

Marcus & Millichap  
TAG INDUSTRIAL GROUP

ELLINGTON BUSINESS PARK

12430 STATE HIGHWAY 3

WEBSTER, TX 77598

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OFFICES THROUGHOUT THE U.S. AND CANADA  
[www.marcusmillichap.com](http://www.marcusmillichap.com)

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12430 STATE HIGHWAY 3  
WEBSTER, TX 77598

PRESENTED BY

---

**TYLER RANFT**

Director Investments  
Office & Industrial Division  
Austin Office  
Office (512) 338-7883  
Tyler.Ranft@MarcusMillichap.com  
License: TX 732964

**GRANT ROOSMA**

Associate Investments  
Office & Industrial Division  
Houston Office  
Office (713) 452-4384  
Grant.Roosma@MarcusMillichap.com  
License: TX 841845

**DAVIS CAGLE**

Senior Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5230  
Davis.Cagle@MarcusMillichap.com  
License: TX 722097

**ADAM ABUSHAGUR**

Senior Managing Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5223  
Adam.Abushagur@MarcusMillichap.com  
License: TX 661916

BROKER OF RECORD

---

**TIM SPECK**

Texas Broker of Record  
5001 Spring Valley Road, Suite 1100W  
Dallas TX  
Tel: (972) 755-5200  
Tim.Speck@MarcusMillichap.com  
License: 9002994

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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 steel 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

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## INVESTMENT OVERVIEW

Marcus & Millichap

## OFFERING SUMMARY

- 110,516 Square-Foot Small-Bay Industrial and Retail Asset Situated on Five Acres
- Masonry Construction Featuring 89 Suites, 10' Clear Height, 87 Grade-Level Doors, and Retail Storefront in Front Building
  - Value-Add Opportunity Through Lease-Up and Transition to Triple-Net Lease Structures
  - Attractive 9.69% Pro Forma Cap Rate with Projected Yield-on-Cost Exceeding 8.30%
  - Proximate to William P. Hobby Airport, Ellington Field, and NASA Johnson Space Center
    - Easy Access to Interstate 45 and Beltway 8

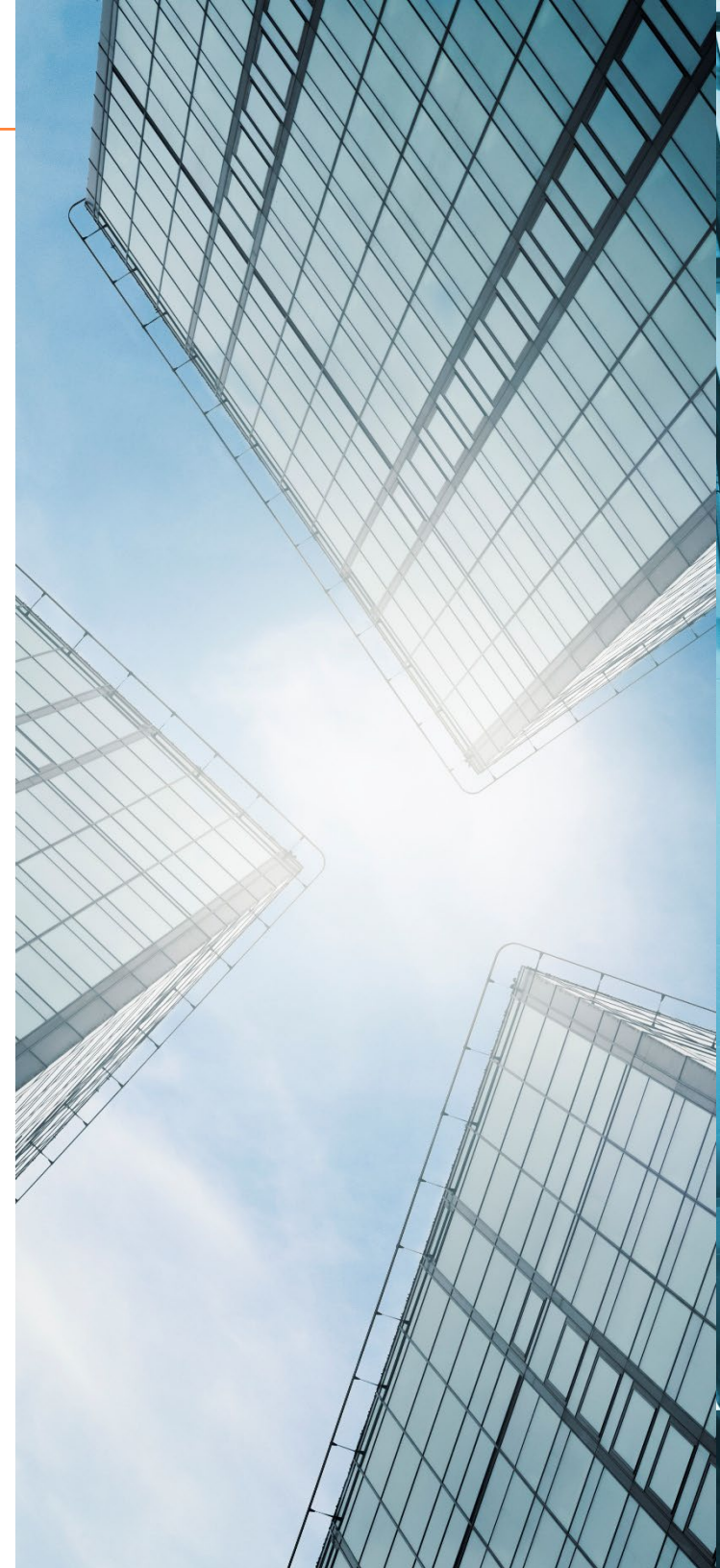
The subject property is a 110,516 square-foot small-bay industrial and retail asset situated on five acres of land. It features masonry construction and comprises 89 suites, offering a total of 87 grade-level doors for easy access and loading. A retail storefront is also located in the front building, providing additional versatility. The property's layout and design make it an ideal location for a variety of businesses, from industrial users to retail tenants. With its strategic location, the industrial asset offers a unique opportunity for investors to capitalize on growing demand for industrial and retail space. The five-acre site provides ample parking and outdoor storage space, while the property's size and layout support a flexible environment for businesses to operate and expand.

