

WESLACO RETAIL CENTER

915 EAST EXPRESSWAY 83, WESLACO, TX 78596



**SUBJECT
PROPERTY**



PHILIP LEVY

972.755.5225 | TX LIC #0522087
SENIOR MANAGING DIRECTOR
PLEVY@MARCUSMILLICHAP.COM

JACK NEWMAN

972.755.5195 | TX LIC #0668551
ASSOCIATE
JACK,NEWMAN@MARCUSMILLICHAP.COM

Marcus & Millichap
LEVY RETAIL GROUP

OFFERING MEMORANDUM

Weslaco Retail Center

915 East Expressway 83, Weslaco, TX 78596

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**ALL PROPERTY SHOWINGS ARE BY APPOINTMENT ONLY.
PLEASE CONSULT YOUR MARCUS & MILLICHAP AGENT FOR MORE DETAILS**

Special COVID-19 Notice

All potential buyers are strongly advised to take advantage of their opportunities and obligations to conduct thorough due diligence and seek expert opinions as they may deem necessary, especially given the unpredictable changes resulting from the continuing COVID-19 pandemic. Marcus & Millichap has not been retained to perform, and cannot conduct, due diligence on behalf of any prospective purchaser. Marcus & Millichap's principal expertise is in marketing investment properties and acting as intermediaries between buyers and sellers. Marcus & Millichap and its investment professionals cannot and will not act as lawyers, accountants, contractors, or engineers. All potential buyers are admonished and advised to engage other professionals on legal issues, tax, regulatory, financial, and accounting matters, and for questions involving the property's physical condition or financial outlook. Projections and pro forma financial statements are not guarantees and, given the potential volatility created by COVID-19, all potential buyers should be comfortable with and rely solely on their own projections, analyses, and decision-making.

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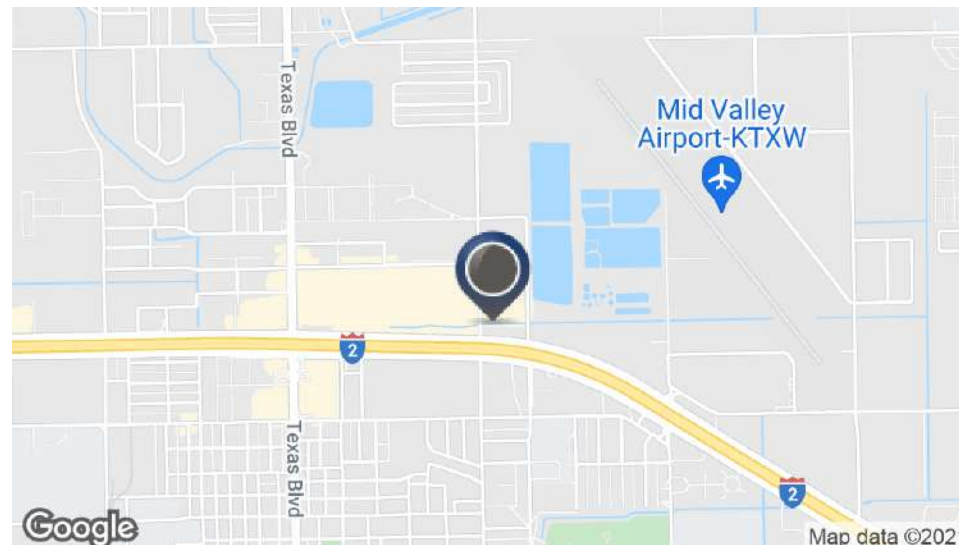
Section 1 PROPERTY INFORMATION



Weslaco Retail Center

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OFFERING SUMMARY

Sale Price:	\$3,840,000
Building Size:	9,645 SF
Lot Size:	1.12 Acres
Price / SF:	\$398.13
Cap Rate:	6.5%
NOI:	\$249,600
Year Built:	2021

PROPERTY OVERVIEW

Marcus & Millichap is pleased to present the opportunity to acquire a fully stabilized, newly constructed 9,645-square-foot, multi-tenant retail center that is shadow anchored by Lowe's Home Improvement and well positioned in a dense retail trade area of Weslaco, Texas.

DEMOGRAPHICS

Total Households
Total Population
Average HH Income

1 MILE

2,746
9,743
\$43,771

3 MILES

16,677
56,557
\$59,222

5 MILES

30,509
108,863
\$53,955

Weslaco Retail Center

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PROPERTY DESCRIPTION

Weslaco Retail Center is a 9,645-square-foot, multi-tenant retail center located in Weslaco, Texas. The property offers a prime opportunity for an investor to acquire a fully-leased retail outparcel to Lowe's Home Improvement. Currently 100 percent leased, all leases are triple-net. The tenant base is comprised of credit and regional tenants including Sport Clips, Heroes Dental, Wing Barn, and Crumbl Cookies. The building is new 2021 construction and is situated on a 1.1-acre lot with concrete parking. A multi-tenant pylon sign provides additional visibility to the center.

