

Marcus & Millichap
TAG INDUSTRIAL GROUP

CONVERSE INDUSTRIAL FLEX
8514 BRUCKS DRIVE

CONVERSE, TX 78244

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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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OFFICES THROUGHOUT THE U.S. AND CANADA
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The background of the slide is a photograph of an industrial building. The left side shows the interior of a large, empty warehouse with a high ceiling supported by a grid of dark metal beams. The right side shows the exterior of the building, featuring light-colored corrugated metal siding and a concrete base. A thin orange horizontal line is positioned above the main title.

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SECTION 1

INVESTMENT OVERVIEW

Marcus & Millichap

OFFERING SUMMARY

- Vacant Single-Tenant +/-10,600-Square-Foot Industrial Property Situated on 0.90 Acres
 - Featuring 15' Clear Height, Nine Drive-In Doors, Ample IOS, and Detached Canopy
- 2021 Renovations (Totaling \$100,000) Including: Flooring, Insulation, HVAC, Office Space, & Enclosure of Lobby
 - Proximity to Loop 1604 | Available for Multiple Uses, Ideal for Automotive/Equipment Repairs
 - 6.7% Vacancy Rate Among Comparable Properties, 100 Bps Lower than National Average

Marcus & Millichap is pleased to present the opportunity to acquire the property located at 8514 Brucks Drive in Converse, Texas. The subject property consists of approximately 10,600 square feet of industrial space and is situated on 0.90 acres of land. The single-tenant asset features masonry construction, a 15' clear height, nine drive-in doors, and single-phase power with 200 amps and 240 volts. With a building coverage ratio of 27 percent, the property has ample industrial outdoor storage space (IOS). A portion of the IOS space is covered by a detached canopy, providing shaded parking. Located just off Old Seguin Road, the property sits 2.3 miles from North Loop 1604 East, a major corridor that encircles metro San Antonio. For sale as vacant, the property can be acquired as a lease-up investment opportunity or for a variety of owner uses, including automotive and equipment repairs.

The subject property is well-positioned within the massive Northeast submarket, containing 51.6 million square feet of industrial space. In 2025, net absorption contracted by roughly -984,000 square feet, as 1.8 million square feet of net deliveries increased the inventory. As a result, the vacancy rate in Northeast increased to 14.7 percent, slowing annual market rent growth to 1.9 percent. With regard to comparable properties up to 25,000 square feet, the vacancy rate in Northeast stood at 6.7 percent, nearly half the submarket average and comfortably below the 7.7 percent national average (based on the top 50 metros, classes A, B, and C, and a minimum of 10,000 square feet). With only 806,000 square feet of industrial space under construction at the start of 2026 across Northeast (representing just 1.6 percent of the inventory), supply will have a minimal impact on vacancies and rents going forward (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

8514 BRUCKS DRIVE, CONVERSE, TX 78109

Number of Suites	1
Number of Buildings	1
Total Square Feet	+/-10,600 SF
Year Built	1984
Lot Size	0.90 Acres
Type of Ownership	Fee Simple
Clear Height	15'
Parking Surface	Concrete
Building Class	C
Tenancy	Single-Tenant
Drive-In Doors	9
Construction	Masonry
Power	Single Phase 200A/240V
Type of Lighting	LED
Zoning	I-1 Light Industrial
Roof Type	Tile / Metal / Shingles
Age/Condition of Roofs	Average
HVAC Units	1
Market	TX-San Antonio
Submarket	Northeast San Antonio
Market Vacancy	15.18%