The property presents a value-add opportunity through lease-up and transition to triple-net lease structures, allowing investors to increase revenue, improve cash flow, reduce operating expenses, and maximize returns. Its current configuration and lease structure provide meaningful upside potential through leasing vacant suites and converting existing leases to triple net structures. The property's proximity to major transportation hubs, including William P. Hobby Airport, Ellington Field, and NASA Johnson Space Center, along with easy access to Interstate 45 and Beltway 8, enhances tenant appeal and overall accessibility. Located within a strong industrial and retail corridor, it also supports long-term growth and appreciation. From a financial standpoint, the industrial asset offers an attractive 9.69 percent pro forma cap rate with projected yield on cost exceeding 9.00 percent, indicating strong investment performance. Overall, the combination of value-add potential, strategic location, and strong projected returns makes this a compelling investment opportunity.

## PROPERTY DETAILS

### 12430 STATE HIGHWAY 3, WEBSTER, TX 77598

Number of Suites	89
Number of Buildings	5
Total Square Feet	110,516 SF
Year Built	1980
Lot Size	5.00 acres
Type of Ownership	Fee Simple
Clear Height	10'
Parking Spaces	200
Parking Surface	Concrete
Building Class	C
Tenancy	Multi-Tenant
Grade Level Doors	87
Construction	Masonry
Roof Type	Metal
Market	TX-Houston MSA
Submarket	East-Southeast Far
Market Vacancy	10.30%



## 12430 STATE HIGHWAY 3

OFFERING PRICE	CAP RATE	PRO FORMA CAP RATE
<b>\$11,500,000</b>	<b>2.63%</b>	<b>9.69%</b>
Offering Price		\$11,500,000
Cap Rate		2.63%
Pro Forma Cap Rate		9.69%
Price/SF		\$104.06
Total Square Feet		110,516
Rental Rate		\$11.72
Lease Type		Gross
Lease Term		Month-to-Month
Tenancy		Multi-Tenant
Occupancy		40.98%