LOCATION DESCRIPTION

The subject property is strategically positioned on West Expressway 83 and benefits from high traffic counts of approximately 105,400 vehicles per day. Weslaco Retail Center is located on the northeast corner of Expressway 83 and Bridge Avenue. Lowe's Home Improvement sits to the north of the property, and a Starbucks single-tenant building will be constructed on the adjacent pad site to the subject property. Other national and regional retailers in the neighboring area consist of Academy Sports & Outdoors, Petco, TJ Maxx, JCPenney, Chuck E. Cheese's, Walmart, H-E-B Grocery, Big Lots!, Tractor Supply Co., The Home Depot, Ross Dress For Less, Chick-fil-A, and many more. The surrounding area is densely populated with a five-mile population of 108,863 residents. Weslaco Retail Center is in close proximity to Weslaco High School, Sam Houston Elementary School, FD Roosevelt Elementary School, South Texas College – Mid-Valley Campus, and an H-E-B distribution center.



Weslaco is located at the southern tip of Texas in the Rio Grande Valley, near the Mexican city of Reynosa, and is approximately 60 miles west of South Padre Island and the Gulf of Mexico. Weslaco is part of the McAllen–Edinburg–Mission and Reynosa–McAllen metropolitan areas. McAllen is a vibrant metro area and a major center for retail, international trade, tourism and manufacturing. Every year, thousands of winter Texans arrive to the Rio Grande Valley, during the mild fall and winter seasons, adding more than \$710 million into the local economy. Additionally, the Reynosa-McAllen Metropolitan Area has a population of roughly 1,500,000. The metro area has been the first, second, or third fastest-growing urban areas in the United States over the past years.

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BUILDING INFORMATION

Occupancy %	100.0%
Tenancy	Multiple
Year Built	2021
County	Hidalgo
Ownership Type	Fee Simple

PROPERTY HIGHLIGHTS

- 9,645-Square-Foot, Multi-Tenant Shopping Center
- Outparcel to Lowe's Home Improvement
- Fully Stabilized Asset | 100% Leased with all Triple-Net Leases
- Complementary Mix of Service-Oriented Businesses
- Strong Tenant Based Comprised of National and Regional Retailers | Crumbl Cookies is Currently the Fastest Growing Cookie Company in the Nation
- New (2021) Construction | Situated on a 1.1-Acre Parcel with Ample Concrete Parking
- Adjacent to Pad Site for a Starbucks Store that is Currently Under Construction
- High-Traffic Location on Expressway 83 | Approximately 105,400 Vehicles per Day | Excellent Access and Visibility from Expressway 83 | Multi-Tenant Pylon Sign Provides Additional Visibility
- Close Proximity to Many Schools, Providing Additional Traffic to the Area
- Located in a Dense Retail Trade Area | Near Numerous National Retailers Including Academy Sports & Outdoors, Petco, TJ Maxx, JCPenney, Chuck E. Cheese's, Walmart, H-E-B Grocery, Big Lots!, Tractor Supply Co., The Home Depot, Ross Dress For Less, Chick-fil-A, and More
- Densely Populated Area | 111,375 Residents Within a Five-Mile Radius
- Located in the Reynosa-McAllen Metropolitan Area, Serving a Population of 1.5 Million
- 60 Minutes from South Padre Island | One of Texas' Top Tourist Destinations

