

Marcus & Millichap
TAG INDUSTRIAL GROUP

8401 EAST COUNTY ROAD 62

MIDLAND, TX 79706

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TEXAS NOTICE

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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The page features a background image of an industrial building. The left side shows the interior with a high ceiling and a grid of steel beams. The right side shows the exterior with vertical corrugated metal siding and a concrete base. A thin orange horizontal line is positioned above the main title.

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MARKET OVERVIEW

SECTION 2

Market Analysis • Demographic Analysis

The background of the slide is a dark, blue-tinted photograph of an industrial interior. It shows a high ceiling with a complex network of metal beams, pipes, and several large, white, dome-shaped pendant lights. In the lower-left corner, a large, white industrial door with four small rectangular windows is visible. The overall atmosphere is industrial and modern.

SECTION 1

INVESTMENT OVERVIEW

Marcus & Millichap

OFFERING SUMMARY

- 7,200-Square-Foot Industrial Asset Situated on 8.14 Acres
 - Featuring Metal Construction, Six Grade-Level Doors, 18' Clear Height, & Eight Acres of Fenced-in IOS
 - Occupied by PBI International, Leader in Industrial and Environmental Solutions for a Wide Range of Industries
- Leased on NNN Terms Through August 2028 at \$23.75/Square Foot with Above-Market 4.0% Escalation and 36 Month Renewal at Fair Market Rent
 - Only One Other Comparable Property Available for Lease within 10-Mile Radius
 - Located Along I-20, 9.4 Miles NE of Downtown Midland

The property in question is a substantial industrial asset, boasting 7,200 square feet of space situated on a sprawling 8.14 acres of land. This expansive property features metal construction, which provides durability and versatility for a variety of industrial uses. One of the key highlights of this property is its accessibility, with six grade-level doors that facilitate easy movement of goods and equipment. The interior of the property boasts an 18-foot clear height, allowing for ample storage and operational space. Additionally, the property includes eight acres of fenced-in Industrial Outside Storage, providing a secure area for storing equipment and supplies. The property's design and layout make it an ideal location for industrial operations. Its size and features make it a rare find in the area.

The property is currently occupied by PBI International, a renowned leader in industrial and environmental solutions. PBI International serves a wide range of industries, and their presence at this location is a testament to the property's suitability for industrial operations. The property is leased on NNN terms through August 2028 at a rate of \$23.75 per square foot, with an above-market escalation of 4.0 percent. This lease arrangement provides a stable source of income for the property owner. The tenant's commitment to the property through 2028 ensures a long-term occupancy, reducing the risk of vacancy and associated costs. The property's lease terms and tenant profile make it an attractive investment opportunity. The lease escalation also ensures that the property's income will keep pace with market trends.

The property's location is another significant advantage, situated along I-20 and just 9.4 miles northeast of downtown Midland. This strategic location provides easy access to major transportation routes, facilitating the movement of goods and personnel. The property's proximity to downtown Midland also offers access to a range of amenities and services. Within a 10-mile radius, there is only one other comparable property available for lease, making this property a rare and valuable find. The limited availability of similar properties in the area underscores the property's potential for long-term appreciation in value. The combination of its location, lease terms, and tenant profile make this property a compelling investment opportunity for those looking to expand their industrial real estate portfolio. The property's unique features and advantages position it for continued success and growth.

PROPERTY DETAILS

8401 EAST COUNTY RD 62, MIDLAND, TX 79706

Number of Suites	1
Number of Buildings	1
Total Square Feet	7,200 SF
Year Built	2020
Lot Size	8.14 acres
Type of Ownership	Fee Simple
Clear Height	18'
Building Class	B
Tenancy	Single-Tenant
Grade Level Doors	6
Construction	Metal
Zoning	ETJ - Outside City Limits
Submarket	Midland
Market Vacancy	7.60%



