

Marcus & Millichap
TAG INDUSTRIAL GROUP

309 SOUTH SALADO STREET

SAN ANTONIO, TX 78207

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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

- Vacant Five-Building ± 35,000-Square-Foot Warehouse Situated on 1.55 Acres
- Features 19,500 Square Feet of Usable/Rentable Space and Heavy Industrial Zoning
 - Redevelopment Opportunity for IOS or New Infill Construction
- Close Proximity to I-10/I-35, Central Business District, VIA Centro Plaza, and UTSA Downtown Campus
 - 5.9% Submarket Vacancy Rate, Down 70 Basis Points in 2024

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 309 South Salado Street in San Antonio, Texas. The subject property consists of approximately 35,000 square feet of warehouse space and is situated on 1.55 acres of land. The five-building asset features heavy industrial zoning, a clear height ranging between 15' to 22', three dock-high doors, and three-phase heavy power. Due to the condition of the vacant property, only 19,500 square feet are usable and rentable, offering buyers a redevelopment opportunity to demolish the property for industrial outdoor storage (IOS) or new infill construction. Located just off the junction of Interstates 10 and 35 in the Downtown area, the property sits within walking distance to VIA Centro Plaza (main bus station) and The University of Texas at San Antonio (UTSA) Downtown Campus. With the recent announcement of plans to acquire the 18-story office tower known as One Riverwalk Place, UTSA is undergoing its master plan to expand both its main and downtown campuses, benefiting the surrounding areas.

The subject property is positioned within the mid-sized Northwest submarket, containing 17 million square feet of industrial space. After experiencing the largest increase in speculative supply on record in 2023 with net deliveries at nearly 655,000 square feet, the inventory stabilized last year. Demand remained positive in 2024 at about 130,000 square feet, allowing the vacancy rate to buck the national trend, staying at 5.9 percent. At the start of 2025, only 61,400 square feet were under construction in Northwest, putting demand back in the driver's seat of vacancies and rent growth for the foreseeable future (CoStar).

Home to the Alamo and famous River Walk, San Antonio metro is the primary residence of 2.7 million people. San Antonio is the second most populous city in Texas behind Houston, housing more than 1.5 million residents. The local economy is anchored by the industries of healthcare, tourism, and national defense. An extensive transportation network provides shipping options to domestic and international markets. Additionally, the formation of the Eagle Ford Shale that runs through Atascosa and Wilson counties has cultivated a thriving energy sector. Valero Energy, one of the largest oil companies in the U.S., is headquartered in San Antonio. Major private employers include AT&T, Wells Fargo, USAA, and Toyota. San Antonio offers a high quality of life with a variety of entertainment including the NBA's San Antonio Spurs, SeaWorld, and Six Flags.

PROPERTY DETAILS

309 SOUTH SALADO STREET, SAN ANTONIO, TX 78207

Number of Suites	1
Number of Buildings	5
Total Square Feet	± 35,000
Usable Warehouse Square Feet	± 19,500
Year Built	1930
Lot Size	1.55 Acres
Type of Ownership	Fee Simple
Clear Height	15' to 22'
Parking Surface	Asphalt
Building Class	C
Tenancy	Vacant
Dock High Doors	3
Construction	Masonry/Metal
Power	3-Phase
Type of Lighting	Fluorescent
Zoning	I-2 Heavy Industrial
Roof Type	Pitched Metal
Age/Condition of Roofs	Needs Partial Repair
Market	San Antonio
Submarket	Northwest
Submarket Vacancy	5.90%



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309 SOUTH SALADO STREET

SAN ANTONIO, TX 78207

OFFERING PRICE
\$1,200,000

Offering Price	\$1,200,000
Price/SF	\$61.54
Total Square Feet	19,500
Tenancy	Vacant
Occupancy	0.00%

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OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	24,900	1.28	141,900	7.28
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	0	0.00	6,219	0.32
Real estate Taxes	0	0.00	10,981	0.56
Total Reimbursement Income	\$0	0.0%	\$17,200	100.0%
Effective Gross Revenue	\$24,900	\$1.28	\$159,100	\$8.16

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	6,219	0.32	6,219	0.32
Real Estate Taxes	10,981	0.56	10,981	0.56
Total Expenses	\$17,200	\$0.88	\$17,200	\$0.88
Expenses as % of EGR	69.1%		10.8%	
Net Operating Income	\$7,700	\$0.39	\$141,900	\$7.28



