

Marcus & Millichap  
TAG INDUSTRIAL GROUP

WILBORN STEEL CO., LTD.  
7926 SOUTH PRESA STREET

SAN ANTONIO, TX 78223



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Texas Real Estate Commission  
P.O. Box 12188  
Austin, Texas 78711-2188  
(512) 936-3000

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PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS.

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP

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TAG INDUSTRIAL GROUP









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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

- Vacant 21,925-Square-Foot Specialized Industrial Facility Situated on 5.76 Acres
- Equipped with Seven Overhead Cranes and Four Oversized “Hangar-Style” Grade-Level Doors
  - 22’ Eave Height, 32’ Center Height, and 800 Amps of 120/240V Three-Phase Heavy Power
    - Over 2 Acres of Covered Industrial Outdoor Storage (IOS)
- Ideal for Manufacturing, Welding/Fabrication, Laydown Inventory Storage, & Additional Development
  - Strategic South Submarket Location Near Interstates 410 & 37
    - Area Vacancy Rate Down 150 Basis Points Year Over Year

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 7926 South Presa Street in San Antonio, Texas. The subject property consists of approximately 21,925 square feet of specialized industrial space and is situated on 5.76 acres of land. The three-building asset features two units, metal construction, three-phase heavy power with 120/240 volts and 800 amps, and over two acres of asphalt-covered industrial outdoor storage space. With an eave height of 22’ and a 32’ center height, the property easily accommodates its seven overhead cranes, including three 10-ton cranes, three five-ton cranes, and one two-ton crane. The property is equipped with four hangar-style doors measuring 40’ to 50’ in width and 16’ in height. For sale as vacant, the ready-to-use property (with a 9 percent building-to-coverage ratio) can accommodate a variety of equipment and uses, such as tall machinery and production lines for manufacturing, welding/fabrication, laydown inventory storage, and even additional development. With frontage along South Presa Street, the property has direct access to Interstate 410, which connects to Interstate 37.

The subject property is well-positioned within the large south submarket, containing 43.4 million square feet of industrial space. During Q1 2025, the 816,000 square feet of industrial demand in south San Antonio outpaced the 411,000 square feet of new supply, pushing the vacancy rate down for the third time in four quarters. After peaking in Q1 2024 at 12.0 percent, the vacancy rate fell 150 basis points to 10.5 percent by Q1 2025. Thanks to the pickup in demand, the annual growth rate of market rents temporarily reversed course, increasing 40 basis points to 3.8 percent. As a result, the average market rent ticked up to about \$10.30 per square foot in Q1. At the start of Q2, 1.4 million square feet of industrial space were under construction in south San Antonio, representing 3.2 percent of the inventory (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

## 7926 SOUTH PRESA STREET, SAN ANTONIO, TX 78223

Number of Suites	1
Number of Buildings	3
Total Square Feet	21,925 SF
Warehouse Square Feet	20,250 SF
Office Square Feet	1,675 SF
Office Ratio	7.64%
Year Built	1960/1990/2010
Lot Size	5.76 Acres
Type of Ownership	Fee Simple
Clear Height	22'
Parking Spaces	10
Parking Surface	Asphalt
Building Class	C
Tenancy	Owner-User
Grade Level Doors	4
Cranes	(7) Total - Three 10-Ton Cranes, Three Five-Ton Cranes, and One Two-Ton Crane
Construction	Metal
Power	3-Phase 120/240V 800 Amps
Type of Lighting	LED
Zoning	I-1/C-3
Roof Type	R-Panel Galvalume
Age/Condition of Roofs	Average
HVAC Units	1
Age/Condition of HVAC	Average
Market	TX-San Antonio
Market Vacancy	11.10%

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WILBORN STEEL CO., LTD.

