

# TOWN CENTER

Odessa, Texas

## THE OFFERING

Jones Lang LaSalle Americas, Inc. ("JLL") proudly presents Winwood Town Center (the "Property"), an exceptional investment opportunity as a 100% leased, 372,534 SF shopping center with outstanding stability through 93% national tenancy and 78% investment-grade occupancy. As the #1 shopping destination in Midland/Odessa with 6.2M+ annual visitors, the property features a rare dual-anchor arrangement with both Target and HEB on lease. One of only two such centers in Texas, the Property provides exceptional stability while both pay significantly below-market rents (Target 78.75% below, HEB 21.93% below) that mitigates against vacancy risk. The 14/22 tenants expiring without options is supported by a substantial 32.26% mark-to-market opportunity.

Strategically positioned with visibility to 84,780 daily vehicles in the Permian Basin, which generates 48% of U.S. oil production, the center demonstrates remarkable tenant loyalty with 22.5-year average tenure while offering multiple value-add opportunities including potential pad site sales and a side strip projected to increase in revenue 84% over the 10-year hold period.



## INVESTMENT HIGHLIGHTS

TOP
PERFORMING
RETAIL CENTER
WITH SUPER
REGIONAL DRAW

TARGET AND
H-E-B ON
LEASES
(AVG. \$5 PSF
ANNUAL RENT)

4 NATIONALLY RECOGNIZED PADS (AVG. \$88K ANNUAL RENT) TOP TIER CREDIT TENANCY (78% OF GLA) #1 MOST VISITED SHOPPING CENTER IN MIDLAND/ ODESSA

VALUE-ADD
OPPORTUNITY
64% OF TENANTS
EXPIRING W/O
OPTIONS





## PRIME EXIT OPTIONALITY **KEY** No Build Tenants Expiring w/o Options Parcel Boundaries No Build Frapid five BEL°W **GameStop** TESLIE'S SWIMMING TACO **PNC** H-E-B () () () () 3 6 E 42ND ST (59,661 VPD)



- » Opportunity to sell down HEB and/or Target parcel that are subject to long term leases
- » HEB and Target paying low rents, \$9.37 & \$1.70 PSF respectively, which would be extremely well received in the NNN market.

2

## TOP TIER CREDIT / BRANDS ON OUTPARCELS OFFER ADDITIONAL EXIT OPPORTUNITIES AT PREMIUM PRICING GIVEN SHORTER TERM DURATION & BELOW MARKET RENTS

- » Chick Fil A 52% below market rent and A Shadow Credit Rating
- » Taco Bell 46% below market rent and expiring without options
- » PNC Bank 33 Yr Tenure, A Credit, expiring Nov-2026 without options
- » Jack in the Box 43% below market rent

