EXECUTIVE SUMMARY

Crossing at Telfair - Reserve C

350 Promenade Way | Sugar Land, Texas 77479

Marcus & Millichap

LAGOS-WOLANSKY RETAIL GROUP

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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

PROPERTY OVERVIEW

PRICE
$14,741,000

Cap Rate (Current/Pro Forma):	7.00% / 7.17%
NOI (Current/Pro Forma):	$1,031,894 / $1,056,478
Price/SF:	$437.93
Building GLA:	33,661 SF
Total Land Area:	5.57 AC
Year Built:	2018
Economical Occupancy:	100%
Parcel ID:	0032-00-000-0267-907

Marcus & Millichap is pleased to exclusively offer for sale Crossing at Telfair - Reserve C, an H-E-B grocery shadow-anchored shopping center. The subject property has 33,661 square feet of leasable area on 5.57 acres of land, located at 350 Promenade Way, Sugar Land, Texas. Crossing at Telfair – Reserve C is offered for sale at a price of $14,741,000, which is a value of $438 per square foot to the building and a 7 percent day one cap rate.

The subject property benefits from a top-performing H-E-B supermarket that sees three million visits per year and ranks in the top thirteen percent of H-E-B stores nationwide, according to Placer AI. The property was built in 2018, prior to the run-up in cost of construction, so rental rates in the shopping center are below market rents for new construction of $35 per square foot plus triple-nets.

In addition to being situated off Highway 6 and Highway 90, two of Sugar Land's most trafficked thoroughfares, the subject property and its tenants benefit from a population of approximately 95,000 residents with average household income of $105,000 within three miles of the property.

INVESTMENT HIGHLIGHTS

Shadow-Anchored to a Top-Performing H-E-B Supermarket: Three Million Annual Visits

Priced Below Replacement Cost: $438 Per Square Foot

Attractive Seven Percent Day One Cap Rate

Below Market Rents for Class A New Construction Retail

Desirable Co-Tenants Including Pet Supplies Plus, Wingstop, Hotworx, Sugarland Veterinary Clinic, Southwest Urgent Care, Hertz Rent-A-Car, multiple local restaurants, and more.

AERIAL


Sugar Land Town Square & First Colony Mall
2.5 miles ESE
Methodist
69
59
Hilton Garden Inn
H-E-B
James Reese Career & Technical Center
Sumnter Court
Subject Property
Promenade Way
Hampton Inn & Suites by HILTON
Jersey Mike's SUBS
Citadel Way
Chuy's
WHATABURGER
N

AERIAL


Sugar Land
Regional Airport
Constellation
Field
6
TEXAS
CORNELIUS
NURSERY
CHAMPIONX
Highway 90 Alt - 59,089 VPD
Walmart
POPEYES
Texas 6 - 62,955 VPD
NAVY FEDERAL
Credit Union
Hampton Inn & Suites
by HILTON
Chuy's
Citadel Way
WHATABURGER
Jersey Mike's
Sumnter Court
Subject
Property
H-E-B
N