7926 SOUTH PRESA STREET, SAN ANTONIO, TX 78223

OFFERING PRICE

Request For Offers

Offering Price	Request For Offers
Total Square Feet	21,925
Total Acres	5.76 Acres
Tenancy	Owner-User
Occupancy	0.00%

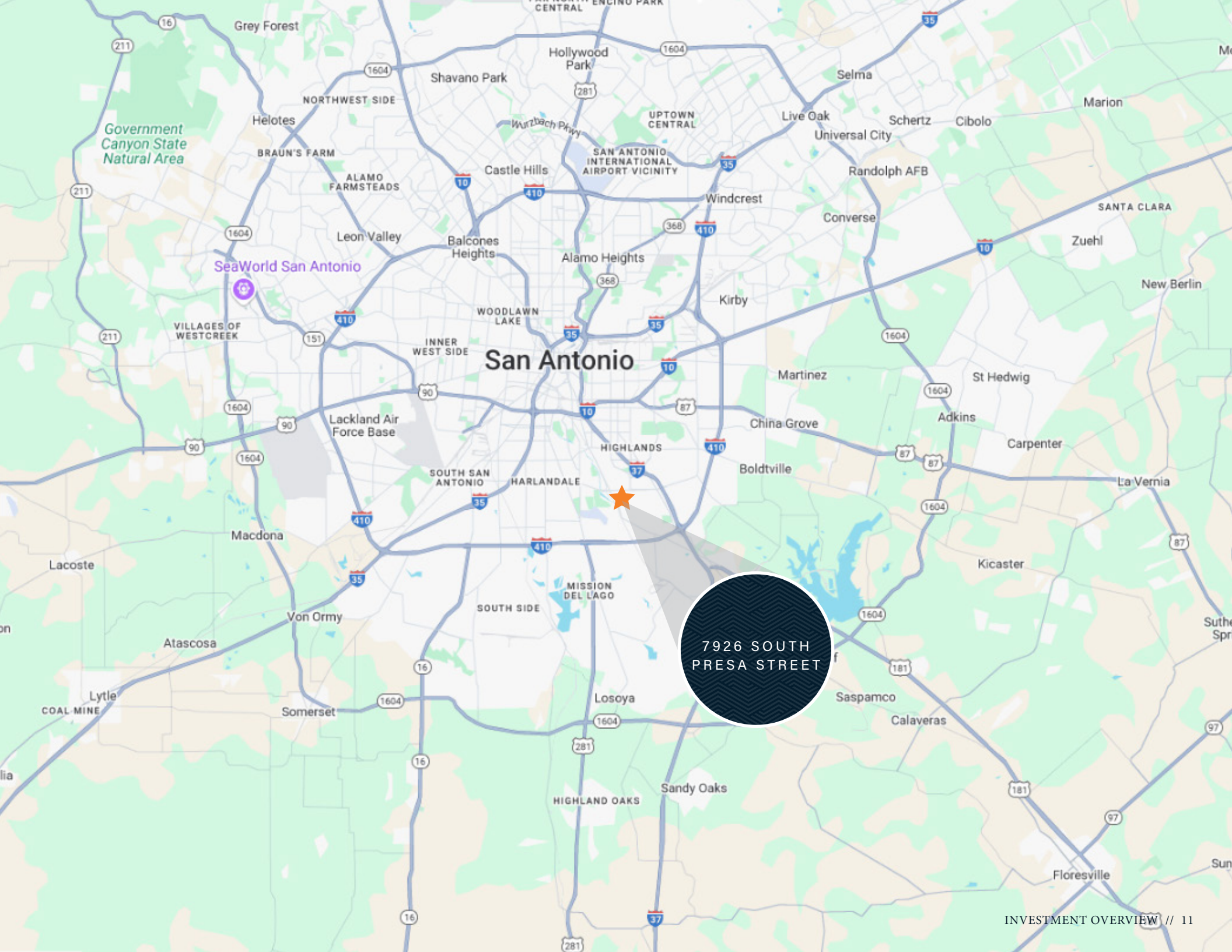
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## OPERATING STATEMENT

Income	Current	Per SF
Scheduled Base Rental Income	360,000	16.42
Expense Reimbursement Income		
Net Lease Reimbursement		
CAM	31,308	1.43
Insurance	15,138	0.69
Real Estate Taxes	38,876	1.77
Total Reimbursement Income	\$85,322	100.0%
Effective Gross Revenue	\$445,322	\$20.31

Operating Expenses	Current	Per SF
Electric	19,284	0.88
Water	2,244	0.10
Trash Removal	3,780	0.17
Landscaping	6,000	0.27
Insurance	15,138	0.69
Real Estate Taxes	38,876	1.77
Total Expenses	\$85,322	\$3.89
Expenses as % of EGR	19.2%	
Net Operating Income	\$360,000	\$16.42





7926 SOUTH  
PRESA STREET





7926 SOUTH  
PRESA 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.



1,249 Financing  
Transactions  
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

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### MARKET OVERVIEW

Marcus & Millichap



# SAN ANTONIO TEXAS

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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: Bander, 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.