This information has been secured from sources we believe to be reliable, but we make no representations or warranties, express or implied, as to the accuracy of the information. References to square footage or age are approximate. Buyer must verify the information and bears all risk for any inaccuracies. Marcus & Millichap is a service mark of Marcus & Millichap Real Estate Investment Services of Nevada, Inc. © 2026 Marcus & Millichap. All rights reserved. Activity ID: ZAH0060121

OFFERING HIGHLIGHTS

8401 EAST COUNTY ROAD 62

MIDLAND, TX 79706

OFFERING PRICE
\$1,848,000

CAP RATE
9.25%

PRO FORMA CAP RATE
9.62%

Offering Price	\$1,848,000
Cap Rate	9.25%
Pro Forma Cap Rate	9.62%
Price/SF	\$256.67
Total Square Feet	7,200
Rental Rate	\$23.75
Lease Type	NNN
Lease Term	+/- 2 Years 6 Months
Rental Increases	4.03
Tenancy	Single-Tenant
Occupancy	100.00%

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RENT ROLL

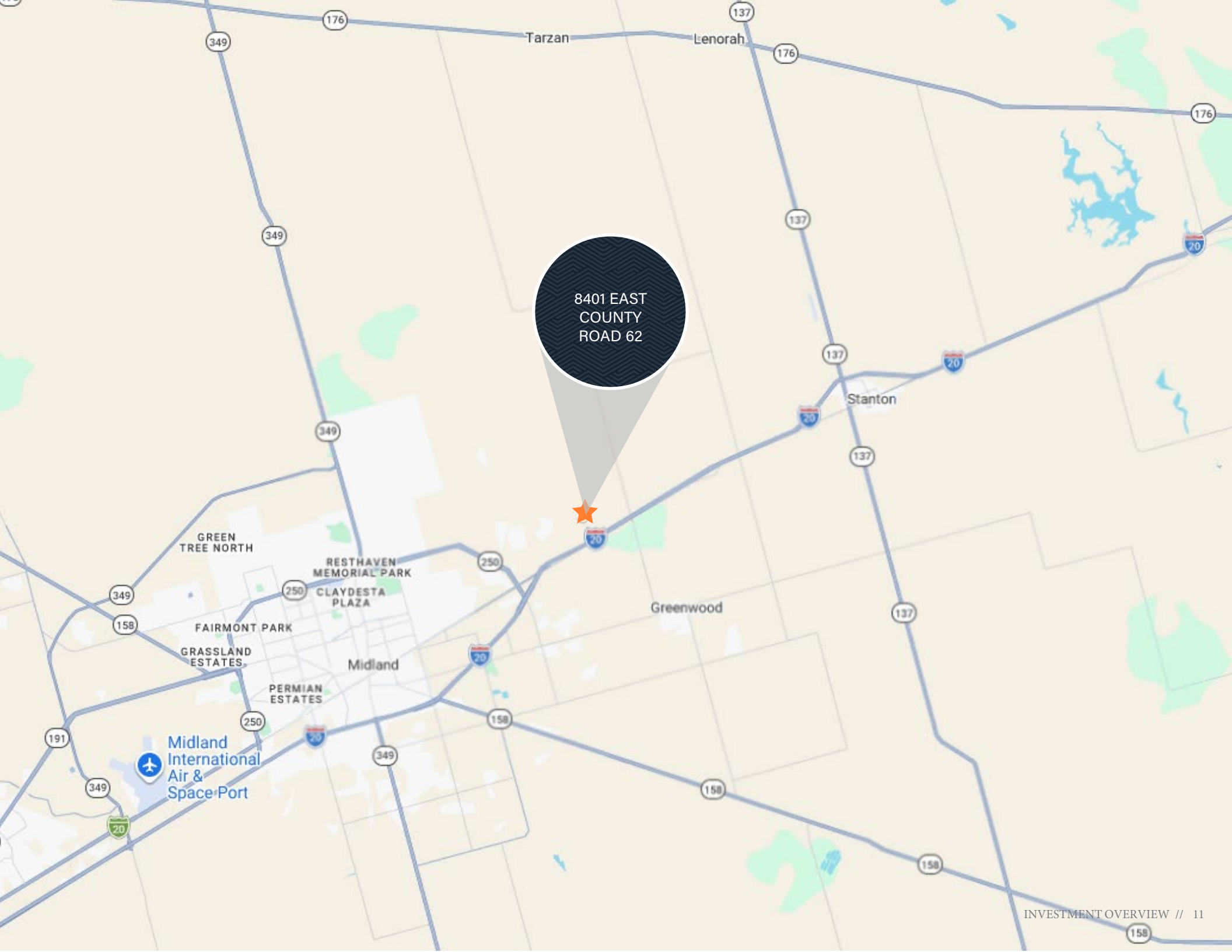
Tenant Name	Square Feet	% Bldg Share	Lease Dates		Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type	Renewal Options and Option Year Rental Information
			Comm.	Exp.								
PBI International LLC	7,200	100.0%	9/1/25	8/31/28	\$23.75	\$14,248	\$170,970	\$177,869	Sep-2027	4.03%	NNN	(1) 3-Year Renewal at FMR. Senterfitt Holdings Inc. Corp. Guaranty
Total	7,200				\$23.75	\$14,248	\$170,970	\$177,869				
Occupied Tenants: 1			Unoccupied Tenants: 0		Occupied GLA: 100.00%		Unoccupied GLA: 0.00%					
Total Current Rents: \$14,248					Occupied Current Rents: \$14,248		Unoccupied Current Rents: \$0					

