

Marcus & Millichap
TAG INDUSTRIAL GROUP

70 JESSICA LANE

DEL RIO, TX 78840

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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.

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TAG INDUSTRIAL GROUP

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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

INVESTMENT OVERVIEW

Marcus & Millichap

OFFERING SUMMARY

- Vacant, Single-Tenant, 30,000-Square-Foot Logistics Facility Situated on 2.33 Acres
- Features Eight Loading Docks, Two Drive-Ins with Ramps, 16' to 20' Clear Height, and Wet Sprinkler System
 - Ample Land for Warehouse Expansion or Additional Entry/Exit Drive
 - Move-In Ready Space Two Miles Away from International Bridge
- Strategic Industrial Submarket with No Properties Under Construction

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 70 Jessica Lane in Del Rio, Texas. The subject property consists of approximately 30,000 square feet of warehouse space and is situated on 2.33 acres of land. The vacant single-tenant property features a clear height of 16' to 20', eight dock-high doors, two drive-in doors with ramps, metal construction, a wet sprinkler system, and three-phase power. With a building coverage ratio of 30 percent, the property has ample land for industrial outdoor storage space (IOS) or a building expansion. Located 2 miles from an international bridge via U.S. Route 277, the move-in ready property is ideal for distribution and logistics. Buyers also have the opportunity to acquire an adjacent property as part of a portfolio sale. The 5,000-square-foot service garage with ample surfaced IOS space for distribution is located at 1000 Frontera Road in Del Rio, Texas.

The Del Rio is a small industrial market, containing just 1.2 million square feet. Accounting for 83 percent of the inventory, logistics facilities dominate the market that is heavily dependent upon international trade with Mexico. FedEx Freight, Old Dominion Freight Line, and Stagecoach Cartage & Distribution all have a presence in Del Rio. In 2024, there were no new industrial properties delivered in Del Rio as net absorption contracted into negative territory by the most on record at about -187,000 square feet. As a result, the vacancy rate increased by 11.2 percentage points to 15.4 percent last year. The increase in availability put pressure on rents as the annual growth rate flatlined at just 0.1 percent. With no industrial properties under construction at the start of 2025, vacancies and rents will be dependent upon demand for the foreseeable future (CoStar).

Located on the U.S.-Mexico border, Del Rio has a history of trade between the two countries. Del Rio is the leading port for the importation of seats (excluding barber and dental chairs) and the exportation of civilian aircraft and parts. Del Rio is primely situated to benefit from the ongoing nearshoring movement in which domestic companies have shifted production from China to Mexico along the U.S. border in the wake of rising tariffs and the Chinese lockdowns that took place during the pandemic. In early 2023, Mexico surpassed China as America's top importer, providing a windfall for ports of entry primarily along the Texas-Mexico border. The border city is home to 52,804 residents with an average household income of \$66,679. Highlighted by the oldest operating winery in Texas and San Felipe Springs, the third-largest springs in the state, Del Rio has a rich culture and beautiful landscape (City of Del Rio).

PROPERTY DETAILS

70 JESSICA LANE, DEL RIO, TX 78840

Number of Suites	1
Number of Buildings	1
Total Square Feet	30,000
Warehouse Square Feet	29,500
Office Square Feet	500
Office Ratio	2%
Year Built	2001
Lot Size	2.33 Acres
Type of Ownership	Fee Simple
Clear Height	16'-20'
Parking Surface	Asphalt
Building Class	C
Tenancy	Single
Dock High Doors	8
Grade Level Doors	2
Sprinklers	Wet
Construction	Metal
Power	3-Phase
Type of Lighting	Fluorescent
Zoning	OCL - Outside City Limit - Industrial (General)
Roof Type	Metal
Age/Condition of Roofs	20 Years - Good
HVAC Units	1
Age/Condition of HVAC	15 Years - Good
Market	Del Rio
Market Vacancy	17.40%

