



OFFERING MEMORANDUM

+/-8.26 ACRES - 12121 OLD MONTGOMERY ROAD

Willis, Texas 77318

Marcus & Millichap
THE FLORENCE GROUP

INVESTMENT OVERVIEW

12121 OLD MONTGOMERY ROAD

This +/- 8.26 acre property is located on 12121 Old Montgomery Road in Willis, Texas within the Willis Independent School District. The site offers immediate access to Old Montgomery Road, which provides excellent ingress/egress to FM 830 (South), FM 1097 (North), and both directions on Interstate 45. The site features approximately 119 feet of frontage on Old Montgomery Road, and an additional 603 feet of frontage on West Side Loop Road.

This property has access to water and sewer services provided by the City of Willis and is located within the Willis City Limits. Zoned General Commercial (GC), the site allows for a wide range of commercial development opportunities. Additionally, the property is free of any encumbrances, significant easements, floodplain, floodway, wetlands, or pipelines.

This site is ideally positioned to capitalize on the explosive growth of Conroe and Willis, while providing immediate access to all of the main arterials in the area. Proximity to new developments, like “The Woodland Hills” by The Howard Hughes Corporation, “Moran Ranch” by Satya, Stolz Partners, and Fidelis, provides a rare opportunity to secure a strategically located land position with maximum exposure and minimal development challenges.

PROPERTY SIZE	+/- 8.26 Acres
PRICE	Contact Broker for Pricing
SCHOOL	Willis Independent School District
FLOODPLAIN	None
UTILITIES	City of Willis Water and Sewer
FRONTAGE	+/- 119 feet on Old Montgomery Road +/- 603 feet on West Side Loop
ACCESS	Old Montgomery Road
DETENTION	To Be Determined
TAX INFORMATION	To Be Determined

FOR MORE INFORMATION CONTACT:

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MARKET OVERVIEW AND DEMOGRAPHICS

12121 OLD MONTGOMERY ROAD

CONROE-WILLIS, TEXAS

Located in Montgomery County just north of Houston, the Conroe–Willis area is one of the most rapidly expanding regions in Southeast Texas. Anchored by the Conroe, which has a population surpassing 100,000, and the budding city of Willis, the region benefits from strategic placement along the Interstate 45 corridor, offering direct access to Houston just 40 minutes south and Dallas (180 miles north). The area is also supported by Conroe–North Houston Regional Airport, which provides key logistics and aviation services for both corporate and general aviation users. With its excellent connectivity, lower cost of living, and abundant land, Conroe has emerged as a major center for business relocation and expansion. Consistently ranking among the fastest-growing cities in the U.S. Recent economic development is fueled by the region's diverse economy, with core industries including advanced manufacturing, distribution, construction, energy services, retail, and healthcare. As a result of the Conroe Park North Industrial Park and Grand Central Park developments, companies such as Crown Cork & Seal, McKesson, and Five Below have opened locations in the area.

The city of Willis, located just north of Conroe, is experiencing a similar economic and population boom. Driven by suburban spillover from Montgomery County, Willis is welcoming multiple master-planned communities, such as Moran Ranch, Chambers Creek, and The Estates of Texas Grand Ranch. Quickly transforming into a regional hub in its own right, Willis’ residential development is complemented by new retail and commercial projects, school expansions, and infrastructure improvements. Quality of life is a major draw for both cities, with Lake Conroe offering 21,000 acres of water for boating, fishing, and lakeside living. The surrounding Sam Houston National Forest provides hiking, camping, and nature experiences, while Downtown Conroe boasts a growing arts and cultural district, complete with galleries, live music venues, and boutique shopping.