Section 2 LOCATION INFORMATION



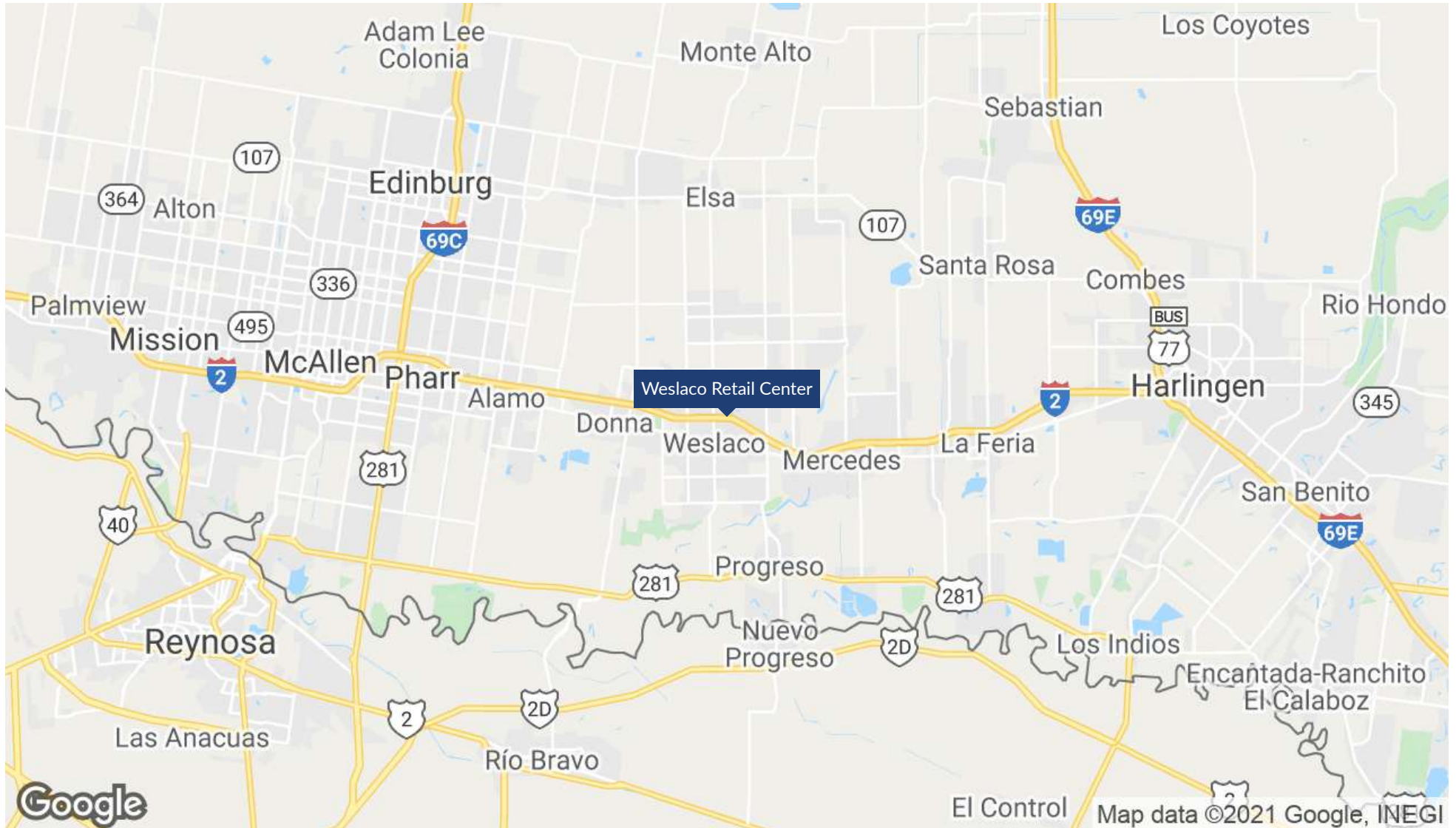
STARBUCKS COFFEE
COMING SOON
UNDER CONSTRUCTION

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Section 3 FINANCIAL ANALYSIS



Weslaco Retail Center

915 East Expressway 83, Weslaco, TX 78596



INVESTMENT OVERVIEW

	CURRENT
Price	\$3,840,000
Price per SF	\$398.13
CAP Rate	6.5%
Total Return (yr 1)	\$249,600

OPERATING DATA

	CURRENT
Gross Income	\$344,139
Operating Expenses	\$94,539
Net Operating Income	\$249,600
Pre-Tax Cash Flow	\$249,600

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INCOME SUMMARY	CURRENT	PER SF
Base Rent	\$249,600	\$25.88
Real Estate Taxes Reimbursements	\$38,305	\$3.97
Insurance Reimbursements	\$7,234	\$0.75
Common Area Maintenance Reimbursements	\$36,000	\$3.73
Management Fee Reimbursements	\$13,000	\$1.35
GROSS INCOME	\$344,139	\$35.68
EXPENSE SUMMARY	CURRENT	PER SF
Real Estate Taxes	\$38,305	\$3.97
Insurance	\$7,234	\$0.75
Utilities	\$19,200	\$1.99
Landscaping	\$10,800	\$1.12
Parking Lot Maintenance	\$4,800	\$0.50
Fire Alarm/Fire Safety	\$1,200	\$0.12
Management Fee	\$13,000	\$1.35
GROSS EXPENSES	\$94,539	\$9.80
NET OPERATING INCOME	\$249,600	\$25.88