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CONVERSE INDUSTRIAL FLEX

8514 BRUCKS DRIVE, CONVERSE, TX 78244

OFFERING PRICE

\$1,050,000

PRO FORMA CAP RATE

9.36%

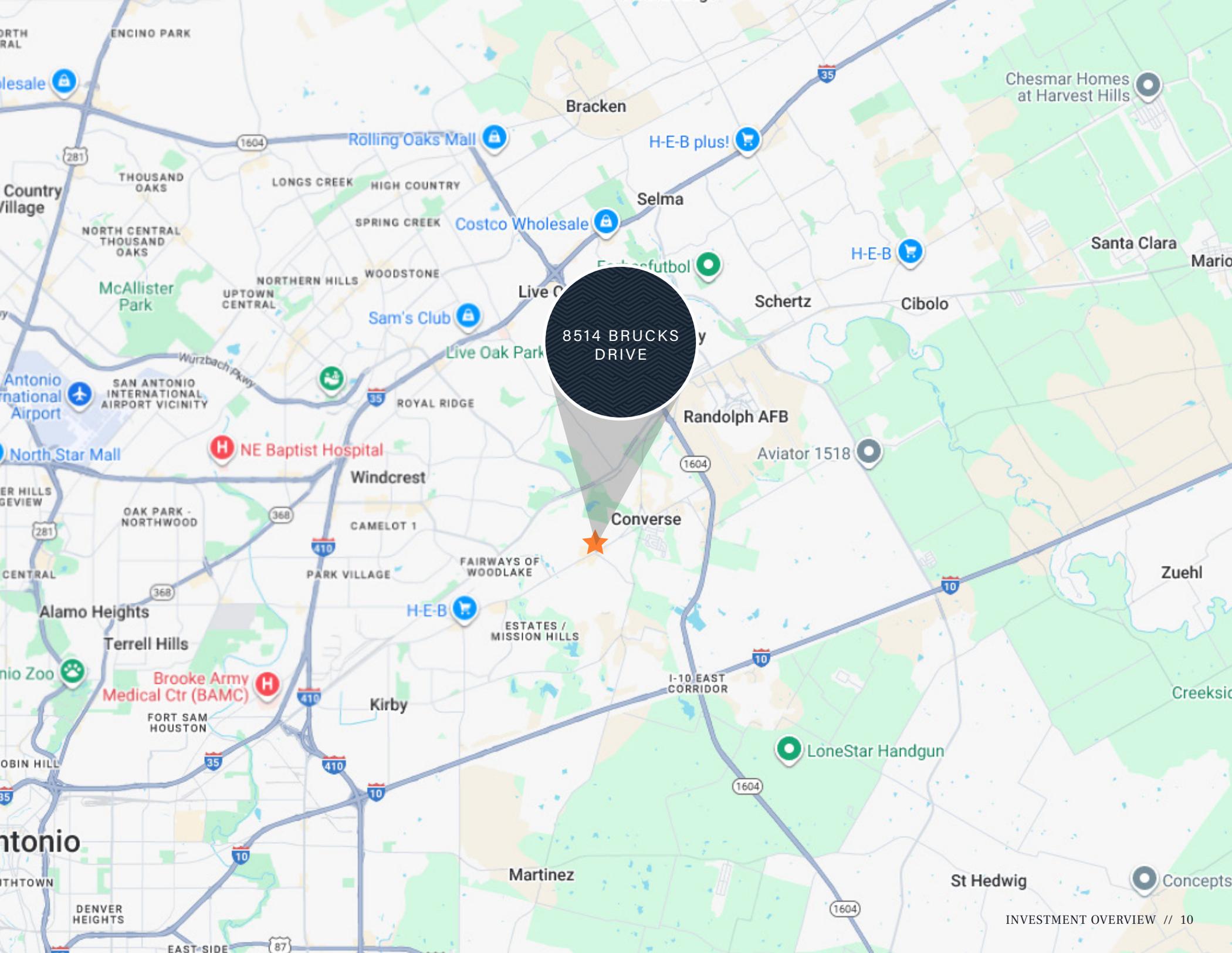
Offering Price	\$1,050,000
Pro Forma Cap Rate	9.36%
Price/SF	\$99.06
Total Square Feet	±10,600
Pro Forma Rental Rate	\$9.27
Lease Type	Triple-Net (NNN)
Tenancy	Single
Occupancy	0.00%

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OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	0	0.00	98,235	9.27
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	0	0.00	16,820	1.59
Insurance	0	0.00	12,075	1.14
Real Estate Taxes	0	0.00	10,160	0.96
Total Reimbursement Income	\$0	0.0%	\$39,055	100.0%
Effective Gross Revenue	\$0	\$0.00	\$137,290	\$12.95