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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
Vacant	A-1	1,500	1.4%	N/A	N/A	\$0.00	\$0	\$0	\$22,500	N/A	N/A	NNN	
El Patron	A-2	1,500	1.4%	6/23/17	MTM	\$16.59	\$2,074	\$24,888	\$24,888	N/A	N/A	Gross	
Carl & Lili Farraro	A-3	2,320	2.1%	4/22/17	MTM	\$15.52	\$3,000	\$36,000	\$36,000	N/A	N/A	Gross	
Vacant	A-4	1,500	1.4%	N/A	N/A	\$0.00	\$0	\$0	\$22,500	N/A	N/A	NNN	
Vacant	A-5	1,500	1.4%	N/A	N/A	\$0.00	\$0	\$0	\$22,500	N/A	N/A	NNN	
Donald Tran	A-6	2,056	1.9%	4/15/17	MTM	\$22.48	\$3,852	\$46,224	\$46,224	N/A	N/A	Gross	
Andrew Feng	A-7	1,680	1.5%	4/15/17	MTM	\$22.48	\$3,148	\$37,773	\$37,773	N/A	N/A	Gross	
Burger House	A-8	1,680	1.5%	4/1/99	MTM	\$24.29	\$3,400	\$40,800	\$40,800	N/A	N/A	Gross	
Vacant	A-9	1,680	1.5%	N/A	N/A	\$0.00	\$0	\$0	\$25,200	N/A	N/A	NNN	
Vacant	B-1	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Vacant	B-2	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Vacant	B-3	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Vacant	B-4	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Vacant	B-5	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Vacant (Current Leasing Office)	B-6	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Orlando Quintero	B-7	1,250	1.1%	10/1/24	MTM	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross	
David Berrones	B-9	1,250	1.1%	4/14/21	MTM	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross	
Gulf Coast Scuba	B-10	1,250	1.1%	7/1/22	MTM	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross	
Christian Johnson	B-11	1,200	1.1%	2/9/26	2/9/27	\$15.00	\$1,500	\$18,000	\$10,800	N/A	N/A	Gross	
Melvin Glover	B-13	1,250	1.1%	2/1/22	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross	
John Hernell	B-14	1,250	1.1%	7/28/25	7/28/26	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross	
Damion Williams	B-15	1,250	1.1%	6/15/20	MTM	\$11.52	\$1,200	\$14,400	\$11,250	N/A	N/A	Gross	
Vacant	B-16	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Orlando Quintero	B-17	1,250	1.1%	10/1/24	MTM	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross	
Vacant	B-18	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN	
Oliver Lockhart	B-19	1,250	1.1%	5/1/23	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross	
Cody Robinson	B-20	1,250	1.1%	8/28/91	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross	Paid Through 9/2026
Vacant	C-1	2,000	1.8%	N/A	N/A	\$0.00	\$0	\$0	\$18,000	N/A	N/A	NNN	
Scott Dodge	C-2	1,250	1.1%	3/1/26	2/28/27	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross	

# 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
				Comm.	Exp.							
Tino Vargas	C-3	1,250	1.1%	6/15/21	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross
Vacant	C-4	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-5	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Frank Cohen	C-6	1,250	1.1%	10/1/23	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross
Frank & Wittney Ray	C-7	1,250	1.1%	6/21/22	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross
Frank & Wittney Ray	C-8	1,250	1.1%	6/21/22	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross
Bobby Pauldo	C-9	1,250	1.1%	12/2/21	MTM	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross
Vacant	C-10	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-11	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Ahmedullah Mohammed	C-12	1,250	1.1%	4/25/16	MTM	\$6.72	\$700	\$8,400	\$11,250	N/A	N/A	Gross
Vacant	C-13	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-14	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-15	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-16	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-17	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	C-18	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Pedro Aulles	C-19	1,250	1.1%	10/11/18	MTM	\$10.56	\$1,100	\$13,200	\$11,250	N/A	N/A	Gross
James Stuart	C-20	1,250	1.1%	9/27/24	MTM	\$9.60	\$1,000	\$12,000	\$11,250	N/A	N/A	Gross
Vacant	D-1	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Ahmedullah Mohammed	D-2	1,250	1.1%	9/18/15	MTM	\$7.20	\$750	\$9,000	\$11,250	N/A	N/A	Gross
Ahmedullah Mohammed	D-3	1,250	1.1%	9/18/15	N/A	\$7.20	\$750	\$9,000	\$11,250	N/A	N/A	Gross
Vacant	D-4	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-5	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-6	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-7	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-8	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-9	600	0.5%	N/A	N/A	\$0.00	\$0	\$0	\$6,000	N/A	N/A	NNN
Vacant	D-10	600	0.5%	N/A	N/A	\$0.00	\$0	\$0	\$6,000	N/A	N/A	NNN
Rey Khan	D-11	600	0.5%	8/26/15	MTM	\$12.00	\$600	\$7,200	\$6,000	N/A	N/A	Gross
Vacant	D-12	600	0.5%	N/A	N/A	\$0.00	\$0	\$0	\$6,000	N/A	N/A	NNN
Ahmedullah Mohammed	D-13	1,250	1.1%	9/18/16	MTM	\$7.20	\$750	\$9,000	\$11,250	N/A	N/A	Gross
Ahmedullah Mohammed	D-14	1,250	1.1%	9/18/16	MTM	\$7.20	\$750	\$9,000	\$11,250	N/A	N/A	Gross