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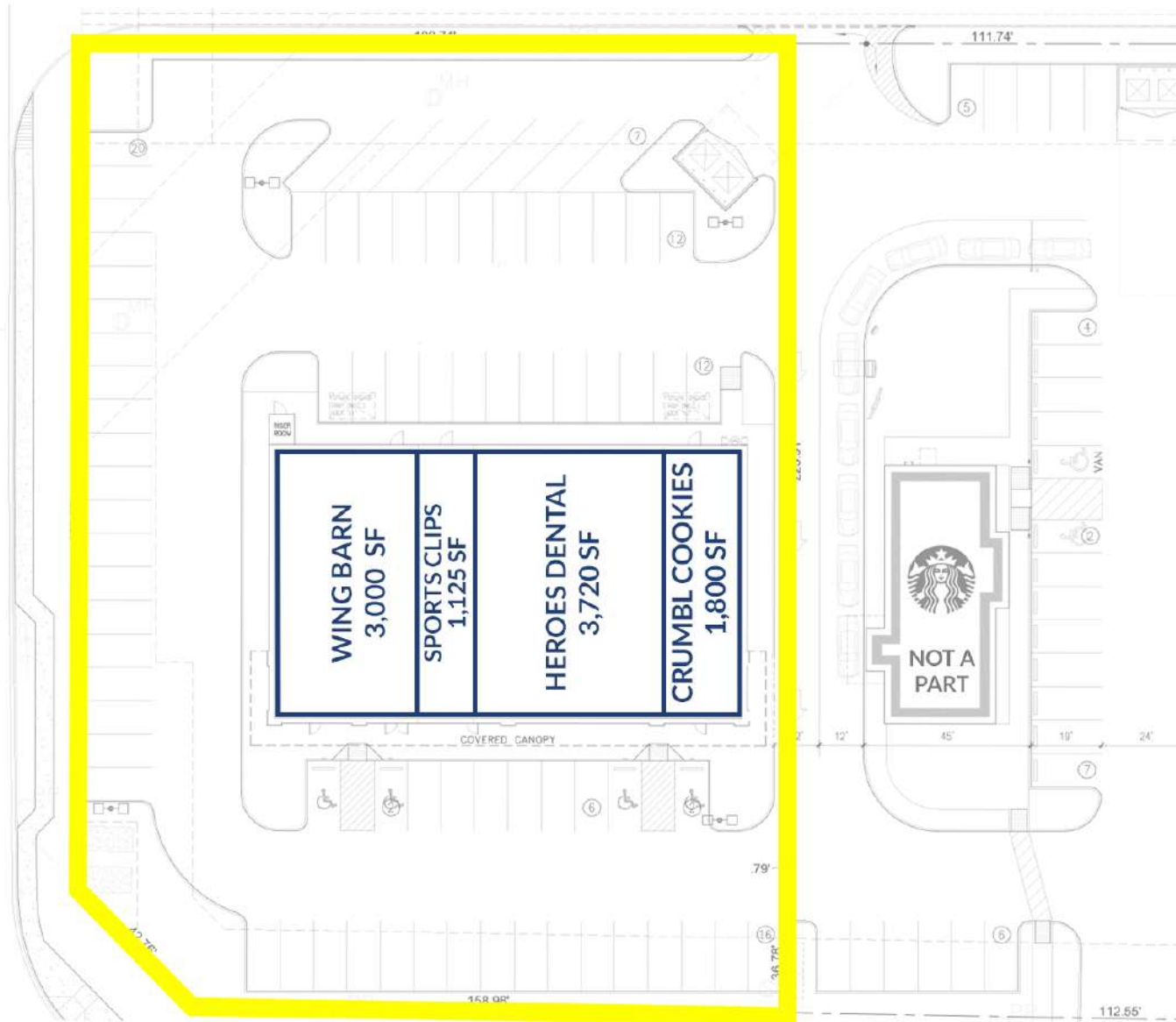
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SUITE	TENANT NAME	UNIT SIZE (SF)	% OF GLA	LEASE START	LEASE END	ANNUAL RENT	RENT/SF	CHANGES ON	CHANGES TO	EXPENSE REIMBURSEMENT	OPTIONS	LEASE TYPE		
100	Heroes Dental (1)	3,720	38.57%	4/11/2022	4/10/2032	\$93,000.00	\$25.00	4/11/27	\$27.50	\$36,462.94	(2) 5-Yr @ \$30.25/\$33.27	NNN		
600	Crumbl Cookies	1,800	18.66%	11/23/2021	11/30/2026	\$48,600.00	\$27.00			\$17,643.36	(1) 5-Yr @ \$29.70	NNN		
100	Wing Barn, LLC	3,000	31.10%	9/23/2021	9/30/2031	\$81,000.00	\$27.00	10/01/26	\$29.70	\$29,405.60	(2) 5-Yr @ \$32.67/\$35.94	NNN		
200	Sport Clips	1,125	11.66%	9/29/2021	9/30/2026	\$27,000.00	\$24.00			\$11,027.10	(1) 5-Yr @ \$26.40	NNN		
TOTAL VACANT		0	0%											
TOTAL OCCUPIED		9,645	100%											
TOTAL		9,645	100%							\$249,600			\$94,539	