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OFFERING HIGHLIGHTS

70 JESSICA LANE

DEL RIO, TX 78840

OFFERING PRICE

\$900,000

PRO FORMA CAP RATE

9.33%

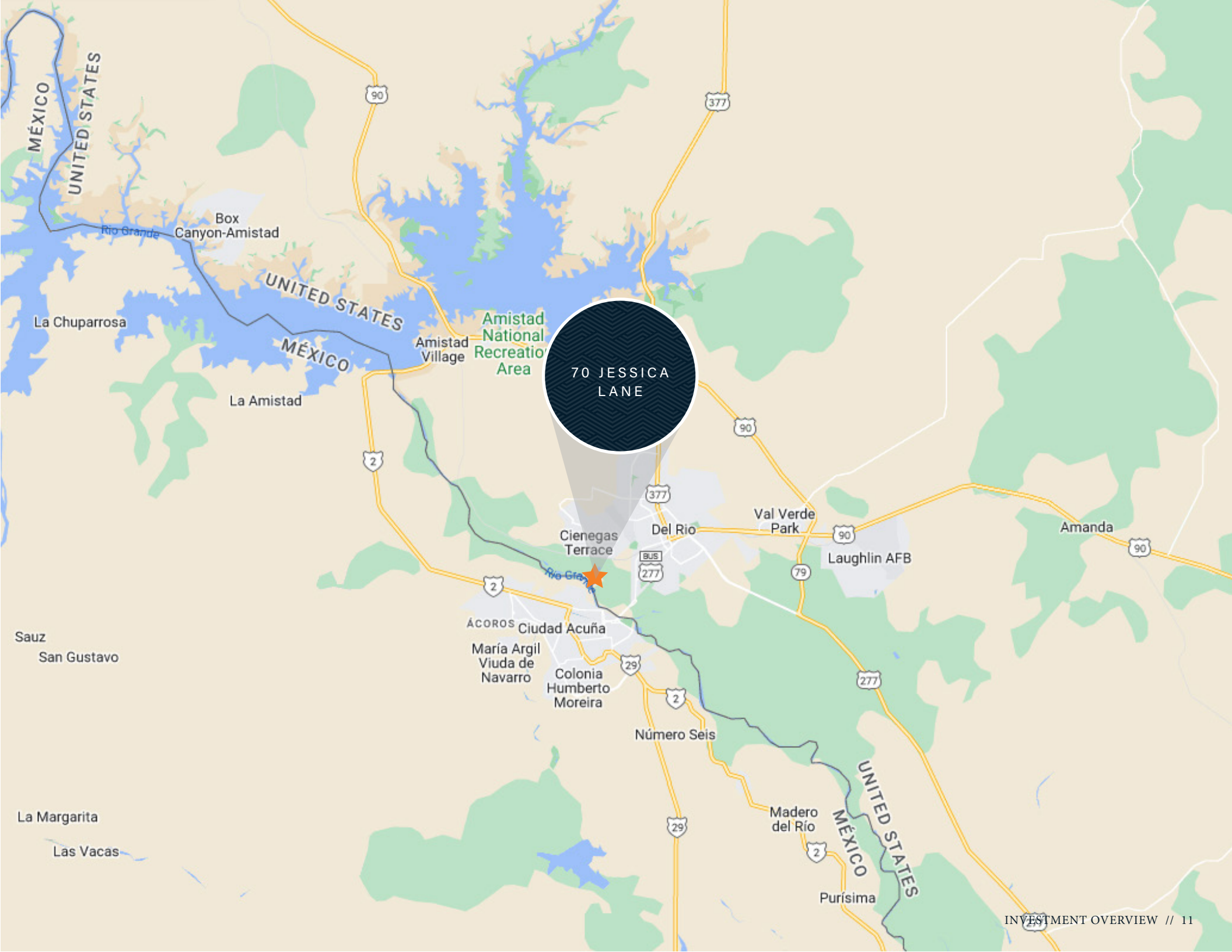
Offering Price	\$900,000
Pro Forma Cap Rate	9.33%
Price/SF	\$30.00
Total Square Feet	30,000
Pro Forma Rental Rate	\$2.80
Pro Forma Lease Type	Triple-Net (NNN)
Tenancy	Vacant
Occupancy	0.00%

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OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	0	0.00	84,000	2.80
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	0	0.00	13,500	0.45
Real Estate Taxes	0	0.00	14,920	0.50
Total Reimbursement Income	\$0 0.0%	\$0.00	\$28,420 100.0%	\$0.95
Effective Gross Revenue	\$0	\$0.00	\$112,420	\$3.75

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	13,500	0.45	13,500	0.45
Real Estate Taxes	14,920	0.50	14,920	0.50
Total Expenses	\$28,420	\$0.95	\$28,420	\$0.95
Expenses as % of EGR	0.0%		25.3%	
Net Operating Income	-\$28,420	(\$0.95)	\$84,000	\$2.80





70 JESSICA
LANE





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.