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Electric	13,048	1.23	13,048	1.23
Water	1,189	0.11	1,189	0.11
Trash/Waste	2,583	0.24	2,583	0.24
Insurance	12,075	1.14	12,075	1.14
Real Estate Taxes	10,160	0.96	10,160	0.96
Total Expenses	\$39,055	\$3.68	\$39,055	\$3.68
Expenses as % of EGR	0.0%		28.4%	
Net Operating Income	-\$39,055	(\$3.68)	\$98,235	\$9.27

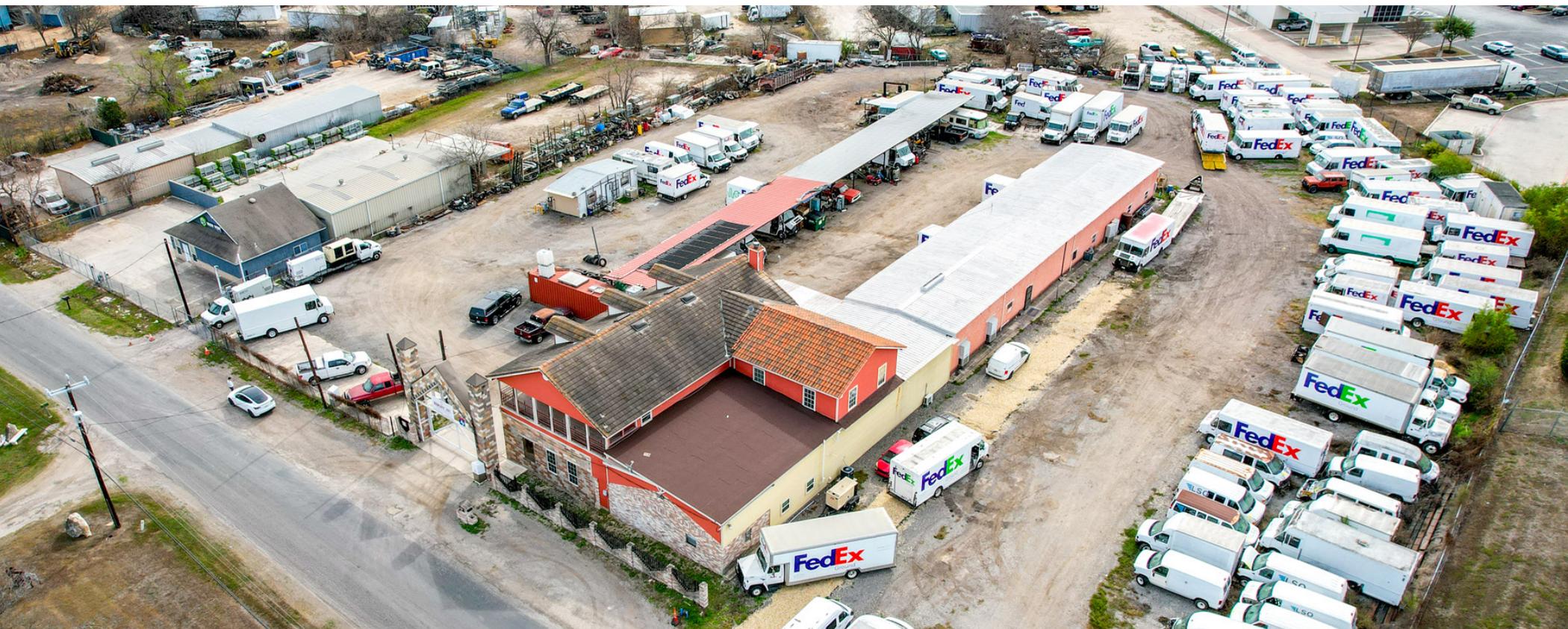


8514 BRUCKS
DRIVE

Converse



8514 BRUCKS
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.



1,249 Financing Transactions in 2024