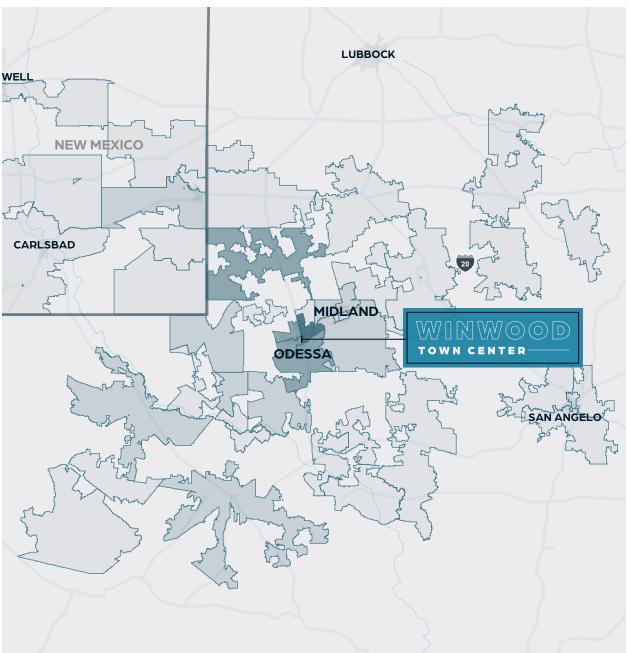
## SEPARATELY PARCELED STRIP OFFERS DOUBLING OF NOI OVER 10 YEAR HOLD PERIOD

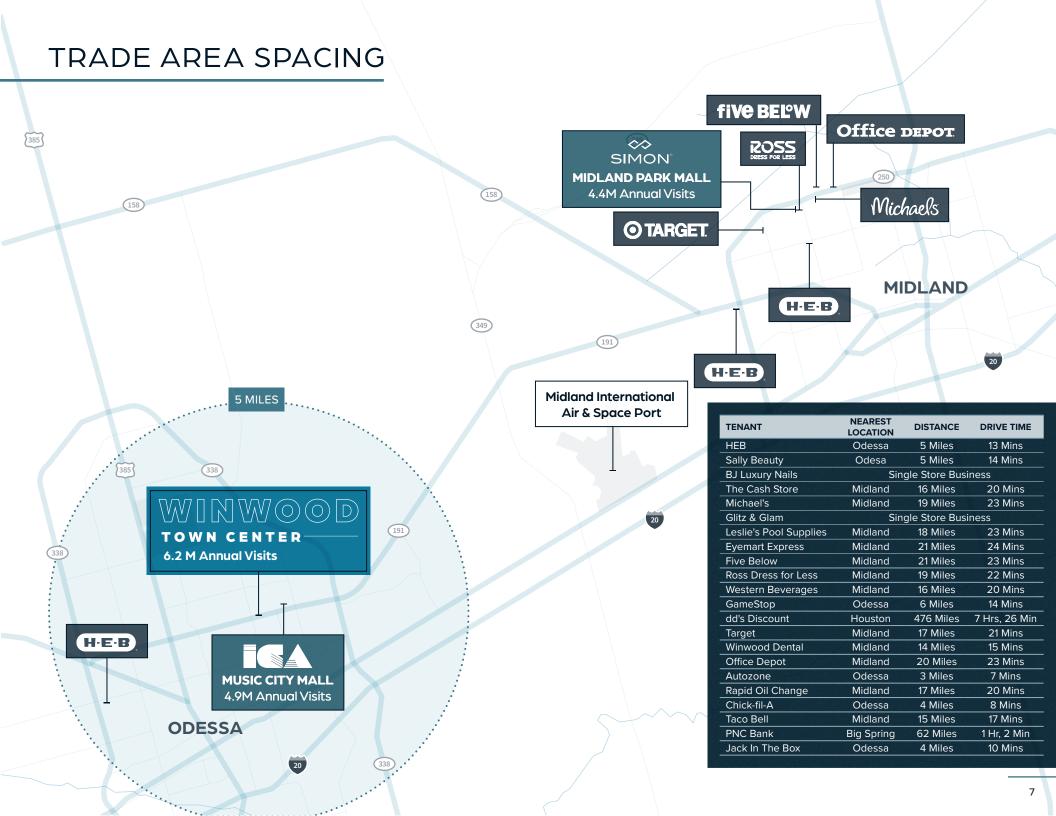
3

- » Attractive isolated CAGR to drive cap rate / price in separate transaction
- » Alternatively, excellent midterm value add component w/ disposition in the future
- » Office Depot expires in 2034 without options at 59% below market rent

## TOP PERFORMING RETAIL CENTER WITH SUPER-REGIONAL DRAW







## MIDLAND-ODESSA MARKET OVERVIEW

Midland-Odessa, situated in the heart of West Texas and known as "Two Cities, No Limits," has evolved from modest railroad stations into the powerhouse of the Permian Basin, currently accounting for 48% of U.S. oil production, up from just 17% in 2015. This economy boasts one of the nation's highest GDP per capitas at \$242,730, anchored by major employers like Chevron, Apache, and EOG Resources that have established the region as the world's largest inland petrochemical complex. Originally cattle shipping centers and financial hubs in the late 19th century, both cities were transformed by the 1920s oil discovery, gaining strategic importance during World War II and recently experiencing renewed prosperity through technological advancements in shale extraction. Beyond its economic significance, the area offers excellent educational opportunities through sought-after school districts (ECISD and MISD), rich cultural attractions including world-class art galleries and theater productions, and deep-rooted traditions like the 67-year "Friday Night Lights" football rivalry between Midland Legacy and Permian High—all contributing to an extraordinary environment for businesses and residents alike in this thriving West Texas community.