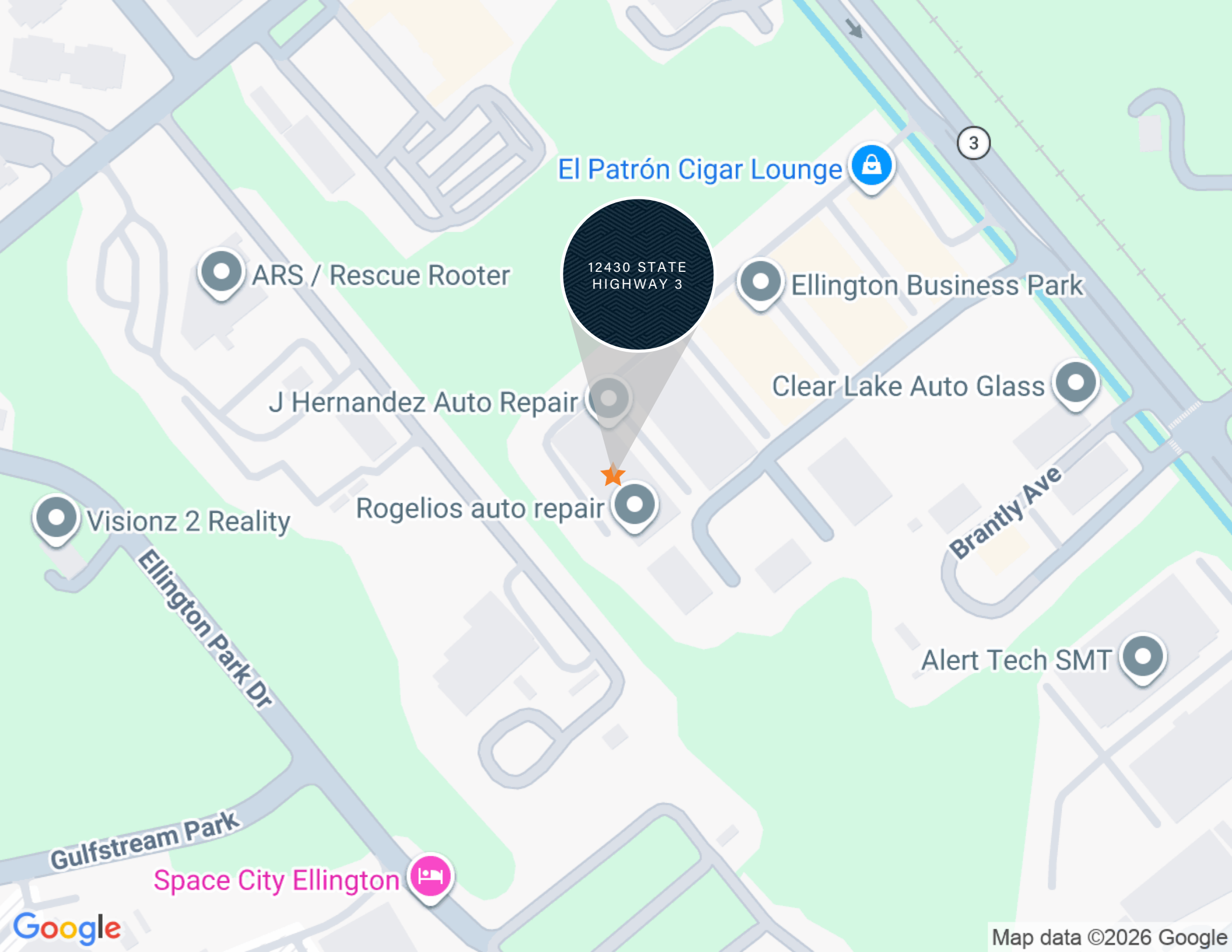
# RENT ROLL

Tenant Name	Suite	Square Feet	% Bldg Share	Lease Dates Comm.	Lease Dates Exp.	Annual Rent per Sq. Ft.	Total Rent Per Month	Total Rent Per Year	Pro Forma Rent Per Year	Changes on	Rent Increase	Lease Type
Ahmedullah Mohammed	D-15	1,250	1.1%	9/18/16	MTM	\$7.20	\$750	\$9,000	\$11,250	N/A	N/A	Gross
Vacant	D-16	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-17	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-18	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-19	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
George Cruz	D-20	1,250	1.1%	7/4/22	MTM	\$8.64	\$900	\$10,800	\$11,250	N/A	N/A	Gross
Vacant	D-21	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	D-22	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-1	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Vacant	E-2	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-3	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Danny Ponce	E-4	1,250	1.1%	5/23/13	MTM	\$8.64	\$900	\$10,800	\$11,250	N/A	N/A	Gross
Vacant	E-5	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-6	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-7	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-8	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-9	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-10	1,250	1.1%	N/A	N/A	\$0.00	\$0	\$0	\$11,250	N/A	N/A	NNN
Vacant	E-11	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Chilo	E-12	1,000	0.9%	1/24/10	N/A	\$10.80	\$900	\$10,800	\$9,000	N/A	N/A	Gross
Vacant	E-13	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Vacant	E-14	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Vacant	E-15	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Vacant	E-16	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Vacant	E-17	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Vacant	E-18	1,000	0.9%	N/A	N/A	\$0.00	\$0	\$0	\$9,000	N/A	N/A	NNN