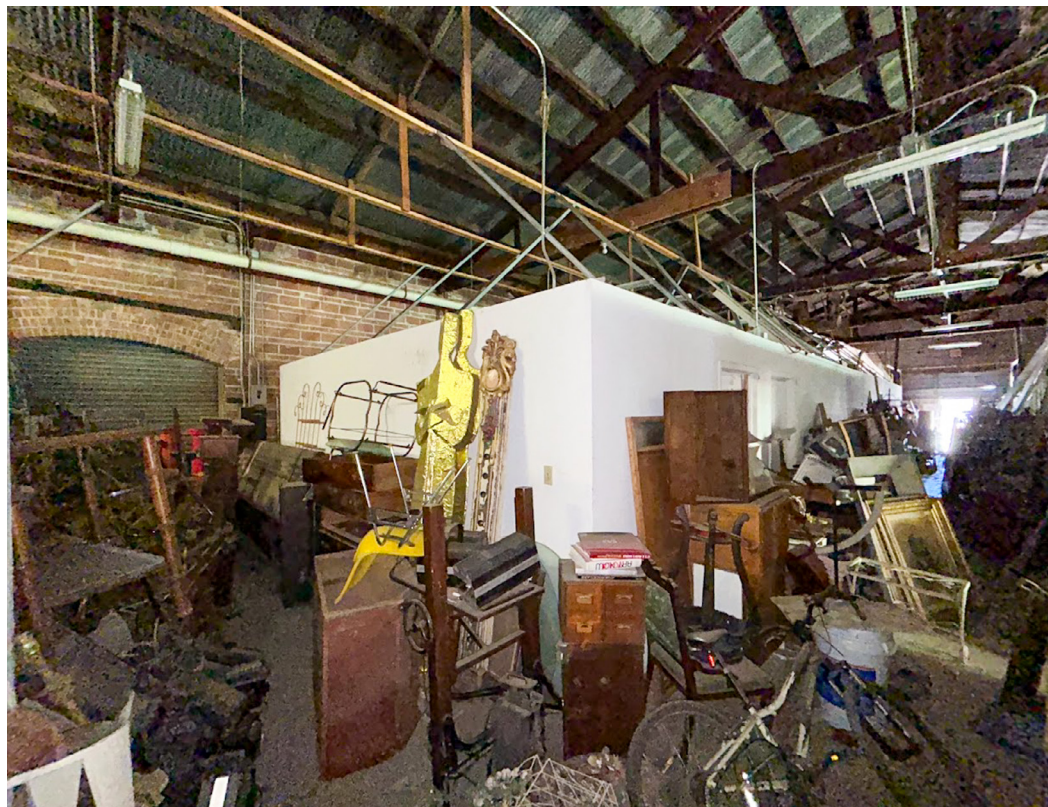
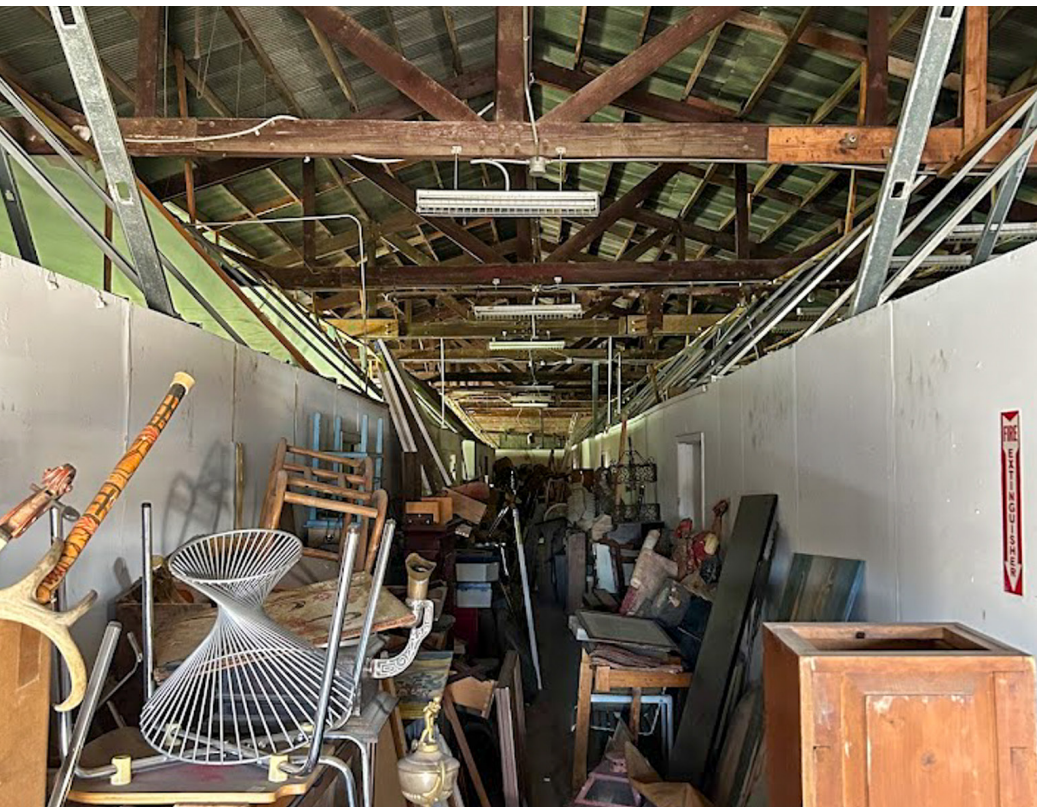
309 SOUTH SALADO STREET