DEMOGRAPHICS	2	5	10
Residential Count	9,036	42,450	138,495
Avg HH Income	\$137,787	\$134,184	\$120,966
2024-2029 Projected Growth	7.99%	9.47%	10.46%

Bailey Dental Willis
 Pizza Hut
 Cilantro's Mexican Grill
 ANYTIME FITNESS
 PAM'S NAILS

CRICKET HOLLOW APARTMENTS

ENCLAVE AT WILLIS
BY SMITH DOUGLAS HOMES
- 330 HOMES

RIDGELAND HILLS
BY LEGEND HOMES

SPEC'S
WINES-SPIRITS-FINER FOODS

BURGER KING

QUIK TRIP

WALGREENS

LONE STAR
FAMILY HEALTH CENTER

Kroger

CHASE

ClearWater
Express Wash

OLD MONTGOMERY ROAD



MORAN RANCH COMMERCIAL RETAIL

MCDONALD'S
 SONIC
 WINGSTOP
 Schlotzsky's
 DUTCH BROS
 H-E-B
 AUSTIN BANK
 TACO BELL
 Chick-fil-A
 TSC
 FIRST WATCH
 HOTWORX
 tropical CAFE
 Jack
 PANDA EXPRESS
 Sport Clips
 LOUISIANA FISH MARKET
 POPEYE'S
 McALISTER'S DELI
 FIRST NATIONAL BANK TEXAS
 SHIRLEY'S DONUTS

Lakeway ANIMAL MEDICAL & SURGICAL CLINIC
 Jersey Mike's
 SANDSTONE CHIROPRACTIC
 MARCO'S PIZZA
 BLACK ROCK COFFEE BAR
 SUPERCUTS
 optimum
 BLIMPIE
 SHERWIN WILLIAMS

MORAN RANCH COMMERCIAL

RETAIL



MORAN RANCH
BY SATYA INC AND STOLZ PARTNERS

THE CORE
SPORTSPLEX

THE WOODLAND HILLS
BY THE HOWARD HUGHES CORPORATION
+/- 4,500 HOMES

45 I-45 91,515 VPD

ClearWater
Express Wash

QUICK
TRIP

CVS
pharmacy

SITE

FM 1097 21,440 VPD

WEST SIDE LOOP

CRICKET HOLLOW
APARTMENTS

WEST MONTGOMERY STREET

Bailey Dental Willis

Pizza Hut Cielanras Mexican Grill

ANYTIME FITNESS PAM'S NAILS

THE WOODLAND HILLS
BY THE HOWARD HUGHES CORPORATION
+/- 4,500 HOMES

LAKE CONROE

Bailey Dental Willis

Pizza Hut

Cilantro's Mexican Grill

ANYTIME FITNESS

PAM'S NAILS

ENCLAVE AT WILLIS
BY SMITH DOUGLAS HOMES
- 330 HOMES

🚗 FM 1097 21,440 VPD

CRICKET HOLLOW
APARTMENTS

CVS
pharmacy

QUICK TRIP

SPEC'S
WINES-SPRITS-FINER FOODS

CONROE-WILLIS
FAMILY MEDICINE

WOODLANDS NORTH HOUSTON
HEART CENTER
Knowledge. Confidence. Compassion.

willispharmacy+

SUNOCO

7
ELEVEN



WEST MONTGOMERY STREET

WEST SIDE LOOP

OLD MONTGOMERY ROAD

THE WOODLAND HILLS
BY THE HOWARD HUGHES CORPORATION
+/- 4,500 HOMES

Bailey Dental Willis
 Pizza Hut
 Cilantro's Mexican Grill
 ANYTIME FITNESS
 PAM'S NAILS

Lakeway ANIMAL MEDICAL & SURGICAL CLINIC
 Jersey Mike's SUBS
 SANDSTONE CHIROPRACTIC
 MARCO'S PIZZA
 BLACK ROCK COFFEE BAR
 SUPERCUTS
 BLIMPIE
 SHERWIN WILLIAMS