(1) The Lease Term shall commence 210 days after the Date of Delivery; the Commencement Date is estimated to begin on April 11, 2022.

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CRUMBL COOKIES

FOUNDED	2018
LOCATIONS	200+
SQ. FT.	1,800
GUARANTY	Personal
OPTIONS	(1) 5-Year @ \$29.70



Crumbl Cookies is a Utah based cookie chain offering a weekly rotating menu of fresh baked cookies. Since opening its doors three years ago, Crumbl has expanded to over 200 bakeries in 32 states nationwide, making it the fastest-growing cookie company in the nation.

SPORT CLIPS

FOUNDED	1993
LOCATIONS	1,800+
SQ. FT.	1,125
GUARANTY	Personal
OPTIONS	(1) 5-Year @ \$26.40



Sport Clips is a sports themed hair salon offering haircuts only. They have locations in all 50 states, and each location is independently owned and operated.

WING BARN

FOUNDED	2010
LOCATIONS	9
SQ. FT.	3,000
GUARANTY	Personal
OPTIONS	(2) 5-Year @ \$32.67/\$35.94



Wing Barn is a family owned and operated regional restaurant chain serving wings, classic appetizers such as onion rings, fries, and poppers, burgers, salads, wraps, and Texas State Fair inspired desserts.

HEROES DENTAL

LOCATIONS	6
SQ. FT.	3,720
OPTIONS	(2) 5-Yr @ \$30.25/\$33.27



Heroes Dental is a regional family dental office that operates in six locations in the Rio Grande Valley area. They offer general, pediatric and cosmetic dentistry as well as orthodontic services.

Section 4 SALE COMPARABLES



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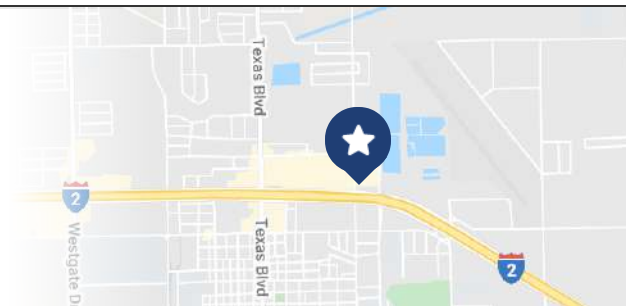
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SUBJECT PROPERTY

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Sale Price:	\$3,840,000	Lot Size:	1.12 AC
Year Built:	2021	Building SF:	9,645 SF
Price PSF:	\$398.13	Cap:	6.5%
NOI:	\$249,600		



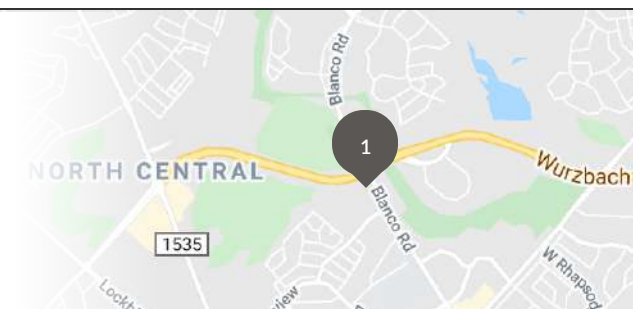
1



BLANCO SHOPPING CENTER

12711 Blanco Road | San Antonio, TX 78231

Sale Price:	\$4,545,000	Lot Size:	1.56 AC
Year Built:	2017	Building SF:	7,000 SF
Price PSF:	\$649.29	CAP:	6.08%
Closed:	06/21/2019	Occupancy:	100%