Rollio Rodriguez	E-19	1,000	0.9%	4/15/21	MTM	\$9.60	\$800	\$9,600	\$9,000	N/A	N/A	Gross
Rollio Rodriguez	E-20	1,000	0.9%	7/1/14	MTM	\$9.60	\$800	\$9,600	\$9,000	N/A	N/A	Gross
<b>Total</b>		<b>110,516</b>				<b>\$11.72</b>	<b>\$44,224</b>	<b>\$530,685</b>	<b>\$1,136,685</b>			
Occupied Tenants: 35				Unoccupied Tenants: 54		Occupied GLA: 41.00%		Unoccupied GLA: 59.00%				
Total Current Rents: \$44,224						Occupied Current Rents: \$44,224			Unoccupied Current Rents: \$0			

## OPERATING STATEMENT

Income	Current	Per SF	Pro Forma	Per SF
Scheduled Base Rental Income	530,685	4.80	1,136,685	10.29
Expense Reimbursement Income				
Net Lease Reimbursement				
CAM	0	0.00	55,095	0.50
Insurance	0	0.00	36,205	0.33
Real estate Taxes	0	0.00	103,395	0.94
Management Fees	0	0.00	36,987	0.33
Total Reimbursement Income	\$0	0.0%	\$231,682	91.4%
Effective Gross Revenue	\$530,685	\$4.80	\$1,368,367	\$12.38

Operating Expenses	Current	Per SF	Pro Forma	Per SF
Electric	6,100	0.06	6,100	0.06
Water	21,600	0.20	21,600	0.20
Repairs & Maintenance	32,400	0.29	32,400	0.29
Insurance	39,478	0.36	39,478	0.36
Real Estate Taxes	112,856	1.02	112,856	1.02
Management Fee	15,921	0.14	41,051	0.37
	3.0%		3.0%	
Total Expenses	\$228,355	\$2.07	\$253,485	\$2.29
Expenses as % of EGR	43.0%		18.5%	
Net Operating Income	\$302,330	\$2.74	\$1,114,882	\$10.09



El Patrón Cigar Lounge



3

12430 STATE  
HIGHWAY 3



ARS / Rescue Rooter



Ellington Business Park

J Hernandez Auto Repair



Clear Lake Auto Glass



Visionz 2 Reality

Rogelios auto repair



Brantly Ave

Alert Tech SMT



Ellington Park Dr

Gulfstream Park

Space City Ellington



12430 STATE  
HIGHWAY 3





## 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.



Closed 1,659 Debt and equity financings in 2025



National platform operating within the firm's brokerage offices



\$11.9 billion total national volume in 2025



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.