National platform operating within the firm's brokerage offices



\$49.6 billion total national volume in 2024



Access to more capital sources than any other firm in the industry

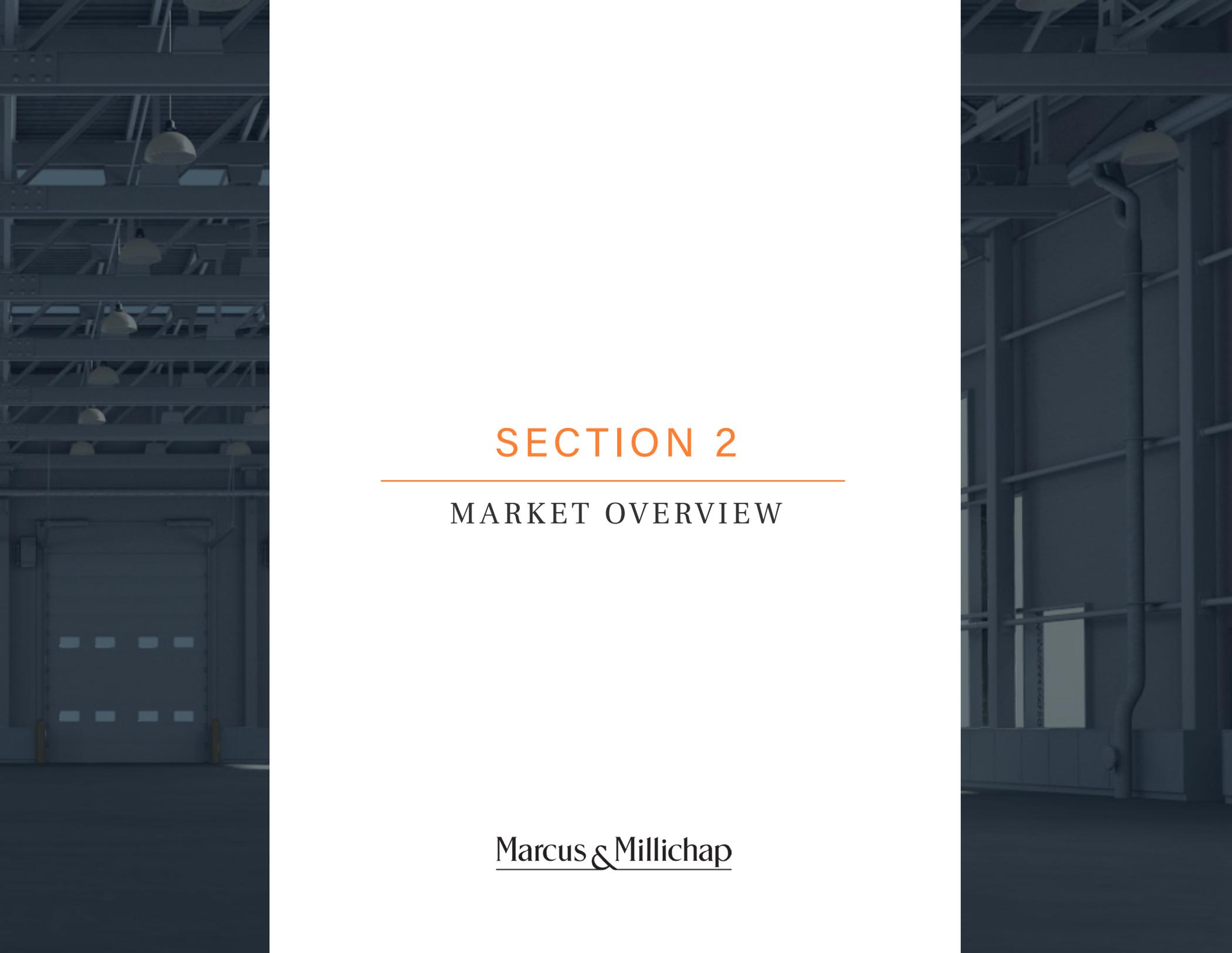
WHY MMCC?

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.



SECTION 2

MARKET OVERVIEW

Marcus & Millichap

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 Interstate 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 111,000 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 centers, as well as higher education facilities.