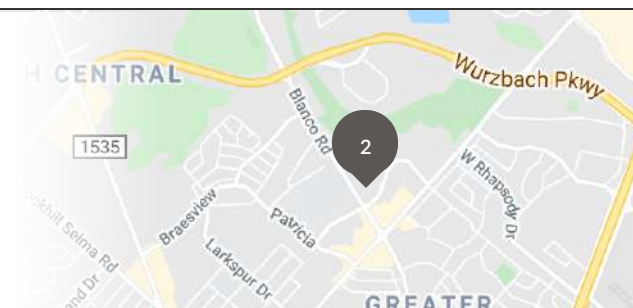
2



BLANCO & PARLIAMENT SHOPPING CENTER

11900 Blanco Road | San Antonio, TX 78216

Sale Price:	\$4,500,000	Lot Size:	1.11 AC
Year Built:	2020	Building SF:	8,394 SF
Price PSF:	\$536.10	CAP:	6.2%
Closed:	03/26/2021	Occupancy:	100%



Weslaco Retail Center

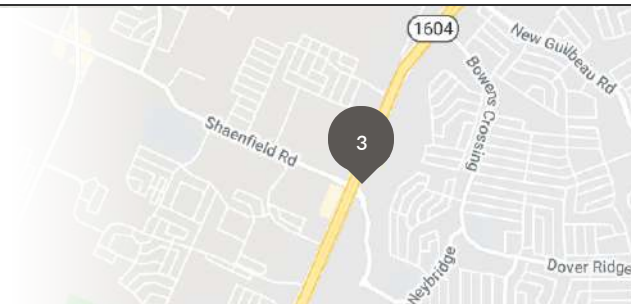
915 East Expressway 83, Weslaco, TX 78596



STARBUCKS STRIP CENTER

8110 West Loop 1604 North | San Antonio, TX 78254

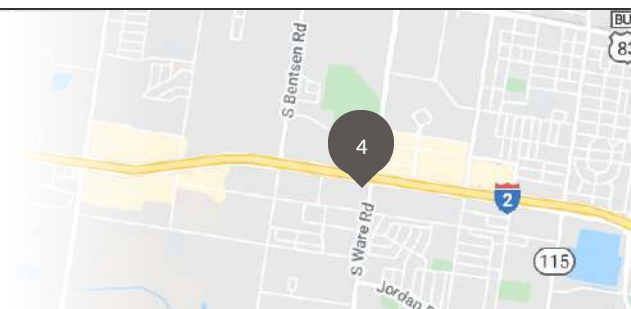
Sale Price:	\$4,553,705	Lot Size:	1.79 AC
Year Built:	2017	Building SF:	8,538 SF
Price PSF:	\$533.35	CAP:	6.45%
Closed:	04/12/2019	Occupancy:	100%



STONE OAK CENTER

3701 West Expressway 83 | McAllen, TX 78503

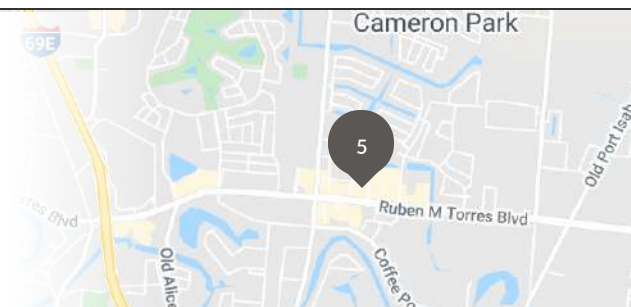
Sale Price:	\$3,375,000	Lot Size:	1.572 AC
Year Built:	2008	Building SF:	8,654 SF
Price PSF:	\$389.99	CAP:	6.5%
Closed:	03/20/2019	Occupancy:	100%



802 PLAZA

2155 Ruben M Torres Boulevard | Brownsville, TX 78526







Sale Price:	\$4,630,000	Lot Size:	1.718 AC
Year Built:	2015	Building SF:	16,840 SF
Price PSF:	\$274.94	CAP:	6.51%
Closed:	09/23/2019	Occupancy:	92%