San Antonio



309 SOUTH
SALADO
STREET





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-tinted photograph of an industrial interior. It shows a high ceiling with a complex network of metal beams and pipes. Several large, white, dome-shaped pendant lights are suspended from the ceiling. In the lower-left corner, a large, white, segmented industrial door is visible. The overall atmosphere is industrial and modern.

SECTION 2

MARKET OVERVIEW

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SAN ANTONIO TEXAS

Home to the Alamo and famous River Walk, the San Antonio metro is located in the southern portion of central Texas and straddles the Interstate 35 corridor, one of the fastest-growing areas in the state. The metro encompasses eight counties: Bandera, Atascosa, Kendall, Comal, Bexar, Guadalupe, Medina, and Wilson. Situated only 160 miles from Nuevo Laredo, Mexico, San Antonio is an easy drive on I-35 from the border and serves as a major gateway between the United States and Mexico. The area is further enhanced by an extensive transportation network that provides shipping options to domestic and international markets, as well as the Eagle Ford Shale formation that runs through Atascosa and Wilson counties. San Antonio is the most populous city in the metro, housing nearly 1.5 million residents. New Braunfels also has a local population above 100,000 citizens.



ROBUST
JOB CREATION



STRONG POPULATION
GROWTH



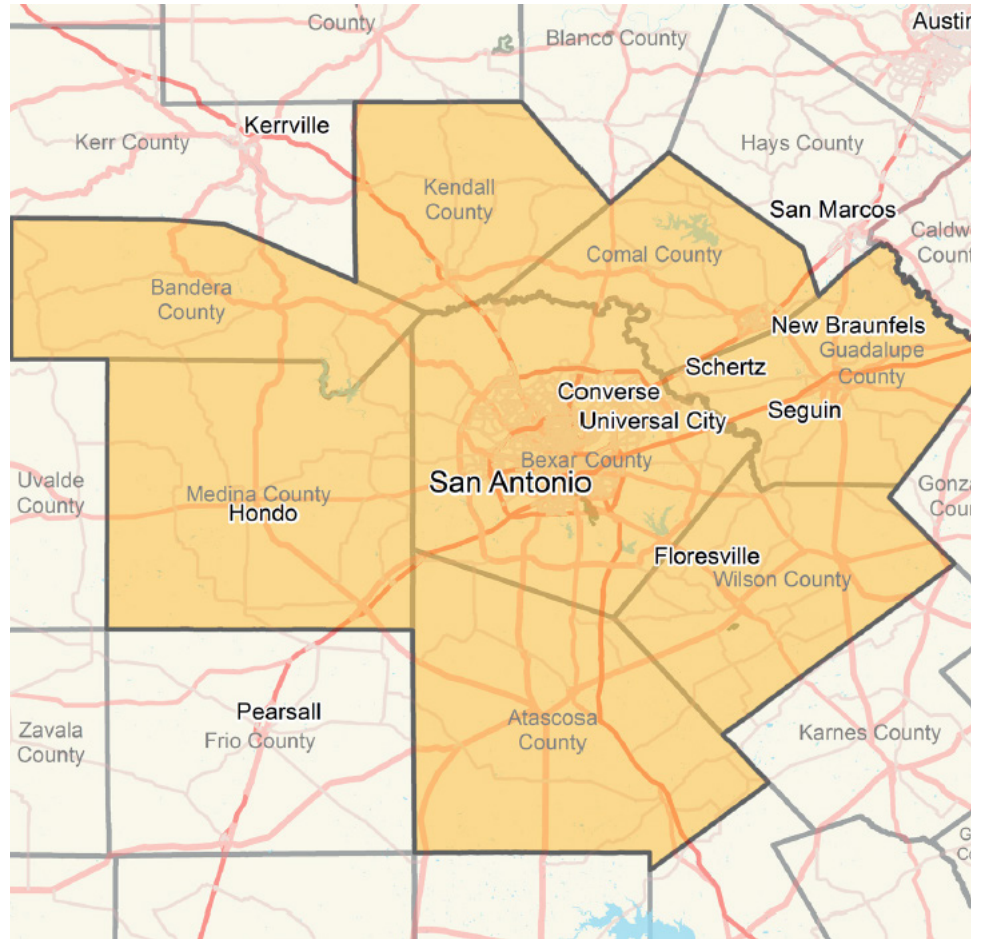
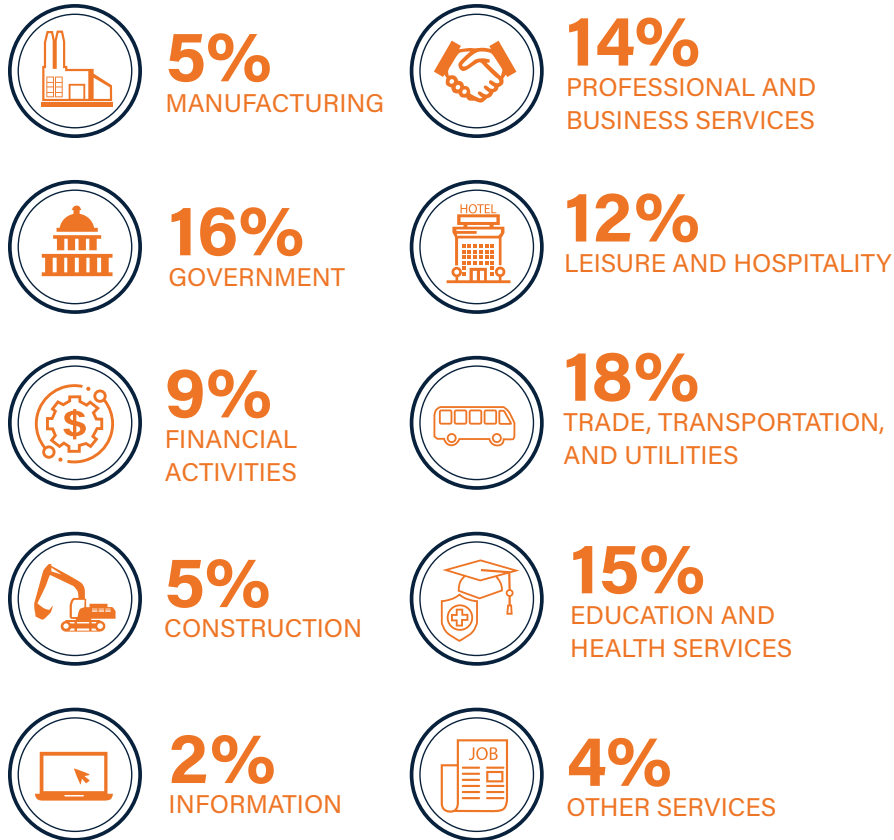
LOW COST-OF-LIVING
AND DOING BUSINESS



