

Marcus & Millichap
TAG INDUSTRIAL GROUP

201 WEST ANAYA ROAD

PHARR, TX 78577

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(512) 936-3000

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Marcus & Millichap
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 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

INVESTMENT HIGHLIGHTS

- Fully Occupied 109,737-Square-Foot Distribution Warehouse Situated on 7.78 Acres
- Features 24'-26' Clear Height, 19 Dock Doors, and 124 Trailer Stalls (70 Dock-Adjacent and 54 Off-Dock)
- Leased by Third-Party Logistics UPS & Kontane | ±35% Value-Add Opportunity with Below-Market Expiring NNN Lease
- Opportunity for Owner-User to Occupy 60% of the Rentable Building Area Following Lease Expiration in 7 Months
 - Prime Location in Pharr Submarket with Close Proximity to International Bridge, I-2, & I-69C
 - Strategic Location with Foreign-Trade Zone (FTZ) Eligibility for International Trade-Driven Tenants
 - FTZ Potential Offers Cost Efficiency for Importers/Exporters Seeking Duty Deferral and Logistics Advantages



OFFERING SUMMARY

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 201 West Anaya Road in Pharr, Texas. The subject property consists of approximately 109,737 square feet of distribution warehouse space and is situated on 7.78 acres of land. The multi-tenant asset features a clear height between 24' and 26', 19 dock-high doors, and about 124 trailer stalls (including 70 dock-adjacent and 54 off-dock). In 2020, the building underwent significant improvements, including the replacement of a HVAC unit, a new metal roof, and the installation of translucent skylight panels. Located just off South Cage Boulevard (U.S. Route 281), the property has direct access to the Pharr-Reynosa International Bridge (3.5 miles away) and Interstates 2 and 69C (7.2 miles away). The site's proximity to the Pharr International Bridge makes it well-positioned for tenants to pursue Foreign-Trade Zone (FTZ) designation under the Hidalgo County Regional FTZ program. This status allows qualified users to defer, reduce, or eliminate duties on imported goods, creating a valuable operational and financial advantage for logistics providers, importers, and manufacturers engaged in cross-border trade. FTZ eligibility is a rare and strategic differentiator in this submarket.

The tenants, Kontane Integration and UPS Supply Chain Solutions, Inc., fully occupy the property. Leasing about 61 percent of the property is Kontane Integration (marketed as Kontane Logistics), which is signed to a triple-net lease that expires in February of 2026. With the tenant only paying \$4.81 per square foot, this sale creates an approximately 35 percent value-add opportunity by renewing the tenant or reletting the space at current market rates. What started as a small manufacturer of wooden crates for shipping, Kontane Logistics has grown into one of the leading third-party providers of logistics, warehousing, and distribution for internationally traded goods (Kontane). UPS occupies about 39 percent of the property at \$7.28 per square foot through December 2029 with above-market 3.0 percent annual rent escalations. The Supply Chain Solutions segment of the company provides logistics and distribution, transportation and freight, consulting, customs brokerage, and international trade services (UPS).

The subject asset is ideally positioned within the relatively small but essential Pharr submarket, containing 6.6 million square feet of industrial space. The Pharr submarket sits just north of the Pharr-Reynosa International Bridge. Ranked 31st in the nation among 450-plus airports, seaports, and border crossings, the Pharr-Reynosa International Bridge was used to transport \$46 billion worth of imports and exports in 2024 (US Trade Numbers). In the 12 months running through Q2 2025, industrial net absorption in Pharr contracted by about -209,000 square feet. With 235,000 square feet of net deliveries supplied during that time, the vacancy rate increased to 7.9 percent, up from 1.2 percent a year earlier. Despite the economic impact of interest rates and tariffs, industrial demand rebounded in Q2, and the submarket's long-term fundamentals remain intact. Nonetheless, annual rent growth in Pharr was at 1.7 percent in Q2, pushing the average market rent to roughly \$9.90 per square foot. With only about 168,000 square feet of industrial space under construction in Pharr, vacancies and rents will largely be dependent upon 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

201 WEST ANAYA ROAD,
PHARR, TX 78577

Number of Suites	2
Number of Buildings	1
Total Rentable Building Area	109,737
Year Built	1994
Lot Size	7.78 Acres
Type of Ownership	Fee Simple
Clear Height	±24-26'
Car Parking Spaces	79
Parking Surface	Concrete
Building Class	B
Tenancy	Multi
Trailer Stalls	±124 (70 Dock-Adjacent + 54 Off-Dock)
Dock High Doors	19
Sprinklers	Wet
Construction	Masonry
Type of Lighting	400 W Metal Halide & Skylights Throughout
Zoning	IN
Roof Type	Metal
Age/Condition of Roofs	New Roof as of 2020, Included Installing New Translucent Skylight Panels
HVAC Units	5
Age/Condition of HVAC	Generally Good Condition
Market	McAllen/Edinburg/Pharr
Submarket	Pharr