SECTION 2

MARKET OVERVIEW

Marcus & Millichap

DEL RIO TEXAS

Del Rio is a crucial gateway along the longest international border in the continental U.S. With a second international bridge in the pipeline, the city is destined for high rankings for U.S. trade with Mexico and Canada. Del Rio is the leading port for the importation of seats (excluding barber and dental chairs) and the exportation of civilian aircraft and parts. In recent years, Del Rio has benefitted from the ongoing nearshoring movement in which domestic companies have shifted production from China to Mexico in the wake of rising tariffs and the Chinese lockdowns that took place during the pandemic. In early 2023, Mexico surpassed China as America's top importer, providing a windfall for ports of entry primarily along the Texas-Mexico border.



METROPLEX GROWTH

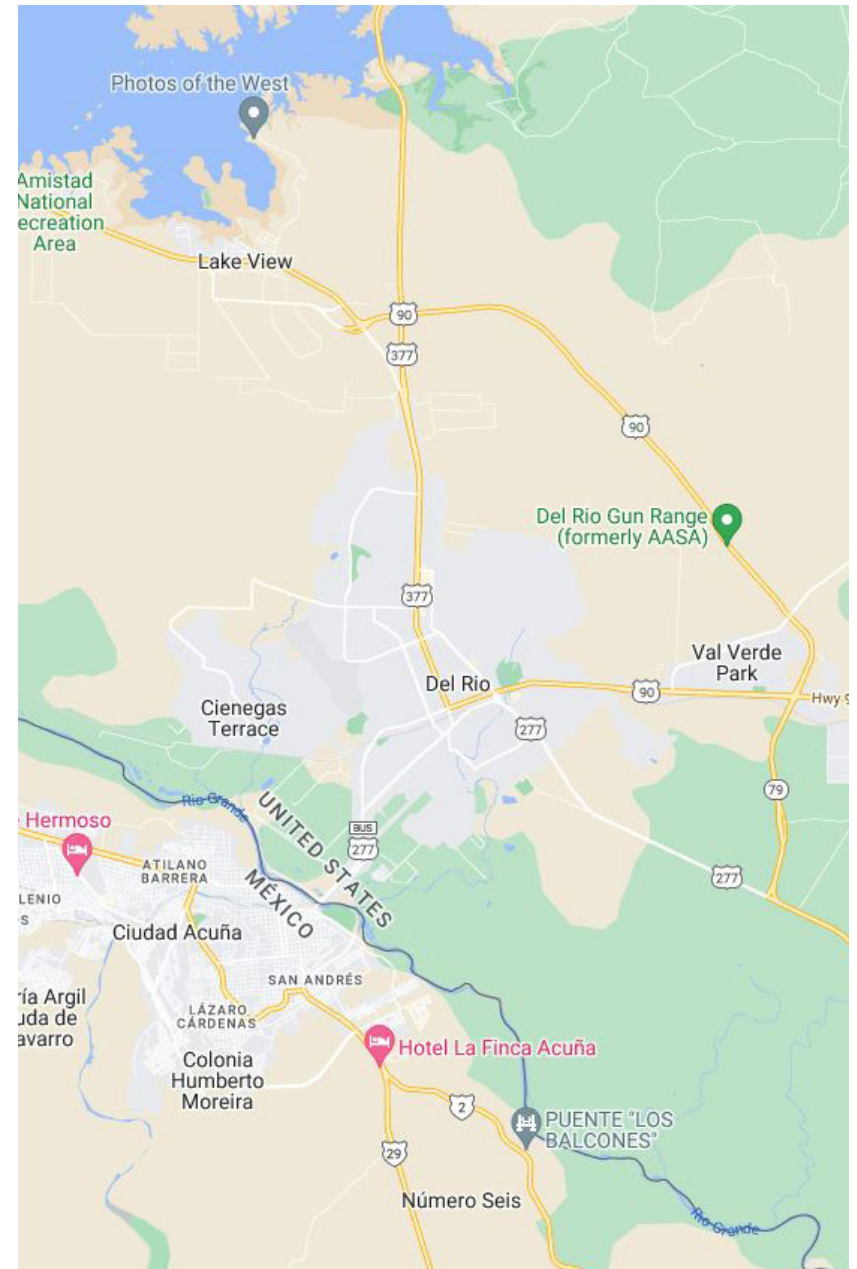
With a dramatic lakefront shoreline boasting phenomenal scenery, Del Rio is a true oasis in the desert. Home to Lake Amistad with about 65,000 acres of surface area and more than 850 miles of shoreline. The oasis is fed by the Devils River, Pecos River, and Rio Grande River and is created by the Amistad Dam, stretching across the Rio Grande from the US to Mexico. The reservoir sports massive cliffs, ancient rock art, secluded coves, and spring-fed waterfalls. The lake town offers a wide range of recreational activities including fishing, kayaking, scuba diving, water skiing, boating, and swimming. In true oasis fashion, Del Rio is also home to the San Felipe Springs, the third largest springs in Texas. Along the creek walk, families can picnic throughout the warmer months or float, swim, and kayak in the crystal-clear waters of San Felipe Creek. A true Texas treasure, Del Rio offers picturesque water views, both lake and spring, the oldest operating winery in Texas, a lush golf course with views of the San Felipe Springs, an up-and-coming historical downtown district, and lively culture within (City of Del Rio).