## SECTION 2

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### MARKET OVERVIEW

Marcus & Millichap

# HOUSTON TEXAS

As the fifth-most populous metro area in the United States, Houston houses more than 7.6 million people in southeastern Texas. Roughly one-third of residents live in the city of Houston. Local population counts also exceed 100,000 residents in Pasadena, Pearland, The Woodlands, Sugar Land and League City. The market consists of nine counties: Harris, Galveston, Brazoria, Fort Bend, Chambers, Montgomery, Austin, Liberty and Waller. The Gulf of Mexico, which borders the metro to the southeast, provides access to markets around the world via the Port of Houston, making it a prime location for exports. Local industries have diversified from oil to technology and health care. Many companies provide goods and services for the large population growth, which has sprawled primarily to the north and west.



CORPORATE  
GROWTH



LOW COST OF  
LIVING, DOING  
BUSINESS



HIGHER  
EDUCATION

# METROPLEX GROWTH

## ECONOMY

While Houston remains the center of U.S. energy production, its economy has diversified to include major sectors such as biotechnology, nanotechnology, logistics and health care. The Texas Medical Center alone receives more than 150,000 patient visits each day, highlighting the city's strength in medical services and research. Local product manufacturing is a large segment of the economy and includes paper, electrical and electronic machinery, iron, steel, and petrochemicals. The Port of Houston is one of the country's busiest for exports, supplying thousands of jobs and generating billions in revenue.