**5%**  
MANUFACTURING



**14%**  
PROFESSIONAL AND  
BUSINESS SERVICES



**16%**  
GOVERNMENT



**12%**  
LEISURE AND HOSPITALITY



**9%**  
FINANCIAL  
ACTIVITIES



**18%**  
TRADE, TRANSPORTATION,  
AND UTILITIES



**5%**  
CONSTRUCTION



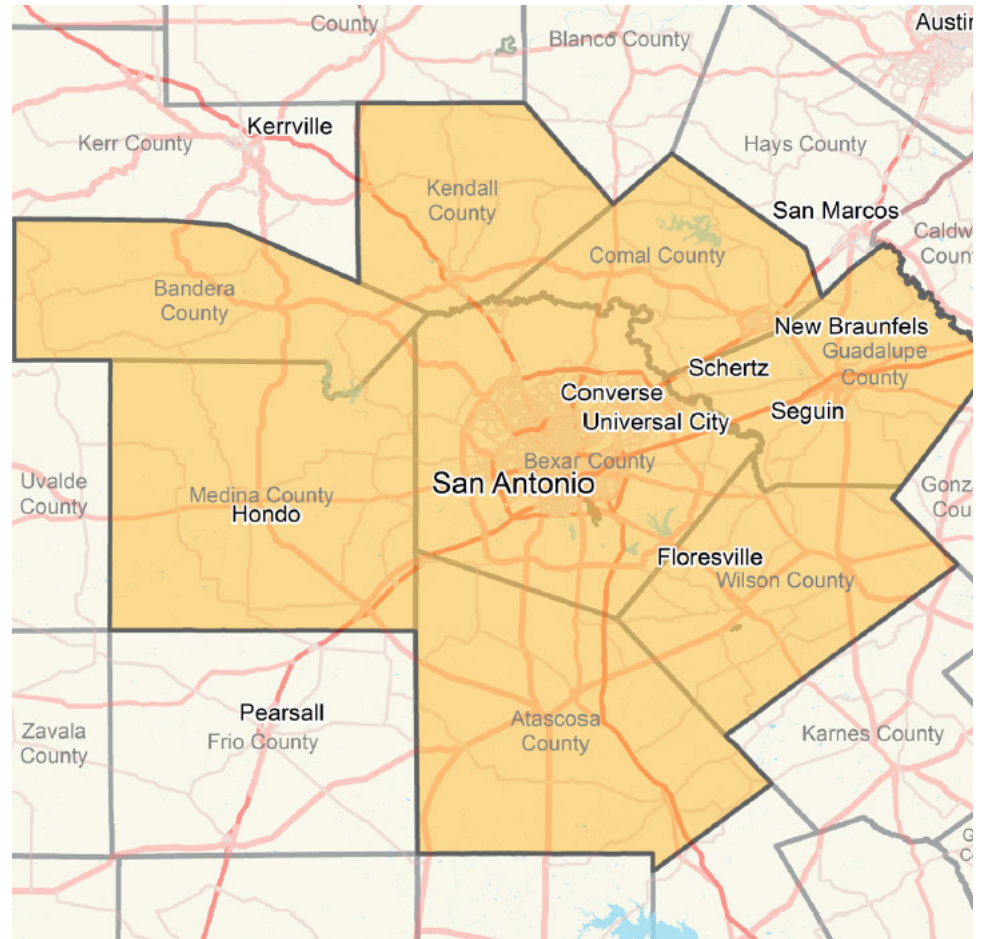
**15%**  
EDUCATION AND  
HEALTH SERVICES



