

OFFERING MEMORANDUM

North Conway Professional Plaza

2500 North Conway Avenue | Mission, Texas 78574



Marcus & Millichap

LAGOS-WOLANSKY RETAIL GROUP

OFFERED EXCLUSIVELY BY



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Real Estate Investment Sales • Financing • Research • Advisory Services

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TEXAS REAL ESTATE COMMISSION
P.O. BOX 12188,
AUSTIN, TEXAS 78711-2188
(512) 936-3000

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

OFFICES THROUGHOUT THE U.S. AND CANADA
www.marcusmillichap.com

PROPERTY OVERVIEW

 **PRICE**
\$2,488,000

Cap Rate:	7.00%
NOI:	\$174,164
Price/SF:	\$205.28
Building GLA:	12,120 SF
Total Land Area:	0.84 AC
Year Built:	1998
Occupancy:	100%
Parcel ID:	B2638-00-000-0003-00

Marcus & Millichap is pleased to exclusively offer for sale the North Conway Professional Plaza, a medical retail center strategically located on North Conway Avenue, one of the most heavily trafficked thoroughfares in Mission, Texas.

The property sits within a high-growth corridor surrounded by national retailers and significant new development activity, making it a compelling opportunity in the rapidly expanding Rio Grande Valley market. The property offers investors the ability to generate stable cash flow from day one, while simultaneously capturing meaningful upside through increasing below-market rents to current market rates, a rare combination of stable income and value-add potential in one of South Texas' fastest-growing markets.

INVESTMENT HIGHLIGHTS



Significant Upside Through Below-Market Rents: Current in-place rents are significantly below market, presenting an investor with immediate value-add potential. As leases roll, there is a clear path to mark rents to market and meaningfully grow NOI – a compelling opportunity given the surrounding demand drivers and the strength of the North Conway corridor.



Premium Location on a High-Traffic Corridor: The property is situated on North Conway Avenue, one of Mission's most heavily trafficked thoroughfares, offering exceptional visibility and access. An HEB anchor is located just half a mile away, driving consistent consumer traffic past the site.



Strong National Tenant Presence and New Development: The corridor is home to a dense cluster of national credit tenants, validating strong consumer demand and trade area performance.



Dense Population and Sustained Growth: Over 195,000 residents live within a 5-mile radius, with the market posting an average annual population growth rate of approximately 4.4 percent over the next five years – well above national averages – reflecting the Rio Grande Valley's continued expansion.



Major Economic and Industrial Expansion: The Rio Grande Valley is experiencing a wave of economic investment on multiple fronts. The SpaceX Starbase expansion is bringing high-paying manufacturing and engineering jobs to the region, while a 100,000+ SF retail redevelopment in Mission is currently underway. On the industrial side, a planned 6.3 million SF, 145-acre industrial park near the Anzalduas International Bridge has already attracted over \$50 million in committed investment. The adjacent Sharyland Business Park further reinforces long-term job creation and sustained retail demand across the trade area.