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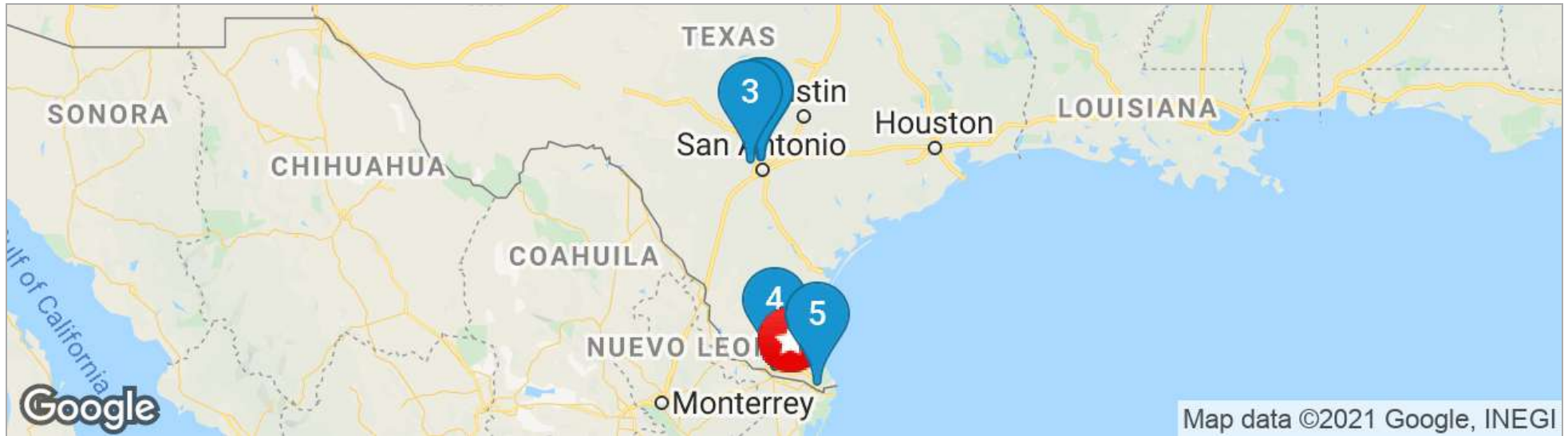
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	SUBJECT PROPERTY	PRICE	BLDG SF	PRICE/SF	CAP	
	Weslaco Retail Center 915 East Expressway 83 Weslaco, TX 78596	\$3,840,000	9,645 SF	\$398.13	6.5%	
	SALE COMPS	PRICE	BLDG SF	PRICE/SF	CAP	CLOSE
	Blanco Shopping Center 12711 Blanco Road San Antonio, TX 78231	\$4,545,000	7,000 SF	\$649.29	6.08%	06/21/2019
	Blanco & Parliament Shopping Center 11900 Blanco Road San Antonio, TX 78216	\$4,500,000	8,394 SF	\$536.10	6.2%	03/26/2021
	Starbucks Strip Center 8110 West Loop 1604 North San Antonio, TX 78254	\$4,553,705	8,538 SF	\$533.35	6.45%	04/12/2019
	Stone Oak Center 3701 West Expressway 83 McAllen, TX 78503	\$3,375,000	8,654 SF	\$389.99	6.5%	03/20/2019
	802 Plaza 2155 Ruben M Torres Boulevard Brownsville, TX 78526	\$4,630,000	16,840 SF	\$274.94	6.51%	09/23/2019
		PRICE	BLDG SF	PRICE/SF	CAP	CLOSE
	Totals/Averages	\$4,320,741	9,885 SF	\$437.10	6.35%	