Notes: Rent reflects 9/1/2026 increase to \$14,247.50


OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	170,970	23.75	177,869	24.70
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	6,000	0.83	6,000	0.83
Insurance	7,510	1.04	7,510	1.04
Real estate Taxes	6,623	0.92	6,623	0.92
Total Reimbursement Income	\$20,133 100.0%	\$2.80	\$20,133 100.0%	\$2.80
Effective Gross Revenue	\$191,103	\$26.54	\$198,002	\$27.50

Operating Expenses	Current	Per SF	Pro Forma	Per SF
CAM	6,000	0.83	6,000	0.83
Insurance	7,510	1.04	7,510	1.04
Real Estate Taxes	6,623	0.92	6,623	0.92
Total Expenses	\$20,133	\$2.80	\$20,133	\$2.80
Expenses as % of EGR	10.5%		10.2%	
Net Operating Income	\$170,970	\$23.75	\$177,869	\$24.70



8401 EAST
COUNTY
ROAD 62

An aerial photograph of an industrial facility. A large, dark blue circular callout bubble with a white border and a white star icon is positioned over a central building. The bubble contains the text '8401 EAST COUNTY ROAD 62'. The building is a long, low-profile structure with a white roof and dark walls. The surrounding area is a mix of dirt, gravel, and sparse vegetation. In the background, there are more industrial buildings and a large, flat, open area. A road runs along the bottom and right sides of the site.

8401 EAST
COUNTY
ROAD 62



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 our 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 enhanced 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, monochromatic photograph of an industrial interior. It shows a high ceiling with a complex network of metal beams and pipes. Several large, white, dome-shaped pendant lights are suspended from the ceiling. In the lower-left corner, a large, dark industrial door with several small, rectangular windows is visible. The overall atmosphere is industrial and modern.

SECTION 2

MARKET OVERVIEW

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MIDLAND-ODESSA TEXAS

Located in West Texas, the Midland-Odessa metro is considered an energy capital. The Permian Basin is one of the biggest oil fields in the world and is home to some of the largest petroleum-producing companies. The metro consists of Martin, Midland and Ector counties. The public sector is a top job provider, but the private sector has supported recent economic growth. The two largest cities are Midland, with over 134,000 residents, and Odessa, where roughly 119,000 citizens live.



