

Marcus & Millichap
TAG INDUSTRIAL GROUP



BIS Group Forwarders

828

828 HALLMARK DRIVE

LAREDO, TX 78045

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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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Market Analysis • Demographic Analysis

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 1

INVESTMENT OVERVIEW

Marcus & Millichap

OFFERING SUMMARY

- ±23,490-Square-Foot Light Industrial Warehouse Situated Over ±1.84 Acres of Land
- Features 30 Trailer Spots on Full Concrete Yard, 16' to 22' Clear Height, and Six Dock Doors
- Located Near I-35 and I-69W Interchange in Prime Industrial Park with Strategic Access to #1 Port in U.S.
- Expiring Lease in December 2025 Creates Lease-Up or Owner-User Opportunity
- High-Growth Industrial Market with 3.5% Vacancy Rate Among Comparables

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 828 Hallmark Drive in Laredo, Texas, leased to Vectorial Network Logistics. The subject property consists of approximately 23,490 square feet of warehouse logistics space and is situated on 1.84 acres of land. Delivered in 2007, the single-tenant asset features a clear height ranging from 16' to 22', six dock-high doors, metal construction, two HVAC units, and 12 parking spaces. With a fully concrete-paved yard that can contain up to 30 trailers, the property is ideal for distribution and logistics. Primely located in the Milo Industrial Park, the property has strategic access to a strong workforce, Interstates 35 and 69 West, and the World Trade Bridge. Expiring in December 2025, the tenant is signed to a modified gross lease at \$7.41 per square foot. Established in 2012, Vectorial Network Logistics is a wholesale importer and exporter, specializing in customs, logistics, distribution, storage, and transportation of merchandise. The vacancy of Vectorial Network Logistics gives buyers a lease-up or owner-user opportunity.

The Laredo industrial market is relatively small, containing 47.7 million square feet of space, centered around international trade with Mexico. In 2024, net absorption slowed considerably by 76.5 percent but remained in positive territory at 711,000 square feet. Meanwhile, net deliveries also slowed by 30.0 percent but outpaced demand with 2.5 million square feet, pushing the vacancy rate up 370 basis points to 6.1 percent. Given that most of the new supply was concentrated in midsize and big-box warehouses, the vacancy rate among comparable properties under 50,000 square feet, remained in low territory last year at 3.5 percent, up 290 basis points on the year. The overall annual rent growth in Laredo decelerated 410 basis points to 2.4 percent, representing the slowest level since 2011. With a record 6.9 million square feet under construction in Laredo, supply will continue to put additional pressure on vacancies and rents for the foreseeable future, particularly among midsize and big-box warehouses (CoStar).

Located on the U.S.-Mexico border, Laredo has a long history as the center of trade between the two countries. Laredo became the first official port of entry on the border in 1851 and today is the leading port in the nation among more than 450 airports, seaports, and border crossings, handling \$320 billion in trade in 2023. Each year, over four million commercial trucks pass through Port Laredo, creating a robust logistics industry. Area colleges and universities deepen the advantages for companies, providing thousands of students equipped with the skills to fill in-demand jobs each year. After experiencing a significant decline during the pandemic in 2020, metro Laredo's population stabilized, rising to 269,000 in 2023 (Texas Economic Development Corporation, Laredo Economic Development Corporation). In recent years, Laredo has been the top beneficiary of 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 (U.S. Census Bureau).

PROPERTY DETAILS

828 HALLMARK DRIVE, LAREDO, TX 78045

Number of Suites	1
Number of Buildings	1
Total Square Feet	23,490 SF
Warehouse Square Feet	21,488 SF
Office Square Feet	2,002 SF
Office Ratio	8.52%
Year Built	2007
Lot Size	1.84 Acres
Clear Height	16'-22'
Parking Spaces	12
Parking Surface	Concrete
Building Class	C
Dock-High Doors	6
Sprinklers	Yes
Construction	Metal/Tilt-Wall
Power	Single
Zoning	M-1
Roof Type	Metal
HVAC Units	2
Submarket	Laredo
Market Vacancy	3.10%



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OFFERING HIGHLIGHTS

828 HALLMARK DRIVE

LAREDO, TX 78045

OFFERING PRICE

\$3,200,000

CAP RATE

4.02%

PRO FORMA CAP RATE

7.49%

Offering Price	\$3,200,000
Cap Rate	4.02%
Pro Forma Cap Rate	7.49%
Price/SF	\$136.23
Total Square Feet	23,490
Rental Rate	\$7.41
Lease Type	Modified Gross
Lease Term	12/15/2025
Tenancy	Single
Occupancy	100.00%

