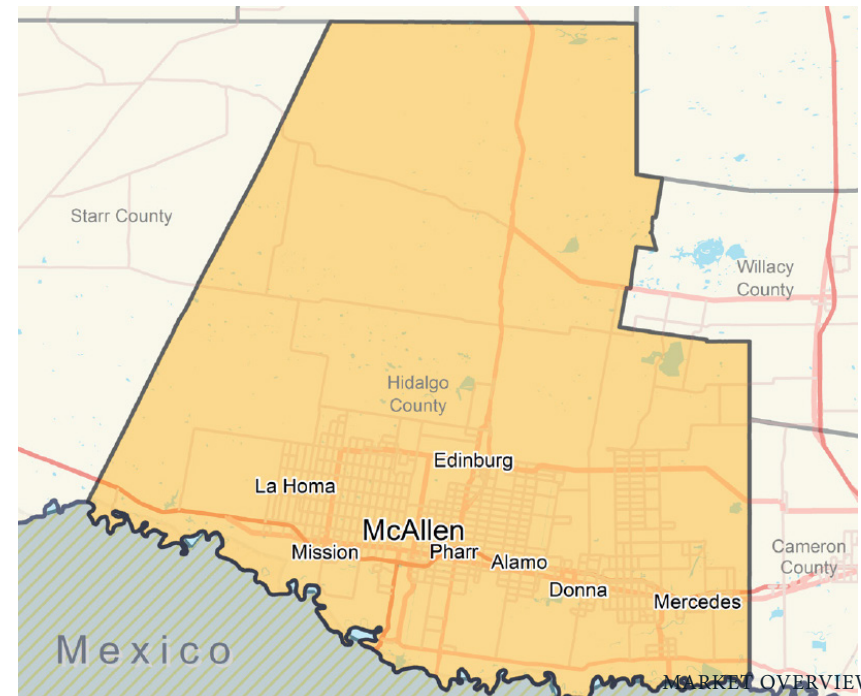
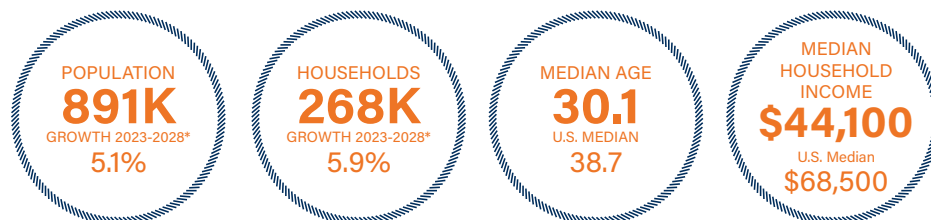
### BROWNSVILLE-HARLINGEN ECONOMY

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.



### 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.





## DEMOGRAPHICS



**220,540**

Total Population  
Within 5 Miles



48.7%



51.3%



**\$76,388**

Average Household Income  
Within 5 Miles



**109,377**

Employees  
Within 1 Mile

## DEMOGRAPHICS

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

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2023 Estimate</b>			
\$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	\$25,731
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
<b>Population By Age</b>			
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
<b>Population 25+ by Education Level</b>			
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%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	19.0	21.0	21.0



## 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.

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