**MAJOR EMPLOYERS IN THE AREA** 

## **E**XonMobil

Apache

Baker Hughes >



Chevron



**SAULSBURY** 





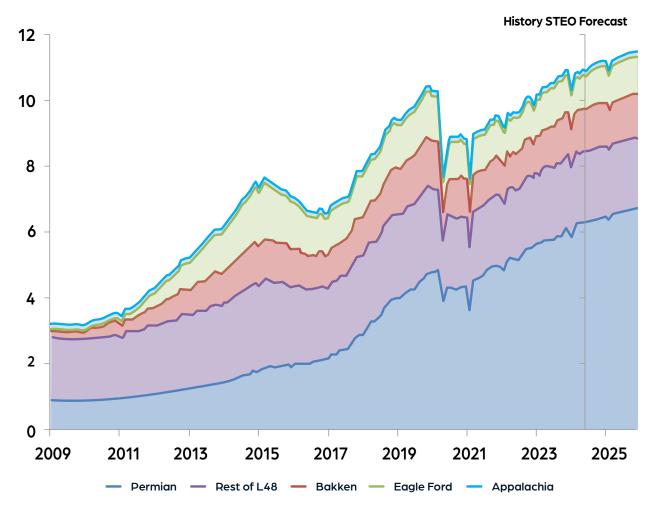
**HALLIBURTON** 

Seog resources

## EIA EXPANDS COVERAGE OF CRUDE OIL AND NATURAL GAS PRODUCTION WITH REGIONAL FORECAST

MONTHLY LOWER 48 CRUDE OIL PRODUCTION BY REGION (JAN 2009-DEC 2025)

#### Million barrels per day



Data source: U.S. Energy Information Administration, Short-Term Energy Outlook (STEO), June 2024 Note: L48=Lower 48 states

## **CONTACTS**

#### **CORE EXECUTION TEAM**

Ryan West Senior Managing Director +1 713 852 3535 ryan.west@ill.com Chris Gerard
Senior Managing Director
+1 214 293 8698
chris.gerard@jll.com

#### FINANCING

Colby Mueck Senior Managing Director +1 713 852 3575 colby.mueck@jll.com

#### SUPPORT

Dawson Hastings Analyst +1 713 425 1801 dawson.hastings@ill.com Sherri Rollins Vice President +1 713 852 3573 sherri.rollins@jll.com



4200 Westheimer Rd, Suite 1400 | Houston, Texas 77027 www.us.ill.com/capitalmarkets

Jones Lang LaSalle Americas, Inc. or its state-licensed affiliate ("J.L.") has been engaged by the owner of the property to market it for sale. Information concerning the property described herein has been obtained from sources other than JLL, and neither Owner nor JLL, nor their respective equity holders, officers, directors, employees and agents makes any representations or warranties, express or implied, as to the accuracy or completeness of such information. Any and all reference to age, square footage, income, expenses and any other property specific information are approximate. Any opinions, assumptions, or estimates contained herein are projections only and used for illustrative purposes and may be based on assumptions or due diligence criteria different from that used by a purchaser. JLL and owner disclaim any liability that may be based upon or related to the information contained herein. Prospective purchasers should conduct their own independent investigation and rely on those results. The information contained herein is subject to change. The Property may be withdrawn without notice. If the recipient of this information has signed a confidentiality agreement regarding this matter, this information is subject to the terms of that agreement. 2025. Jones Lang LaSalle IP, Inc. All rights reserved.

For over 200 years, JLL (NYSE: JLL), a leading global commercial real estate and investment management company, has helped clients buy, build, occupy, manage and invest in a variety of commercial, industrial, hotel, residential and retail properties. A Fortune 500 company with annual revenue of \$20.8 billion and operations in over 80 countries around the world, our more than 111,000 employees bring the power of a global platform combined with local expertise. Driven by our purpose to shape the future of real estate for a better world, we help our clients, people and communities SEE A BRIGHTER WAYS. JLL is the brand name, and a registered trademark, of Jones Lang LaSalle Incorporated. For further information, visit ill.com.