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OFFERING HIGHLIGHTS

201 WEST ANAYA ROAD

OFFERING PRICE
\$9,575,000

PRO FORMA CAP RATE
8.25%

Offering Price	\$9,575,000
Pro Forma Cap Rate	8.25%
Price/SF	\$87.25
Total Rentable Building Area	109,737
Rental Rate	\$5.78
Lease Type	Triple-Net (NNN)
Tenancy	Multi
Occupancy	100.00%

DEBT QUOTE

As Of	7/9/2025
Purchase Price	\$9,575,000
LTV	65.0%
Loan Amount	\$6,223,750
Loan Term	5 Years
Amortization (Underwritten)	25 Years
Index	5yr UST
Index Pricing	3.92%
Spread	2.50%
Estimated Interest Rate	6.42%
Recourse	Full Recourse
Assumed Cap Rate	6.63%
Adjusted UW NOI	\$634,544
Annual Debt Service (Amortizing)	(\$500,412)
Debt Service Coverage Ratio (Amortizing)	1.27x
Annual Debt Service (Interest Only)	(\$399,378)
Debt Service Coverage Ratio (Interest Only)	1.59x
Debt Yield	10.2%

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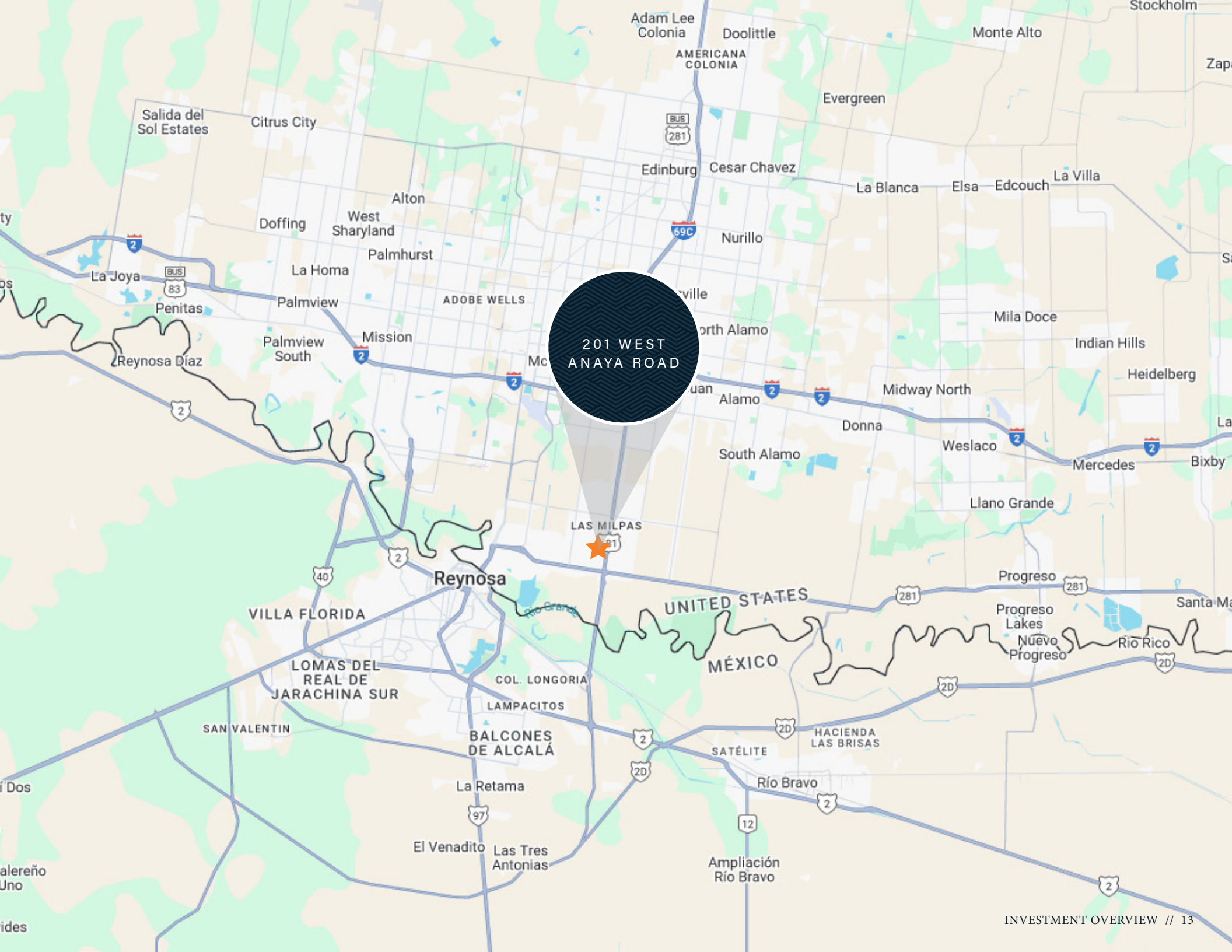
RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
Kontane Integration	201A	66,446	60.6%	3/1/21	2/28/26	\$4.81	\$26,612	\$319,339	\$465,122	N/A	N/A	NNN	No Option to Renew at Expiration 3% Annual Rent Increases
UPS Supply Chain Solutions, Inc	201B	43,291	39.4%	2/1/95	12/31/29	\$7.28	\$26,267	\$315,204	\$324,660	Jan-2026	3.00%	NNN	
Total		109,737				\$5.78	\$52,879	\$634,543	\$789,782				
Occupied Tenants: 2				Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
Total Current Rents: \$52,879						Occupied Current Rents: \$52,879		Unoccupied Current Rents: \$0					

OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	634,543	5.78	789,782	7.20
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	85,577	0.78	85,577	0.78
Insurance	144,317	1.32	144,317	1.32
Real Estate Taxes	122,888	1.12	122,888	1.12
Total Reimbursement Income	\$352,782 100.0%	\$3.21	\$352,782 100.0%	\$3.21
Effective Gross Revenue	\$987,325	\$9.00	\$1,142,564	\$10.41

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Repairs & Maintenance	21,089	0.19	21,089	0.19
Landscaping	6,000	0.05	6,000	0.05
Pest Control	9,028	0.08	9,028	0.08
Insurance	144,317	1.32	144,317	1.32
Real Estate Taxes	122,888	1.12	122,888	1.12
Management Fee	49,460 5.0%	0.45	49,460 4.3%	0.45
Total Expenses	\$352,782	\$3.21	\$352,782	\$3.21
Expenses as % of EGR	35.7%		30.9%	
Net Operating Income	\$634,543	\$5.78	\$789,782	\$7.20



201 WEST
ANAYA ROAD



201 WEST
ANAYA ROAD



TENANT SUMMARY

“To develop and produce the highest quality wood packaging products with courteous service, prompt delivery and competitive pricing. We also seek to become a top-notch provider of worldwide logistics services through continually improving technology.”

TENANT Kontane Integration

HEADQUARTERS	DATE FOUNDED
Charleston, SC	1975
EMPLOYEES	# OF LOCATIONS
500+	15

www.kontanelogistics.com



KONTANE
LOGISTICS

Kontane Logistics was founded by Ed Byrd, who moved back to his college town of Hickory, North Carolina in 1975 to start a business manufacturing wooden crates used by the moving and storage industry to accommodate household goods. What started as a small, localized business with few employees quickly grew into one of the top companies in the moving and storage industry. By the mid-1980s, Kontane had built a reputation as one of the leading packaging designers and suppliers in the Southeast.

In 1995, Byrd once again saw a niche that needed filling and expanded the company in a new direction with the formation of a logistics subsidiary, a dedicated third-party logistics provider involved with packaging and exporting to several countries around the globe. Kontane Logistics is now a leading dedicated third-party logistics provider with 15 locations across four states: North Carolina, South Carolina, Alabama, and Texas.

Since inception, Kontane Logistics has expanded considerably to include warehousing and distribution, cross-docking, freight consolidation, import material receipt, line sequencing, parts distribution, development of logistics information systems, sub-assembly, and foreign trade zones services. Today, the company integrates all of these services, utilizing transportation, sub-assembly, multi-warehouse locations, and expanded information systems. Operating within a competitive, global market, Kontane Logistics serves some of the top companies in automotive, manufacturing, retail, and energy (Kontane).

TENANT SUMMARY

“To empower and deliver what matters.”

TENANT
UPS Supply Chain Solutions, Inc.