5%
MANUFACTURING



18%
TRADE, TRANSPORTATION
AND UTILITIES



16%
GOVERNMENT



15%
EDUCATION AND
HEALTH SERVICES



9%
FINANCIAL
ACTIVITIES



14%
PROFESSIONAL AND
BUSINESS SERVICES



5%
CONSTRUCTION



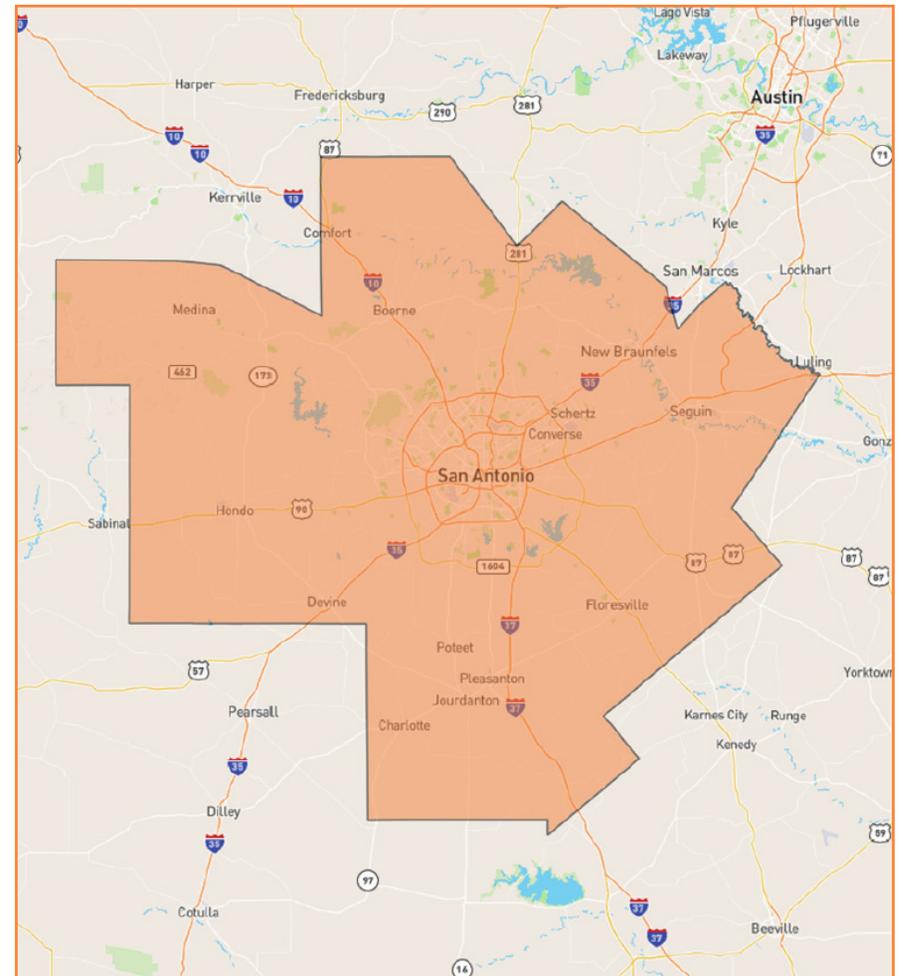
12%
LEISURE AND
HOSPITALITY



2%
INFORMATION



3%
OTHER SERVICES



METROPLEX GROWTH

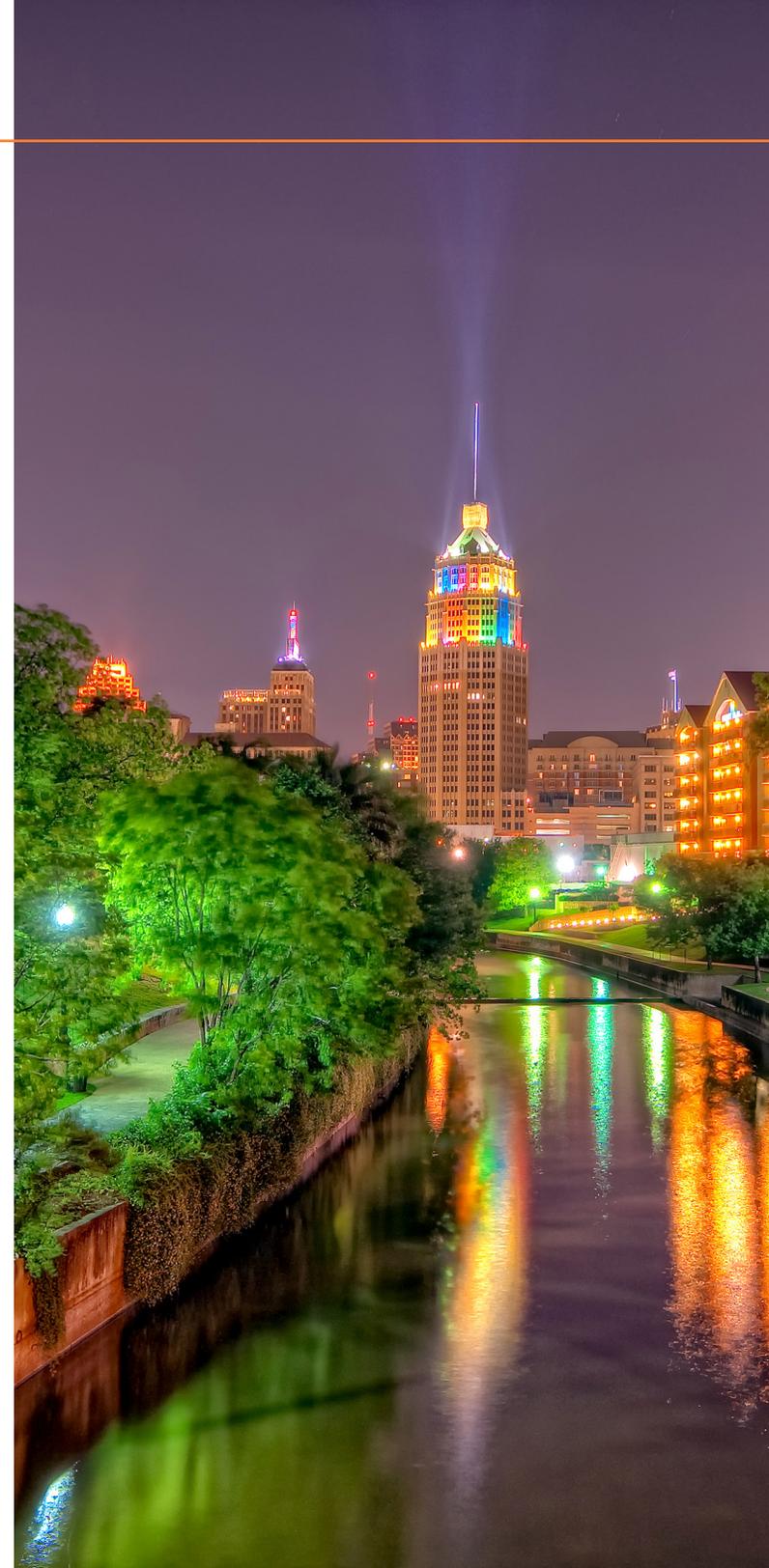
DEMOGRAPHICS

The metro is expected to add more than 124,000 people through 2029, resulting in the formation of roughly 51,000 households. The metro features a home ownership rate around 63 percent — below the national measure of 65 percent. Roughly 32 percent of residents ages 25 and older hold a bachelor's degree; 12 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 around 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. Additionally, the University of Texas at San Antonio Roadrunners play NCAA Division 1 football. Art enthusiasts can also visit many museums and cultural centers in San Antonio.