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SUBJECT PROPERTY

915 East Expressway 83 | Weslaco, TX 78596



1 BLANCO SHOPPING CENTER

12711 Blanco Road
San Antonio, TX 78231



2 BLANCO & PARLIAMENT SHOPPING CENTER

11900 Blanco Road
San Antonio, TX 78216



3 STARBUCKS STRIP CENTER

8110 West Loop 1604 North
San Antonio, TX 78254



4 STONE OAK CENTER

3701 West Expressway 83
McAllen, TX 78503



5 802 PLAZA

2155 Ruben M Torres Boulevard
Brownsville, TX 78526

Section 5 DEMOGRAPHICS



Weslaco Retail Center

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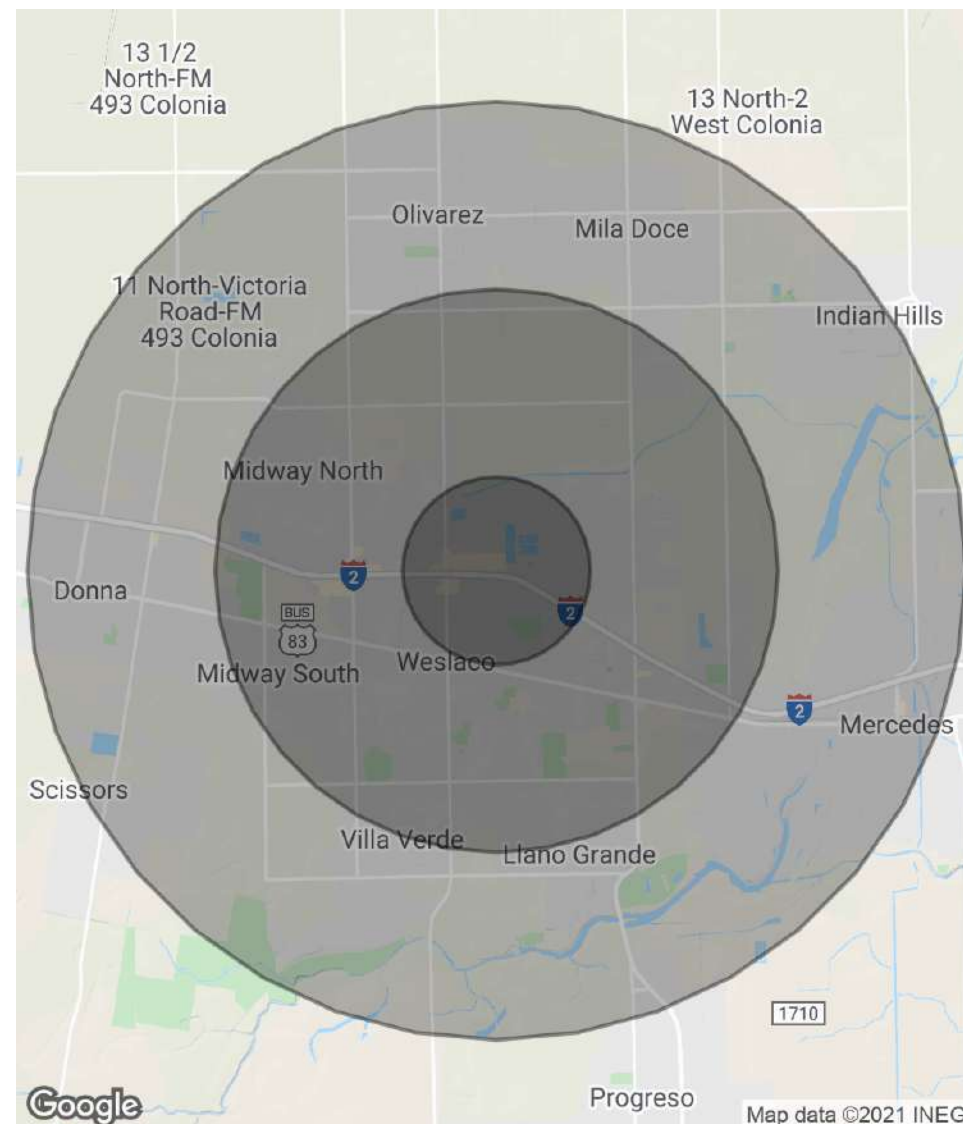
POPULATION	1 MILE	3 MILES	5 MILES
Total Population	9,743	56,557	108,863
Average age	34.20	35.50	34.20
Average age (Male)	32.60	34.10	33.00
Average age (Female)	35.70	36.70	35.40

HOUSEHOLDS & INCOME	1 MILE	3 MILES	5 MILES
Total households	2,746	16,677	30,509
# of persons per HH	3.40	3.30	3.50
Average HH income	\$43,771	\$59,222	\$53,955
Average house value	\$67,182	\$82,588	\$74,956

ETHNICITY (%)	1 MILE	3 MILES	5 MILES
Hispanic	96.3%	88.9%	91.9%

RACE	1 MILE	3 MILES	5 MILES
% White	96.7%	96.8%	97.3%
% Black	0.9%	0.8%	0.8%
% Asian	0.7%	0.9%	0.6%
% Hawaiian	0.0%	0.1%	0.1%
% American Indian	1.0%	0.8%	0.7%
% Other	0.6%	0.6%	0.6%

* Demographic data derived from 2020 CoStar Realty Information, Inc.





INFORMATION ABOUT BROKERAGE SERVICES

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

11-2-2015

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.

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.

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.

Marcus & Millichap

Licensed Broker /Broker Firm Name or Primary Assumed Business Name

Tim A. Speck

Designated Broker of Firm

Licensed Supervisor of Sales Agent/Associate

Sales Agent/Associate's Name

9002994

License No.

432723

License No.

License No.

License No.

tim.speck@marcusmillichap.com

Email

tim.speck@marcusmillichap.com

Email

Email

Email

972-755-5200

Phone

972-755-5200

Phone

Phone

Phone

Buyer/Tenant/Seller/Landlord Initials

Date

WING BARN
BURGERS • WINGS • BEER

SportClips
HAIRCUTS

HEROES
DENTAL

crumbl
cookies

915
100

77

91

FIRE LANE NO PARKING

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