AERIAL

Shary
Municipal Golf
Course

19,299
VPD

H-E-B **GNC**
LIVE WELL

cricket wireless Little Caesars

Auto Zone

WHATABURGER

RODEO DENTAL

East Griffin Parkway

CVS
pharmacy

Burger King

EL POLLO LOCO

STARBUCKS
COFFEE

24,242
VPD

STARS
Drive-in

Subject
Property

WELLS
FARGO

North Conway Avenue

Edinburg Main Canal





AERIAL



Edinburg Main Canal

Subject Property

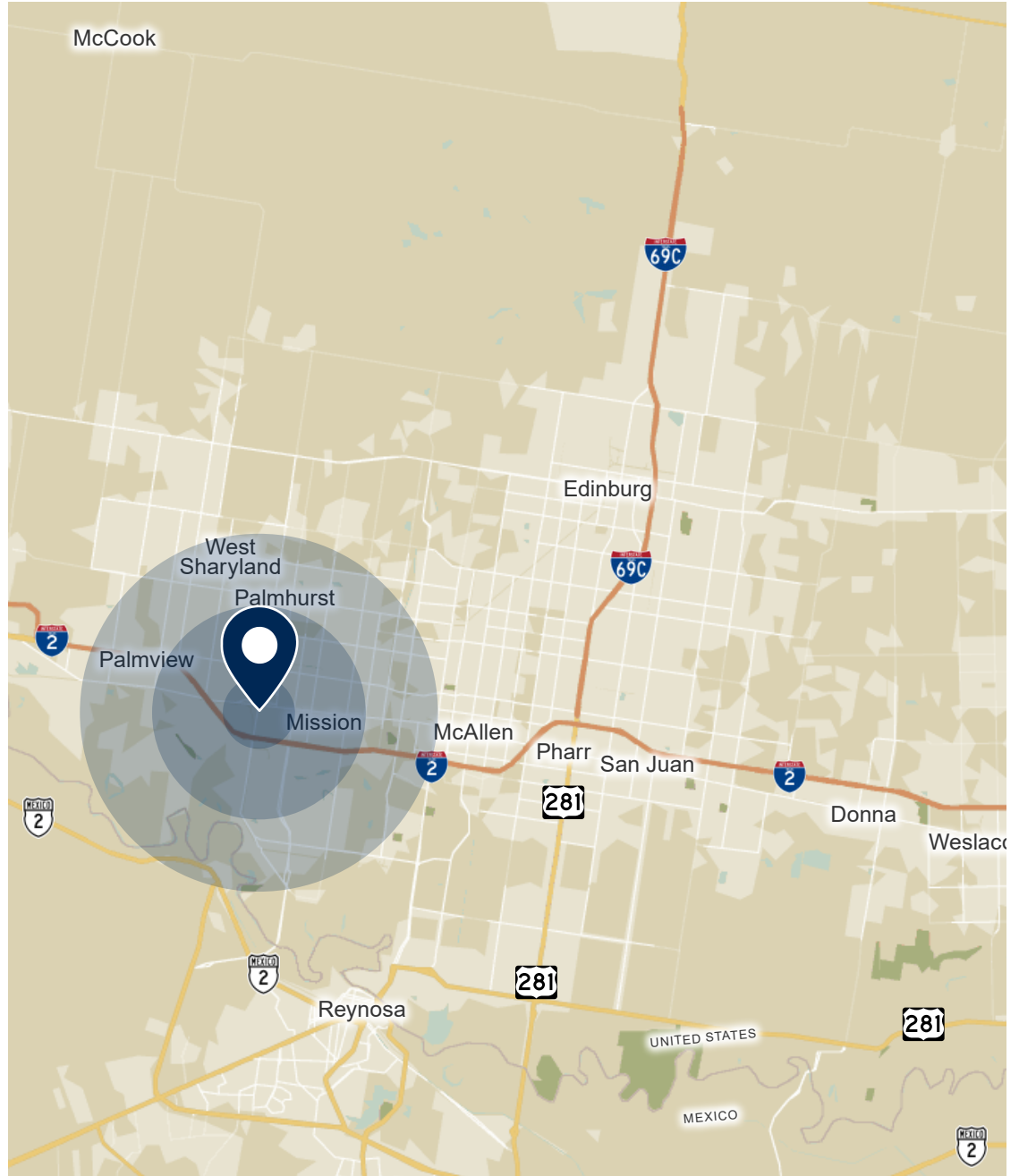


PROPERTY PHOTOS



DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
2030 PROJECT. POPULATION	12,731	92,318	195,380
2025 EST. POPULATION	12,319	87,963	187,145
CHANGE 2025-2030	3.34%	4.95%	4.40%
2025 MEDIAN AGE	33.0	33.0	33.0
POPULATION BY RACE	1 MILE	3 MILE	5 MILE
WHITE	31.26%	34.04%	33.26%
BLACK	0.70%	0.53%	0.64%
ASIAN	0.33%	0.61%	1.20%
AMERICAN INDIAN, ESKIMO, ALEUT	0.58%	0.60%	0.69%
HAWAIIAN, PACIFIC ISLANDER	0.08%	0.04%	0.03%
MULTI-RACE	45.89%	43.25%	43.57%
OTHER	21.17%	20.94%	20.62%
HISPANIC ORIGIN	91.61%	91.16%	90.92%
HOUSEHOLDS BY INCOME	1 MILE	3 MILE	5 MILE
\$200,000 OR MORE	2.83%	5.94%	5.53%
\$150,000 - \$199,999	4.95%	5.64%	5.40%
\$100,000 - \$149,999	15.54%	14.82%	14.13%
\$75,000 - \$99,999	10.89%	11.37%	11.23%
\$50,000 - \$74,999	17.93%	17.32%	17.22%
\$35,000 - \$49,999	12.92%	11.50%	11.54%
\$25,000 - \$34,999	9.76%	9.85%	10.53%
\$15,000 - \$24,999	12.70%	9.98%	11.03%
\$10,000 - \$14,999	4.81%	6.62%	6.08%
UNDER \$9,999	7.67%	6.96%	7.32%
AVERAGE HOUSEHOLD INCOME	\$70,501	\$80,079	\$77,572
MEDIAN HOUSEHOLD INCOME	\$58,637	\$62,650	\$59,733
PER CAPITA INCOME	\$22,877	\$26,170	\$25,092
MEDIAN PROPERTY VALUE	\$95,958	\$110,596	\$109,996



MARKET OVERVIEW

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 83,900 residents over the next five years.

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 Aviation 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.



MARCUS & MILLICHAP CAPITAL CORPORATION CAPABILITIES

Marcus & Millichap Capital Corporation (MMCC) is a subsidiary of Marcus & Millichap (NYSE:MMI). We source and structure financing for a wide variety of net lease and multi-tenant retail properties across the nation. Whether for acquisitions, development or recapitalizations, appropriate debt structuring is critical for not only favorable returns but to also prevent over-leveraging and create flexibility to respond to market trends.

Ultimately, our Debt Placement capabilities drive lenders to work in partnership with our retail clients to achieve a balanced capital stack that results in favorable leverage levels, loan pricing, terms, and options.



Lagos-Wolansky sales listing financed by Jamie Safier



NATIONAL PLATFORM
OPERATING WITHIN THE
FIRM'S **81** BROKERAGE
OFFICES



414 UNIQUE CAPITAL
SOURCES FUNDED MMCC
DEALS



1,557 CLOSED
DEBT & EQUITY
FINANCINGS



\$11.6B TOTAL
FINANCING
NATIONAL VOLUME

Year Ending December 31, 2025

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Marcus & Millichap Capital Corporation



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.

Marcus & Millichap	9002994	tim.speck@marcusmillichap.com	972-755-5200
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Designated Broker of Firm	License No.	Email	Phone
Ford Noe	709695	ford.noe@marcusmillichap.com	713-452-4200
Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
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

Marcus & Millichap

LAGOS-WOLANSKY RETAIL GROUP

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