HEADQUARTERS DATE FOUNDED
Alpharetta, GA 1907

2024 REVENUE GLOBAL WORKFORCE
\$90.9 Billion 490,000

OF LOCATIONS:
200+ Countries/Territories

www.ups.com



UPS is one of the largest package delivery and logistics companies in the world. The company's subsidiary, UPS Supply Chain Solutions, offers a comprehensive portfolio of services to enhance customers' business performance, including logistics and distribution, transportation and freight, consulting, customs brokerage, and international trade services. UPS provides the expertise and the scale to meet the total supply chain needs of customers worldwide, whether it requires the movement of goods, information, or funds.

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 a factory interior.

SECTION 2

MARKET OVERVIEW

Marcus & Millichap

BROWNSVILLE-HARLINGEN

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

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 roughly 45,000 residents over the next five years.



LOGISTICS
INDUSTRY



HEALTH
CARE

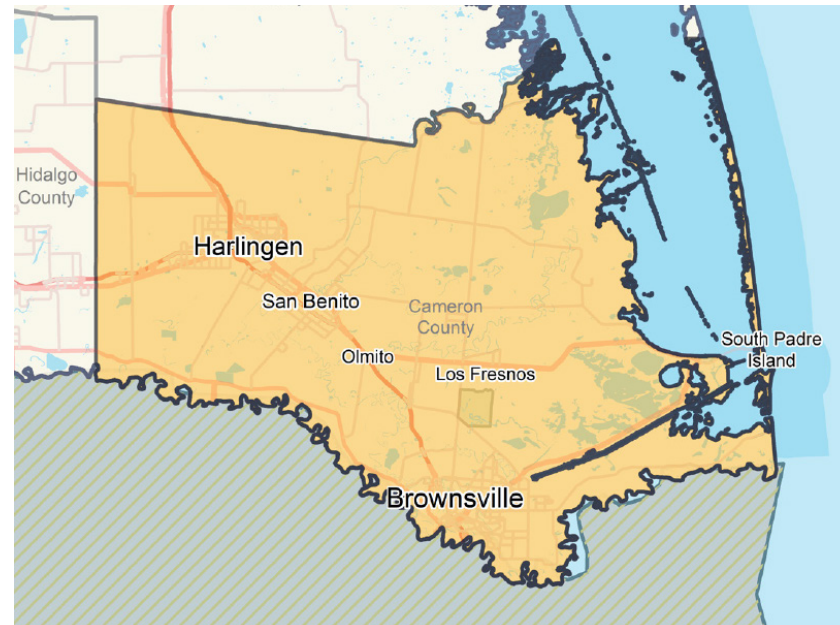
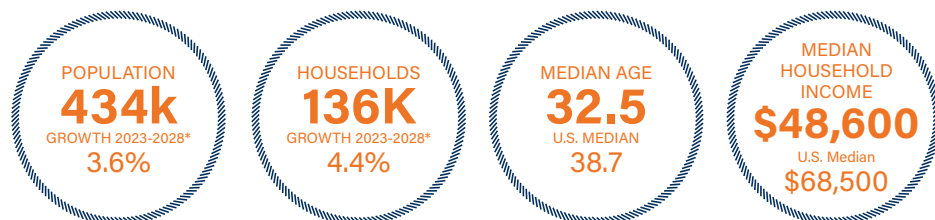


FOOD STORAGE
AND PROCESSING

METROPLEX GROWTH

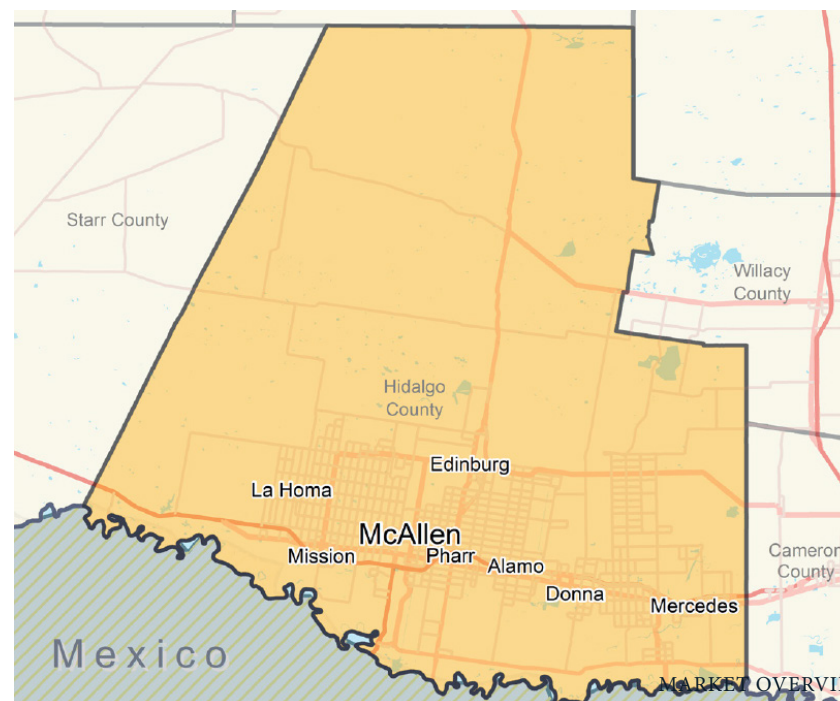
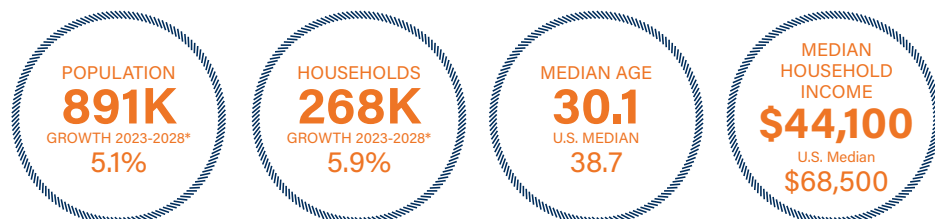
BROWNSVILLE-HARLINGEN ECONOMY