DEMOGRAPHICS



213,313

Total Population
Within 5 Miles



48.9%



51.1%



\$90,989

Average Household Income
Within 5 Miles



103,026

Employees
Within 1 Mile

DEMOGRAPHICS

POPULATION	1 Mile	3 Miles	5 Miles
2030 Projection			
Total Population	17,666	117,290	223,270
2025 Estimate			
Total Population	17,045	110,970	213,313
2020 Census			
Total Population	16,000	99,866	195,582
2010 Census			
Total Population	15,198	78,621	158,217
Daytime Population			
2025 Estimate	7,448	63,690	174,934
HOUSEHOLDS			
2030 Projection			
Total Households	5,924	40,021	79,580
2025 Estimate			
Total Households	5,666	37,718	75,771
Average (Mean) Household Size	3.0	2.9	2.8
2020 Census			
Total Households	5,172	33,320	68,493
2010 Census			
Total Households	4,754	25,769	55,441

HOUSEHOLDS BY INCOME	1 Mile	3 Miles	5 Miles
2025 Estimate			
\$200,000 or More	2.8%	4.5%	5.1%
\$150,000-\$199,999	4.9%	8.2%	7.5%
\$100,000-\$149,999	25.5%	23.1%	20.6%
\$75,000-\$99,999	22.1%	17.5%	16.1%
\$50,000-\$74,999	19.4%	19.8%	20.6%
\$35,000-\$49,999	12.8%	11.6%	11.4%
\$25,000-\$34,999	5.2%	6.3%	7.4%
\$15,000-\$24,999	3.5%	4.9%	5.3%
Under \$15,000	3.8%	4.1%	5.8%
Average Household Income	\$87,623	\$92,584	\$90,989
Median Household Income	\$79,794	\$80,799	\$77,651
Per Capita Income	\$29,203	\$31,477	\$32,100
POPULATION PROFILE			
Population By Age			
2025 Estimate Total Population	17,045	110,970	213,313
Under 20	30.8%	29.7%	28.5%
20 to 34 Years	21.4%	21.5%	21.7%
35 to 39 Years	7.7%	7.8%	7.6%
40 to 49 Years	12.9%	13.3%	13.0%
50 to 64 Years	16.9%	16.1%	16.5%
Age 65+	10.3%	11.5%	12.6%
Median Age	33.0	34.0	35.0
Population 25+ by Education Level			
2025 Estimate Population Age 25+	10,681	71,066	138,656
Elementary (0-8)	2.9%	4.6%	4.5%
Some High School (9-11)	4.4%	5.7%	6.0%
High School Graduate (12)	24.5%	26.8%	27.4%
Some College (13-15)	28.4%	23.9%	24.2%
Associate Degree Only	10.8%	11.2%	10.6%
Bachelor's Degree Only	19.4%	18.3%	17.8%
Graduate Degree	9.6%	9.5%	9.5%
Travel Time to Work			
Average Travel Time to Work in Minutes	26.0	28.0	28.0



Information About Brokerage Services

11-03-2025

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.

WRITTEN AGREEMENTS ARE REQUIRED IN CERTAIN SITUATIONS: A license holder who performs brokerage activity for a prospective buyer of residential property must enter into a written agreement with the buyer before showing any residential property to the buyer or if no residential property will be shown, before presenting an offer on behalf of the buyer. This written agreement must contain specific information required by Texas law. For more information on these requirements, see section 1101.563 of the Texas Occupations Code, **Even if a written agreement is not required, to avoid disputes, all agreements between you and a broker should be in writing and clearly establish: (i) the broker's duties and responsibilities to you and your obligations under the agreement; and (ii) the amount or rate of compensation the broker will receive and how this amount is determined.**

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.

A LICENSE HOLDER CAN SHOW PROPERTY TO A BUYER/TENANT WITHOUT REPRESENTING THE BUYER/TENANT IF:

- The broker has not agreed with the buyer/tenant, either orally or in writing, to represent the buyer/tenant;
- The broker is not otherwise acting as the buyer/tenant's agent at the time of showing the property;
- The broker does not provide the buyer/tenant options or advise regarding the property or real estate transactions generally; and
- The broker does not perform any other act of real estate brokerage for the buyer/tenant.

Before showing a residential property to an unrepresented prospective buyer, a license holder must enter into a written agreement contains the information required by section 1101.563 of the Texas Occupations Code. The agreement may not be exclusive and must be limited to no more than 14 days.

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

IABS 1-2

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