MORAN RANCH COMMERCIAL RETAIL

MCDONALD'S
 SONIC
 PANDA EXPRESS
 WINGSTOP
 Schlotzsky's
 Sport Clips HAIRCUTS
 DUTCH BROS COFFEE
 H-E-B
 LOUISIANA FISH FRY
 STARBUCKS
 TACO BELL
 AUSTIN BANK
 POPEYES
 FIRST WATCH
 TSC
 1ST NATIONAL BANK
 HOTWORX
 TROPICAL CAFE
 Jack in the box
 McALISTER'S DELI
 SHIRLEY'S DONUTS

CRICKET HOLLOW APARTMENTS

ENCLAVE AT WILLIS
BY SMITH DOUGLAS HOMES
- 330 HOMES

FM 1097 21,440 VPD

CVS
pharmacy

SPEC'S
WINES • SPIRITS • FINE FOODS

QUICK
TRIP

BURGER
KING

WALGREENS

LONE STAR
FAMILY HEALTH CENTER

Kroger

CHASE

45 I-45 91,515 VPD

WEST MONTGOMERY STREET

PIZZA
PAPA JOHN'S

MCDONALD'S

SITE

OLD MONTGOMERY ROAD

MORAN RANCH COMMERCIAL

RETAIL

MCDONALD'S

SONIC



Schlitzsky's
CAFE

SportClips
HAIRCUTS



DUTCH BROS

H-E-B



TACO BELL

AUSTIN BANK

POPEYES



FIRST WATCH

Chick-fil-A

McALISTER'S
DELICIOUS



tropical CAFE

Jack
IN THE BOX



SANDSTONE CHIROPRACTIC

SUPERCUTS

BLIMPie

optimum.

AMERICA'S SUB SHOP

MORAN RANCH
BY SATYA INC AND STOLZ PARTNERS

THE WOODLAND HILLS
BY THE HOWARD HUGHES CORPORATION
+/- 4,500 HOMES

Lakeway
ANIMAL MEDICAL & SURGICAL CLINIC



BLACK ROCK
COFFEE BAR



SHERWIN
WILLIAMS

QUIK
TRIP

THE CORE
SPORTSPLEX

SITE

WEST SIDE LOOP

Bailey Dental Willis



Cilantro's
Mexican Grill



PAM'S
NAILS

CVS
pharmacy

FM 1097 21,440 VPD

BURGER
KING

SPEC'S
WINES-SPIRITS-FINER FOODS

WEST MONTGOMERY STREET



Kroger

LONE STAR
FAMILY HEALTH CENTER

Lakeway
ANIMAL MEDICAL & SURGICAL CLINIC
(A member of Lakeland Veterinary Services)

Jersey Mike's
SUBS

SANDSTONE
CHIROPRACTIC

marco's
PIZZA

BLACK ROCK
COFFEE BAR

SUPERCUTS

optimum.

BLIMPie
AMERICA'S SUB SHOP

SHERWIN
WILLIAMS

MORAN RANCH COMMERCIAL
RETAIL

MCDONALD'S

SONIC

PANDA EXPRESS
CHINESE KITCHEN

WING STOP

Schlotzsky's
BAKERY
CAFE

Sport Clips
HAIRCUTS

WHATABURGER

DUTCH BROS

H-E-B

AUSTIN BANK
Take your bank with you

POPEYES

STARBUCKS

TACO BELL

Chick-fil-A

McALISTER'S
DELICIOUS

FIRST WATCH

TSC

FIRST NATIONAL BANK TEXAS

HOTWORX

tropical CAFE

Jack
IN THE BOX

SHIPLEY
HONOLULU

MORAN RANCH
BY SATYA INC AND STOLZ PARTNERS

WALGREENS

CHASE

Clear Water
Express Wash

FM 1097 21,440 VPD

I-45 91,515 VPD

QUIK
TRIP

WEST MONTGOMERY STREET

THE CORE
SPORTSPLEX

SITE

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Marcus & Millichap
THE FLORENCE GROUP

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www.marcusmillichap.com



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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