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 Aerospace 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



65,313

Total Population
Within 5 Miles



51.3%



48.7%



\$68,037

Average Household Income
Within 5 Miles



27,149

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Population	7,363	41,487	67,806
2024 Estimate			
Total Population	7,192	39,986	65,313
2020 Census			
Total Population	6,888	38,118	62,461
2010 Census			
Total Population	6,075	35,099	52,804
Daytime Population			
2024 Estimate	7,458	29,646	60,702
HOUSEHOLDS	1 Mile	3 Miles	5 Miles
2029 Projection			
Total Households	1,938	10,760	19,602
2024 Estimate			
Total Households	1,878	10,299	18,762
Average (Mean) Household Size	3.7	3.8	3.5
2020 Census			
Total Households	1,796	9,667	17,605
2010 Census			
Total Households	1,433	8,067	14,086

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2024 Estimate			
\$200,000 or More	0.4%	2.9%	4.6%
\$150,000-\$199,999	2.0%	1.4%	3.4%
\$100,000-\$149,999	18.5%	10.8%	11.3%
\$75,000-\$99,999	8.0%	11.6%	11.5%
\$50,000-\$74,999	21.1%	19.4%	19.0%
\$35,000-\$49,999	7.9%	12.1%	12.6%
\$25,000-\$34,999	8.9%	11.3%	12.2%
\$15,000-\$24,999	12.2%	14.4%	12.1%
Under \$15,000	20.9%	16.2%	13.4%
Average Household Income	\$56,702	\$59,701	\$68,037
Median Household Income	\$44,544	\$43,889	\$50,245
Per Capita Income	\$14,638	\$15,469	\$19,804
POPULATION PROFILE	1 Mile	3 Miles	5 Miles
Population By Age			
2024 Estimate Total Population	7,192	39,986	65,313
Under 20	38.3%	37.9%	35.6%
20 to 34 Years	21.9%	21.9%	22.1%
35 to 39 Years	5.5%	5.5%	5.9%
40 to 49 Years	12.3%	12.9%	12.3%
50 to 64 Years	13.1%	13.3%	13.2%
Age 65+	9.0%	8.5%	10.9%
Median Age	26.0	27.0	29.0
Population 25+ by Education Level			
2024 Estimate Population Age 25+	3,783	21,172	36,506
Elementary (0-8)	26.8%	24.3%	19.2%
Some High School (9-11)	11.9%	15.0%	12.0%
High School Graduate (12)	27.6%	23.1%	23.3%
Some College (13-15)	14.4%	17.1%	18.1%
Associate Degree Only	0.9%	4.6%	5.1%
Bachelor's Degree Only	16.6%	13.9%	16.9%
Graduate Degree	1.9%	2.0%	5.4%
Travel Time to Work			
Average Travel Time to Work in Minutes	22.0	22.0	22.0



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2-10-2025

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- **A SALES AGENT** must be sponsored by a broker and works with clients on behalf of the broker.

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- Answer the client's questions and present any offer to or counter-offer from the client; and
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- 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.

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- 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.

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Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
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Regulated by the Texas Real Estate Commission

Buyer/Tenant/Seller/Landlord's Initials

Date

Information available at www.trec.texas.gov
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