METROPLEX GROWTH

ECONOMY

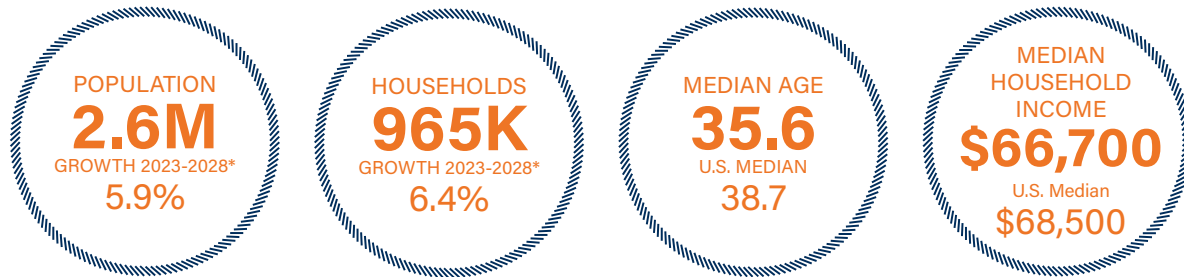
The Eagle Ford Shale deposit has contributed to the diversification of jobs into the energy sector. Valero's corporate headquarters are here, as well as firms like NuStar Energy. Lackland Air Force Base, Randolph Air Force Base, Fort Sam Houston, and Camp Bullis are among the myriad military installations located in the metro. An important component of the health care industry is South Texas Medical Center – a conglomerate of hospitals, clinics and research, as well as higher education facilities.



METROPLEX GROWTH

DEMOGRAPHICS

The metro is expected to add more than 153,000 people through 2028, resulting in the formation of roughly 62,000 households. A relatively youthful population contributes to a homeownership rate of 63 percent, which is slightly below the national rate of 64 percent. Roughly 28 percent of residents ages 25 and older hold a bachelor's degree; 10 percent of residents have also earned a graduate or professional degree.



QUALITY OF LIFE

Culture and history abound in places like La Villita, the Spanish Governor's Palace, San Fernando Cathedral, Casa Navarro State Historic Site, and the Alamo. Tradition blends with more modern attractions, such as the River Walk, a 2.5 mile stretch of parks, cafes, nightclubs and hotels. Upscale apartments built along the walk have brought more residents into the city. The metro is also home to numerous sporting events and teams, including the NBA's San Antonio Spurs, San Antonio FC Soccer and AA Baseball's Missions. Also, the University of Texas at San Antonio Roadrunners play NCAA Division 1 football. Art enthusiasts can visit many museums and cultural centers in San Antonio.



DEMOGRAPHICS



364,959

Total Population
Within 5 Miles



50.5%



49.5%



\$58,387

Average Household Income
Within 5 Miles



159,084

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	18,520	148,290	370,680
2023 Estimate			
Total Population	18,442	146,513	364,959
2020 Census			
Total Population	18,359	142,198	358,783
2010 Census			
Total Population	19,466	149,909	374,894
Daytime Population			
2023 Estimate	46,986	225,821	455,270
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	6,523	55,566	133,351
2023 Estimate			
Total Households	6,389	54,162	129,898
Average (Mean) Household Size	2.2	2.6	2.7
2020 Census			
Total Households	6,272	53,148	127,585
2010 Census			
Total Households	5,788	50,282	123,889

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	4.5%	3.0%	3.0%
\$150,000-\$199,999	4.0%	3.1%	2.6%
\$100,000-\$149,999	4.3%	7.0%	7.8%
\$75,000-\$99,999	4.8%	8.8%	9.1%
\$50,000-\$74,999	13.8%	16.1%	16.6%
\$35,000-\$49,999	10.5%	12.7%	13.7%
\$25,000-\$34,999	11.9%	12.9%	13.1%
\$15,000-\$24,999	15.2%	14.4%	14.2%
Under \$15,000	31.0%	22.0%	19.9%
Average Household Income	\$54,554	\$56,308	\$58,387
Median Household Income	\$28,165	\$35,661	\$37,673
Per Capita Income	\$21,947	\$21,543	\$21,262
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	18,442	146,513	364,959
Under 20	24.9%	27.3%	28.3%
20 to 34 Years	28.0%	22.9%	22.6%
35 to 39 Years	7.2%	6.8%	6.7%
40 to 49 Years	12.1%	12.1%	11.9%
50 to 64 Years	15.4%	17.1%	16.6%
Age 65+	12.4%	13.8%	13.9%
Median Age	33.2	34.9	34.4
Population 25+ by Education Level			
2023 Estimate Population Age 25+	12,112	95,816	233,691
Elementary (0-8)	19.5%	17.8%	16.4%
Some High School (9-11)	21.2%	15.8%	15.2%
High School Graduate (12)	29.3%	29.5%	30.9%
Some College (13-15)	14.7%	18.1%	18.7%
Associate Degree Only	4.2%	4.3%	4.8%
Bachelor's Degree Only	6.5%	8.8%	8.6%
Graduate Degree	4.6%	5.6%	5.4%
Travel Time to Work			
Average Travel Time to Work in Minutes	25.0	25.0	25.0



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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