**2%**  
INFORMATION



**4%**  
OTHER SERVICES

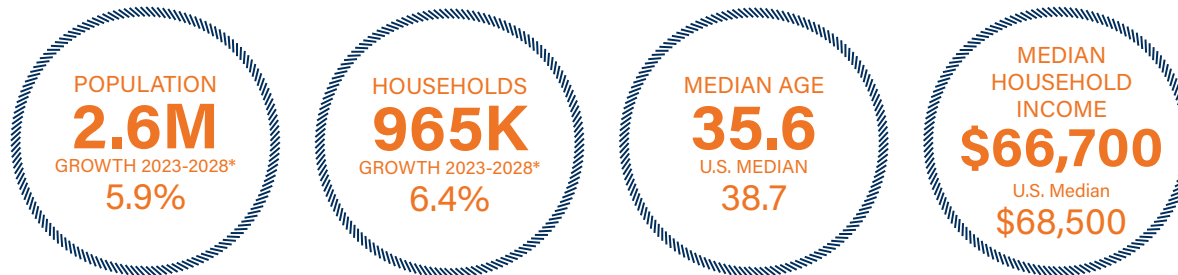




## METROPLEX GROWTH

### 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



199,145

Total Population  
Within 5 Miles



49.3%



50.7%



\$54,967

Average Household Income  
Within 5 Miles



89,278

Employees  
Within 1 Mile



## DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
<b>2028 Projection</b>			
Total Population	4,208	88,269	204,990
<b>2023 Estimate</b>			
Total Population	4,110	84,974	199,145
<b>2020 Census</b>			
Total Population	3,956	84,413	196,905
<b>2010 Census</b>			
Total Population	2,771	78,427	190,683
<b>Daytime Population</b>			
2023 Estimate	8,072	77,626	180,725
<b>HOUSEHOLDS</b>			
<b>2028 Projection</b>			
Total Households	1,944	32,552	73,223
<b>2023 Estimate</b>			
Total Households	1,872	30,982	70,408
Average (Mean) Household Size	2.1	2.8	2.9
<b>2020 Census</b>			
Total Households	1,845	30,012	68,614
<b>2010 Census</b>			
Total Households	1,106	26,710	63,046

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
<b>2023 Estimate</b>			
\$200,000 or More	0.2%	0.9%	1.2%
\$150,000-\$199,999	4.1%	1.9%	2.5%
\$100,000-\$149,999	8.8%	8.9%	8.8%
\$75,000-\$99,999	10.9%	11.7%	11.6%
\$50,000-\$74,999	13.8%	20.0%	19.2%
\$35,000-\$49,999	18.1%	14.3%	14.1%
\$25,000-\$34,999	11.4%	12.4%	12.7%
\$15,000-\$24,999	18.5%	13.6%	13.6%
Under \$15,000	14.0%	16.3%	16.4%
Average Household Income	\$52,646	\$53,748	\$54,967
Median Household Income	\$40,072	\$42,278	\$41,963
Per Capita Income	\$25,547	\$19,735	\$19,564
<b>POPULATION PROFILE</b>			
<b>Population By Age</b>			
2023 Estimate Total Population	4,110	84,974	199,145
Under 20	22.1%	29.5%	29.6%
20 to 34 Years	35.1%	22.6%	22.0%
35 to 39 Years	7.0%	7.0%	6.9%
40 to 49 Years	10.9%	12.1%	12.0%
50 to 64 Years	15.5%	16.4%	16.5%
Age 65+	9.4%	12.5%	13.0%
Median Age	30.9	33.6	33.9
<b>Population 25+ by Education Level</b>			
2023 Estimate Population Age 25+	2,588	53,628	126,197
Elementary (0-8)	8.2%	10.9%	13.2%
Some High School (9-11)	14.3%	14.7%	15.1%
High School Graduate (12)	29.0%	35.2%	34.5%
Some College (13-15)	26.2%	22.8%	21.1%
Associate Degree Only	6.2%	6.8%	6.3%
Bachelor's Degree Only	8.8%	6.7%	6.8%
Graduate Degree	7.3%	2.9%	3.0%
<b>Travel Time to Work</b>			
Average Travel Time to Work in Minutes	24.0	27.0	26.0



## Information About Brokerage Services

2-10-2025

*Texas law requires all real estate license holders to give the following information about brokerage services to prospective buyers, tenants, sellers and landlords.*

### 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. **An owner's agent fees are not set by law and are fully negotiable.**

**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. **A buyer/tenant's agent fees are not set by law and are fully negotiable.**

**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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Designated Broker of Firm	License No.	Email	Phone
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Sales Agent/Associate's Name	License No.	Email	Phone

Regulated by the Texas Real Estate Commission

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at [www.trec.texas.gov](http://www.trec.texas.gov)  
IABS 1-1



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