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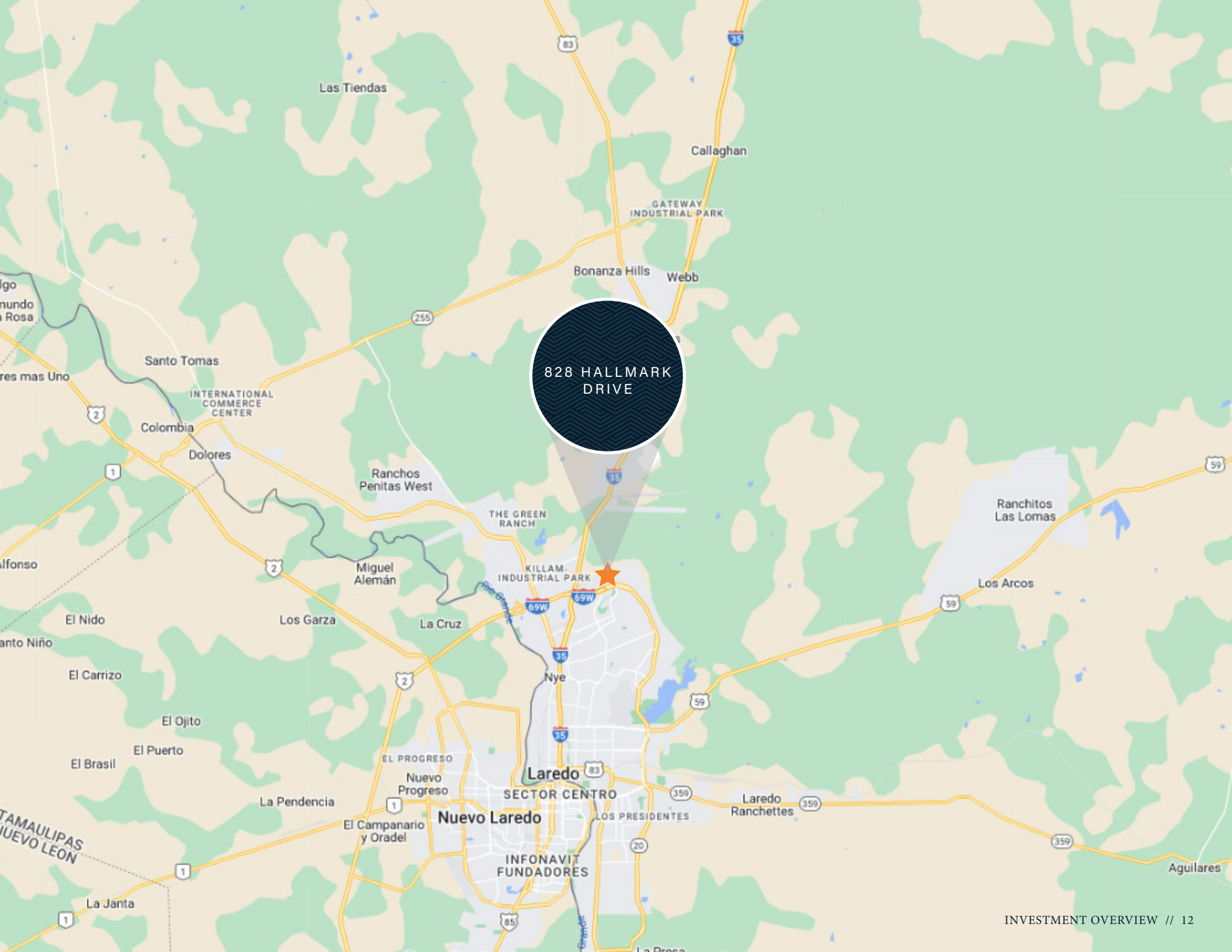
RENT ROLL

			%			Annual				Pro Forma
Tenant Name	Suite	Square Feet	Bldg Share	Lease Dates		Rent per	Total Rent	Total Rent	Rent	Lease
				Comm.	Exp.	Sq. Ft.	Per Month	Per Year	Per Year	Type
Vectorial Network Logistics	1	23,490	100.0%	12/15/22	12/15/25	\$7.41	\$14,500	\$174,000	\$239,598	Modified Gross
Total		23,490				\$7.41	\$14,500	\$174,000	\$239,598	
Occupied Tenants: 1				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%		
Total Current Rents: \$14,500						Occupied Current Rents: \$14,500		Unoccupied Current Rents: \$0		

OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	174,000	7.41	239,598	10.20
Expense Reimbursement Income				
Net Lease Reimbursement				
Insurance	0	0.00	9,000	0.38
Real Estate Taxes	0	0.00	36,244	1.54
Total Reimbursement Income	\$0 0.0%	\$0.00	\$45,244 100.0%	\$1.93
Effective Gross Revenue	\$174,000	\$7.41	\$284,842	\$12.13

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Insurance	9,000	0.38	9,000	0.38
Real Estate Taxes	36,244	1.54	36,244	1.54
Total Expenses	\$45,244	\$1.93	\$45,244	\$1.93
Expenses as % of EGR	26.0%		15.9%	
Net Operating Income	\$128,756	\$5.48	\$239,598	\$10.20



828 HALLMARK
DRIVE



828 HALLMARK
DRIVE





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 large warehouse or factory floor with multiple levels and complex piping.