**7%**  
MANUFACTURING



**17%**  
TRADE, TRANSPORTATION  
AND UTILITIES



**14%**  
GOVERNMENT



**10%**  
EDUCATION AND  
HEALTH SERVICES



**5%**  
FINANCIAL  
ACTIVITIES



**21%**  
PROFESSIONAL AND  
BUSINESS SERVICES



**7%**  
CONSTRUCTION



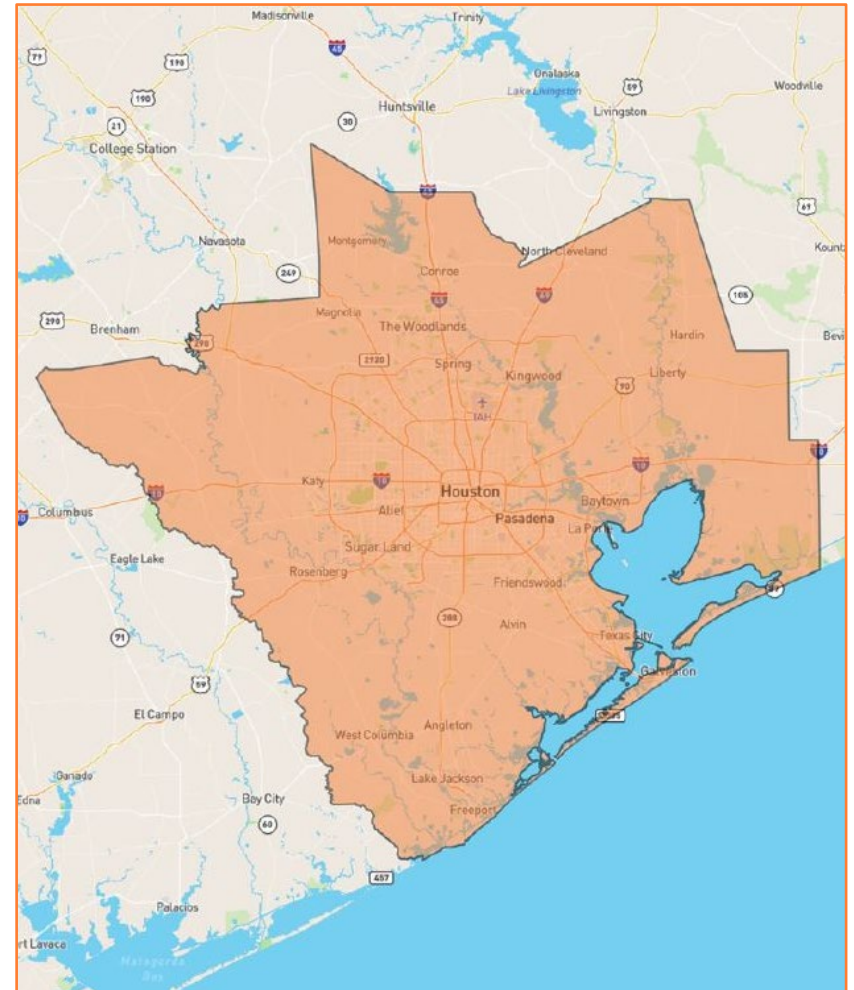
**13%**  
LEISURE AND  
HOSPITALITY



**1%**  
INFORMATION



**4%**  
OTHER SERVICES



# METROPLEX GROWTH

## DEMOGRAPHICS

The Houston metro is expected to add 456,000 people through 2029, translating into the formation of roughly 170,000 households, generating demand for housing. The homeownership rate of 60 percent trails the national rate of 65 percent. The median home price of roughly \$345,000 is \$73,000 below the U.S. average. The metro's median household income exceeds \$89,000, surpassing the national rate by \$13,000.



POPULATION  
**7.6M**  
2025-2029\* Growth  
**6.0%**



HOUSEHOLDS  
**2.7M**  
2025-2029\* Growth  
**6.3%**



MEDIAN AGE  
**36**  
U.S. Median  
**39**



MEDIAN HOUSEHOLD INCOME  
**\$89,100**  
U.S. Median  
**\$76,100**

## QUALITY OF LIFE

Houston's favorable location and climate translate to an abundance of outdoor activities. More than a dozen state parks and recreation areas are within a short drive of Houston's city limits, as are more than 500 local parks and open spaces, various cultural venues, and museums. Johnson Space Center is a popular tourist and educational destination. The metropolitan area is also known internationally for its medical community and is home to Texas Medical Center, the largest of its kind in the world. Houston hosts four professional sports teams: the Houston Texans, the Houston Astros, the Houston Rockets and the Houston Dynamo.





# 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.

Marcus & Millichap	9002994	tim.speck@marcusmillichap.com	972-755-5200
Licensed Broker/Broker Firm Name or Primary Assumed Business Name	License No.	Email	Phone
Tim A. Speck	432723	tim.speck@marcusmillichap.com	972-755-5200
Designated Broker of Firm	License No.	Email	Phone
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Adam Abushagur	661916	adam.abushagur@marcusmillichap.com	972-755-5223
Sales Agent/Associate's Name	License No.	Email	Phone

Regulated by the Texas Real Estate Commission

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

IABS 1-2

Buyer/Tenant/Seller/Landlord's Initials

Date

# ELLINGTON BUSINESS PARK

12430 STATE HIGHWAY 3  
WEBSTER, TX 77598

## PRESENTED BY

### TYLER RANFT

Director Investments  
Office & Industrial Division  
Austin Office  
Office (512) 338-7883  
Tyler.Ranft@MarcusMillichap.com  
License: TX 732964

### GRANT ROOSMA

Associate Investments  
Office & Industrial Division  
Houston Office  
Office (713) 452-4384  
Grant.Roosma@MarcusMillichap.com  
License: TX 841845

### DAVIS CAGLE

Senior Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5230  
Davis.Cagle@MarcusMillichap.com  
License: TX 722097

### ADAM ABUSHAGUR

Senior Managing Director Investments  
Office & Industrial Division  
Dallas Office  
Office (972) 755-5223  
Adam.Abushagur@MarcusMillichap.com  
License: TX 661916

## BROKER OF RECORD

### TIM SPECK

Texas Broker of Record  
5001 Spring Valley Road, Suite 1100W  
Dallas TX  
Tel: (972) 755-5200  
Tim.Speck@MarcusMillichap.com  
License: 9002994

**Marcus & Millichap**  
TAG INDUSTRIAL GROUP