52,804
DEL RIO AREA
POPULATION

\$66,679
AVERAGE
HOUSEHOLD
INCOME

19,750
LABOR
FORCE

17,446
TOTAL
HOUSEHOLDS



DEMOGRAPHICS



36,690

Total Population
Within 5 Miles



50.0%



50.0%



\$62,177

Average Household Income
Within 5 Miles



16,756

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	115	14,642	37,413
2023 Estimate			
Total Population	114	14,350	36,690
2020 Census			
Total Population	118	14,607	36,682
2010 Census			
Total Population	134	15,025	38,130
Daytime Population			
2023 Estimate	77	12,868	35,803
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	34	5,012	13,030
2023 Estimate			
Total Households	34	4,890	12,715
Average (Mean) Household Size	3.0	2.9	2.9
2020 Census			
Total Households	34	4,809	12,507
2010 Census			
Total Households	39	4,799	12,465

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	4.2%	1.5%	1.4%
\$150,000-\$199,999	5.7%	2.1%	4.0%
\$100,000-\$149,999	13.0%	11.4%	13.0%
\$75,000-\$99,999	14.5%	12.2%	12.6%
\$50,000-\$74,999	19.0%	18.2%	18.0%
\$35,000-\$49,999	14.7%	13.4%	12.4%
\$25,000-\$34,999	6.1%	11.0%	9.7%
\$15,000-\$24,999	9.8%	10.9%	10.7%
Under \$15,000	12.9%	19.4%	18.3%
Average Household Income	\$79,911	\$57,662	\$62,177
Median Household Income	\$56,254	\$43,895	\$48,571
Per Capita Income	\$23,975	\$19,702	\$21,614
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	114	14,350	36,690
Under 20	32.5%	32.4%	31.9%
20 to 34 Years	19.4%	20.3%	20.7%
35 to 39 Years	5.5%	5.8%	6.3%
40 to 49 Years	12.4%	10.9%	11.3%
50 to 64 Years	16.2%	15.0%	15.0%
Age 65+	14.0%	15.6%	14.7%
Median Age	33.3	32.9	33.0
Population 25+ by Education Level			
2023 Estimate Population Age 25+	69	8,696	22,475
Elementary (0-8)	15.8%	19.6%	17.4%
Some High School (9-11)	11.7%	13.1%	11.4%
High School Graduate (12)	28.4%	30.2%	29.4%
Some College (13-15)	12.3%	17.3%	17.6%
Associate Degree Only	8.5%	6.1%	6.5%
Bachelor's Degree Only	16.6%	10.4%	12.8%
Graduate Degree	6.7%	3.3%	4.7%
Travel Time to Work			
Average Travel Time to Work in Minutes	23.0	19.0	20.0



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.

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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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