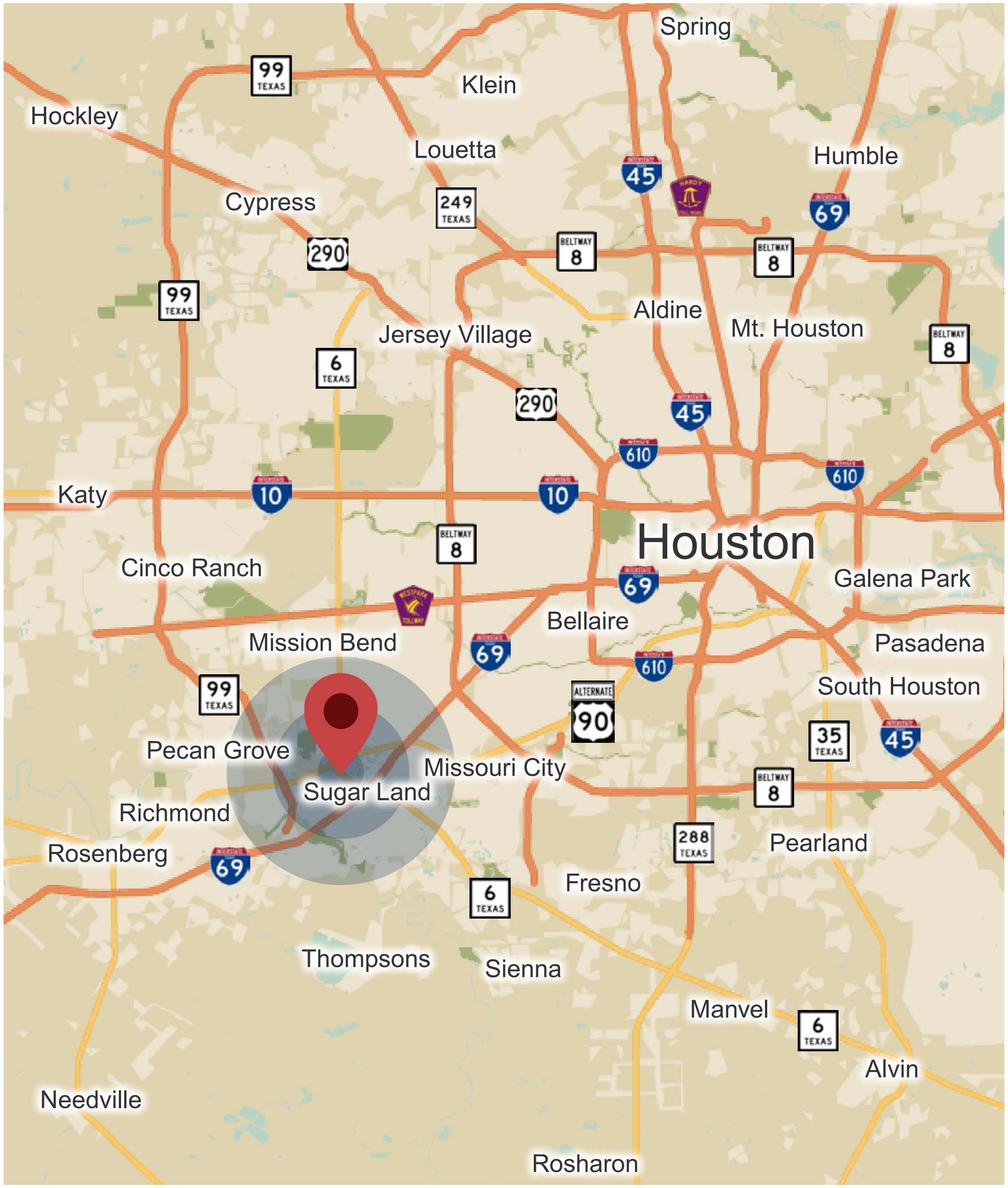
AERIAL


Uptown/ Galleria
16 miles NE
Texas Medical Center
23 miles NNE
Texas Medical Center
18 miles ENE
69
59
Imperial Historic District
Walmart
Sam's Club
Kelsey Seybold Clinic
Russos New York Pizzeria
PNC
CHASE
Willie's
Texas 6 - 62,955 VPD
6 TEXAS
Jersey Mike's Subs
Whataburger
H-E-B
Subject Property
Hampton Inn & Suites by Hilton
N