SECTION 2

MARKET OVERVIEW

Marcus & Millichap

LAREDO TEXAS

Located on the U.S.-Mexico border, Laredo has a long history as the center of trade between the two countries. Laredo became the first official Port of Entry on the border in 1851 and today is the #1 inland port on the border, handling more than \$231 billion in trade in 2019—a 135% increase over the previous decade. Area colleges and universities deepen the advantages for companies, with thousands of students being equipped with the skills to fill in-demand jobs each year.



LOGISTICS AND
TRANSPORTATION



EDUCATIONAL
OPPORTUNITY



TOP MARKET
FOR TRADE

METROPLEX GROWTH

ECONOMY

Laredo's economic strength is anchored in logistics and transportation, with corporate services and life sciences rounding out the local business landscape. Major employers in Laredo include Concentrix, FedEx Freight, H-E-B, International Bank of Commerce and Laredo Medical Center.

POPULATION
269.15K

TOTAL
EMPLOYMENT
117.26K

MSA GDP
\$11.7B

EDUCATION

Traditional students and continuing education learners alike have access to educational opportunity in Laredo. Laredo College educates more than 10,000 students across two campuses in a variety of academic, technical and vocational programs that include business management, computer technology, industrial technology, transportation technology and more. Texas A&M International University leverages its proximity to Mexico to serve as the cultural and intellectual hub of the Laredo area. TAMIU offers undergraduate and graduate degrees in business, engineering, nursing and health sciences and more, as well as certificates in business leadership, logistics and petroleum engineering.

INFRASTRUCTURE

Laredo is a top market for trade thanks to its location and supreme transportation infrastructure. South Texas' extensive highway system connects through Laredo. Laredo is the southernmost point of I-35 highway, a 1,500-plus-mile Interstate Highway that stretches to Duluth, Minnesota, spanning the United States from Mexico to Canada. The Port of Laredo is the #1 inland port on the U.S.-Mexico border and is consistently a top U.S. port overall. Port of Laredo handled \$231 billion in trade in 2019, with vehicles, machinery and electronics representing the top imports and exports. Laredo International Airport is served by Allegiant, American Airlines and United Airlines for passenger travel and FedEx and UPS for cargo. The airport offers on-site 24/7 U.S. Customs (CBP) processing and Mexico Customs (SAT) air cargo processing, and petroleum engineering.



DEMOGRAPHICS



91,598

Total Population
Within 5 Miles



49.5%



50.5%



\$104,257

Average Household Income
Within 5 Miles



47,730

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Population	3,291	39,965	98,081
2023 Estimate			
Total Population	3,267	38,447	91,598
2020 Census			
Total Population	3,466	37,783	87,815
2010 Census			
Total Population	2,048	29,711	72,220
Daytime Population			
2023 Estimate	4,104	36,740	100,596
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2028 Projection			
Total Households	1,036	12,513	30,451
2023 Estimate			
Total Households	1,020	11,959	28,245
Average (Mean) Household Size	3.2	3.2	3.2
2020 Census			
Total Households	1,013	11,649	26,907
2010 Census			
Total Households	629	8,629	20,697

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2023 Estimate			
\$200,000 or More	7.0%	9.0%	7.8%
\$150,000-\$199,999	8.4%	9.9%	7.5%
\$100,000-\$149,999	30.6%	29.8%	22.1%
\$75,000-\$99,999	16.0%	15.6%	15.2%
\$50,000-\$74,999	20.4%	18.1%	19.2%
\$35,000-\$49,999	7.1%	6.9%	9.5%
\$25,000-\$34,999	3.0%	3.8%	7.0%
\$15,000-\$24,999	2.2%	2.5%	5.0%
Under \$15,000	5.3%	4.5%	6.6%
Average Household Income	\$112,031	\$119,572	\$104,257
Median Household Income	\$93,767	\$98,046	\$78,962
Per Capita Income	\$34,985	\$37,204	\$32,302
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2023 Estimate Total Population	3,267	38,447	91,598
Under 20	36.0%	32.8%	32.5%
20 to 34 Years	20.8%	19.1%	20.5%
35 to 39 Years	7.8%	6.5%	6.6%
40 to 49 Years	15.5%	15.4%	14.7%
50 to 64 Years	13.6%	17.3%	16.4%
Age 65+	6.2%	8.9%	9.2%
Median Age	30.6	33.5	32.5
Population 25+ by Education Level			
2023 Estimate Population Age 25+	1,879	23,210	54,783
Elementary (0-8)	4.1%	4.8%	6.9%
Some High School (9-11)	5.3%	5.1%	7.8%
High School Graduate (12)	15.9%	15.0%	18.4%
Some College (13-15)	18.7%	20.9%	20.9%
Associate Degree Only	13.1%	11.1%	9.9%
Bachelor's Degree Only	30.1%	30.0%	25.4%
Graduate Degree	12.7%	13.1%	10.5%
Travel Time to Work			
Average Travel Time to Work in Minutes	20.0	19.0	19.0



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 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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