ENERGY
HUB



FAST-GROWING
POPULATION



HIGHER
EDUCATION

METROPLEX GROWTH

ECONOMY

The oil and energy sector drives the local economy. The Permian Basin covers more than 86,000 square miles and is believed to contain up to 46 billion barrels of oil. Powerhouses in the petroleum industry, such as ExxonMobil, Chevron, and Occidental Petroleum, have major operations in the region. Odessa has become a regional distribution hub for many companies outside of the energy industry. Family Dollar has a 907,000-square-foot distribution center in Odessa. Health care centers represent some of the metro's largest employers. These facilities include the Texas Tech University Health Sciences Center and the Odessa Regional Medical Center.



POPULATION
348K
2025-2029* Growth
3.9%



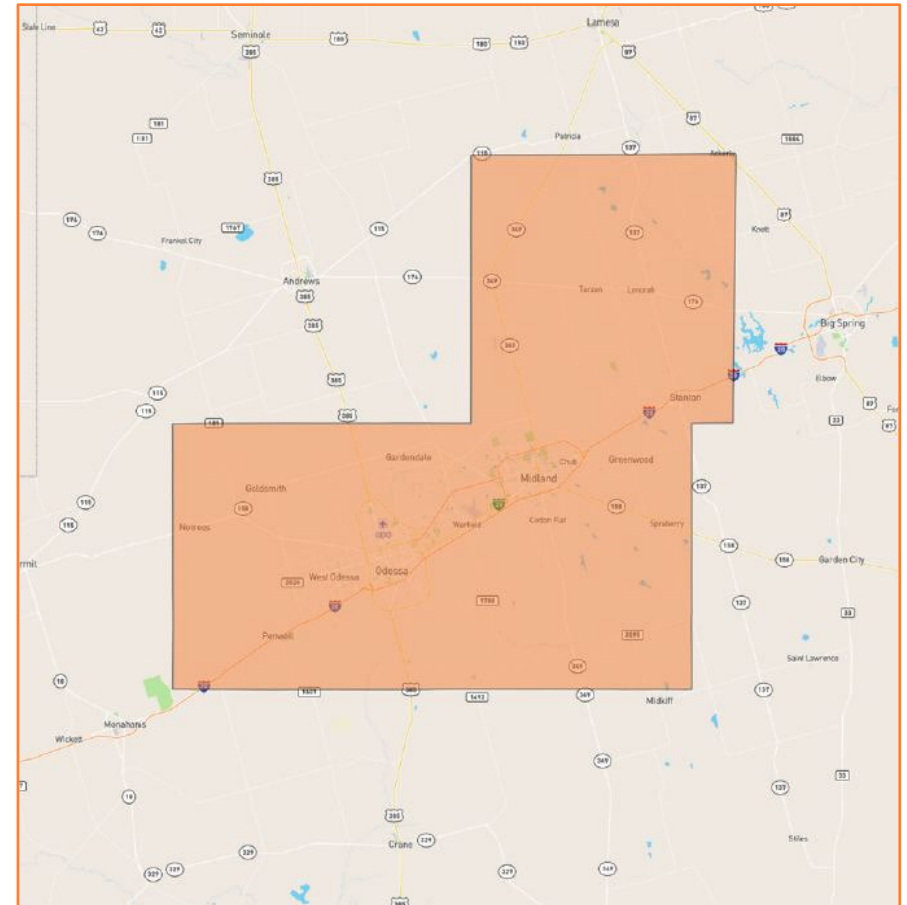
HOUSEHOLDS
128K
2025-2029* Growth
4.4%



MEDIAN AGE
32
U.S. Median
39



MEDIAN HOUSEHOLD INCOME
\$82,500
U.S. Median
\$76,100





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
 - o that the owner will accept a price less than the written asking price;
 - o that the buyer/tenant will pay a price greater than the price submitted in a written offer; and
 - o 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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Sales Agent/Associate's Name	License No.	Email	Phone

Regulated by the Texas Real Estate Commission

Information available at www.trec.texas.gov

IABS 1-2

Buyer/Tenant/Seller/Landlord's Initials

Date

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