PROPERTY PHOTOS

DEMOGRAPHICS

POPULATION	1 MILE	3 MILE	5 MILE
2030 PROJECT. POPULATION	13,358	94,651	341,096
2025 EST. POPULATION	12,861	90,927	329,658
CHANGE 2025-2030	3.87%	4.10%	3.47%
2025 MEDIAN AGE	34.0	40.0	38.0
POPULATION BY RACE	**1 MILE**	**3 MILE**	**5 MILE**
WHITE	11.75%	23.46%	20.23%
BLACK	32.52%	27.65%	29.93%
ASIAN	32.66%	22.71%	19.41%
AMERICAN INDIAN, ESKIMO, ALEUT	0.85%	0.77%	0.99%
HAWAIIAN, PACIFIC ISLANDER	0.03%	0.07%	0.06%
MULTI-RACE	11.37%	12.94%	12.60%
OTHER	10.81%	12.40%	16.79%
HISPANIC ORIGIN	24.34%	27.58%	32.91%
HOUSEHOLDS BY INCOME	**1 MILE**	**3 MILE**	**5 MILE**
$200,000 OR MORE	5.09%	10.07%	10.27%
$150,000 - $199,999	8.10%	10.88%	8.80%
$100,000 - $149,999	15.08%	19.98%	16.59%
$75,000 - $99,999	13.09%	12.45%	11.10%
$50,000 - $74,999	19.59%	16.21%	16.41%
$35,000 - $49,999	15.33%	10.81%	11.43%
$25,000 - $34,999	7.20%	6.99%	8.58%
$15,000 - $24,999	7.88%	5.67%	7.50%
$10,000 - $14,999	2.68%	2.10%	3.34%
UNDER $9,999	5.96%	4.85%	5.98%
AVERAGE HOUSEHOLD INCOME	$83,969	$105,796	$100,007
MEDIAN HOUSEHOLD INCOME	$69,882	$88,747	$83,386
PER CAPITA INCOME	$31,838	$41,258	$37,404
MEDIAN PROPERTY VALUE	$231,985	$229,605	$212,925



MARKET OVERVIEW

As the fourth-most populous metro area in the United States, Houston houses more than 7.4 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 is composed 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.

MARKET OVERVIEW

Sources: houstontx.gov/abouthouston; Marcus & Millichap Research Services; BLS; Bureau of Economic Analysis; Experian; Fortune; Moody's Analytics; U.S. Census Bureau.

The **4th most populous metro in the nation**, the Houston MSA covers 9,444 square miles, an area slightly smaller than Massachusetts but larger than New Jersey.

Corporate Growth: Houston is a top destination for corporate relocations, due to its business-friendly environment. Approximately **24** *Fortune 500* companies are headquartered in the metro, ranking third among U.S. metro areas.

Higher Education: Over **40 post-secondary education institutions** are in the metro. Nearly 33 percent of citizens ages 25 and older have a bachelor's degree, with almost 12 percent also holding a graduate or professional degree. Institutions include:

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.


Gerald D. Hines Waterwall Park & Williams Tower

Quality of Life: The metropolitan area's favorable location and climate translate to an abundance of outdoor activities. More than a dozen state parks and recreation areas lie within a short drive of Houston's city limits, as well as more than **500 local parks** and open spaces, various cultural venues and museums.


Memorial Park Kinder Land Bridge & Cyvia and Melvin Wolff Prairie

For more than half a century, NASA's **Lyndon B. Johnson Space Center** has led our nation and the world on a continuing adventure of human exploration, discovery and achievement and is a popular tourist and educational destination.

Houston hosts four professional sports teams: the **Houston Texans** (NFL), the **Houston Astros** (MLB), the **Houston Rockets** (NBA), and the **Houston Dynamo** (MLS).

The **Port of Houston** is one of the country's busiest for exports, supplying thousands of jobs and generating billions of dollars in revenue.

Houston is the center of U.S. energy production, with a diverse economy including **biotechnology**, **nanotechnology**, and **logistics**.

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

EQUAL HOUSING OPPORTUNITY

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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Licensed Supervisor of Sales Agent/Associate	License No.	Email	Phone
Sales Agent/Associate's Name	License No.	Email	Phone

Buyer/Tenant/Seller/Landlord's Initials ____________ Date ____________

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